



County of Monterey

Item No.

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 25-398

September 30, 2025

Introduced: 9/25/2025

Current Status: Draft

Version: 1

Matter Type: BoS Agreement

- a. Approve and authorize the Contracts and Purchasing Officer or designee to execute a non-Standard Agreement with Axon Enterprises, Inc., for the purchase of Park Ranger equipment and training, effective October 6, 2025 through September 30, 2035, for an amount not to exceed \$130,000; and,
- b. Approve and authorize the Contracts and Purchasing Officer or designee to execute up to three future amendments to the Agreement where the total of the amendments does not exceed 10% (\$13,000) of the Agreement amount and does not significantly change the scope of work, subject to County Counsel approval, for an aggregate not to exceed maximum of \$143,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Contracts and Purchasing Officer or designee to execute a non-Standard Agreement with Axon Enterprises, Inc., for the purchase of Park Ranger equipment and training, effective October 6, 2025 through September 30, 2035, for an amount not to exceed \$130,000; and,
- b. Approve and authorize the Contracts and Purchasing Officer or designee to execute up to three future amendments to the Agreement where the total of the amendments does not exceed 10% (\$13,000) of the Agreement amount and does not significantly change the scope of work, subject to County Counsel approval, for an aggregate not to exceed maximum of \$143,000.

SUMMARY/DISCUSSION:

Sourcwell is a service cooperative created by the Minnesota legislature as a local unit of government providing its registered members a streamlined procurement process by developing Request For Proposals (RFPs) for national, competitive solicitations that meet or exceed the needs of participating agencies, allowing Sourcwell to offer products from nationally acclaimed suppliers.

The County of Monterey is a registered member of Sourcwell. Membership allows the County to piggyback off Sourcwell's negotiated contract terms for awarded solicited proposals. This procurement process provides an effective, efficient mechanism for procurement of information technology related products and services ensuring the prudent use of public funds.

Sourcwell entered into an agreement with Axon Enterprises, Inc. (Axon) on February 6, 2024 with an expiration date of December 15, 2027 for the provision of equipment, products or services for public safety personnel.

To expand the tools used by park rangers to keep County parks safe for all visitors, the Department of Public Works, Facilities and Parks (PWFP) would like to purchase Axon's taser products, accessories and training for County park rangers. Axon submitted Quote #for the purchase of Axon's Taser 10' with a ten-year program including hardware, software, services and warranties. Payments will be made in August each year and new tasers will be provided in the first year and fifth year of the agreement. Other equipment and accessories will be provided each year of the agreement.

An Addendum is included with the Standard Agreement, amending language for Section 6.01 Payment Conditions, Section 7.0 Termination, Section 8.0 Indemnification, Section 10.05 Royalties and Inventions and Section 9.03 Insurance Coverage Requirements language from the Standard Agreement to comply with the Sourcewell agreement. Section 16.06 is amended to state County may not assign, sell or otherwise transfer the agreement without Axon's consent.

PWFP requests the Board of Supervisors approve the non-Standard Agreement (Attachment A) with a term of October 6, 2025 through September 30, 2035 for the purchase of taser equipment and training services with an aggregate not to exceed of 143,000.

OTHER AGENCY INVOLVEMENT:

The Office of the County Counsel and the Auditor-Controller's Office have reviewed and approved the non-Standard Agreement as to form, and fiscal provisions, respectively.

FINANCING:

If approved, the County would enter a Master Services and Purchasing Agreement to purchase eight tasers, accessories and training. Payments would be split over a 10-year period. The Fiscal Year 2025-26 Adopted Budget, for General Fund 001, Park Operations Appropriation Unit PFP058 includes sufficient appropriations to support the first payment of approximately \$12,972. Future costs for the remainder of the payments will be included in the respective fiscal year recommended budgets.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

The recommended action supports the Board of Supervisors Strategic Initiatives for Public Safety. Use of innovative tools helps law enforcement manage and mitigate evolving risks, bringing safer outcomes for both officers and parks patrons. Use of Axon's TASER 10 provides transparency and effective de-escalation of situations.

- ☐ Economic Development
- ☐ Administration
- ☐ Health & Human Services
- ☐ Infrastructure
- ☒ Public Safety

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Reviewed by: Bryan Flores, Chief of Parks

Approved by: Randell Ishii, MS, PE, TE, PTOE, Director of Public Works, Facilities and Parks

Attachments:

Attachment A - non-Standard Agreement with Axon Enterprises, Inc.