



CITY OF KINGSLAND, GEORGIA

CITY COUNCIL

AGENDA • OCTOBER 23, 2023

Regular Meeting

City Council Chamber

6:00 PM

107 South Lee Street - City Hall, Kingsland, GA 31548

I. CALL TO ORDER AND WELCOME GUESTS

II. ROLL CALL

Charles Grayson Day Jr.
James W Galloway
Farran Fullilove
Kristy Chance
Alex Blount

Mayor
Councilman
Councilman
Councilwoman
Mayor Pro Tem

III. INVOCATION AND PLEDGE TO THE FLAG

IV. CONSENT DOCKET

- A. Approve the Council Minutes of the last regular Council Meeting
- B. Approve the Agenda as Presented
- C. Approve the Payments of Accounts Payable as Due and Funds Available

V. GRANTING AUDIENCE TO THE PUBLIC

VI. OLD BUSINESS

VII. NEW BUSINESS

- 1. Ratification of: Garbage Truck Rental from RDK Truck -

Ratification of a short term rental agreement with RDK Assets, Inc., for a 2013 Autocar Side-Load Refuse Collection Truck @ \$8,500.00 per month for three months for a total of \$25,500.00.

Staff recommends approval.

2. Bid Award: Cloud-Based Human Resource & Time Tracking Software -

Product includes human resource module with performance management and time tracking. Pricing is per employee per month on a month-to-month contract.

Staff recommends low bid, BambooHR, \$34,857 1st year cost.

3. Bid Award: Body Worn Camera TAP Bundle -

Contract includes 50 Body Worn cameras, AB3 camera & multi bay dock bundle, auto tagging license, redaction assistant user license, and unlimited device storage. Five year total cost of \$389,005.35 in annual payments of \$77,801.07. Actual quantity to be determined by police department, not to exceed 50.

Staff recommends approval for Axon Enterprise, Inc. Sole source in order to be compatible with police department fleet and interview room camera systems.

4. Bid Award: Purchase of Police Fleet Cameras -

Contract includes 32 Fleet 3 basic cameras, hardware, software, and unlimited storage. Five year total cost of \$309,907.20 in 5 annual payments of \$61,981.44. Additional quotes obtained from City of St Marys' procurement solicitation.

Staff recommends approval to low bid, Axon Enterprise, Inc.

5. Bid Award: Interview Room Camera & Recording System -

Contract includes hardware, software, and unlimited cloud storage. Five year total cost of \$33,069.22 in payments of year one \$18,411.74 to include set-up and hardware with remaining annual payments at \$3,644.37. Information technology department to determine actual hardware needs for server and other related equipment.

Staff recommends approval for Axon Enterprise, Inc. Sole source in order to be compatible with police department fleet and body-worn camera systems.

6. Bid Award: (2) Palo Alto Networks & 3 Year Support Agreement -

Palo Alto networks provide cyber security with advanced threat prevention. Purchase is for (2) core security subscription bundles with a 3 year support agreement.

Staff recommends low bid, Connection, for a total of \$6,510.56.

VIII. MAYOR AND COUNCIL ANNOUNCEMENT

IX. ADJOURNED



City Council
107 South Lee Street
Kingsland, GA 31548

SCHEDULED

AGENDA ITEM (ID # 4290)

Meeting: 10/23/23 06:00 PM
Department: City Clerk
Category: Contract
Prepared By: Jean Seigler
Initiator: Jean Seigler
Sponsors:
DOC ID: 4290

Ratification of: Garbage Truck Rental from RDK Truck

Ratification of a short term rental agreement with RDK Assets, Inc., for a 2013 Autocar Side-Load Refuse Collection Truck @ \$8,500.00 per month for three months for a total of \$25,500.00.

Staff recommends approval.

Stock # 107834

Invoice #

RDK ASSETS, INC. dba RDK TRUCK SALES

3214 Adamo Dr • Tampa, Florida 33605 • (813) 241-0711 • FAX (813) 241-0414

Lessee Information
 Customer # 10063
 Customer Name City of Kingsland
691 N Lee
Kingsland, GA 31548

Shipping Address
 Same

Phone # 912-729-5613 P.O. #/Job # _____ Ordered By Bill Coleman
 Project _____ Job Location _____ Salesman Raquel Cordova
 Delivered By: ☐ RKTR ☒ Lessee ☐ Other _____ Date/Time Shipped _____
 Returned By: ☐ RKTR ☒ Lessee ☐ Other _____ Date/Time Shipped _____

Serial Number	Tag	Equipment Description	Rental Term Monthly	Rate	Total
5VCACR6F0DH215951	DB05FM	2013 Autocar Side Loader	3	\$ 8,500.00	\$ 25,500.00

Note: Rental Agreement is valid for a period of 2 months and cannot be canceled by returning equipment to RDK Assets, INC, dba RDK Truck Sales or an authorized rental location. Customer is responsible for ALL tire repairs, fuel and damages. See reverse side (Sec. 2) for allowance of hours.

Rental Starts 10/11/23 Mileage Out 89,161 Hours Out 11,592 Mileage In _____ Hours In _____

rental rate is \$ \$ 8,500.00 If changes occur, applicable rental charges will result.

No more than 60 hours per work week.

Customer is responsible for permits, licensing and repairs.

Oil & filters must be changed every 200 hours.

Customer is responsible for IFTA mileage tracking and reporting. Customer is responsible for displaying name and DOT Number on cab.

All reimbursable repairs need prior approval from RDK Assets,

INC.

Minimum Rental Contract: 3 Month Minimum

Security Deposit* (Cash/Check)

Total \$ 25,500.00

\$ 0.00

Replacement Value of Vehicle: 124,901.00

Total Due \$ 25,500.00

Rental Amount \$ 25,500.00

Tax Rate 0.00%

Sales Tax \$ 0.00

Transportation \$ 0.00

(*Security Deposit, net of any physical damage assessment, will be returned upon complete vehicle inspection by RDK Assets, INC, dba RDK Truck Sales)

LESSEE MUST CHECK ENGINE OIL, WATER AND FUEL DAILY. LESSEE MUST ADVISE LESSOR WHEN READY FOR PICK-UP. LESSEE AUTHORIZES THE DELETION OF ANY SAFETY EQUIPMENT AND ACCEPTS ALL LIABILITY FOR INJURY OR LOSS INCURRED. LESSEE IS RESPONSIBLE FOR ALL TIRES (to be returned with a minimum of 50% tread), MAINTENANCE, FUEL, MISSING PARTS, AND ALL DAMAGE OTHER THAN NORMAL WEAR AND TEAR.

Equipment shall be operated only by a qualified operator, licensed where required by the law, who is either Lessee or an authorized operator as set forth in this Agreement. Lessee is liable for all damage caused by striking overhead objects, and if equipment is used without Lessor's permission or in violation of this Agreement, or is damaged as a result of conditions enumerated on Page Two (reverse side), or conditions enumerated in the Loss and Damage Provisions, Lessee shall be liable for all damages. Lessee represents that the Equipment herein has been fully inspected by it and that same is in good condition.

PHYSICAL DAMAGE INSURANCE, LIABILITY, WORKMANS COMPENSATION, PROPERTY DAMAGE

Insurer _____ Policy No. _____ Exp. Date _____
 Minimum Property Damage Coverage \$ _____ Date Insurance Certificate Received _____

BY EXECUTION OF THIS RENTAL AGREEMENT, LESSEE ACKNOWLEDGES THAT THE EQUIPMENT DESCRIBED HEREIN IS RENTED TO AND IN ACCORDANCE WITH THE TERMS, CONDITIONS AND PROVISIONS SET FORTH ABOVE (PAGE ONE) AND ON THE REVERSE SIDE OF THIS AGREEMENT (PAGE TWO) AND LESSEE REPRESENTS THAT LESSEE HAS READ AND AGREES TO ALL TERMS, CONDITIONS AND PROVISIONS OF THIS AGREEMENT. A FACSIMILE OF THIS AGREEMENT, OR ANY PART OF IT, SHALL BE ENFORCEABLE AS AN ORIGINAL AND THIS AGREEMENT MAY BE EXECUTED AND ENFORCED IN COUNTERPARTS.

Lessee Signature [Signature] Prepared By: Connie Nicholas Date 10/10/23
 Lessee Name (please print) Lee Spell Reviewed By: _____
 Drivers License # 051499587 State GA Credit Approved By: _____
 Company Name City of Kingsland Security Deposit Received: _____
 Date 10/10/23 Security Deposit Returned: _____

RDK ASSETS, INC. dba RDK TRUCK SALES

TERMS AND CONDITIONS

RDK Assets, INC. dba RDK Truck Sales, (Lessor), hereby rents to Lessee and Lessee hereby accepts from Lessor, the Equipment described on Page One ("Equipment") subject to all terms, conditions and provisions of this Agreement as set forth on Pages One and Two.

1. RETURN OF EQUIPMENT - Equipment is and shall remain the property of Lessor, and is in good repair and mechanical condition. Except as otherwise provided herein, Lessee shall return Equipment in the same condition as received, ordinary wear and tear excepted to the place from which rented on the date specified or sooner if demanded by Lessor. Lessee agrees that Lessor may apply any security deposit posted by Lessee towards Lessee's obligation under this Paragraph 1.

2. CHARGES - Lessee shall be liable for and shall promptly pay when due at the Lessor's office designated herein, all rental and other charges set forth herein, including but not limited to time, mileage, service, minimum 50% grade wear on tire, delivery, pick-up and other charges (including cost of fuel supplied by Lessor) in accordance with this Agreement or, if not stated herein, in effect at the location at which the rental is made; and, shall pay and/or reimburse Lessor for amounts equal to any sales tax, use tax, personal property tax, licenses, registration or fees levied or based upon the rentals of the Equipment or the use or the operation thereof. Rental payment is due at the beginning of each rental term. The daily, weekly and monthly rental shall entitle Lessee to a maximum of one-shift use (8 hours per day, 60 hours per week, 260 hours per month). Double-shift use will incur a charge of one-and-a-half (1 1/2) times the rental rate and triple-shift use will incur a charge of two (2) times the rental rate. Lessor shall have a lien as allowed by law for charges incurred hereunder upon premises and improvements upon which Equipment is employed. Rentals are F.O.B. the location at which this transaction was made. Shipping charges from such location to destination and return and all loading, unloading, assembling and dismantling shall be paid by Lessee.

3. USE OF EQUIPMENT - Equipment shall be used solely in Lessee's business and kept only at its place of business or job site (except that Equipment may be moved in the normal course of Lessee's business), and shall not be removed without prior written consent of Lessor. Lessee shall notify Lessor, prior to moving equipment from its place of business or the job site identified on Page One, of the location and project to which the equipment is relocated and the date(s) each piece of equipment is removed or placed on any job site. Lessee shall promptly respond to all requests by Lessor concerning the location of all equipment and any information requested by Lessor concerning the job site (including, but not limited to, the identity of the property owner, general contractor, surety, if any, and legal description of premises). Lessee agrees that Lessor may inspect the equipment at reasonable times whether at Lessee's place of business or a job site on reasonable written notice to, and in coordination with, licensee. Equipment shall be used only within its rated capacity by safe, careful, competent and qualified personnel. Lessee shall not be used, operated, or driven: (A) to carry persons other than the driver or occurrence, disablement or failure involving Equipment, and promptly furnish Lessor in writing all information required in connection therewith. Equipment shall not be used, operated, or driven: (B) in violation of any law or ordinance; (C) by any person in violation of law as to age; (D) in violation of any law or ordinance; (E) in violation of any law or ordinance; (F) by any person other than (1) Lessee; or (2) any of the following persons provided that such person is a qualified licensed driver and provided Lessee's permission is first obtained: (a) a member of Lessee's family, (b) Lessee's employer or (c) any employee of Lessee in the ordinary course of such employee's regular employment. If Equipment is used in violation of this Paragraph, or is obtained from Lessor by fraud or misrepresentation, or is used in furtherance of any illegal purpose, all use of Equipment is and shall be deemed used without Lessor's permission.

4. SERVICE - Lessee shall perform and pay for all normal, periodic and other basic service, adjustments and lubrication of Equipment, including but not limited to; checking of Equipment before each shift; and supplying fuel, oil and water; and checking cooling system (engine only); and, checking tire pressures and battery fluid and charge levels at least weekly. If Equipment fails to operate properly or needs repair, Lessee shall immediately cease using and notify Lessor forthwith. Lessee shall not make any alterations, additions or improvements to the Equipment without the prior written consent of Lessor.

5. INSURANCE - Lessee shall at Lessee's expense, during the term hereof, maintain in force a policy of public liability and property damage insurance with bodily injury and death liability limits of at least \$3,000,000 for each person in each accident and property damage liability limits of at least \$1,000,000 on a primary and not excess or contributory basis against its liability for damages sustained by any person or persons including but not limited to employees of Lessee, as a result of the maintenance, use, operation, storage, erection, dismantling, servicing or transportation of Equipment. Lessee shall at Lessee's expense, during the term hereof, maintain in force a policy covering any and all physical damage to the Equipment in the amount referenced on the reverse side of this Agreement. Lessee shall, on demand, furnish Lessor a certificate of insurance with respect to each policy required by this Paragraph 5, which certificates shall provide that they may not be canceled or materially modified except on thirty (30) days prior written notice to Lessor. Further, Lessee shall ensure that the certificates of insurance referenced herein shall name the Lessor as the loss payee and as an additional named insured on such certificates of insurance. Lessee agrees to abide by the provisions of said policies and to make a written report to Lessor and the insurer within 48 hours of Lessee's knowledge of any accident or occurrence involving Equipment. Lessee's agents and employees shall cooperate fully with Lessor and Lessee's insurer in the investigation, prosecution and/or defense of any claim or suit and shall do nothing to impair or invalidate any applicable insurance coverage. Lessee's insurance shall also insure except as may be otherwise provided herein, against all risks of direct physical loss or damage to the Equipment, while in transit or otherwise within the United States of America and Canada, and shall also include general average and salvage charges on Equipment while waterborne. In the event that Lessee receives any insurance proceeds with respect to any insurance policy required by this Paragraph 5, Lessee shall pay or apply such proceeds as directed by Lessor. Lessee shall also maintain worker's compensation insurance to extent required by law. Lessee agrees that credit for downtime is at Lessor's discretion only.

6. INDEMNITY - Lessee shall defend, indemnify and hold harmless Lessor, its subsidiaries and affiliated companies, their officers, agents and employees against all loss, liability and expense, including reasonable attorney's fees, incurred by any such individual or entity by reason of bodily injury including death, and property damage, sustained by any person or persons, including but not limited to the officers, agents and employees of Lessee, as a result of the maintenance, use, operation, storage, erections, dismantling, servicing, transportation, to the extent not caused by Lessor's negligence or willful misconduct, or a pre-existing condition of the equipment. Further, Lessee shall defend, indemnify and hold harmless Lessor, its subsidiaries and affiliated companies, their officers, agents, and employees against all loss, liability and equipment costs, including reasonable outside attorney's fees, incurred by any such individual or entity by reason of any damage sustained by any person or persons, including but not limited to the officers, agents, and employees of Lessee, as a result of any pollution liability claims or environmental impairment claim made as a result of the Lessee generating, storing, disposing of any hazardous substances, hazardous material, toxic substances, or any additional substances or materials commonly described as hazardous substances. The provisions of this Paragraph 6 shall continue in full force and effect notwithstanding the expiration of termination of this Agreement for any reason.

7. COMPLIANCE WITH LAW - Lessee shall, at its expense, comply with all state, federal and local laws and regulations affecting Equipment and its use, erection, design and transportation, including licensing and building code requirements and shall defend, indemnify and hold Lessor, its subsidiaries and related and affiliated companies, their officers, agents and employees harmless from all loss, liability and expense, including reasonable attorney's fees, harmless from all loss, liability and expense resulting from actual or asserted violations of any such laws.

8. VENUE AND CHOICE OF LAW; WAIVER OF JURY TRIAL This Agreement shall be governed by and construed and enforced in accordance with, the laws of the State of Florida, excluding laws of Florida relating to the resolution of conflict of laws of different jurisdictions. The forum selected for any proceeding or suit related to this Agreement shall be in the Circuit Court of the Thirteenth Judicial Circuit, in and for Hillsborough County, Florida, and the parties consent to this Court's personal jurisdiction over them or if the State Court does not have subject matter jurisdiction, then in the District Court of the United States for the Middle District of Florida, Tampa Division, to which the parties also consent to personal jurisdiction. Each party hereby waives any defense whether asserted by motion or pleading, that Hillsborough County, Florida, is an improper or inconvenient venue. This is intended to be a mandatory and not a permissive forum selection provision.

9. RENTAL - This Agreement is an agreement of rental only and Lessee shall not be deemed an agent or employee of Lessor for any purpose. Lessee shall not suffer any liens or encumbrances to attach to Equipment and shall defend, indemnify and hold Lessor harmless from all loss, liability and expense by reason thereof, including reasonable attorney's fees incurred by Lessor. Lessee shall not sub-let Equipment or assign this Agreement. The use of Equipment by others than Lessee or its employees shall be at Lessee's sole risk and subject to this Agreement. Lessor shall not be liable for any loss of or damage to any property left, stored, moved by or transported by Lessee or any other person in or upon Equipment either before or after the return thereof to Lessor whether or not caused by Lessor, and Lessee agrees to hold Lessor harmless from any such loss or damage including Lessor's reasonable attorney's fees. Lessee hereby assumes all risk of such loss or damage and waives all claims against Lessor by reason thereof and agrees to indemnify and hold harmless Lessor, its subsidiaries and affiliated companies, and all of its agents, officers and employees from and against all loss, liability, claim, action, or expense including reasonable attorney's fees arising out of such loss or damage.

10. LIABILITY - The liability of Lessor for delay or failure to pick up Equipment or for failure of Equipment to perform shall not exceed the rental charges herein provided for. Lessee shall be responsible for making arrangements for return of Equipment. This Agreement does not terminate until Equipment is received on Lessor's yard and all obligations under this agreement have been satisfied except as may otherwise be provided herein.

11. DEFAULT - All delinquent installments of rent shall bear interest at one-and-a-half percent (1 1/2%) per month if not prohibited by law or at the highest lawful rate. In the event of default or breach of this Agreement by Lessee, or if Lessee, Lessor may enter premises where Equipment is located on reasonable written notice to, and in coordination with, licensee and render inoperative or remove Equipment with process of law and may terminate this Agreement without prejudice to any remedies or claims which Lessor might otherwise have for arrears of rent, expense of retaking, court costs and reasonable outside attorney's fee. Lessee shall remain liable for the full value of the Equipment or for any loss or damage to the Equipment, notwithstanding any termination of this Agreement. Upon the occurrence of any event of default, Lessee agrees to pay all actual costs and expenses which may be incurred by Lessor, including a reasonable outside attorney's fee, to enforce any right provided herein or collect any sums due, including any appeal or bankruptcy proceeding.

12. DISCLAIMER OF WARRANTIES AND LIMITATIONS OF LIABILITY - Equipment described herein as new is leased subject to such warranties as are made in writing by the manufacturer thereof. Lessor will cooperate with Lessee in obtaining adjustment from manufacturer for breach of any such manufacturer's warranty; any expense to be for Lessee's account. In the event it is found that there are defective parts within such period as the appropriate manufacturer's agreement to replace defective parts is applicable, Lessor will furnish at Lessor's repair facilities during regular working hours, such labor as is required for replacement or repair of defective parts covered by manufacturer's warranty. Cost of necessary transportation to and/or from Lessor's repair facilities shall be borne solely and exclusively by Lessee. EXCEPT FOR THIS AGREED OBLIGATION TO FURNISH LABOR TO MAKE REPLACEMENT OR REPAIR OF DEFECTIVE PARTS COVERED BY THE EQUIPMENT LEASE, AND UNDER NO CIRCUMSTANCES SHALL LESSOR OR MANUFACTURER BE LIABLE AND HEREBY SPECIFICALLY DISCLAIMS RESPONSIBILITY FOR ANY EQUIPMENT LEASED NOR CAUSED BY MANUFACTURER'S WARRANTY TO THE LESSEE OR TO ANY THIRD PARTY. THE FOREGOING UNDERTAKING WITH RESPECT TO NEW EQUIPMENT IS IN LIEU OF ANY OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE; FURTHER LESSOR MAKES NO WARRANTIES WHATSOEVER WITH RESPECT TO USED EQUIPMENT AND LESSEE TAKES AND RENTS ANY USED EQUIPMENT "AS IS" AND WITH ALL FAULTS OR DEFECTS UNLESS A MODIFICATION IS ENDORSED HEREIN OR CONTAINED IN A SEPARATE WRITING SIGNED BY AN OFFICER OF LESSOR. Lessor warrants that it (1) owns/controls the equipment and (2) has the authority to enter this agreement and grant rights granted hereunder.

13. TITLES, HEADINGS AND CAPTIONS - All titles, headings and captions used in this Agreement have been intended for administrative convenience only and do not constitute matters to be construed in interpreting this Agreement.

14. ENTIRE AGREEMENT - This Agreement expresses the entire agreement between the Lessor and Lessee. No change, modification or alteration of the terms, conditions and provisions herein will be effective against Lessor unless the same is in writing and signed by a duly authorized officer of Lessor. Lessee's execution of this agreement and/or acceptance of delivery of any part of equipment to be furnished hereunder shall constitute Lessee's acceptance of the terms, conditions and provisions of this agreement and the exclusion of any terms, conditions and provisions otherwise stated by Lessee or contained in Lessee's purchase documents which conflict with or limit the terms, conditions and provisions contained herein. The paragraph headings contained in this Agreement are for convenience only and shall not be used to expand or limit the express terms, conditions and provisions herein.

15. NO WAIVER - Lessor shall not be deemed to have waived any of its rights or remedies hereunder unless such waiver is specific and in writing. No delay or omission by Lessor in exercising any of its rights or remedies hereunder shall constitute a waiver thereof, or shall constitute any further waiver thereafter. All rights and remedies of a party are cumulative and concurrent and the exercise of one right or remedy shall not be deemed to be a waiver or release of any other right or remedy.

RDK ASSETS, INC. dba RDK TRUCK SALES LOSS AND DAMAGE PROVISIONS

1. LESSORS GENERAL RESPONSIBILITY - Under the RDK Assets, INC. dba RDK Truck Sales Agreement ("Agreement") the Lessee renting the Equipment is responsible to RDK Assets, INC. dba RDK Truck Sales for any loss or damage to the Equipment and/or its return in the same condition in which received, except for ordinary wear and tear. Such responsibility is limited to the full value of the Equipment at the time it is lost or damaged, less its salvage value, plus an administrative fee and RDK Assets, INC. dba RDK Truck Sales related expenses, including loss of use, appraisal fees, recovery costs and reasonable attorney's fee. In the event the Equipment is damaged in a manner for which the Lessee is responsible, such Equipment may be repaired by Lessor or a repairer of Lessor's then prevailing hourly rate for labor posted at the Lessor's branch where the Equipment is repaired, or the repairer's hourly rate for the labor charged to repairer for such repairs, as the case may be. Parts will be charged at Lessor's list price. Lessee is also responsible for the expenses relating to such loss or damage to the Equipment as specified in the Agreement.

2. SUBROGATION - In the event of any loss or damage to the Equipment, Lessor will subrogate with respect to any right of the Lessee to recover against any person, firm or corporation. Lessee will execute and deliver whatever instruments and papers are required and do whatever else is necessary to secure such rights. Lessee will cooperate fully with Lessor and/or its insurers in the prosecution of those rights and will neither take nor permit nor allow any action to prejudice Lessor's right with respect thereto.

Lessor agrees that Lessor's rights and remedies in the event of any breach of this agreement shall be limited to Lessor's remedy at law for monetary damages, if any, and Lessor shall not be entitled to seek injunctive or other equitable relief or to enjoin or restrain the production, distribution, exhibition, advertising or any other means of exploitation of the production hereunder or any subsidiary, derivative or ancillary rights in connection therewith, or with the advertising, publicizing, exhibiting or exploitation of said photography and/or said sound recordings or any of Lessee's rights hereunder.

RDKTR 3/09/2023



City Council
107 South Lee Street
Kingsland, GA 31548

SCHEDULED

Meeting: 10/23/23 06:00 PM
Department: Finance
Category: Bid Award
Prepared By: Filiz Morrow
Initiator: Filiz Morrow
Sponsors:
DOC ID: 4288

AGENDA ITEM (ID # 4288)

Bid Award: Cloud-Based Human Resource & Time Tracking Software

Product includes human resource module with performance management and time tracking.
Pricing is per employee per month on a month-to-month contract.
Staff recommends low bid, BambooHR, \$34,857 1st year cost.



City of Kingsland
Online Solution for Interactive:
Human Resource/Time Tracking
Cloud-based Software Subscription
Bid Tabulation
10/12/2023

Vendor	Year 1	Year 2	Year 3
Bamboo ¹	\$26,090	\$24,536	\$25,763
Bamboo with Perf Mgt	\$34,857	\$33,200	\$34,860
PayCor ¹	\$48,406	\$35,406	\$35,406
NeoGov	\$104,230	\$55,635	\$77,889
PayCom ²	N/A	N/A	N/A
Clear Company ³	N/A	N/A	N/A

¹ Estimated based on # of employees (headcount)

² Third party payroll processor

³ Did not have time keeping component



City Council
107 South Lee Street
Kingsland, GA 31548

SCHEDULED

AGENDA ITEM (ID # 4291)

Meeting: 10/23/23 06:00 PM
Department: Finance
Category: Bid Award
Prepared By: Filiz Morrow
Initiator: Filiz Morrow
Sponsors:
DOC ID: 4291

7.3

Bid Award: Body Worn Camera TAP Bundle

Contract includes 50 Body Worn cameras, AB3 camera & multi bay dock bundle, auto tagging license, redaction assistant user license, and unlimited device storage. Five year total cost of \$389,005.35 in annual payments of \$77,801.07. Actual quantity to be determined by police department, not to exceed 50.

Staff recommends approval for Axon Enterprise, Inc. Sole source in order to be compatible with police department fleet and interview room camera systems.



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-462654-45105.607DP

Issued: 06/28/2023

Quote Expiration: 07/31/2023

Estimated Contract Start Date: 10/01/2023

Account Number: 113037

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Delivery-111 Seaboard St 111 Seaboard St Kingsland, GA 31548-5863 USA	Kingsland Police Dept. - GA PO Box 1658 Kingsland GA 31548-1658 USA Email:	Andrew Malherek Phone: Email: amalherek@axon.com Fax:	Ricky Evans Phone: (912) 729-8254 Email: revans@kingslandga.gov Fax: (912) 729-8628

Quote Summary

Program Length	60 Months
TOTAL COST	\$389,005.35
ESTIMATED TOTAL W/ TAX	\$389,005.35

Discount Summary

Average Savings Per Year	\$7,081.83
TOTAL SAVINGS	\$35,409.15

Payment Summary

Date	Subtotal	Tax	Total
Sep 2023	\$77,801.07	\$0.00	\$77,801.07
Sep 2024	\$77,801.07	\$0.00	\$77,801.07
Sep 2025	\$77,801.07	\$0.00	\$77,801.07
Sep 2026	\$77,801.07	\$0.00	\$77,801.07
Sep 2027	\$77,801.07	\$0.00	\$77,801.07
Total	\$389,005.35	\$0.00	\$389,005.35

Attachment: Body Worn Cameras (4291 : Bid Award: Purchase of Body Worn Camera TAP Bundle)

Quote Unbundled Price:

\$424,414.50

Quote List Price:

\$390,975.90

Quote Subtotal:

\$389,005.35

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
BWCamTAP	Body Worn Camera TAP Bundle	50	60	\$38.63	\$32.50	\$32.50	\$97,500.00	\$0.00	\$97,500.00
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	7	60	\$70.49	\$34.66	\$34.66	\$14,557.20	\$0.00	\$14,557.20
A la Carte Hardware									
AB3C	AB3 Camera Bundle	50			\$749.00	\$749.00	\$37,450.00	\$0.00	\$37,450.00
AB3MBD	AB3 Multi Bay Dock Bundle	7			\$1,638.90	\$1,638.90	\$11,472.30	\$0.00	\$11,472.30
A la Carte Software									
73682	AUTO TAGGING LICENSE	50	60		\$9.76	\$9.76	\$29,280.00	\$0.00	\$29,280.00
73478	REDACTION ASSISTANT USER LICENSE	52	60		\$9.76	\$9.76	\$30,451.20	\$0.00	\$30,451.20
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	52	60		\$26.04	\$26.04	\$81,244.80	\$0.00	\$81,244.80
ProLicense	Pro License Bundle	15	60		\$42.91	\$42.25	\$38,024.85	\$0.00	\$38,024.85
BasicLicense	Basic License Bundle	37	60		\$16.87	\$16.25	\$36,075.00	\$0.00	\$36,075.00
A la Carte Services									
79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1			\$3,000.00	\$3,000.00	\$3,000.00	\$0.00	\$3,000.00
85144	AXON STARTER	1			\$9,950.00	\$9,950.00	\$9,950.00	\$0.00	\$9,950.00
Total							\$389,005.35	\$0.00	\$389,005.35

Attachment: Body Worn Cameras (4291 : Bid Award: Purchase of Body Worn Camera TAP Bundle)

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	55	09/01/2023
AB3 Camera Bundle	71026	MAGNET MOUNT, FLEXIBLE REINFORCED, RAPIDLOCK	55	09/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	50	09/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	1	09/01/2023
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	7	09/01/2023
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	7	09/01/2023
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	7	09/01/2023
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	MULTI-BAY BWC DOCK 1ST REFRESH	7	03/01/2026
Body Worn Camera TAP Bundle	73309	AXON CAMERA REFRESH ONE	51	03/01/2026
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	MULTI-BAY BWC DOCK 2ND REFRESH	7	09/01/2028
Body Worn Camera TAP Bundle	73310	AXON CAMERA REFRESH TWO	51	09/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	37	10/01/2023	09/30/2028
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	37	10/01/2023	09/30/2028
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	45	10/01/2023	09/30/2028
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	15	10/01/2023	09/30/2028
A la Carte	73478	REDACTION ASSISTANT USER LICENSE	52	10/01/2023	09/30/2028
A la Carte	73682	AUTO TAGGING LICENSE	50	10/01/2023	09/30/2028
A la Carte	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	52	10/01/2023	09/30/2028

Services

Bundle	Item	Description	QTY
A la Carte	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1
A la Carte	85144	AXON STARTER	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	7	09/01/2024	09/30/2028
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	50	09/01/2024	09/30/2028
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	1	09/01/2024	09/30/2028

Payment Details

Sep 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	73478	REDACTION ASSISTANT USER LICENSE	52	\$6,090.24	\$0.00	\$6,090.24
Year 1	73682	AUTO TAGGING LICENSE	50	\$5,856.00	\$0.00	\$5,856.00
Year 1	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	52	\$16,248.96	\$0.00	\$16,248.96
Year 1	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 1	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 1	AB3C	AB3 Camera Bundle	50	\$7,490.00	\$0.00	\$7,490.00
Year 1	AB3MBD	AB3 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Year 1	BasicLicense	Basic License Bundle	37	\$7,215.00	\$0.00	\$7,215.00
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	7	\$2,911.44	\$0.00	\$2,911.44
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	50	\$19,500.00	\$0.00	\$19,500.00
Year 1	ProLicense	Pro License Bundle	15	\$7,604.97	\$0.00	\$7,604.97
Total				\$77,801.07	\$0.00	\$77,801.07

Sep 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73478	REDACTION ASSISTANT USER LICENSE	52	\$6,090.24	\$0.00	\$6,090.24
Year 2	73682	AUTO TAGGING LICENSE	50	\$5,856.00	\$0.00	\$5,856.00
Year 2	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	52	\$16,248.96	\$0.00	\$16,248.96
Year 2	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 2	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 2	AB3C	AB3 Camera Bundle	50	\$7,490.00	\$0.00	\$7,490.00
Year 2	AB3MBD	AB3 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Year 2	BasicLicense	Basic License Bundle	37	\$7,215.00	\$0.00	\$7,215.00
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	7	\$2,911.44	\$0.00	\$2,911.44
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	50	\$19,500.00	\$0.00	\$19,500.00
Year 2	ProLicense	Pro License Bundle	15	\$7,604.97	\$0.00	\$7,604.97
Total				\$77,801.07	\$0.00	\$77,801.07

Sep 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73478	REDACTION ASSISTANT USER LICENSE	52	\$6,090.24	\$0.00	\$6,090.24
Year 3	73682	AUTO TAGGING LICENSE	50	\$5,856.00	\$0.00	\$5,856.00
Year 3	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	52	\$16,248.96	\$0.00	\$16,248.96
Year 3	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 3	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 3	AB3C	AB3 Camera Bundle	50	\$7,490.00	\$0.00	\$7,490.00
Year 3	AB3MBD	AB3 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Year 3	BasicLicense	Basic License Bundle	37	\$7,215.00	\$0.00	\$7,215.00
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	7	\$2,911.44	\$0.00	\$2,911.44
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	50	\$19,500.00	\$0.00	\$19,500.00

Attachment: Body Worn Cameras (4291 : Bid Award: Purchase of Body Worn Camera TAP Bundle)

Sep 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	ProLicense	Pro License Bundle	15	\$7,604.97	\$0.00	\$7,604.97
Total				\$77,801.07	\$0.00	\$77,801.07

Sep 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73478	REDACTION ASSISTANT USER LICENSE	52	\$6,090.24	\$0.00	\$6,090.24
Year 4	73682	AUTO TAGGING LICENSE	50	\$5,856.00	\$0.00	\$5,856.00
Year 4	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	52	\$16,248.96	\$0.00	\$16,248.96
Year 4	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 4	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 4	AB3C	AB3 Camera Bundle	50	\$7,490.00	\$0.00	\$7,490.00
Year 4	AB3MBD	AB3 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Year 4	BasicLicense	Basic License Bundle	37	\$7,215.00	\$0.00	\$7,215.00
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	7	\$2,911.44	\$0.00	\$2,911.44
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	50	\$19,500.00	\$0.00	\$19,500.00
Year 4	ProLicense	Pro License Bundle	15	\$7,604.97	\$0.00	\$7,604.97
Total				\$77,801.07	\$0.00	\$77,801.07

Sep 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73478	REDACTION ASSISTANT USER LICENSE	52	\$6,090.24	\$0.00	\$6,090.24
Year 5	73682	AUTO TAGGING LICENSE	50	\$5,856.00	\$0.00	\$5,856.00
Year 5	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	52	\$16,248.96	\$0.00	\$16,248.96
Year 5	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 5	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 5	AB3C	AB3 Camera Bundle	50	\$7,490.00	\$0.00	\$7,490.00
Year 5	AB3MBD	AB3 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Year 5	BasicLicense	Basic License Bundle	37	\$7,215.00	\$0.00	\$7,215.00
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	7	\$2,911.44	\$0.00	\$2,911.44
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	50	\$19,500.00	\$0.00	\$19,500.00
Year 5	ProLicense	Pro License Bundle	15	\$7,604.97	\$0.00	\$7,604.97
Total				\$77,801.07	\$0.00	\$77,801.07

Attachment: Body Worn Cameras (4291 : Bid Award: Purchase of Body Worn Camera TAP Bundle)

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at www.axon.com/legal/sales-terms-and-conditions), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature

Date Signed

6/28/2023





City Council
107 South Lee Street
Kingsland, GA 31548

SCHEDULED

AGENDA ITEM (ID # 4292)

Meeting: 10/23/23 06:00 PM
Department: Finance
Category: Bid Award
Prepared By: Filiz Morrow
Initiator: Filiz Morrow
Sponsors:
DOC ID: 4292

7.4

Bid Award: Purchase of Police Fleet Cameras

Contract includes 32 Fleet 3 basic cameras, hardware, software, and unlimited storage. Five year total cost of \$309,907.20 in 5 annual payments of \$61,981.44. Additional quotes obtained from City of St Marys' procurement solicitation.

Staff recommends approval to low bid, Axon Enterprise, Inc.



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-461705-45105.608DP

Issued: 06/28/2023

Quote Expiration: 07/31/2023

Estimated Contract Start Date: 06/01/2024

Account Number: 113037

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Delivery-111 Seaboard St 111 Seaboard St Kingsland, GA 31548-5863 USA	Kingsland Police Dept. - GA PO Box 1658 Kingsland GA 31548-1658 USA Email:	Andrew Malherek Phone: Email: amalherek@axon.com Fax:	Ricky Evans Phone: (912) 729-8254 Email: revans@kingslandga.gov Fax: (912) 729-8628

Quote Summary

Program Length	60 Months
TOTAL COST	\$309,907.20
ESTIMATED TOTAL W/ TAX	\$309,907.20

Discount Summary

Average Savings Per Year	\$4,773.12
TOTAL SAVINGS	\$23,865.60

Payment Summary

Date	Subtotal	Tax	Total
May 2024	\$61,981.44	\$0.00	\$61,981.44
May 2025	\$61,981.44	\$0.00	\$61,981.44
May 2026	\$61,981.44	\$0.00	\$61,981.44
May 2027	\$61,981.44	\$0.00	\$61,981.44
May 2028	\$61,981.44	\$0.00	\$61,981.44
Total	\$309,907.20	\$0.00	\$309,907.20

Attachment: Police Fleet 3 cameras (4292 : Bid Award: Purchase of Police Fleet Cameras)

Quote Unbundled Price:	\$333,772.80
Quote List Price:	\$309,907.20
Quote Subtotal:	\$309,907.20

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
Fleet3B	Fleet 3 Basic	32	60	\$173.84	\$161.41	\$161.41	\$309,907.20	\$0.00	\$309,907.20
Total							\$309,907.20	\$0.00	\$309,907.20

Attachment: Police Fleet 3 cameras (4292 : Bid Award: Purchase of Police Fleet Cameras)

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Basic	100469	FLEET SIM INSERTION, ATT FIRSTNET	32	05/01/2024
Fleet 3 Basic	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	32	05/01/2024
Fleet 3 Basic	70112	AXON SIGNAL UNIT	32	05/01/2024
Fleet 3 Basic	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	32	05/01/2024
Fleet 3 Basic	72036	FLEET 3 STANDARD 2 CAMERA KIT	32	05/01/2024
Fleet 3 Basic	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	05/01/2024

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80400	FLEET, VEHICLE LICENSE	32	06/01/2024	05/31/2029
Fleet 3 Basic	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	64	06/01/2024	05/31/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Basic	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	32

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80379	EXT WARRANTY, AXON SIGNAL UNIT	32	05/01/2025	05/31/2029
Fleet 3 Basic	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	32	05/01/2025	05/31/2029
Fleet 3 Basic	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	05/01/2025	05/31/2029

Payment Details

May 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	Fleet3B	Fleet 3 Basic	32	\$61,981.44	\$0.00	\$61,981.44
Total				\$61,981.44	\$0.00	\$61,981.44

May 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	Fleet3B	Fleet 3 Basic	32	\$61,981.44	\$0.00	\$61,981.44
Total				\$61,981.44	\$0.00	\$61,981.44

May 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	Fleet3B	Fleet 3 Basic	32	\$61,981.44	\$0.00	\$61,981.44
Total				\$61,981.44	\$0.00	\$61,981.44

May 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	Fleet3B	Fleet 3 Basic	32	\$61,981.44	\$0.00	\$61,981.44
Total				\$61,981.44	\$0.00	\$61,981.44

May 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	Fleet3B	Fleet 3 Basic	32	\$61,981.44	\$0.00	\$61,981.44
Total				\$61,981.44	\$0.00	\$61,981.44

Attachment: Police Fleet 3 cameras (4292 : Bid Award: Purchase of Police Fleet Cameras)

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at www.axon.com/legal/sales-terms-and-conditions), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature

Date Signed

6/28/2023



Attachment: Police Fleet 3 cameras (4292 : Bid Award: Purchase of Police Fleet Cameras)



City of Kingsland
Police Fleet Cameras
Bid Tabulation
10/19/2023

Company	Unit price	Qty	Total	Initial training/ Installation	Annually - 5 Yr Contract
Axon Enterprise, Inc ¹	\$ 9,684.60	32	\$ 309,907.20	Included	\$ 61,981.44
iPro (panoramic)	\$ 9,620.00	32	\$ 307,840.00	\$ 2,800.00	\$ 62,128.00
Utility	\$ 12,990.00	32	\$ 415,680.00	Included	\$ 83,136.00

¹Compatible with interview room and body-worn camera system.

iPro and Utility quotes obtained from City of St Marys procurement solicitation.



City Council
107 South Lee Street
Kingsland, GA 31548

SCHEDULED

AGENDA ITEM (ID # 4293)

Meeting: 10/23/23 06:00 PM
Department: Finance
Category: Bid Award
Prepared By: Filiz Morrow
Initiator: Filiz Morrow
Sponsors:
DOC ID: 4293

7.5

Bid Award: Interview Room Camera & Recording System

Contract includes hardware, software, and unlimited cloud storage. Five year total cost of \$33,069.22 in payments of year one \$18,411.74 to include set-up and hardware with remaining annual payments at \$3,644.37. Information technology department to determine actual hardware needs for server and other related equipment.

Staff recommends approval for Axon Enterprise, Inc. Sole source in order to be compatible with police department fleet and body-worn camera systems.



City Council
107 South Lee Street
Kingsland, GA 31548

SCHEDULED

AGENDA ITEM (ID # 4294)

Meeting: 10/23/23 06:00 PM
Department: Finance
Category: Bid Award
Prepared By: Filiz Morrow
Initiator: Filiz Morrow
Sponsors:
DOC ID: 4294

Bid Award: (2) Palo Alto Networks & 3 Year Support Agreement

Palo Alto networks provide cyber security with advanced threat prevention. Purchase is for (2) core security subscription bundles with a 3 year support agreement.
Staff recommends low bid, Connection, for a total of \$6,510.56.

The City of Kingsland
Palo Alto Firewall 3 yr. Contract

Vendor	Equipment	Total Cost
Connection	Palo Alto PA-440	\$6,510.56
CDW	Palo Alto PA-440	\$8,394.50
Converge	Palo Alto PA-440	\$8,748.00

Staff Recommends:

Connection

Attachment: Palo Alto Network & 3 support agreement (4294 : Bid Award: Palo Alto Network & 3 Year Support)



SALES QUOTE

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Account Executive: Jeff Odle

Phone:

Fax:

Email: jeff.odle@connection.com

Account Manager:

Phone:

Fax:

Email:

25555729.01

PLEASE REFER TO THE ABOVE
QUOTE # WHEN ORDERING

Date: 10/12/2023

Valid Through: 11/11/2023

Account #:

Customer Contact: Kevin Powell

Email: lpowell@kingslandgeorgia.com

Phone: (912) 729-5613

Fax: (912) 729-5997

QUOTE PROVIDED TO:	SHIP TO:
AB#: 22833870	AB#: 22107072
City of Kingsland	City of Kingsland
Kevin Foddrell	Luke Powell
105 W William Ave	105 W William Ave
Kingsland, GA 31548	Kingsland, GA 31548
US	US
(912) 729-5613	(912) 729-5613

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	Small Pkg Ground Service Level	17.00 lbs	Net 30	

Important Notice: --- THIS QUOTATION IS SUBJECT TO THE FOLLOWING Terms of Sale: All purchases from GovConnection, Inc. are subject to the Company's Standard Terms of Sale, which describe important legal rights and obligations. You may review the Company's Standard Terms of Sale on the Company's website: www.govconnection.com, or you may request a copy via fax, e-mail, or mail by calling your account representative. The only exception to this policy is if your order is being placed under any one of our many national, state, educational or cooperative Agreements, in which case the Terms and Conditions of your Purchase Order are already pre-negotiated and stated in that Agreement. No other Terms and Conditions shall apply and any other terms and conditions referenced or appearing in your Purchase Order are considered null and void. Due to the industry-wide constraints and fluctuations, we reserve the right to change pricing at any time. Please refer to our Quote Number in your order.

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	2	41295767	PAN-PA-440	Palo Alto Networks PA-440 Palo Alto Networks	Palo Alto Networks	\$ 1,008.51	\$ 2,017.02
2	2	41603196	PAN-PA-440-BND-CORESEC-3YR	Palo Alto Networks : PA-440, Core Security Subscription Bundle (Advanced Threat Prevention, Advanced Palo Alto Networks	Palo Alto Networks	\$ 1,549.63	\$ 3,099.26
3	2	41295762	PAN-SVC-PREM-440-3YR	PA-440, Premium supt 3Y Palo Alto Networks	Palo Alto Networks	\$ 697.14	\$ 1,394.28
Subtotal						\$	6,510.56
Fee						\$	0.00
Shipping and Handling						\$	0.00
Tax							Exempt!
Total						\$	6,510.56

Attachment: Palo Alto Network & 3 support agreement (4294 : Bid Award: Palo Alto Network & 3 Year Support)



ORDERING INFORMATION
GovConnection, Inc. DBA Connection

Please contact your account manager with any questions.

Ordering Address
GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Remittance Address
GovConnection, Inc.
Box 536477
Pittsburgh, PA 15253-5906

Please reference the Contract # on all purchase orders.

TERMS & CONDITIONS

Payment Terms:	NET 30 (subject to approved credit)
FOB Point:	DESTINATION (within Continental US)
Maximum Order Limitation:	NONE
FEIN:	52-1837891
DUNS Number:	80-967-8782
CEC:	80-068888K
Cage Code:	OGTJ3
Business Size:	LARGE
Erate Spin Number:	143026005

WARRANTY: Manufacturer's Standard Commercial Warranty

NOTE: It is the end user's responsibility to review, understand and agree to the terms of any End User License Agreement (EULA).

Important Notice: --- THIS QUOTATION IS SUBJECT TO THE FOLLOWING Terms of Sale: All purchases from GovConnection, Inc. are subject to the Company's Standard Terms of Sale, which describe important legal rights and obligations. You may review the Company's Standard Terms of Sale on the Company's website: www.govconnection.com or you may request a copy via fax, e-mail, or mail by calling your account representative. The only exception to this policy is if your order is being placed under any one of our many national, state, educational or cooperative Agreements, in which case the Terms and Conditions of your Purchase Order are already pre-negotiated and stated in that Agreement. No other Terms and Conditions shall apply and any other terms and conditions referenced or appearing in your Purchase Order are considered null and void. Due to the industry-wide constraints and fluctuations, we reserve the right to change pricing at any time. Please refer to our Quote Number in your order.

If you require a hard copy invoice for your credit card order, please visit the link below and click on the Proof of Purchase/Invoice link on the left side of the page to print one: <https://www.govconnection.com/web/Shopping/ProofOfPurchase.htm>

Please forward your Contract or Purchase Order to:

SLEDOPS@connection.com

QUESTIONS: Call 800-800-0019