



COUNCIL MINUTES

January 30, 2014

The City Council of the City of Mesa met in a Study Session in the lower level meeting room of the Council Chambers, 57 East 1st Street, on January 30, 2014 at 7:30 a.m.

COUNCIL PRESENT

Scott Smith
Alex Finter
Christopher Glover
Dennis Kavanaugh
David Luna
Dave Richins
Scott Somers

COUNCIL ABSENT

None

OFFICERS PRESENT

Christopher Brady
Debbie Spinner
Dee Ann Mickelsen

1. Hear a presentation, discuss and provide direction on the Axon Body Camera Program for the Police Department.

Police Chief Frank Milstead introduced Assistant Chief John Meza, Lieutenant Lee Rankin and Commander Tony Filler. He noted that Lt. Rankin has been overseeing the Axon Body Camera program and Commander Filler, who assisted with the implementation of system.

Chief Milstead displayed a PowerPoint presentation (**See Attachment 1**) and stated that the Axon camera can be attached to an officer's lapel or eyeglasses. He commented that the influx of cellular phones and the posting of partial footage to websites do not always capture all parts of an event. He also stated that liability and litigation has cost Law Enforcement over \$2.5 billion annually in claims. He noted that the study was conducted with Arizona State University (See Page 3 of Attachment 1), which found that Axon cameras reduced complaints by 40% with a reduction of 87.5% nationwide.

In response to questions from Councilmember Richins and Mayor Smith, Chief Milstead explained that the Axon cameras can influence the behavior of both the officer and the perpetrator. He added that the cameras will aid in modifying behaviors, increase transparency and accountability while reducing complaints.

A short video presentation was played that highlighted a pursuit between Officer York, who was wearing the Axon camera, and a fleeing suspect. Chief Milstead pointed out the benefits of having the camera, which can greatly reduce the likelihood of a lawsuit and costly litigation.

Chief Milstead highlighted additional features of the Axon camera (See Pages 8 through 12 of Attachment 1), including:

- Pre-Event buffer with 12-hour battery (captures what led up to all events)
- Multiple mounting options and flexibility for officers
- Retina low light
- Weather resistant and ruggedized build and durability
- Live Camera View
- Stored Video List
- Live Streaming Video
- Add Metadata easily for retrieval
- Adds title and case I.D. information

In response to a question from Mayor Smith, Chief Milstead explained that the features on the Axon camera cannot be erased, tampered or altered.

Chief Milstead reviewed the key metrics for evidence management, and how the system works from the docking station to how the evidence is stored. (See Page 13 through 15 of Attachment 1) He also indicated the possibility of adding a voice command function in the future.

Lt. Rankin explained that the system was scrutinized for easy retrieval and review of evidence to aid in civil litigation and prosecution of criminal cases. He commented that the system needed to be intuitive for ease of use by the officers and minimize the time spent in order to get officers back on the street. He highlighted the following: downloading files and videos; logon and retrieval of files; access management of files (inability to edit or alter); how to search and access evidence; how an audit trail is created; and evidence retention rates. (See Pages 16 through 20 of Attachment 1)

Lt. Rankin advised that the data will be managed by Evidence.com and confirmed that Evidence.com has spent about \$700,000 annually on data security and has conducted tests to ensure the system is not breached. (See Pages 21 through 23 of Attachment 1)

In response to a question from Councilmember Luna, Lt. Rankin confirmed that there is plenty of backup hardware in the Axon camera and explained that the Digital Video Recorder (DVR), in most cases, is safe from damage.

Lt. Rankin indicated that Evidence.com has a 90-day turnaround for new development and updates, compared to a one to two year turnaround time with traditional software programs. He stated that over 3,000 agencies use Evidence.com to secure their data.

Councilmember Somers asked if a workflow comparison has been developed, due to the time it will take to manage the software.

Lt. Rankin responded that the biggest time constraint for the officer(s) will be at the end of the shift, which will require input that will take approximately 2-minutes per call. He also noted that if a case required redaction, additional time would be required before the video could be released to the public.

Councilmember Somers explained the importance of sharing information with other local law enforcement agencies as well as other departments and suggested staff consider implementing an information technology strategic plan.

Chief Milstead indicated that the Police Department is in the process of working with other jurisdictions on a regional plan.

In response to a question from Councilmember Glover, Lt. Rankin stated that anyone who has access to Evidence.com will have access to case information. In addition, he noted that there will be no additional risk whether you access the system at work or from home.

Chief Milstead provided information on the financial return per officer within the Mesa Police Department (MPD) (see page 27 of Attachment 1) and indicated that the average payout per year for liability claims is \$766,500. He added that an investment of \$247,000 per year will outfit 300 police officers in the department with an estimated savings of \$306,600 to \$574,875 per year.

Chief Milstead explained the advantages of entering into a 5-year contract versus a 3-year contract, (See Page 28 of Attachment 1) including the following:

- Three sets of new hardware with a 5-year contract versus one set for a 3-year contract
- Locked into current promotional pricing
- Unconditional 5-year warranty
- 5-year contract ensures coverage for the next five years without having to worry about system upgrades

In response to a question from Councilmember Richins regarding the increase of storage data pricing, Lt. Rankin commented that the current storage rate is \$1.50 per megabyte.

Vice Mayor Finter expressed support for the Axon Body Camera program and stated that this will save money in liability costs.

In response to a question from Councilmember Richins regarding project priorities and budget constraints, Chief Milstead explained that safety equipment is always a priority. He also noted that he considers the Axon cameras a priority since they provide liability protection to the City and police officers and as well as providing transparency and promoting trust within the community.

Councilmember Richins asked if there is a possibility that this technology would impact insurance premiums and provide cost savings.

City Manager Christopher Brady explained the process for an insurance premium discount and noted that a reduction of the premium contributions can be done but it is normally done after the program has been evaluated.

Mayor Smith stated that the Axon Body Camera program is not purely dollars and cents because there is no doubt that over time the camera equipment will lessen the City's liability. He noted that there is a possibility the program will improve work quality and ultimately have the potential for cost savings.

Councilmember Richins stated he is in support of the program but would like to be reasonable regarding the amount of equipment to be budgeted.

Councilmember Kavanaugh spoke in favor of the program and stated that it will create a safer environment for citizens and police officers as well as assist with litigation costs.

Mayor Smith thanked staff for being innovative leaders and complimented both the Police and Fire Departments for enhancing City services and becoming leaders statewide and nationally.

Councilmember Richins also complimented the Police Department and stated that the Council report submitted by the Police Department was well written and informative.

2. Information pertaining to the current Job Order Contracting projects.

There was no discussion on this item.

3. Acknowledge receipt of minutes of various boards and committees.

3-a. Museum and Cultural Advisory Board minutes of November 21, 2013.

It was moved by Councilmember Glover, seconded by Councilmember Luna, that receipt of the above-listed minutes be acknowledged.

Carried unanimously.

4. Hear reports on meetings and/or conferences attended.

There were no reports on meetings and/or conferences attended.

5. Scheduling of meetings and general information.

City Manager Christopher Brady stated that the meeting schedule is as follows:

Monday, February 6, 2014, 7:30 a.m. – Study Session

Saturday, February 1, 2014, 8:00 a.m. – Luna Landing

Saturday, February 1, 2014, 8:00 a.m. – Shred-A-Thon/East Mesa Service Center

Tuesday, February 4, 2014, 7:00 a.m. – State of the City Breakfast

6. Adjournment.

Without objection, the Study Session adjourned at 8:18 a.m.

SCOTT SMITH, MAYOR

ATTEST:

DEE ANN MICKELSEN, CITY CLERK

I hereby certify that the foregoing minutes are a true and correct copy of the minutes of the Study Session of the City Council of Mesa, Arizona, held on the 30th day of January, 2014. I further certify that the meeting was duly called and held and that a quorum was present.

DEE ANN MICKELSEN, CITY CLERK

abg
(Attachment – 1)

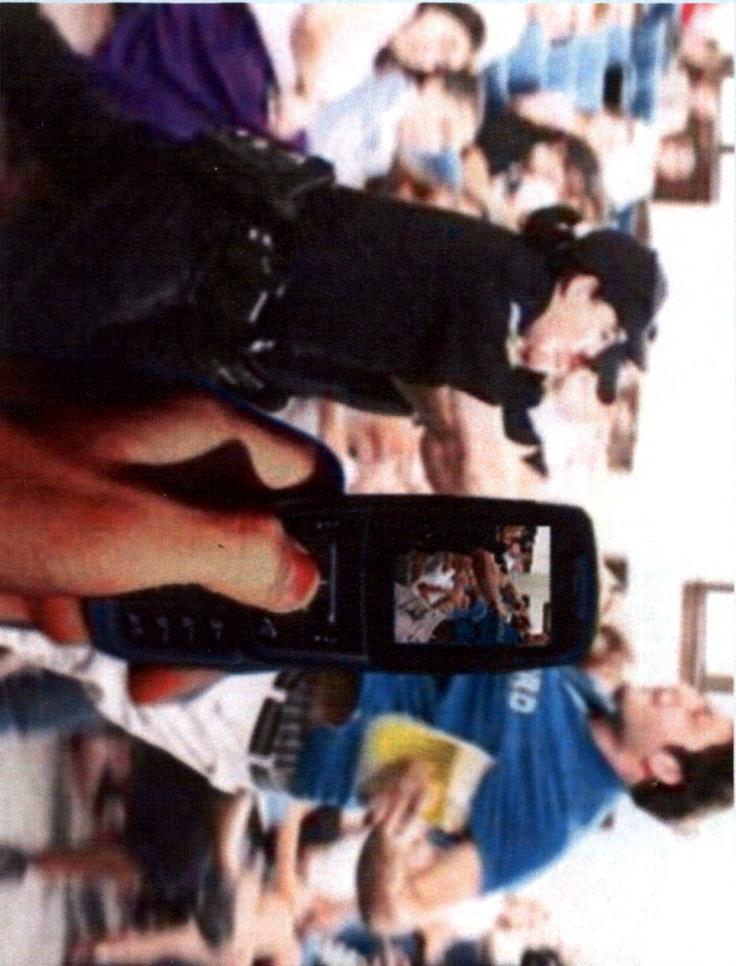


Officer Worn Video Project

AXON Flex



Reduced Liability for Mesa PD



250 Million

Americans Have Cell Phones

\$2.5 Billion

Annual US LE Exposure

No more he said she said incidents.

Studies on Effectiveness



Reduce
COMPLAINTS



Reduce
COMPLAINTS



Reduce
LITIGATION



Reduce
USE OF FORCE

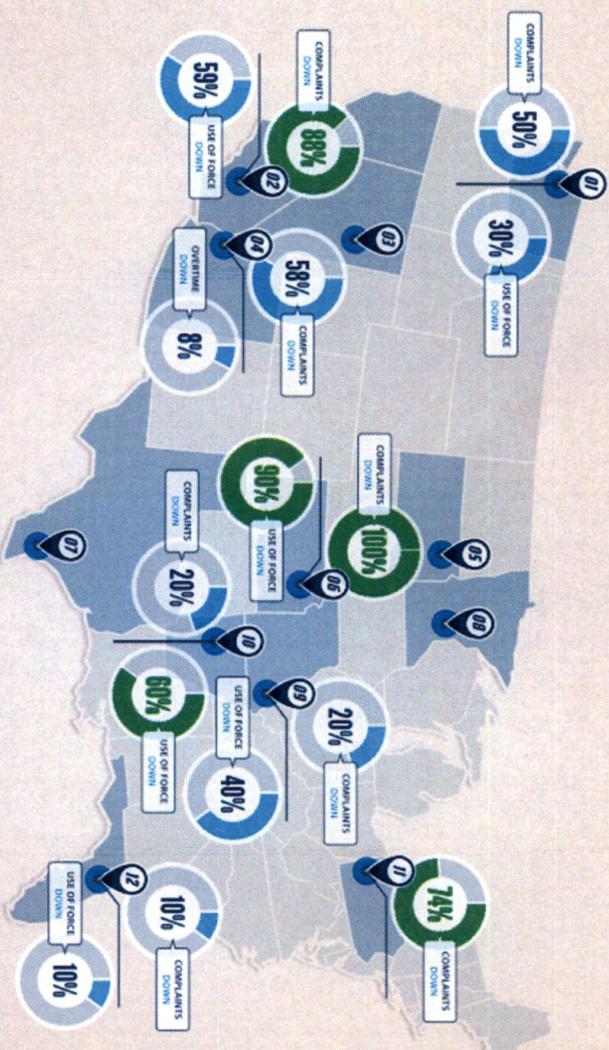


Reduce
USE OF FORCE



AXON FLEX REDUCTIONS IN USE OF FORCE & COMPLAINTS

AXON Flex is a breakthrough point-of-view video system that improves the safety of officers and the well-being of citizens. It provides a clear, unobstructed view of the officer's perspective, allowing for more accurate reporting and faster resolution of incidents. AXON Flex can also be used to monitor officer behavior, ensuring that officers are always acting in the best interest of the community.



- 01 SYMMONISH POLICE DEPARTMENT**
 LITCHFIELD, MA
 The Symmonish PD saw a 50% reduction in Complaints, and a 30% reduction in Use of Force.
BENEFITS
 "The video and audio of the Axon Flex camera system is second to none. The video is clear and the audio is distinct. What more could a respondent ask for?"
- 02 PALM BEACH POLICE DEPARTMENT**
 PALM BEACH, FL
 The Palm Beach PD saw an 88% reduction in Complaints, and a 58% reduction in Use of Force.
BENEFITS
 "The video and audio of the Axon Flex camera system is second to none. The video is clear and the audio is distinct. What more could a respondent ask for?"
- 03 ELMO COUNTY SHERIFF'S OFFICE**
 ELMO COUNTY, MO
 "The video and audio of the Axon Flex camera system is second to none. The video is clear and the audio is distinct. What more could a respondent ask for?"
- 04 LAKE CHARLES POLICE DEPARTMENT**
 LAKE CHARLES CITY, LA
 The Lake Charles City PD saw a 58% reduction in Complaints, and an 8% reduction in Use of Force.
BENEFITS
 "The video and audio of the Axon Flex camera system is second to none. The video is clear and the audio is distinct. What more could a respondent ask for?"
- 05 HUNTON POLICE DEPARTMENT**
 HUNTON, SD
 "Senior reports and less court time!"
- 06 TONGANOXOH POLICE DEPARTMENT**
 TONGANOXOH, KS
 The Tonganoxoh PD saw a 100% reduction in Complaints, and a 90% reduction in Use of Force.
BENEFITS
 "We suffered one lawsuit just before deploying these cameras which cost the city over \$120,000. This number was completely blown away. The video and audio of the Axon Flex camera system is second to none. The video is clear and the audio is distinct. What more could a respondent ask for?"
- 07 ARANSAS PASS POLICE DEPARTMENT**
 ARANSAS PASS, TX
 "The video and audio of the Axon Flex camera system is second to none. The video is clear and the audio is distinct. What more could a respondent ask for?"
- 08 MECKER COUNTY SHERIFF'S OFFICE**
 MECKER COUNTY, NE
 "It serves as an ice breaker for members of the public and improves our operational interactions with them when in public."
- 09 SHELTON DEPARTMENT OF PUBLIC SAFETY**
 SHELTON, ND
 "It can help us solve within three weeks of storage on our Department. City servers. Evidence from vehicles that immediately. Our IT team expects them for the storage system alone!"
- 10 MONROETON POLICE DEPARTMENT**
 MONROETON, PA
 "The officer has had it for 2 months and I have not received a single complaint since he started using it. After 10 days it has been received at least 2 complaints per month."
- 11 PITTSBURGH POLICE DEPARTMENT**
 PITTSBURGH, PA
 The Pittsburgh PD saw a 20% reduction in Complaints.
BENEFITS
 "The video and audio of the Axon Flex camera system is second to none. The video is clear and the audio is distinct. What more could a respondent ask for?"
- 12 ORENO POLICE DEPARTMENT**
 ORENO, HI
 "Officers do not fear going through frivolous complaints, once they are confronted with their body camera."



Key Differentiators for Mesa PD





True POV

When it matters most...
Show what really
happened.

The "Reasonableness" of a Particular Use of Force
Must Be Judged From The Perspective of a
Reasonable Officer on the Scene.
- U.S. Supreme Court, *Graham v. Connor*,
490 U.S. 386 (1989)



POV: Fleeing Burglary Suspect



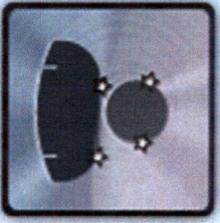


Pre-Event Buffer. 12hr Battery.

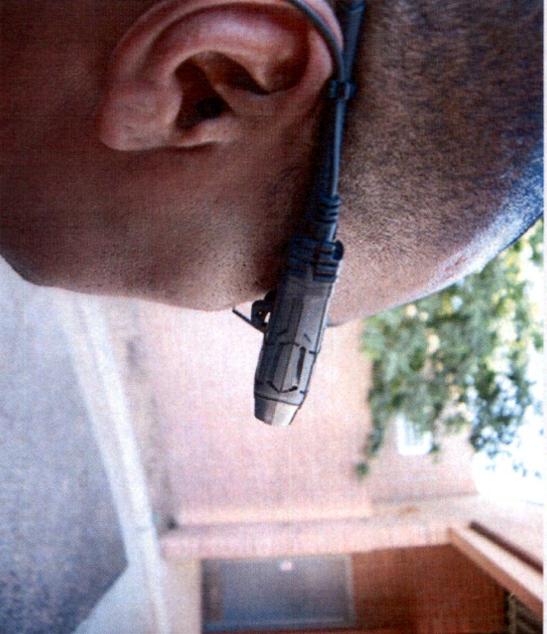


Officers capture what led up to all events.

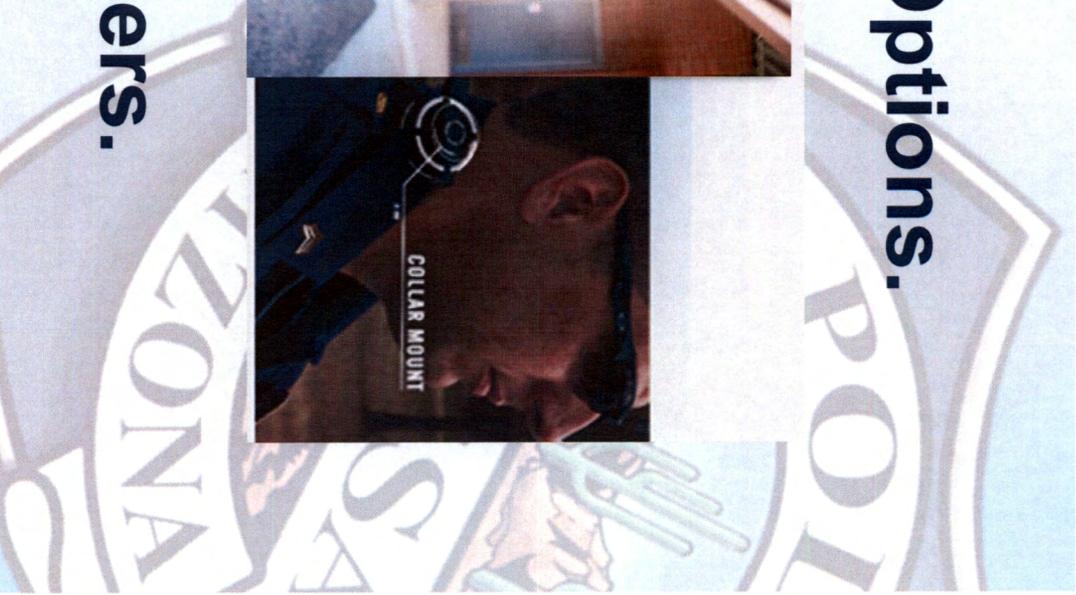


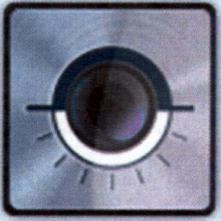


Multiple Mounting Options.



Flexibility for our officers.

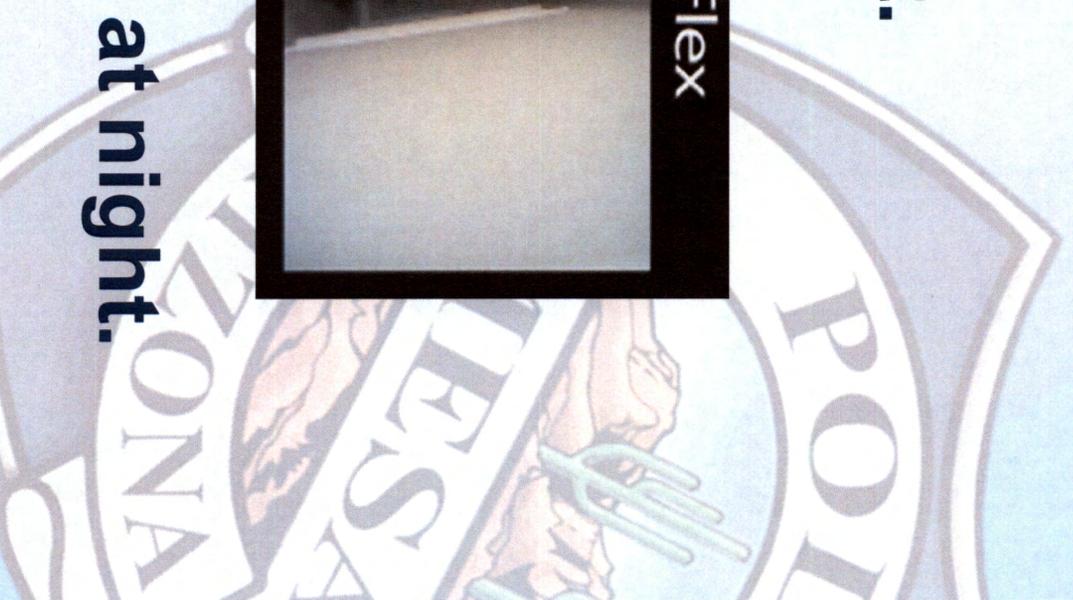




Retina Low Light.



Most critical events, happen at night.

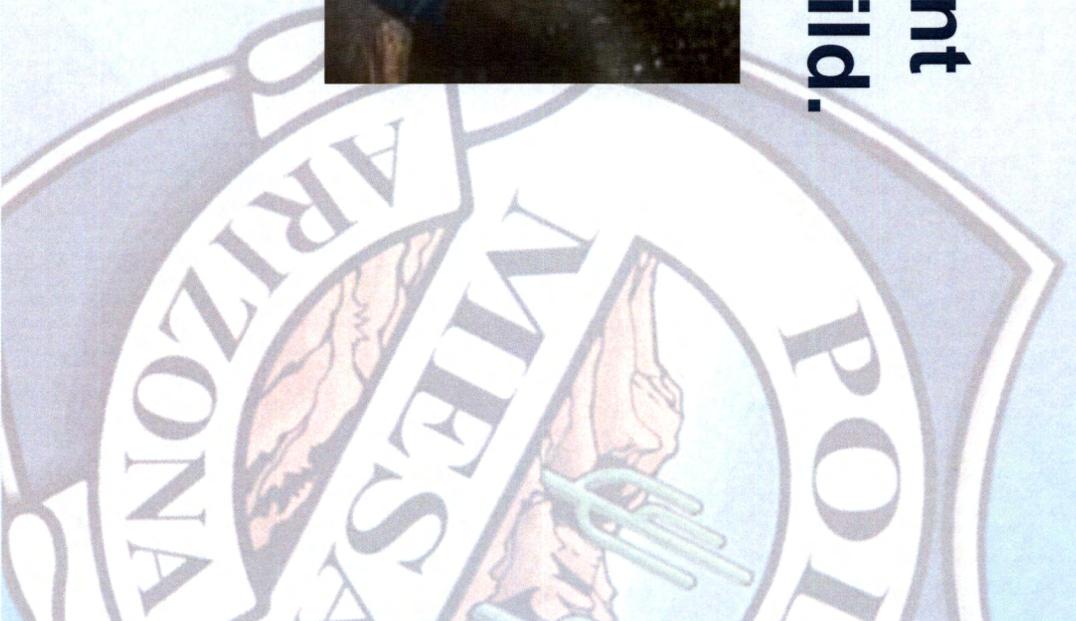




Weather Resistant & Ruggedized Build.



Durability.





Flex Mobile Application.

Live Camera View

Stored Video List

Add Title, Category, and Case ID

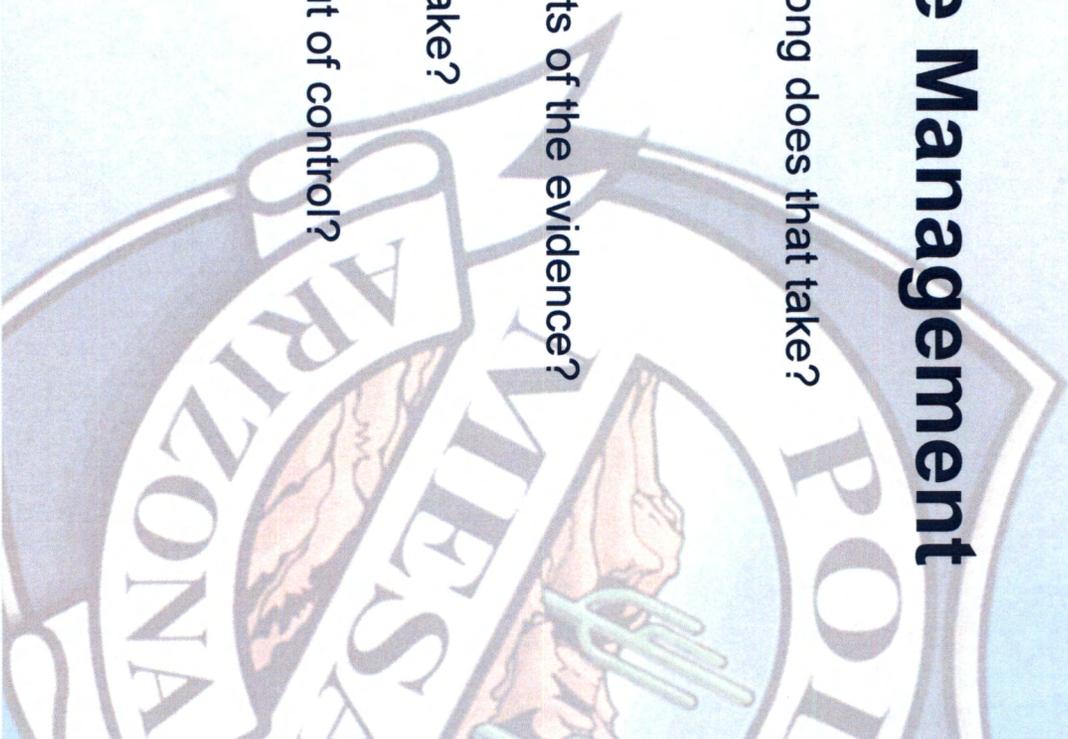
Live Streaming Video *

Add metadata easily for later retrieval.



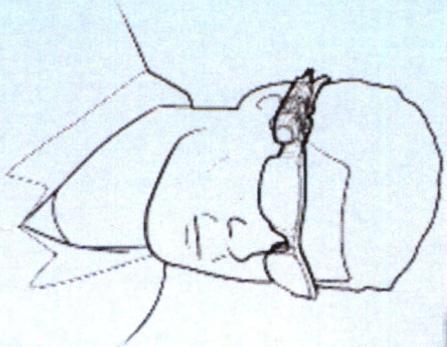
Key Metrics for Evidence Management

- How do officers get videos in the system & how long does that take?
- How long does it take to find evidence?
- How long does it take to review the important parts of the evidence?
- How do you share videos & how long does that take?
- How do you keep your database from growing out of control?
- How do you redact videos for FOIA requests?
- How much is spent in data security?





Dock & Go Workflow



1. Record

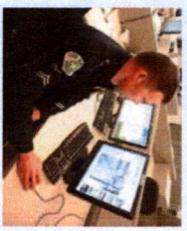


2. Dock

Automatic download while charging

0

Time Lost



Labor Costs:
1 Minute Per Shift = \$200 Per Officer / Year
(\$300 if O.T.)

All of Our Digital Evidence In One Place

EVIDENCE.COM™

Voice Recorders



Digital Cameras



Smart Phones



Scanned Documents

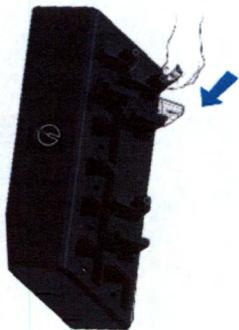


SECURE, AUTOMATIC ENCRYPTED UPLOAD



1

RECORD



2

DOCK & GO

Zero Time Spent Downloading



3

SECURE EVIDENCE

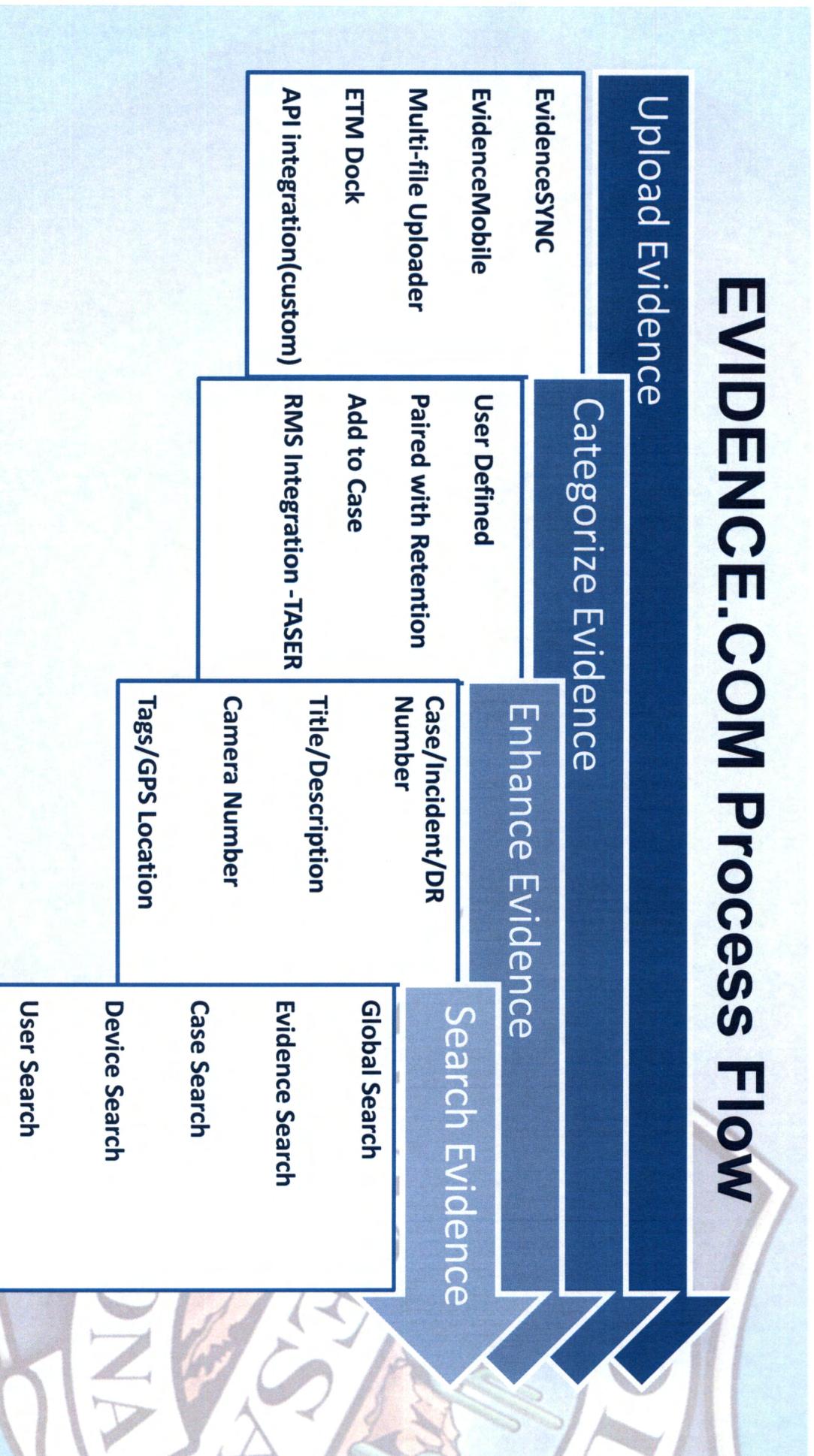


4

SEARCH & SHARE



EVIDENCE.COM PROCESS FLOW



EVIDENCE.COM

DASHBOARD EVIDENCE CASES DEVICES USERS SETTINGS HELP

Suicidal Man With Knife.mp4 | [edit]
ID: 90820130225

Assigned To: Northern, Officer (23470)
Uploaded On: 08 Feb 2013 - 19:06:12 (-07:00)
Uploaded By: Northern, Officer (23470)
Deletion scheduled for: Unscheduled
File Size: 11.9 MB

DOWNLOAD
FLAG
SHARE
ADD TO CASE
REASSIGN
VIEW AUDIT TRAIL
DELETE

CASES
• Swenson Traffic Stop

CATEGORIES
• 3. Citation, Criminal

TAGS
• OIS
• Code 3

LOCATION
N 3rd S

Stream Evidence

- Thumbnails for entire video
- Clips
- Markers
- Sharing (DA, Admins, etc)
- Tags

EVIDENCE.COM

Dashboard Evidence Cases Devices Users Settings Help **Evidence** Enter evidence title

EVIDENCE SEARCH

Case ID: Title: From: TO: Category: Any

Date: Recorded Date File Type: Video

Owner: Gibbsen, Rich (21358) Uploaded By: Status: Active

Tag: Camera: Flagged: Any

Less Options... **13 Files Found** Export Search View All

Update Case ID Add Category Reassign Share Delete Restore **3 files selected** Page Layout Table

CASE ID	CATEGORY	TITLE	FILE TYPE	OWNER	UPLOADED BY	UPLOAD DATE	RECORDED DATE	STATUS
<input checked="" type="checkbox"/> Add	None	Redaction_Clip_Fly	Video	Gibbsen, Rich	Gibbsen, Rich	08 Feb 2012	08 Feb 2012 - 22:33:13	Active
<input checked="" type="checkbox"/> Add	None	2012-02-01_09_53_05_...	Video	Gibbsen, Rich	Reddy, Kamshikare	04 Feb 2012	04 Feb 2012 - 01:00:15	Active
<input checked="" type="checkbox"/> Add	None	Test on 20 Apr at 1300...	Video	Gibbsen, Rich	Gibbsen, Rich	20 Apr 2011	20 Apr 2011 - 20:09:24	Active
<input checked="" type="checkbox"/> Add	None	Clip_Of_Office_Video	Video	Gibbsen, Rich	Gibbsen, Rich	15 Apr 2011	15 Apr 2011 - 00:52:12	Active
<input checked="" type="checkbox"/> Add	None	VID_000000-20110407-1503	Video	Gibbsen, Rich	Gibbsen, Rich	14 Apr 2011	14 Apr 2011 - 23:21:37	Active
<input checked="" type="checkbox"/> Add	RG1	VID_000009	Video	Gibbsen, Rich	Gibbsen, Rich	14 Apr 2011	14 Apr 2011 - 23:00:34	Active
<input checked="" type="checkbox"/> Add	None	Santa Barbara Office	Video	Gibbsen, Rich	Gibbsen, Rich	14 Apr 2011	14 Apr 2011 - 15:30:32	Active
<input checked="" type="checkbox"/> Add	None	AVI Divx This Is A Lon...	Video	Gibbsen, Rich	Droogee, Jason	13 Apr 2011	13 Apr 2011 - 23:37:06	Active
<input checked="" type="checkbox"/> Add	None	Jasmine	Video	Gibbsen, Rich	Gibbsen, Rich	12 Apr 2011	12 Apr 2011 - 23:45:27	Active
<input checked="" type="checkbox"/> Add	None	Clip_Of_Office_Video	Video	Gibbsen, Rich	Gibbsen, Rich	12 Apr 2011	12 Apr 2011 - 23:33:54	Active
<input checked="" type="checkbox"/> Add	RG2	Airlines	Video	Gibbsen, Rich	Gibbsen, Rich	12 Apr 2011	12 Apr 2011 - 17:44:39	Active
<input checked="" type="checkbox"/> Add	RG2	Taser HQ 2	Video	Gibbsen, Rich	Gibbsen, Rich	11 Apr 2011	11 Apr 2011 - 15:17:22	Active

Search Evidence

Quick Evidence Retrieval

Audit Trail
 PDF

#	Date	Time	User	Activity
1	08 Feb 2013	19:05:32 (-07:00)	System	Evidence Record Created
2	08 Feb 2013	19:05:34 (-07:00)	System	Evidence Upload Completed Successfully.
3	08 Feb 2013	19:05:34 (-07:00)	Northern, Officer (23470) Username: Northern	Retention Level Updated Deletion is now scheduled for 08 Feb 2016 19:05:32 (-07:00)
4	08 Feb 2013	19:05:34 (-07:00)	Northern, Officer (23470) Username: Northern	Category '3, Citation, Criminal' Added Deletion is now scheduled for 08 Feb 2016 19:05:32 (-07:00)
5	12 Feb 2013	19:44:23 (-07:00)	durr, Joshua (434) Username: Joshua	Evidence Record Accessed. Client IP Address: 70.196.199.83
6	12 Feb 2013	19:44:33 (-07:00)	durr, Joshua (434) Username: Joshua	Evidence Record Streamed. Client IP Address: 70.196.199.83
7	16 May 2013	12:43:34 (-07:00)	WesternOfficer, Abraham (45679) Username: Western	Evidence Record Accessed. Client IP Address: 12.207.20.130
8	16 May 2013	12:43:48 (-07:00)	WesternOfficer, Abraham (45679) Username: Western	Evidence Record Added to Case 'M10-000003' Deletion is now unscheduled
9	16 May 2013	12:44:25 (-07:00)	WesternOfficer, Abraham (45679) Username: Western	Title Edited
10	16 May 2013	12:44:26 (-07:00)	WesternOfficer, Abraham (45679) Username: Western	External ID Added
11	16 May 2013	12:44:52 (-07:00)	WesternOfficer, Abraham (45679) Username: Western	Tag 'Certs' Added
12	16 May 2013	12:44:57 (-07:00)	WesternOfficer, Abraham (45679) Username: Western	Evidence Record Streamed. Client IP Address: 12.207.20.130
13	16 May 2013	12:45:20 (-07:00)	WesternOfficer, Abraham (45679) Username: Western	Marker Added
14	16 May 2013	12:45:33 (-07:00)	WesternOfficer, Abraham (45679) Username: Western	Video Clip Added: "buff" (00:00:11 to 00:00:14)

CATEGORIES & RETENTION

NAME	RETENTION DURATION	CATEGORY RESTRICTIONS	OPTIONS
1. Uncategorized	Until manually deleted	No Restrictions	Edit
2. 1. No Action	26 Weeks	No Restrictions	Edit Delete
3. 2. Citation, Civil	2 Years	No Restrictions	Edit Delete
4. 3. Citation, Criminal	3 Years	No Restrictions	Edit Delete
5. 4. Arrest Fel.	88 Years	No Restrictions	Edit Delete
6. 5. BUI	2 Years	No Restrictions	Edit Delete
7. 6. DUI	1 Years	No Restrictions	Edit Delete
8. 7. Traffic	180 Days	No Restrictions	Edit Delete
9. 8. Use of Force	1 Years	No Restrictions	Edit Delete
10. Aggravated Assault	Until manually deleted	No Restrictions	Edit Delete
11. Training	1 Years	No Restrictions	Edit Delete

+ New Category

Category Based Retention

EVIDENCE.COM

DASHBOARD EVIDENCE CASES DEVICES USERS SETTINGS HELP

WESTERN OFFICER, ABRAHAM
Last Login 23 Apr 2013

EDIT CATEGORY

Category Name
2. Citation, CIVIL

Map Pin Style ● Blue

Circle

Evidence retention

- Evidence in this category will be deleted automatically after this much time, based on the evidence upload date. AXON video deletions are based on recording date.
- **To protect against accidental deletions, files can be recovered up to 7 days after being queued for deletion.**
- Cases are not automatically deleted; this retention setting only applies to evidence.
- Evidence included in a case is exempt from deletion until it is removed from the case.
- If evidence is in multiple categories, the longest retention time will be used.
- If evidence is uncategorized, it will follow the settings of the *Uncategorized* category.
- A weekly message summarizing upcoming agency-wide deletions is sent to all Evidence Administrators. All users will receive this weekly message regarding evidence they uploaded.

Keep evidence: 2
Years
Until manually deleted

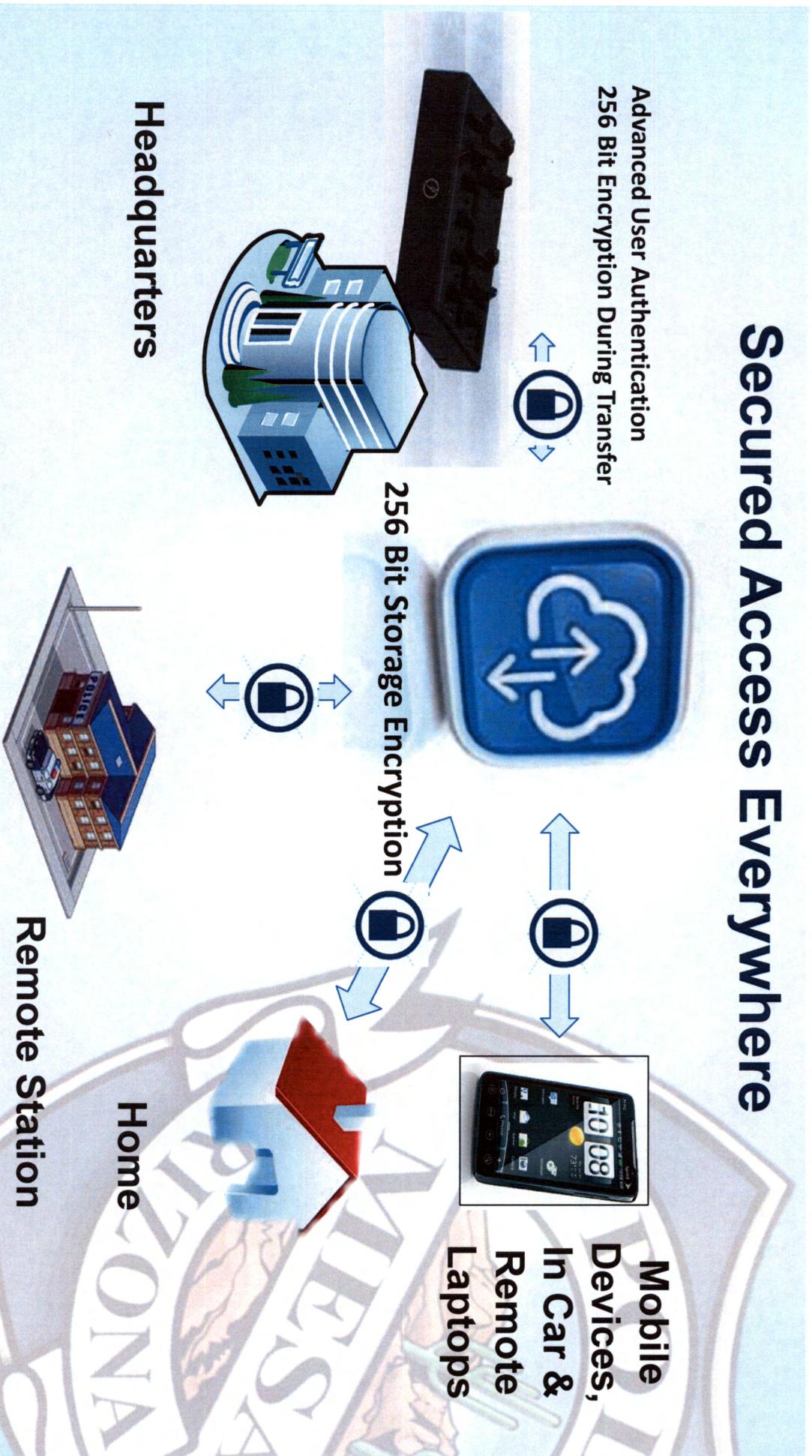
Restricted Category

Years
Days
Weeks
Years

No Restrictions

Save Category Cancel

Secured Access Everywhere



**Mobile
Devices,
In Car &
Remote
Laptops**

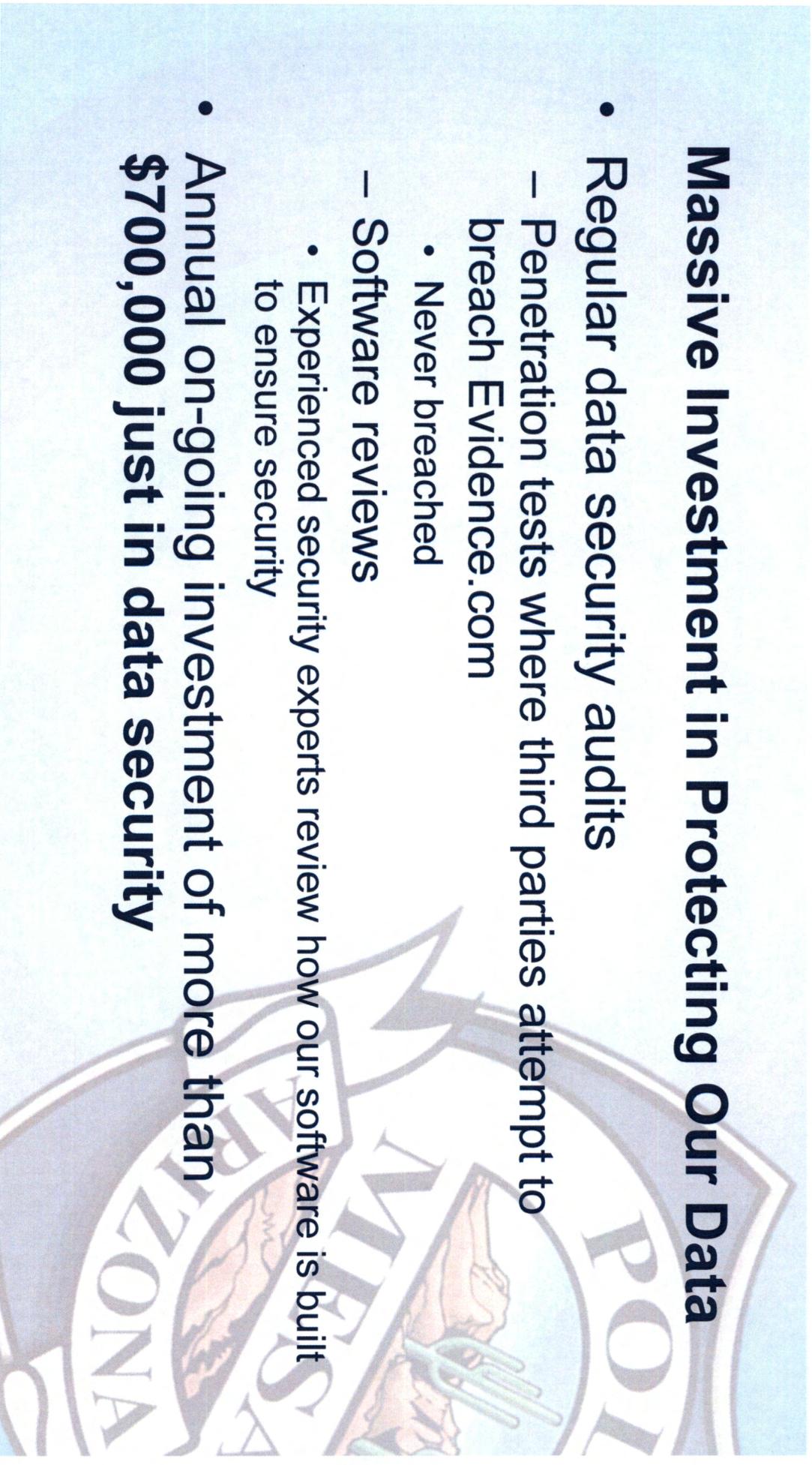
Home

Remote Station

Headquarters

Massive Investment in Protecting Our Data

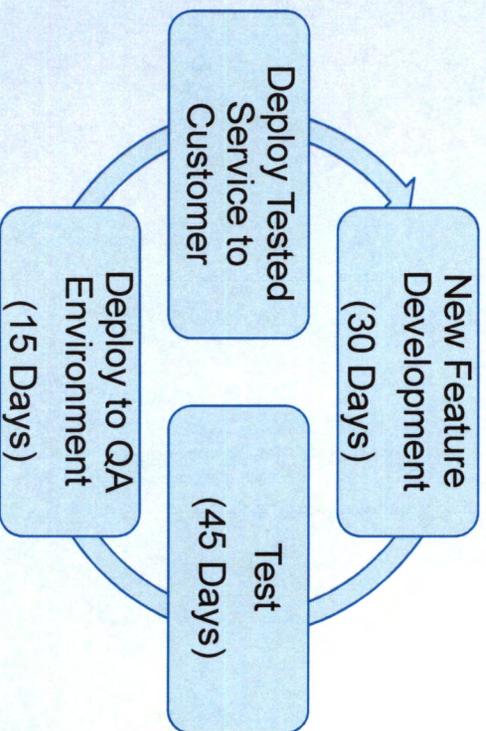
- Regular data security audits
 - Penetration tests where third parties attempt to breach Evidence.com
 - Never breached
 - Software reviews
 - Experienced security experts review how our software is built to ensure security
- Annual on-going investment of more than **\$700,000 just in data security**



Staying Up to Date

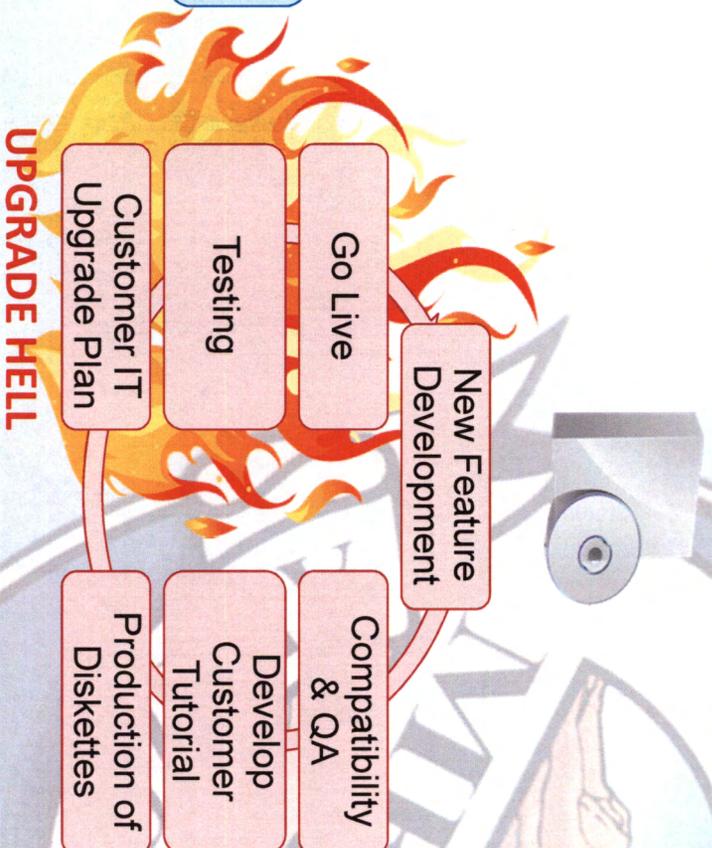
Evidence.com

90 Day Development Cycle



Traditional Software

1-2 Year Development Cycle



Financial Return per Officer

Amount	Description
\$2,555 Average Payouts Per Officer Per Year	Average Payouts in U.S. Law Enforcement (Source: Associated Press)
\$823 AXON & E.COM Investment per Officer Per Year	5 Year Plan: All inclusive (hardware, software, storage, warranties, upgrades, etc.) investment per officer per year
\$1,022 Low Est. Savings Per Year	40% Complaint Reduction (Mesa Police Evaluation)
\$1,916 High Est. Savings Per Year	75% Use of Force Reduction (Mesa Police Evaluation)
24% to 133% Annual Return on Investment	



Mesa PD Financial Return: 300 Officers

Amount	Description
<p>\$766,500</p> <p>Average Payouts per Year for 300 Officers</p>	<p>Average Payouts in U.S. Law Enforcement</p> <p>(Source: Associated Press)</p>
<p>\$247k</p> <p>AXON & E.COM Investment per Year</p>	<p>5 Year Plan: All inclusive (hardware, software, storage, warranties, upgrades, etc.) investment for 300 cameras per year</p>
<p>\$306,600</p> <p>Low Est. Savings Per Year</p>	<p>40% Complaint Reduction</p> <p>(Mesa Police Evaluation)</p>
<p>\$574,875</p> <p>High Est. Savings Per Year</p>	<p>75% Use of Force Reduction</p> <p>(Mesa Police Evaluation)</p>
<p>24% to 133%</p> <p>Annual Return on Investment</p>	

Mesa PD Financial Return: 500 Officers

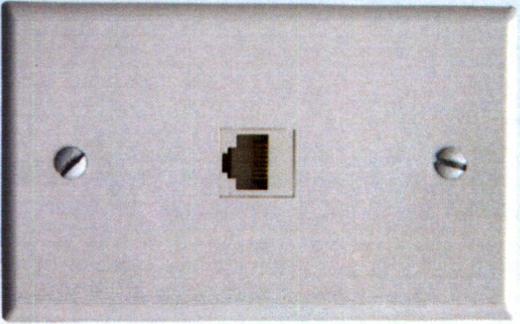
Amount	Description
\$1,277,500 Average Payouts per Year for 500 Officers	Average Payouts in U.S. Law Enforcement (Source: Associated Press)
\$247k AXON & E.COM Investment per Year	5 Year Plan: All inclusive (hardware, software, storage, warranties, upgrades, etc) investment for 300 cameras per year
\$753,500 Low Est. Savings Per Year	59% Use of Force Reduction (Cambridge University Study @Rialto)
\$1,117,500 High Est. Savings Per Year	87.5% Complaints Reduction (Cambridge University Study @Rialto)
205% to 352% Annual Return on Investment	



5 Year vs. 3 Year

- We get 3 sets of new hardware over 5 years, ensuring that we have the latest and greatest without having to pay for new units. 3 year plan only gives us one free upgrade.
- We get to lock in the current promotional pricing for 5 years.
- Under 5 year contract, we lock in the unconditional warranty for those extra 2 years.
- 5 year contract ensures that we are covered for the next five years without having to worry about the system.

Value from Day One



NO INFRASTRUCTURE



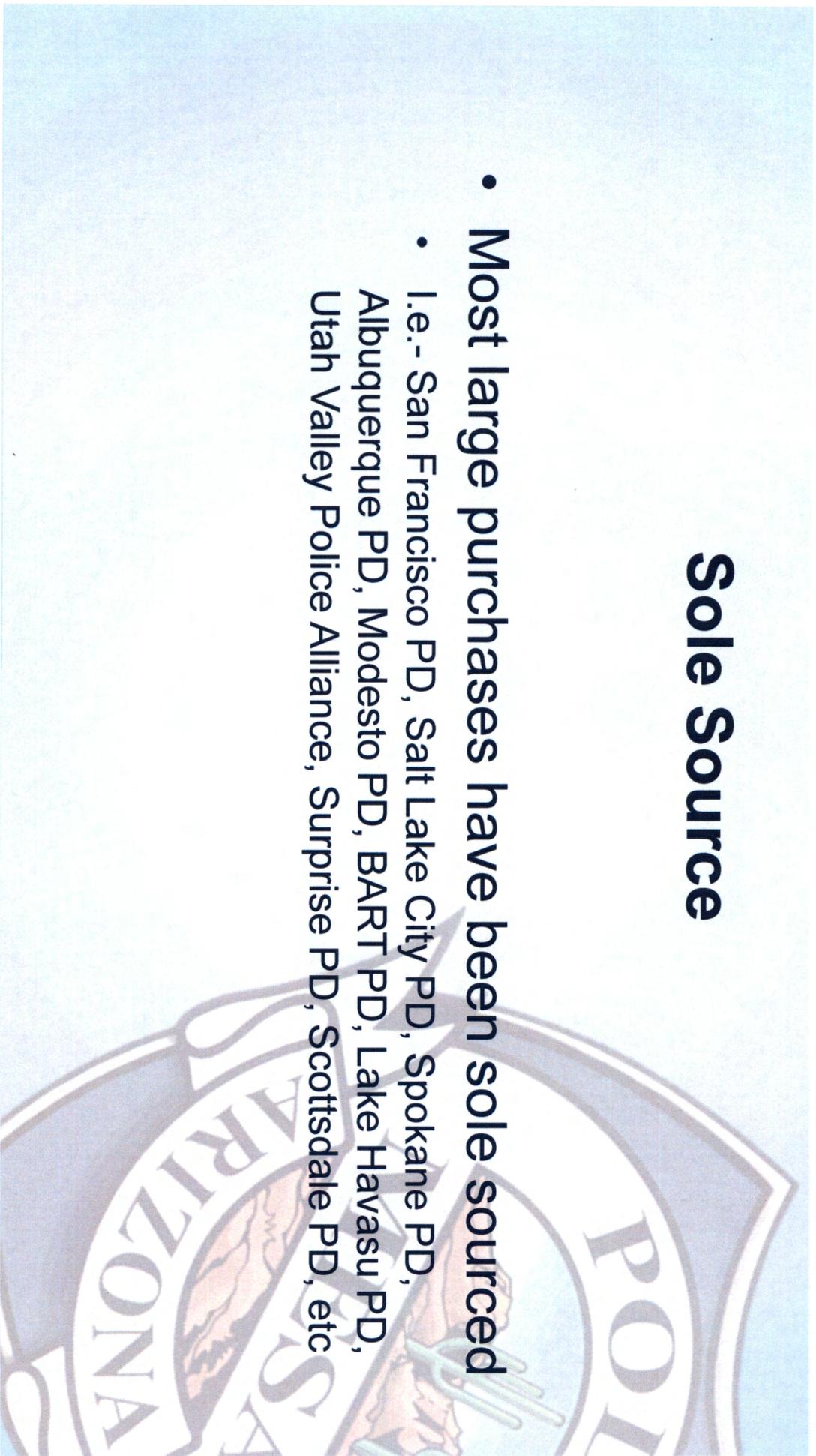
LOWEST TOTAL COST OF
OWNERSHIP



SAVE MONTHS OR YEARS
GO LIVE DAY 1

Sole Source

- **Most large purchases have been sole sourced**
 - I.e.- San Francisco PD, Salt Lake City PD, Spokane PD, Albuquerque PD, Modesto PD, BART PD, Lake Havasu PD, Utah Valley Police Alliance, Surprise PD, Scottsdale PD, etc



Payment Schedule

SECTION III: PAYMENT SCHEDULE

	2014	2015	2016	2017	2018
Hardware Schedule	\$ 115,389.15	\$ 115,389.15	\$ 115,389.15	0	0
Evidence.com Payment	\$ 58,800.00	\$ 117,600.00	\$ 176,400.00	\$ 176,400.00	\$ 176,400.00
Storage Payment	\$ 11,250.00	\$ 22,500.00	\$ 33,750.00	\$ 45,000.00	\$ 56,250.00
Professional Services	\$ 15,000.00				
50 Unit Renewals	\$ 36,900.00	36,900	36,900	36,900	36,900
Yearly Total	\$ 239,353.15	\$ 294,404.15	\$ 364,455.15	\$ 260,317.00	\$ 271,568.00

Benefits to the Mesa Police Department

- Increased Transparency
- Reduced Departmental Complaints
- Reduced Use of Force Incidents
- Decreased Civil Liability

