

**FAIRFIELD TOWNSHIP
RESOLUTION NO. 24-44**

RESOLUTION APPROVING PURCHASE OF (28) BODY WORN CAMERAS FOR THE POLICE DEPARTMENT FROM LENSLOCK INC., IN THE TOTAL AMOUNT OF \$100,885.00, TO BE PAID IN A 5-YEAR PAYMENT PLAN OF \$20,177.00 AND DISPENSING WITH THE SECOND READING.

WHEREAS: The Police Chief has recommended the purchase of (28) Body Worn Cameras from LensLock Inc., for the Police Department to enhance the safety and welfare of the residents of Fairfield Township; and

WHEREAS: The Police Chief obtained three bids and LensLock Inc., was the most responsive and responsible bidder; and

WHEREAS: The pricing was secured through a national RFP process.

NOW, THEREFORE, BE IT RESOLVED, by the Trustees of Fairfield Township, Butler County, Ohio, as follows:

SECTION 1: The Board of Trustees hereby approves the purchase of (28) Body Worn Cameras for the Police Department in the total amount of 100,885.00, to be paid in a 5-year payment plan of \$20,177.00, to be paid out of Fund 2191 and included herein on Attachment "A".

SECTION 2: This Resolution is the subject of the general authority granted to the Board of Trustees through the Ohio Revised Code and not the specific authority granted to the Board of Trustees through the status as a Limited Home Rule Township.

SECTION 3: That it is hereby found and determined that all formal actions of this Board concerning and relating to the passage of this Resolution were taken in meetings open to the public, in compliance with all legal requirements including §121.22 of the Ohio Revised Code.

SECTION 4: This Resolution shall take effect at the earliest period allowed by law.

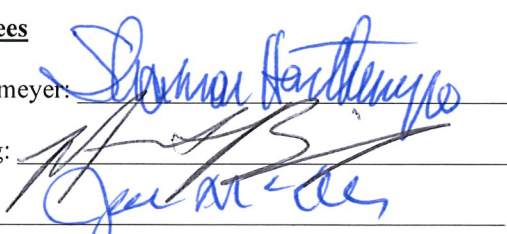
Adopted: April 9, 2024

Board of Trustees

Shannon Hartkemeyer: _____

Michael Berding: _____

Joe McAbee: _____



Vote of Trustees

yes
yes
yes

AUTHENTICATION

This is to certify that this is a resolution which was duly passed and filed with the Fairfield Township Fiscal Officer this 9~~th~~ day of April, 2024.

ATTEST:

Shelly Schultz
Shelly Schultz, Fairfield Township Fiscal Officer

APPROVED AS TO FORM:

L. E. Barbieri
Lawrence E. Barbieri, Township Assistant Law Director



LENSLOCK

SHIP TO:
Fairfield Twp Police Dept. OH

LensLock Inc.

"Securing Trust • One Incident at a Time"
13125 Danielson St., Suite 112
Poway, CA 92064 - U.S.A.
Toll Free - 888-538-0589
www.LensLock.com

(28 total Body Worn Cameras)

Issued:	March 4, 2024
Proposal Valid for 90 Days	
Proposal Num:	2024-859-0018

Services: BWC
 Payment Due: Net 30
 Length of Service: 60 Months
 Start Date: TBD

Customer ID #

Attention: Chief Chabali

SALES REPRESENTATIVE:

Add Name: Peter Klaus
 Phone: 859-661-0172
 Email: PJK@LensLock.com

Year 1

QTY	DESCRIPTION	UNIT PRICE	YEAR 1 COST
18	Gen 12.5 Body Worn Camera Service - UNLIMITED Data Plan - Full Time	\$899.00	\$16,182.00
5	Gen 12.5 Body Worn Camera Service - UNLIMITED Data Plan - Part Time	\$799.00	\$3,995.00
5	Gen 12.5 Body Worn Camera Service - UNLIMITED Data Plan - Admin	\$0.00	\$0.00
0	New Body Worn Cameras Every 30 Months	\$0.00	INCLUDED
0	Bluetooth Holster Trigger - Taser (Optional)	\$179.00	\$0.00
0	Bluetooth Holster Trigger - Firearm (Optional)	\$179.00	\$0.00
1	Software & Database Maintenance Fee - Annual Fee	\$495.00	\$0.00
1	On-Site Implementation & Training Fee - One-Time Fee	\$1,895.00	\$0.00
Unlimited	CAD Integration	\$0.00	INCLUDED
Unlimited	Migration & Hosting of Legacy Data	\$0.00	INCLUDED
Unlimited	LensLock FBI-CJIS Redaction Services	\$0.00	INCLUDED
Unlimited	24/7/365 Premier Customer Support	\$0.00	INCLUDED
Unlimited	LensLock Evidence Management Software Access	\$0.00	INCLUDED
Unlimited	District Attorney & Defense Based Software Licenses	\$0.00	INCLUDED
Unlimited	Shipping & Handling Fees	\$0.00	INCLUDED
		SUBTOTAL:	\$20,177.00
		SALES TAX	\$0.00
		0.00%	
		YEAR 1 TOTAL:	\$20,177.00

Included Accessories:
 Additional Notes:
 Tax Exempt:

If yes, please provide copy of tax exempt form along with signed agreement

Summary of 5-Year Payments

	Payment		Amount
Year 1:	May 1, 2024	May 1, 2025	\$20,177.00
Year 2:	May 2, 2025	May 1, 2026	\$20,177.00
Year 3:	May 2, 2026	May 1, 2027	\$20,177.00
Year 4:	May 2, 2027	April 30, 2028	\$20,177.00
Year 5:	May 1, 2028	May 1, 2029	\$20,177.00
Grand Total			\$100,885.00



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CLIENT:

(Name - Title)

(Signature)

(Date)

VENDOR: LensLock, Inc.

Andrew Lynch - Executive Vice President

(Name - Title)

(Signature)

(Date)

March 27, 2024

TO: Julie Vonderhaar
Township Administrator

FROM: Robert Chabali
Chief of Police

SUBJECT: Request to Update In-car and Body Worn Cameras

Mrs. Vonderhaar,

As you may recall, the police department first obtained in-car WatchGuard cameras for all marked units after the Board of Trustees' approval during the August 12, 2018, Meeting. The actual implementation occurred in December 2018. Due to the very positive results of the in-car cameras, the Board also approved WatchGuard body worn cameras during the January 12, 2021, Board of Trustees Meeting. As authored in my original report in 2018, the acquisition of both in-car and body worn cameras have, in fact, confirmed our ability to review probable cause for arrest, arrest procedures, suspect/officer interaction, provide valuable officer training and has been an established impartial witness to officer/civilian contact. As you are aware, both the in-car and body worn cameras have captured multiple critical incidents in Fairfield Township on video.

WatchGuard was purchased by Motorola in 2019. Since this purchase, it has been gradually challenging to work with them as it relates to customer service. SWOCA personnel have been helpful in assisting us with our needs but have also had challenges in getting follow-up to include callbacks from them. Regardless of these issues, most of the equipment and technology are at end-of-life, faltering and should be replaced as soon as possible. On March 2, 2024, Mr. Marc Hopkins, SWOCA, emailed me the following (excerpt):

...Because the watchguard server has failed, a new server will need to be purchased if you stay on watchguard. Estimated cost around \$5,000, or roughly \$250 a month if we are able build it on the virtual server services that you get from us. I would imagine this would be roughly the same investment as a new server for a new solution. Therefore, there is some significant cost avoidance also to be added to your justification calculations.

On March 19, 2024, during the Board of Trustees Meeting, Mr. Hopkins personally reminded me that the current server in its current dysfunctional condition may be open to data breach and viruses; however, they continually monitor it to mitigate potential concerns.

Also on March 19, 2024, I was contacted by Mr. Peter Klaus, LensLock, who forwarded me information on a potential procurement process involving NPPGov, much like a state bid, which might benefit our purchase. This procurement process is a national cooperative procurement organization offering publicly solicited contracts nationwide. Contracts are created through public

solicitation and award process by a Lead Public Agency. Fairfield Township is already part of this procurement process.

I forwarded this information to Mr. Barbieri, who confirmed that NPP/Gov is sufficient. Additionally, he suggested I sign the Intergovernmental Agreement, which is attached.

Additional Information:

In researching new technology, we have found that vendors now proceed with five (5) year payment plans to assist agencies in getting into this technology, instead of one large lumpsum payment, making it more reachable for more agencies. Additionally, based on our past experience with this technology, bids were also requested with the following criteria:

- Go to cloud-based instead of server storage
- Unlimited data plan
- Free 24/7/365 redaction service
- Replacement of body worn cameras when needed
- Redaction done by the vendor
- Assist monetarily in the transition from WatchGuard/Motorola to new vendor

We have a grant for \$18,865.00, for body worn cameras, regardless of the vendor, which is not shown on the quotes but is shown in this report.

I have attached bids from the following three (3) vendors and obtained pricing:

1. LensLock, Inc.
13125 Danielson St., Suite 112
Poway, California 92064
Phone #859-661-0172

This is for a five (5) year plan:

LensLock five (5) year cost is \$143,920.00 for in-car cameras
LensLock five (5) year cost is \$100,885.00 for body worn cameras
Total: \$244,805.00
- \$18,865.00 Grant
\$225,940.00

LensLock meets all of our criteria, including replacing body cameras every 30 months, and providing financial compensation for removal and installations of all of our 19 vehicles, which is a savings of \$13,775.00 (\$725.00 per car). This is reflected in LensLock's quote.

2. Axon Enterprise, Inc.
17800 N. 85th St.
Scottsdale, Arizona 85255
Phone #1-800-978-2737

This is for a five (5) year plan.

Axon in-car cameras cost \$172,972.20, which is \$29,087.20 higher than LensLock, our preferred choice.

Axon body worn cameras cost \$96,968.28, which is \$3916.72 lower than LensLock; however, this cost is deceiving as some features that LensLock has built into their cost are a la carte for Axon.

Axon five (5) year total cost is: \$172,972.20 for in-car cameras
Axon five (5) year total cost is: \$96,968.28 for body worn cameras
Total: \$269,940.48
-\$18,865.00 Grant
\$251,075.48

Axon does not include redaction software unless purchased separately and no financial accommodation to assist us in the transition. Additionally, the a la carte menu would make this total higher.

3. 10-8 Video Digital Evidence Solutions

PO Box 427
Fayetteville, Tennessee 37334
<https://10-8video.com>
888-788-1048

This is for a 3-year maximum plan as some of the warranties are for 1, 2 or 3 years only.

The technology and capabilities do not fit our needs.

10-8 Body worn and in-car cameras costs: \$74,848.00
-\$18,865.00 Grant
\$55,983.00

This system is not recommended as it is only for three (3) years and does not meet our criteria.

LensLock is less expensive than Axon.

I am requesting approval to purchase NPPGov approved technology from LensLock in-car and body worn camera systems, which is \$26,055.00, less expensive than Axon and meets all of our criteria.



Robert Chabali
Chief of Police