LEE'S SUMMIT
MISSOURI

Sole Source Request

Directions: Complete the request, attach supporting documentation, sign, and submit to the Procurement and Contract Services Manager for consideration. The information provided should be sufficient to withstand challenges from other vendors, their representatives, City staff and members of the public. The use of brand name descriptions and standardization is the least preferred type of justification

Definition: A procurement decision whereby purchases are directed to one source because of standardization, warranty, unique knowledge, significant cost savings, proprietary product, or restricted distribution, even though competitive sources may be available. Issuing a solicitation for goods and or services is not necessary when the Procurement and Contract Services Manager determines and documents the fact that a sole source vendor for the good or service requested is in the best interest of the City.

IMPORTANT: Time constraints may not be considered a factor if the requester has not sought competitive bids or proposals in a timely manner.

Requesting Department/Division:	Police Department
Requestor Name and Phone:	John Boenker 816-969-1702
Good/Service to be purchased:	Axon Enterprise Inc. public safety integrated products and services
Sole Source Request	This sole source request is necessary because (Check all that apply): ☐ Goods or Services are proprietary and only available from the manufacturer or a single distributor, or service provider (*attach sole source letter from manufacturer*) ☐ Based on past procurement experience, it is determined that only one (1) distributor services the region in which the good or service is needed ☒ Goods or services are available at a discount from a single distributor for a limited period of time ☐ Vendor has significant previous or specialized knowledge on a proposed project that would result in significant monetary and/or time savings in completion of the project. ☐ Maintain uniformity and consistency in an area (e.g. decorative light pole, bench, or other infrastructure), a good must be purchased from a single distributor ☐ Required by Granting Organization (Grant Requirement) ☐ Maintenance/Repair required to maintain manufacturer's Warranty ☐ Interchangeability with existing equipment ☐ Standardized product – provide copy of approved Standardization request ☐ Other – provide detailed justification
Supporting Documentation/Information – *Attach additional pages as needed*	
1. State the need for the purchase of the good or service:	The City of Lee's Summit requires an advanced, integrated public safety technology bundle from Axon to modernize and enhance the capabilities of its Police Department, which serves a growing population of over 100,000 residents in a dynamic suburban community. This procurement will provide officers and dispatchers with cutting-edge tools—including Axon Body 4 body-worn cameras for comprehensive incident documentation, Axon Fleet 3 in-car systems for multi-angle recording, TASER 10 less-lethal devices for safer de-escalation, Skydio X10 drones for aerial situational awareness, AI-powered features like auto-transcription, real-time translation, redaction assistance, and automated 911 processing—to improve officer safety, streamline evidence management, increase transparency, accelerate case resolution, and strengthen community trust through reliable, interoperable technology.
2. State the information to support the reason the identified vendor is a sole source for the purchase, supporting the box(s) checked above:	The City of Lee's Summit Police Department seeks to procure a comprehensive bundle of public safety technology solutions from Axon Enterprise, Inc. (Axon) through a sole-source procurement method. This bundle includes the following integrated products and services: • Axon Body 4 (body-worn cameras) • Axon Fleet 3 (in-car cameras) • Taser 10 (less lethal tool) • BWC/Fleet Hardware Refreshments/Upgrades • Axon Interview Room (with hardware refreshments) • Skydio X10 drones (with live streaming and hardware refreshments) • Unlimited Axon Storage • Unlimited Third-Party Storage • Auto-Tagging (CAD/RMS Metadata Integration) • Axon Respond (BWC Geo Mapping, Live Streaming and Comms)

- Signal Sidearm (Firearm-Triggered Activation)
- Redaction Assistant
- Community Request (public evidence submission)
- Axon Investigate (iNPUT-ACE) & Third-Party Video Support
- Axon Auto-Transcribe (Evidence Transcription)
- Data Migration Services
- Prepared 911 (911 AI Automation Software)
- Axon Assistant (Real-Time Translation)

This procurement is justified as a sole-source purchase under applicable municipal procurement policies because it meets the criteria for exemption from competitive bidding. The rationale is detailed below, focusing on uniqueness, pricing advantages, negotiation flexibility, incompatibility with traditional bidding, product leadership, and critical timing considerations.

Axon is the only provider capable of delivering this specific bundle of integrated products and services from a single source. The combination of hardware (e.g., body-worn and in-car cameras, TASER devices, drones, and interview room systems) with software and cloud-based solutions (e.g., unlimited storage, auto-tagging, real-time translation, AI-driven transcription, and 911 automation) creates a seamless ecosystem that cannot be duplicated by any other single company. Competitors may offer individual components, but no other vendor provides this level of interoperability, where all elements are designed to work together natively, ensuring data synchronization, streamlined workflows, and reduced integration risks. Sourcing from multiple vendors would introduce compatibility issues, increase administrative overhead, and compromise operational efficiency, making sole source procurement the only viable option.

All products in this bundle represent top-of-the-industry solutions in their respective categories. Axon's body-worn cameras, in-car systems, and TASER devices are widely recognized as benchmarks for reliability, durability, and user-centric design in law enforcement. The inclusion of advanced AI features, such as auto-transcription, redaction assistance, and real-time translation, further elevates the bundle, providing cutting-edge tools that enhance evidence management, officer safety, and community engagement. Independent reviews and adoption by major agencies underscore Axon's leadership, ensuring the City of Lee's Summit invests in proven, high-performance technology that aligns with best practices in public safety.

This purchase does not fit a traditional competitive bid process due to the bundled nature of the items. Issuing separate bids for disparate components would fragment procurement, leading to suboptimal integration and higher long-term costs. The ecosystem's proprietary integrations—such as Signal Sidearm's firearm-triggered activation linking directly to body cameras, or Axon Respond's geo-mapping with live streaming—cannot be replicated through multi-vendor bids without significant customization, which would exceed the value of any potential savings. A bid process would also delay implementation, as evaluating and negotiating with multiple providers for equivalent functionality is impractical given the unique bundling.

Procuring through a sole-source contract with Axon offers a lower total cost than available cooperative agreements or group purchasing organizations. Axon's direct bundling discounts and volume pricing for this comprehensive package yield savings not achievable through cooperatives, which often apply markups or lack the same level of customization. Preliminary pricing analysis indicates that the sole-source approach yields substantial savings based on vendor quotes, making it the most cost-effective option while maintaining full feature parity.

Sole-source procurement enables the City of Lee's Summit to negotiate terms directly with Axon, tailoring the agreement to our specific needs. This includes flexible payment schedules, customized service-level agreements, extended warranties, and performance guarantees that

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	may not be available under rigid cooperative contracts or bid specifications. Direct negotiations also enable adjustments to our operational requirements, such as prioritizing data migration or hardware refresh cycles, ensuring the agreement maximizes value for the City. Timing is a critical factor justifying sole-source procurement. The City of Lee's Summit is preparing for heightened public safety demands associated with the FIFA 2026 World Cup, scheduled to commence in June 2026. A traditional bid process could extend procurement timelines by several months due to solicitation, evaluation, and award phases. In contrast, sole-source contracting enables expedited contracting and fulfillment, allowing delivery and deployment of these essential tools prior to the event. Body-worn cameras, drones, 911 AI automation, and real-time translation capabilities must be available to officers and dispatchers well in advance for training, testing, and integration. Delays could jeopardize readiness and compromise safety during this high-profile international event hosted in the region. In summary, sole-source procurement from Axon is warranted due to the unique, non-duplicable bundle of industry-leading products; incompatibility with competitive bidding; superior pricing relative to cooperatives; enhanced negotiation leverage; and urgent timing requirements tied to the FIFA 2026 World Cup. This approach ensures the City of Lee's Summit acquires a fully integrated, high-quality public safety ecosystem efficiently and cost-effectively, ultimately enhancing officer effectiveness, community trust, and operational resilience. Approval of this sole source justification will facilitate prompt implementation to meet our strategic priorities.
3. Describe any other facts that support the request (if any):	
3. Were other Vendors contacted? List names of vendors.	No
4. Anticipated Annual Spend:	Five year contract with the first year payment at $2,381,752, years 2-5 are $775,812 (total $5,485,000)
5. Requested length of time the sole source is needed:	What is the requested length of time requested for the sole source? (Check the one that applies) ☐ One-time purchase ☐ 6 months ☐ 1 year ☒ Until the good or service is replaced or no longer needed by the Requesting Department
6. Vendor's Information Name, Contact, Address, Email, and Phone	Axon Enterprise, Inc. 17800 N. 85th Street, Scottsdale, Arizona 85255 Luke Baldwin (708)-261-1280 lbaldwin@axon.com

Statement of Need and Certification: The sole source request is based upon an objective review of the good/service and market availability, and appears to be in the best interest of the City. I know of no conflict of interest on my part. No gratuities, favors or compromising actions have taken place. I hereby certify that this justification is accurate and complete to the best of my knowledge and belief.

Travis Forbes
Director/Chief Name

Director/Chief Signature

2/19/26
Date

----------DO NOT WRITE BELOW THIS LINE----------

☐ **Request Declined:** The request for a sole source purchase is declined for the following reason(s):

☐ Request may be submitted for consideration once the needed additional information is provided.

Procurement & Contract Services Manager Signature : _____ Date_____ *Request Declined*

☑ **Sole Source Request Approval:** Based on the information provided the sole source request is approved.
The request is good for (time period): _____

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Goods – proceed with processing of a requisition. Services – a services agreement may need to be negotiated between the Vendor and City before proceeding with the processing of a requisition.

Briana Burrichter 3/10/26
Procurement & Contract Services Manager Date

Mark Dunning 3/10/26
City Manager Date

Park Administrator Date

APPROVED AS TO FORM

March 9, 2026
Office of the City Attorney Date

Original to File in Procurement Copy returned to Requestor

APPROVALS REQUIRED – Based on One-time or Annual Anticipated Spend	
$5,000 - $19,999.99	Department Director, Procurement and Contract Services Manager Approval
$20,000 - $74,999.99	Department Director, Procurement and Contract Services Manager, City Manager/Parks Administrator Approval
≥ $75,000	Department Director, Procurement and Contract Services Manager, City Manager/Parks Administrator, and Council/Park Board Approval