



AXON PARTNERSHIP

PROPOSED CONTRACT OVERVIEW
FOR 2026 AND BEYOND

December 8th, 2025

TIMELINE



2008

WSPD adopted
TASER



2011

WSPD adopted
Body Worn
Cameras



2011 - 2025

WSPD adopted full suite of hardware
software - body worn cameras, in-car
video, TASER, interview rooms,
drones, RTCC/Fusus, and more.

ACTIVE CONTRACTS



BWC/TASER/FLEET	FUSUS - RTCC SOFTWARE/HARDWARE	DFR - DRONES, DOCKS, AND SOFTWARE
<p>Current Contract:</p> <ul style="list-style-type: none">• Contract ends on September 30, 2026• Cost to the agency in 2025 was \$1,408,919	<p>Current Contract:</p> <ul style="list-style-type: none">• Contract ends on March 31st, 2028• Cost to the agency in 2025 was \$157,539	<p>Current Contract:</p> <ul style="list-style-type: none">• Contract ends on July 1st, 2030• Cost to the agency in 2025 was \$196,085

Total annual spend on all contracts in 2025 - **\$1,762,543**

**3 contracts, offset termination dates*

Proposed 10-year Annual Spend - **\$4,390,478.50**



KEY DELIVERABLES

In summary, below are the key highlights of the 10 year proposal.

Hardware:

- Fusus RTCC Platform
- DFR- Skydio comprehensive program
- Body-Worn Cameras
- Fleet 3 camera systems with new software
- TASER 10 systems, instructor training & cartridge replenishment & VR training system
- Interview Room system with A/V & management software for HQ



KEY DELIVERABLES

In summary, below are the key highlights of the 10 year proposal.

Software:

- State Standard: Axon Evidence.com with unlimited storage model to align with NCCDA & AOC adoption of Axon Justice
- Records Management Changeover: Axon Records & Standards for streamlined report writing, records & policy management
- Axon AI software with intelligent video & data insights - including Draft One to automate reporting writing & Brief One to help identify repeat offenders
- Translation and Transcription
- Unlimited Storage model





KEY DELIVERABLES

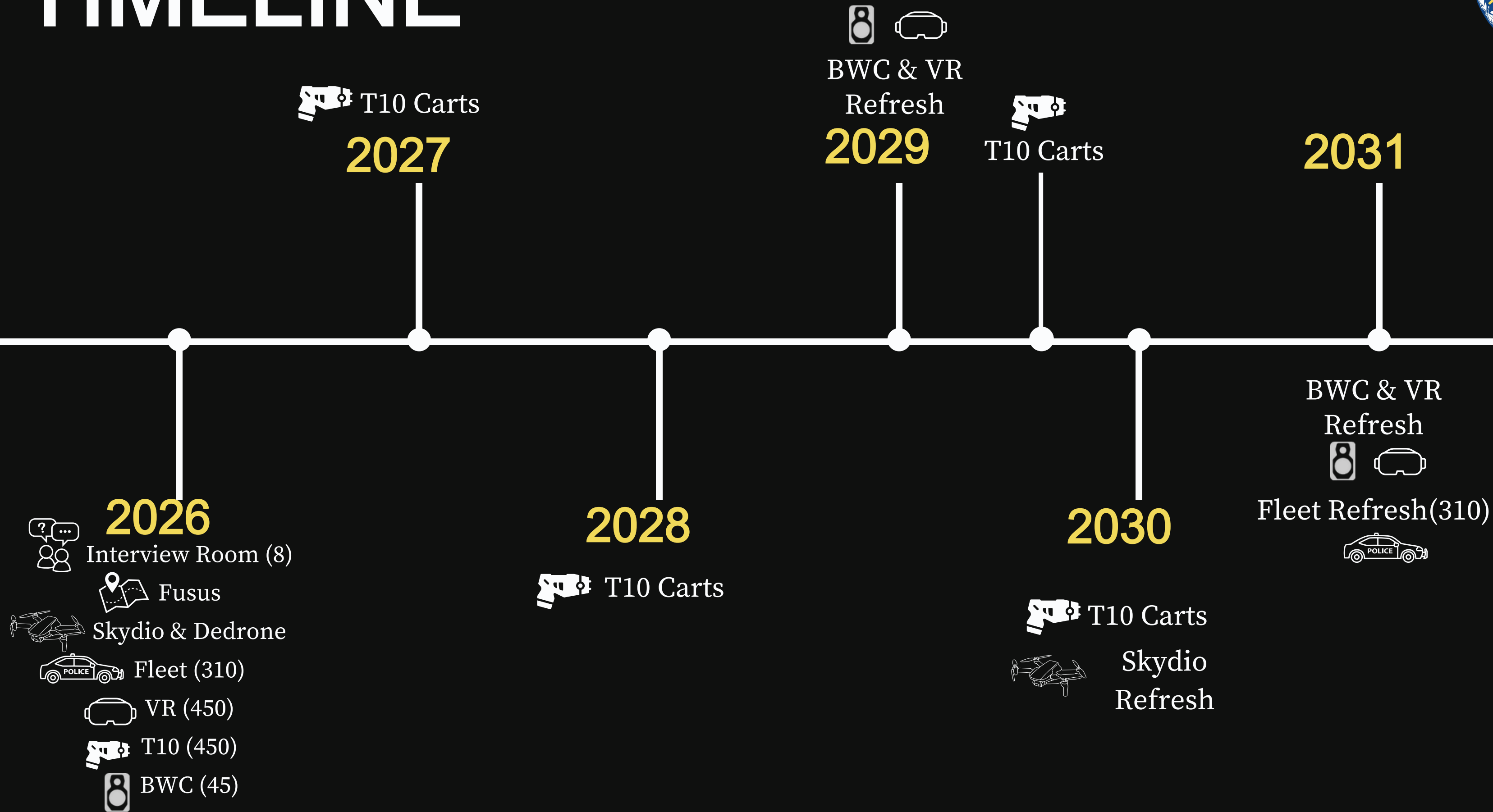
In summary, below are the key highlights of the 10 year proposal.

Services and Warranties

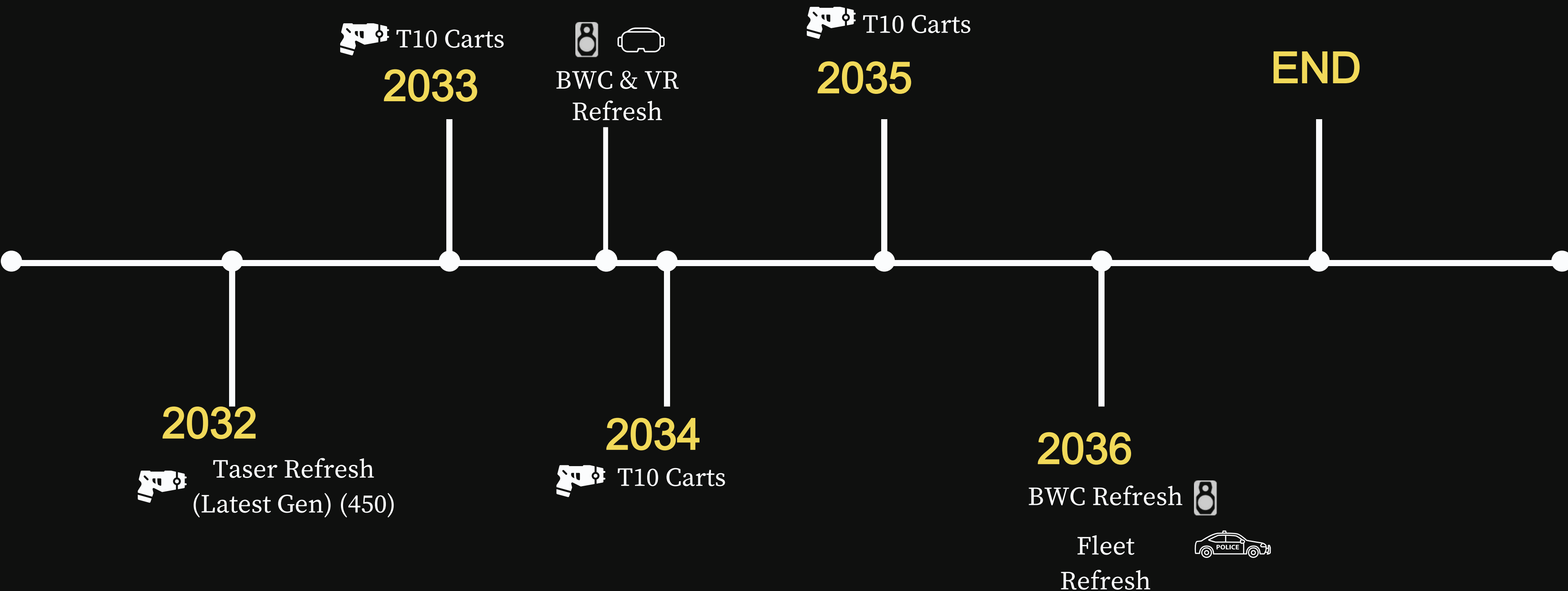
- Full onsite system installation, integration & training services
- Instructor certification programs for TASER 10 & VR platforms
- 10-year extended warranties on majority of hardware & software components
- Professional Onsite Services for Records, Standards, ALPR, Fleet, Evidence, AI, Interview Room, VR & DFR deployment



TIMELINE



TIMELINE



WINSTON-SALEM POLICE DEPARTMENT

CITYWIDE CRIME REVIEW - JANUARY THROUGH DECEMBER 2024



Violent Crimes

	YTD% Change	
<u>Homicide:</u>	↓	32.6%
<u>Robbery:</u>	↓	8.6%
<u>Aggravated Assault</u>	↓	15.5%
<u>Larcenies:</u>	↓	7.1%
<u>Motor Vehicle Theft:</u>	↓	14.9%

Total Crime

<u>Total Crime:</u>	↓	10.1%
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Clearance rate

85% clearance rate on homicide cases compared to the state average of 45% and the national average of 57%

Employee Rate

Net gain of 23 sworn employees - largest increase since 2014

WINSTON-SALEM POLICE DEPARTMENT

CITYWIDE CRIME REVIEW - JANUARY THROUGH NOVEMBER 2025



Violent Crimes

	YTD% Change
<u>Homicide</u> : 24	0.0%
<u>Robbery</u> : 174	↓ 18.7%
<u>Aggravated Assault</u> 1,355	↓ 11.3%

Property Crimes

	YTD % Change
<u>Burglary</u> : 1,152	↓ 11.9%
<u>Larceny</u> : 4,726	↑ 5.2%
<u>Motor Vehicle Theft</u> 683	↓ 9.2%

Total Crime

Total Crime: ↓ 2.8%

Homicide Comparison



CURRENT VS. PROPOSED



PRODUCT	CURRENT PROGRAM	PROPOSED PROGRAM
Fusus	1,500 Streams (Camera Feeds) Contract Expires in 2028	2,250 Streams
DFR/Drones	7 Patrol, 3 Docks No Refresh Expires 2030	7 Patrol, 6 Docks Refresh and Maintenance HW Refresh in 2030

PRODUCT	CURRENT PROGRAM	PROPOSED PROGRAM
BWC	410 Users (2) Hardware Refresh	450 Users (4) Hardware Refresh
TASER	540 Users No Refresh, No VR Software	450 Users (1)Hardware Refresh VR Training Suite
Fleet	310 Fleet 3 Basic No Refresh, No Router Replacement, No Install	310 Fleet 3 Advanced (2) Refreshes, Installation, Router Replacement ALPR and Livestreaming
Interview Rooms	8 Rooms, 10 -year old equipment	8 rooms with full hardware replacement, install and warranty

CURRENT VS. PROPOSED - SOFTWARE



Current

- Basic Licenses
- Pro licenses
- Fusus RTCC Platform
- BWC Livestreaming
- Standards Licenses and Platform
- Auto Tagging
- 911 Viewer Locations

Proposed

- Records Licenses and Platform
- ALPR
- Fleet Livestreaming
- VR Pro Software
- Community Request
- Redaction Assistant
- Performance
- Unlimited Storage
- Skydio DFR Command
- Transcription
- Axon Assistant/Translation
- Draft 1 Report Software
- Policy Chat
- Smart Detection
- Form One
- Brief One
- 3rd Party Video Support

CURRENT VS. PROPOSED -



SERVICES

Proposed

- Data Mitigation Standards
- Fleet Install/Deployment
- Interview Room Install
- VR Training
- TASER Instructor Course
- Investigate Operator Training
- AI Professional Services
- Records Implementation
- Records Pro Services - 1 year
- Dedrone Install Services
- Skydio Deployment & Regular Support
- Skydio Premium Maintenance

SUMMARY



WSPD currently utilizes 3 separate 5-year contracts for Body Worn Cameras, TASERs, In-Car Video, Drones and Fusus for RTCC . The primary agreement is set to expire on 9/30/26.

- This proposal seeks approval for a new 10-Year Comprehensive Axon Contract via Sourcewell Service Cooperative . This new contract bundles next-generation hardware (TASER 10, Axon Body 4 Cameras, Skydio Drones, Interview Rooms & vehicle cameras), and a unified software ecosystem with unlimited data storage, transcription, live camera translation & 911 upgrades .
- The shift to a 10-year term and a bundled approach provides a projected \$26M in total savings and ensures WSPD has state-of-the-art, compliant technology, enhancing officer and community safety for the next decade .



THANK
YOU!