

## **Matteson, Linda**

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**From:** Miranda, Desiree  
**Sent:** Friday, January 23, 2026 4:42 PM  
**To:** Matteson, Linda  
**Cc:** Sgambellone, Dino; Laurent, Anne  
**Subject:** Cost Analysis for Axon's BWC, LPR, digital Evident Management

Good afternoon,

The county is currently using multiple vendors to support body-worn cameras (BWCs), License Plate Readers (LPRs), transcriptions, and digital evidence management (redactions). The vendors we use are drafted into agreements with Motorola WatchGuard for BWC and LPR, a separate transcription provider, and Focal Forensics, which we are currently going out to RFP after exceeding the agreement amount much sooner than anticipated due to the increase in IPRAAs and discovery requests.

The proposed Axon solution consolidates body-worn cameras, license plate readers, redactions, and transcriptions into a single, integrated platform under a single long-term agreement. The Axon agreement represents a significant upfront and long-term investment, resulting in net cost savings and cost avoidance compared to maintaining the current agreements we use. The consolidated Axon platform reduces recurring annual expenditures, mitigates future fiscal risk associated with IPRA, and provides a more sustainable and defensible long-term solution for the county.

The County is currently negotiating an agreement with Focal Forensics at an estimated annual cost of \$80,000 to address increasing IPRA and discovery requests that seem to flood the County daily. These costs are expected to increase over time due to:

- Increased video volume from BWCs and LPRs
- Increased staff time associated with IPRA compliance
- Growing public records and litigation-related discovery demands

There is an opportunity to reimburse body-worn camera hardware costs through the New Mexico Self-Insurers Fund's available funding program. Because Axon's quote clearly itemizes body-worn camera hardware, the county would be eligible to seek reimbursement for the applicable portion of the Axon purchase, including camera devices and hardware. The reimbursement would further reduce the county's net cost and improve overall return on investment.

### **10-Year Axon Contract Summary:**

Total Contract Cost (Pre-Tax): \$5,415,610.70

Estimated Total w/tax: \$5,724,585.09

Quote List Price (Before Discounts): \$6,826,839.59

Total Discount/ Savings vs. MSRP Cost: \$1,429,723.89

Average Annual Cost: Approximately \$541,561/year

Average Annual Savings (as calculated in quote): \$142,972.39 /year

Cost is broken into the following schedule:

Date	Subtotal
Apr 2026	\$473,729.00
Apr 2027	\$549,097.94
Apr 2028	\$549,097.97
Apr 2029	\$549,097.97
Apr 2030	\$549,097.97
Apr 2031	\$549,097.97
Apr 2032	\$549,097.97
Apr 2033	\$549,097.97
Apr 2034	\$549,097.97
Apr 2035	\$549,097.97
<b>Total</b>	<b>\$5,415,610.70</b>

Year 1 (FY26): \$473,729

Year 2-10: ~\$549,097.97 per year

Total tax over term: \$308,974.39

ALPR License at year 10: \$31,514.99

**The total 10 Axon Cost bundle includes:**

- 50 Body Worn Cameras
- Fleet Cameras / ALPR
- Evidence (storage & Software)
- Unlimited evidence storage
- E-Com (redaction & disclosure) licenses
- Interview Room systems
- AI, Auto-Tagging, performance, and Analytics
- Professional services, training, and implementation

### **Motorola WatchGuard BWC**

Year 1 total: \$170,854.53

- Included hardware and initial services

Ongoing Annual Costs for Cloud Storage:

- \$75,211.41

Additional warranties will be invoiced when current warranties expire

### **Redactions**

Annual Cost: ~\$80,000 (cost dependent on service demand)

### **Motorola WatchGuard LPR**

Year 1 total: \$108,064.70

Annual Cost: \$7,000 per year for the software platform and basic service package

**Over a ten-year period, the cost schedule for LPR, BWC, and Redactions:**

LPR: \$171,064.70  
BWC: \$847,757.22  
Redactions: ~\$800,000  
Total: \$1,818,821.92

Cost doesn't include warranties, tax, replacement components, etc.

*Desiree Miranda-Mendonca*

Management Analyst  
Los Alamos Police Department  
2500 Trinity Drive, Suite A  
Los Alamos, NM 87544  
505-662-8230 (w)  
505-663-3457 Fax  
[www.losalamosnm.us](http://www.losalamosnm.us)



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at [desiree.miranda@losalamosnm.gov](mailto:desiree.miranda@losalamosnm.gov)

