

A few notes on cost.

What's needed is Total Cost of Ownership. That's an established concept in many industries, including with BWCs.

Where there appear to be really dramatic differences in costs, it's typically because apples and oranges are being compared (you're not covering the same goods and services - hidden costs are not being included, etc.).

On rough comparability of costs between vendors.... Though there are substantial differences across BWC vendors (in general, you get what you pay for), a BWC vendor would not be competitive if they weren't roughly in line with other vendors. That can be seen [here](#) – you can't extract a precise cost for BWCs from this table, since dashcams are also included in the RFP, but you can see that all the vendors are in the same general ballpark:

**Explanation:** The Procurement and Supply Management Department received seven proposals for body camera services. The seven proposals were received from:

<u>#</u>	<u>Offerors</u>	<u>Amount</u>	<u>Meets Requirements</u>
1.	Digital Ally, Inc.	\$4,794,312	No
2.	Pileum Corporation	\$5,732,486	No
3.	PCN Strategies, Inc.	\$5,875,443	No
4.	GovDirect, Inc.	\$6,575,272	No
5.	ProLogic ITS LLC	\$6,576,018	No
6.	Watchguard Video, Inc.	\$6,628,050	No
7.	Axon Enterprise, Inc.	\$6,756,188	Yes

So if there are apparent vast differences between estimates (much larger than the variation here), some questions are:

\*What number of units is being covered? Would each officer have their own BWC (e.g. as in the Worcester estimate) or, if not, what's the ratio of BWC units to officers in the department? If BWCs are being shared across shifts, there will be more wear and tear, and they won't last as long. And will just patrol officers receive cameras, or will all officers (detectives, various specialized units, etc.)?

\*How much training is covered? Is there training by the vendor for all members of the department? Or is a train the trainer model, where only a few departmental people are trained, and they're supposed to train all the rest. There's a strong argument that device training for all users is best provided by the technology vendor. Also, with training, is the estimate taking into account the paid hours of the officers being trained (a major cost) or not? Officers are typically trained in groups of 10-20. Some departments give officers a couple full days of BWC training, some only a few hours. Training in BWC policies, camera usage, etc. can be complex. Is the training sufficient (where more extensive policy and operational training increases odds of program success, but has a higher cost)?

\*Does the estimate cover replacement costs of items? BWCs and other items wear out – so they're not actually just a one time cost. An Axon contract, for example, covers replacements (it's part of the total

package). Many other vendors, the department owns the BWCs outright and has to replace them – which typically has to occur every 3-5 years (say, 4 years). And is a warranty being purchased that's long enough (e.g. 4 years)?

\*Is there adequate coverage of storage costs (cloud storage space, or departmental server space and replacement/repair), since many departments indicate they initially underestimated this?

\*Does the estimate cover the cost of a system for in-field tagging (which typically requires purchasing a smartphone for each officer, etc.)? Workload can be dramatically higher without this.

\*We specified that a file sharing system should be part of the program, so that the DA's Office can immediately access footage in cases referred for prosecution. At the time, Brian said that file sharing systems are expensive and it shouldn't be an unfunded mandate. So has Brian included the cost of such a file sharing system in the cost estimate for the BWC implementation?

\*Then of course there are all the labor expenses beyond training. Personnel costs seem to be the largest expense with BWC programs.