CITY OF SANTA FE

The Purchasing Memo

Date: August 5, 2026

To: Governing Body, Finance Committee, and Quality of Life Committee

Via: Brian Moya, Interim City Manager BRIAN MOYA

From: Ben Valdez, Interim Chief of Police BV 8/5/26

Subject: DFR Program

Vendor Name: Axon Enterprises, Inc

Munis Vendor Number: 7375

ITEM AND ISSUE:

Santa Fe Police Department respectfully requests your review and approval of an agreement in the amount of $433,604 per year for a total amount of $2,168,020 until June 30, 2031, for equipment and services for the Drone as First Responder program.

CONTRACT NUMBER:

The FY27 Munis contract number is 3270056.

BACKGROUND AND SUMMARY:

In partnership with the Santa Fe Fire Department, we are launching a Drone as First Responder (DFR) program and standing up a Real Time Operations Center to engage in intelligence led policing by leveraging technology and expanding community partnerships.

These products work within our current Axon Ecosystem, which our staff currently are fielding and reflect technological advances made since the prior contract term we entered in 2023.

The benefit of a DFR program is having drone docks placed strategically throughout our community to facilitate a response to most areas in our community within 3 minutes or less from the time a call for service is received. This is instrumental to provide our responding officers and firefighters with critical information prior to arriving on scene so we can achieve better outcomes in crisis situations. Essentially, it will allow our community to have the benefit of an air asset at a fraction of the cost of fielding a helicopter and flight crew.

From a safety standpoint, our police field personnel can request a DFR drone to their location if a safety situation occurs by pressing a button on their body worn camera.

The DFR drones can also be available to support other public safety and public works departments in our community. It can be deployed to support the Fire Department for a structure fire or a swift water rescue operation, to assess damage to infrastructure such as public roads and utility equipment, and flooding or wildfire assessments.

Integrating DFR into a Real Time Operations Center will assist with response to crisis situations. Additional capabilities we can integrate in the future include the ability for local businesses and government facilities to subscribe to a service to stream their security cameras, providing a clear picture of a situation that can be communicated to responding officers. In communities currently fielding DFR and a Real Time Operations Center many positive outcomes were achieved with the use of this technology, and the efficiency of departments have increased exponentially.

The Santa Fe Police Department has already seen and experienced a great deal of success with our current drone program, which is being deployed by patrol officers in the field, detectives and Special Operations personnel. This project will continue to build upon our success while building efficiencies in how we deliver law enforcement services and tackle the workload.

Police and Fire will both contribute trained staff to pilot the drones from the Real Time Operations Center located at SFPD HQ. SFFD will host some drone docks at their fire stations as we complete the buildout of our entire city-wide coverage as additional funding is made available.

PRIOR APPROVALS AND SUPPORTING INFORMATION:

FUNDING SOURCE:

Fund Name/Number: General Fund/ 100

Munis Org Name/Number: Police Administration/ 1000310

Munis Object Name/Number: Inventory Exempt Equipment/ 572400

Budget Officer / Designee: Andrew J. Hopkins **Date:** 08/05/2026

Budget Officer Comment/Exceptions: ______________________

PROCUREMENT METHOD:

The procurement method used was NMSA 1978, Section 13-1-129, Statewide Price Agreement

New Mexico Statewide or Other New Mexico Governmental Price Agreements - This procurement was conducted under the authority of NMSA 1978, Section 13-1-129, which permits the City to utilize price agreements established by the State of New Mexico or other New Mexico governmental entities. The underlying contract was competitively solicited and awarded on February 16, 2024 with 40-00000-23-00004 until June 30, 2027. By purchasing through this agreement, the City secured the requested services from Axon Enterprises Inc while saving both time and administrative costs associated with conducting a separate solicitation. Leveraging this competitively awarded contract provides the best value to the City and conserves taxpayer resources

Chief Procurement Officer (CPO)/Designee: ______ **Date:** 08/05/2026

AP
AP

CPO Comment/Exceptions: ______________________

ASSOCIATED APPROVALS:

IT Components included? ☐ **Yes** | ☒ **No**

Approval: ______ **Title:** ______ **Date:** ______

Comment/Exceptions: ______________________

Vehicles included? ☐ **Yes** | ☒ **No**

Approval: ______ **Title:** ______ **Date:** ______

Comment/Exceptions: ______________________

Construction to City Facilities, Furniture, and/or Fixtures included? ☐ **Yes** | ☒ **No**

Approval: ______ **Title:** ______ **Date:** ______

Comment/Exceptions: ______________________________

Is this an externally funded purchase? ☐ **Yes** | ☒ **No**

If yes, what is the issuing agency: ______________________________

Approval: ____________________ **Title:** ____________________ **Date:** ____________

Comment/Exceptions: ______________________________

Is this a Capital Asset or Project? ☒ **Yes** | ☑ **No**

Project Ledger Number: ______________________________

Approval: ____________________ **Title:** ____________________ **Date:** ____________

Comment/Exceptions: ______________________________

ATTACHMENTS:

Vendor's Quote/Terms and Conditions
CPO Service Determination Email – Professional
Certificate of Liability Insurance (COI)
BAR

Log # *{Finance use only}*:	
Journal # *{Finance use only}*:	

City of Santa Fe, New Mexico
BUDGET AMENDMENT RESOLUTION (BAR)

DEPARTMENT / DIVISION NAME	DATE
Police/Operations	8/5/2026

ITEM DESCRIPTION	ORG	OBJECT	PROJECT	INCREASE	DECREASE
EXPENDITURES				*{enter as positive #}*	*{enter as negative #}*
Inventory Exempt Equipment	1000310	572400		443,604	
REVENUES				*{enter as negative #}*	*{enter as positive #}*
					$ -

JUSTIFICATION: *(use additional page if needed)*
--Attach supporting documentation/memo

Use of General Fund reserves to fund the Drone as First Responder Program (DFR), for (FY27) in the amount of $433,604.

{Complete section below if BAR results in a net change to ANY Fund}

Fund(s) Affected	Fund Balance Increase/(Decrease)
100	(433,604)
TOTAL:	**(433,604)**

AnnaMarie Bowen 8/5/2026
Prepared By *{print name}* Date

Division Director Signature *{optional}* Date

BV 8/5/26
Department Director Signature Date

{Use this form for Finance Committee/ City Council agenda items ONLY}

CITY COUNCIL APPROVAL

City Council Approval Date

Agenda Item #:

Andrew J. Hopkins 08/05/2026
Budget Officer Date

Finance Director *{≤ $5,000}* Date

City Manager *{≤ $60,000}* Date

DFR Program Memo

Final Audit Report 2026-08-05

Created:	2026-08-05
By:	AnnaMarie Bowen (acbowen@santafenm.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAA-REg3EHmshwg3JzlFVfb0hIVNIuHHM2g
Documents:	SKM_C551i26080512170.pdf (4 pages)
Number of Documents:	1
Document page count:	4
Number of supporting files:	0
Supporting files page count:	0

"DFR Program Memo" History

Document created by AnnaMarie Bowen (acbowen@santafenm.gov)

2026-08-05 - 5:31:54 PM GMT- IP address: 63.232.20.2

Document emailed to BRIAN MOYA (bjmoya@santafenm.gov) for signature

2026-08-05 - 5:33:19 PM GMT

Email viewed by BRIAN MOYA (bjmoya@santafenm.gov)

2026-08-05 - 6:49:37 PM GMT- IP address: 174.218.24.36

Document e-signed by BRIAN MOYA (bjmoya@santafenm.gov)

Signature Date: 2026-08-05 - 6:51:41 PM GMT - Time Source: server- IP address: 174.218.24.36 - Signature Appearance Selected: MOBILE_IMAGE

Agreement completed.

2026-08-05 - 6:51:41 PM GMT

Issued: 06/22/2026
Quote Expiration: 08/31/2026
Estimated Contract Start Date: 10/01/2026
Account Number: 106844
Payment Terms: N30
Mode of Delivery: AUTO-GND
Credit/Debit Amount: $0.00

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Santa Fe Police Dept. - NM 2515 Camino Entrada Santa Fe, NM 87507-4808 USA	Santa Fe Police Dept. - NM PO Box 909 Santa Fe NM 87504-0909 USA Email:	Nick Butier Phone: Email: nbutier@axon.com Fax:	Benjamin Valdez Phone: (505) 955-5040 Email: bpvaldez@santafenm.gov Fax: (505) 955-5052

Quote Summary

Program Length	60 Months
TOTAL COST	$2,040,673.00
ESTIMATED TOTAL W/ TAX	$2,168,018.35

Discount Summary

Average Savings Per Year	$0.00
TOTAL SAVINGS	$0.00

Payment Summary

Date	Subtotal	Tax	Total
Sep 2026	$408,134.60	$25,469.08	$433,603.68
Sep 2027	$408,134.60	$25,469.08	$433,603.68
Sep 2028	$408,134.60	$25,469.08	$433,603.68
Sep 2029	$408,134.60	$25,469.08	$433,603.68
Sep 2030	$408,134.60	$25,469.03	$433,603.63
Total	**$2,040,673.00**	**$127,345.35**	**$2,168,018.35**

Quote Unbundled Price:	**$8,270.00**
Quote List Price:	**$8,270.00**
Quote Subtotal:	**$2,040,673.00**

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
A00044	AXON AIR DFR DOCK PLAN	6	60			$5,645.56	$2,032,403.00	$126,935.97	$2,159,338.97
A la Carte Hardware									
101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	6	1		$265.00	$265.00	$1,590.00	$0.00	$1,590.00
101522	AXON AIR - SKYDIO SAFE - SPOTLIGHT REFRESH 1	6	1		$280.00	$280.00	$1,680.00	$0.00	$1,680.00
A la Carte Services									
101513	AXON AIR - SKYDIO - DOCK INSTRUCTOR TRAINING	1	1		$5,000.00	$5,000.00	$5,000.00	$409.38	$5,409.38
Total							**$2,040,673.00**	**$127,345.35**	**$2,168,018.35**

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
AXON AIR DFR DOCK PLAN	102768	AXON AIR - SKYDIO X10 DOCK DFR HW KIT	6	1	09/01/2026
A la Carte	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	6	1	09/01/2026
AXON AIR DFR DOCK PLAN	102771	AXON AIR - SKYDIO SAFE - X10 DOCK DFR OPS HW KIT - REFRESH 1	6	1	03/01/2029
A la Carte	101522	AXON AIR - SKYDIO SAFE - SPOTLIGHT REFRESH 1	6	1	03/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
AXON AIR DFR DOCK PLAN	102656	AXON AIR - AXON EVIDENCE UNLIMITED DATA STORAGE PER DRONE	6	10/01/2026	09/30/2031
AXON AIR DFR DOCK PLAN	102766	AXON AIR - SKYDIO X10 DOCK DFR SUBCRIPTION PLAN W/ DATA	6	10/01/2026	09/30/2031

Services

Bundle	Item	Description	QTY
AXON AIR DFR DOCK PLAN	101498	AXON AIR - SKYDIO - IN-PERSON TRAINING - DOCK FOR X10	1
AXON AIR DFR DOCK PLAN	101499	AXON AIR - SKYDIO X10 DOCK COMMISSIONING	3
AXON AIR DFR DOCK PLAN	102526	PSO 1-Day Onsite	1
AXON AIR DFR DOCK PLAN	102666	AXON AIR - SKYDIO X10 DOCK DFR SERVICES - PREMIUM SOLUTION	6
AXON AIR DFR DOCK PLAN	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
A la Carte	101513	AXON AIR - SKYDIO - DOCK INSTRUCTOR TRAINING	1

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	2515 Camino Entrada	Santa Fe	NM	87507-4808	USA

Payment Details

Sep 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	6	$318.00	$0.00	$318.00
Annual Payment 1	101513	AXON AIR - SKYDIO - DOCK INSTRUCTOR TRAINING	1	$1,000.00	$81.88	$1,081.88
Annual Payment 1	101522	AXON AIR - SKYDIO SAFE - SPOTLIGHT REFRESH 1	6	$336.00	$0.00	$336.00
Annual Payment 1	A00044	AXON AIR DFR DOCK PLAN	6	$406,480.60	$25,387.20	$431,867.80
Total				**$408,134.60**	**$25,469.08**	**$433,603.68**

Sep 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	6	$318.00	$0.00	$318.00
Annual Payment 2	101513	AXON AIR - SKYDIO - DOCK INSTRUCTOR TRAINING	1	$1,000.00	$81.88	$1,081.88
Annual Payment 2	101522	AXON AIR - SKYDIO SAFE - SPOTLIGHT REFRESH 1	6	$336.00	$0.00	$336.00
Annual Payment 2	A00044	AXON AIR DFR DOCK PLAN	6	$406,480.60	$25,387.20	$431,867.80
Total				**$408,134.60**	**$25,469.08**	**$433,603.68**

Sep 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	6	$318.00	$0.00	$318.00
Annual Payment 3	101513	AXON AIR - SKYDIO - DOCK INSTRUCTOR TRAINING	1	$1,000.00	$81.88	$1,081.88
Annual Payment 3	101522	AXON AIR - SKYDIO SAFE - SPOTLIGHT REFRESH 1	6	$336.00	$0.00	$336.00
Annual Payment 3	A00044	AXON AIR DFR DOCK PLAN	6	$406,480.60	$25,387.20	$431,867.80
Total				**$408,134.60**	**$25,469.08**	**$433,603.68**

Sep 2029

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	6	$318.00	$0.00	$318.00
Annual Payment 4	101513	AXON AIR - SKYDIO - DOCK INSTRUCTOR TRAINING	1	$1,000.00	$81.88	$1,081.88
Annual Payment 4	101522	AXON AIR - SKYDIO SAFE - SPOTLIGHT REFRESH 1	6	$336.00	$0.00	$336.00
Annual Payment 4	A00044	AXON AIR DFR DOCK PLAN	6	$406,480.60	$25,387.20	$431,867.80
Total				**$408,134.60**	**$25,469.08**	**$433,603.68**

Sep 2030

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	6	$318.00	$0.00	$318.00
Annual Payment 5	101513	AXON AIR - SKYDIO - DOCK INSTRUCTOR TRAINING	1	$1,000.00	$81.86	$1,081.86
Annual Payment 5	101522	AXON AIR - SKYDIO SAFE - SPOTLIGHT REFRESH 1	6	$336.00	$0.00	$336.00
Annual Payment 5	A00044	AXON AIR DFR DOCK PLAN	6	$406,480.60	$25,387.17	$431,867.77
Total				**$408,134.60**	**$25,469.03**	**$433,603.63**

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at https://www.axon.com/sales-terms-and-conditions), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Exceptions to Standard Terms and Conditions

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance. Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

MICHAEL GARCIA, MAYOR

Date Signed

6/22/2026

ATTEST:

____
GERALYN CARDENAS, CITY CLERK

Approved to form and legal sufficiency by:

Christoher W. Ryan
Christoher W. Ryan (Aug 5, 2025 09:17:36 MDT)
CHRIS RYAN, SENIOR ASSISTANT CITY ATTORNEY

APPROVED FOR FINANCES:

Monica Maestas
MONICA MAESTAS, FINANCE DIRECTOR

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY) 08/08/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

Holder Identifier :

PRODUCER	CONTACT NAME:		
Aon Risk Insurance Services West, Inc. Phoenix AZ Office 4300 East Camelback Rd. Suite 460 Phoenix AZ 85018 USA	PHONE (A/C. No. Ext): 8662837122	FAX (A/C. No.): (800) 363-0105	
	E-MAIL ADDRESS:		
	INSURER(S) AFFORDING COVERAGE		NAIC #
INSURED	INSURER A:	National Casualty Company	11991
Axon Enterprise, Inc. 17800 N. 85th Street Scottsdale AZ 85255 USA	INSURER B:	Scottsdale Ins Company	41297
	INSURER C:		
	INSURER D:		
	INSURER E:		
	INSURER F:		

COVERAGES **CERTIFICATE NUMBER:** 570114877605 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

Limits shown are as requested

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	X COMMERCIAL GENERAL LIABILITY			NGO0001949	08/08/2025	08/01/2026	EACH OCCURRENCE	$2,000,000
	CLAIMS-MADE / X OCCUR			SIR applies per policy terms & conditions			DAMAGE TO RENTED PREMISES (Ea occurrence)	$1,000,000
	X see Prod Liab info att'd						MED EXP (Any one person)	$50,000
							PERSONAL & ADV INJURY	$2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$4,000,000
	POLICY / X PRO-JECT / LOC						PRODUCTS - COMP/OP AGG	Excluded
	OTHER: Xcl Prod/Comp Ops							
A	AUTOMOBILE LIABILITY			NGO0001948	08/08/2025	08/01/2026	COMBINED SINGLE LIMIT (Ea accident)	$1,000,000
	X ANY AUTO						BODILY INJURY (Per person)	
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	
	HIRED AUTOS ONLY / NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	
B	X UMBRELLA LIAB / X OCCUR			UNS0000106	08/08/2025	08/01/2026	EACH OCCURRENCE	$10,000,000
	EXCESS LIAB / CLAIMS-MADE						AGGREGATE	$10,000,000
	DED / X RETENTION $10,000							
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y / N ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? N **(Mandatory in NH)** If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		WCC600103A	08/08/2025	08/08/2026	X PER STATUTE / OTH-ER	
							E.L. EACH ACCIDENT	$1,000,000
							E.L. DISEASE-EA EMPLOYEE	$1,000,000
							E.L. DISEASE-POLICY LIMIT	$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Certificate Holder is included as Additional Insured in accordance with the policy provisions of the General Liability policy. General Liability policy evidenced herein is Primary and Non-Contributory to other insurance available to Additional Insured, but only in accordance with the policy's provisions. A Waiver of Subrogation is granted in favor of Certificate Holder in accordance with the policy provisions of the General Liability, Automobile Liability, Umbrella Liability, Workers' Compensation and Products/Completed Operations policies.

Certificate No : 570114877605

CERTIFICATE HOLDER	CANCELLATION
Santa Fe Police Department 2515 Camino Entrada Santa Fe NM 87507 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Aon Risk Insurance Services West, Inc.

ACORD

ADDITIONAL REMARKS SCHEDULE

AGENCY	NAMED INSURED
Aon Risk Insurance Services West, Inc.	Axon Enterprise, Inc.
POLICY NUMBER See Certificate Number: 570114877605	
CARRIER See Certificate Number: 570114877605 / NAIC CODE	EFFECTIVE DATE:

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: ACORD 25 **FORM TITLE:** Certificate of Liability Insurance

Products Liability Schedule

Products/Completed Operations Coverage
8/8/2025-8/1/2026:

Policy #034064091
Lexington Insurance Company
Claims Made Coverage Form - Products Liability
$15,000,000 Each Occurrence Limit
$15,000,000 Products/Completed Operations Aggregate Limit
$ 5,000,000 Per Occurrence Self Insured Retention

Policy #034064092
Lexington Insurance Company
Occurrence Coverage Form - Products Liability
$15,000,000 Each Occurrence Limit
$15,000,000 Products/Completed Operations Aggregate Limit
$ 5,000,000 Per Occurrence Self Insured Retention

RICO, TARA R.

From: DUTTON-LEYDA, TRAVIS K.
Sent: Wednesday, July 29, 2026 11:58 AM
To: RICO, TARA R.
Cc: Purchasing DET
Subject: RE: Determination - DFR Program Services

Greetings,

Based on the information you provided, the scope of work is classified as ***Professional Services*** for procurement purposes. This classification is made solely to answer the classification question and does not constitute a comprehensive review of the scope or of the procurement method's compliance with all applicable legal or regulatory requirements. This determination may change if the scope of work is modified from the original submission.

Procurements must comply with all applicable requirements, including but not limited to:

- The City of Santa Fe Procurement Manual
- City ordinances
- Central Purchasing procedures
- Applicable State Statutes
- Any requirements of the New Mexico Department of Workforce Solutions, if applicable

Notes and additional approvals:

- Save this email as a PDF and upload it to the corresponding Munis record(s).
- Check with WorkQuest dba Horizons of New Mexico (vendor # 8673) (mloehman@horizonsofnewmexico.org) ***if*** this service appears on their approved list.
- If your request includes items that must be reviewed and preapproved by another City department or division, send the same scope of work to the appropriate email address before selecting a vendor and include their response in your packet/Munis.

For subject-matter review and signatures, use the following contacts:

- -Treasury (Point of Sale Systems) – questions: drsena@santafenm.gov; clromero@santafenm.gov. Request signature from: clromero@santafenm.gov
- -IT components (everything IT) – questions: ereview@santafenm.gov. Request signature from: edcandelaria@santafenm.gov;
  Copy: zxdushdurova@santafenm.gov; lenobes@santafenm.gov; lfworstell@santafenm.gov
- -Vehicles – questions: fleet@santafenm.gov. Request signature from: dmjaramillo@santafenm.gov
- -Grants – questions: grants@santafenm.gov. Request signature from: evlujan@santafenm.gov
- Construction, Facilities, Furniture, Fixtures, Equipment, etc. – questions: fmdreview@santafenm.gov. Request signature from: jsburnett@santafenm.gov
- -Emergency Related Purchases – questions oem@santafenm.govand. Request signature from: klmorgan@santafenm.gov
- -Asset over $5k – questions: accountspayable@santafenm.gov.

- Ensure that the appropriate templates and forms are used, they can be found on the intranet https://intranet.santafenm.gov/finance_1 and in OpenGov https://procurement.opengov.com/governments/1784201/projects.
- When processing this procurement, please ensure the procurement number issued by OpenGov and the procurement name are used in the appropriate documents and the subject of emails.
- If you are processing a procurement where the forecasted amount is ≥ $100,000.00, per SFCC 1987, Section 11-13, the procurement method must be ITB (if you choose not to use a cooperative or an existing contract). If you feel you need to process an RFP, you must request approval of an *Authorization and Plan* before you process.
- ≤ $60,000.00 per year, one quote is acceptable.
- From $60,000.01 to $100,000.00 per year or per contract, if you aren't using a cooperative or existing contract, you must provide 3 quotes in your req. It is highly recommended that you use OpenGov, or Pavilion.
- **Identify your funding source and notify Purchasing.**
  It's essential to determine the funding source early, as it impacts the required documentation and contract language. For example, if federal funds are being used, specific federal provisions must be included in both the procurement request and the resulting contract. Notifying Purchasing of the funding source upfront ensures compliance and avoids delays.
- Follow the link below to review existing price agreements, contracts, or cooperative agreements that might be applicable to this request. You might be able to use an existing price agreement/contract to save time and money.
- Pavilion: Free Cooperative Contract Search for Governments (please work with Purchasing if you find an existing or cooperative contract that might work)
- Submit via **Submit Purchase Requests** or the appropriate email address:
- Determination requests to purchasing_det@santafenm.gov
- All other requests to purchasing@santafenm.gov

Thank you for submitting this scope of work for my review.
Regards,

Travis Dutton-Leyda
Chief Procurement Officer
City of Santa Fe
200 Lincoln Avenue
Santa Fe, NM 87501
505-629-8351
tkduttonleyda@santafenm.gov

Book time to meet with me

Vendor Registration Sites and Current Procurement Opportunities:
[ERP] https://cityofsantafenm.tylerportico.com/va/vendor-access

[OpenGov - eProcurement] https://procurement.opengov.com/portal/santafenm
[Additional opportunities] https://www.withpavilion.com/

Internal Link: https://intranet.santafenm.gov/

"Unless someone like you cares a whole awful lot, nothing is going to get better. It's not."
— Dr. Seuss, The Lorax

From: RICO, TARA R. <trrico@santafenm.gov>
Sent: Wednesday, July 29, 2026 11:57 AM
To: Purchasing DET <purchasing_det@santafenm.gov>
Subject: Determination - DFR Program Services

Good morning,

Please provide a determination for the purchase of Drone as a First Responder program that will include data storage/dfr subscription, in person training, and dock commissioning

Thank you

Tara R. King, Administrative Manager
Santa Fe Police Department
2515 Camino Entrada
Santa Fe NM 87507
505-955-5004

Services Offered to the City of Santa Fe (updated 4.16.26)

Approved:
These services have been approved by the New Mexico Council for Purchasing from Persons with Disabilities and are available through Horizons of New Mexico.

- ADA Accessibility Consulting Services
- Auctioneering Services
- Bulk Mailing and Sorting
- Call Center Services
- Computer Refurbishing
- Courier Services
- Decontamination, Sanitation and Sterilization Services
- Debris Removal
- Document Imaging
- Document Shredding
- Envelope Stuffing
- General Labor
- Hard Drive Destruction
- Janitorial and Housekeeping Services – Including Carpet Cleaning & Floor Care
- Landscape Irrigation
- Landscaping
- Mailing Services
- Management of an Assistive Technology Reuse and Recycling Program
- Medical Waste Disposal
- Meeting Minute Preparation Services
- Pest Control and Extermination Services
- Printing Services
- Rest Area Maintenance
- Security Guard Services
- Screen Printing
- Snow Removal
- Temporary Staffing Services
- Yard, Grounds, and Lawn Maintenance

Permissive:
The services have been approved by the New Mexico Council for Purchasing from Persons with Disabilities as permissible for sale under the State Use Act through Horizons of New Mexico. While the Council recognizes that certain Horizons of New Mexico members are capable of performing the services listed below, said services are considered permissive and excluded from the mandatory aspect of the State Use Program. Any procurement of the below services through Horizons of New Mexico is at the discretion of the purchasing agent and will be considered by the Council on a case-by-case basis.

- Graphic Design
- Graphic Design - Logo Design
- IT – Enterprise Application
- IT – IV & V
- IT Network and Database Management
- IT Support
- IT Security Services
- IT – Web Design
- IT – Web Programmer
- Marketing
- Social Media Marketing

For the complete State Use service list, please go to: http://horizonsofnewmexico.org/services.html

State of New Mexico
General Services Department
Purchasing Division

Statewide Price Agreement Amendment

Awarded Vendor: **0000054836** **AXON Enterprise, Inc.** **PO Box 29661-2018** **Phoenix, AZ 85038** **Contact: Crystal Thorson** **Email: cthorson@axon.com** **Telephone No.: (208) 954-2763**	Number: **40-00000-23-00004AE** Amendment No.: **One** Term: **February 19, 2024 – June 30, 2027** **NASPO ValuePoint:** **https://www.naspovaluepoint.org/portfolio/public-safety-video-systems-2023-2028/axon-enterprise-inc/** Procurement Specialist: **Theresa Mendibles** tam Telephone No.: **(505) 795-1894** Email: **theresa.mendibles@gsd.nm.gov**
Ship To: **All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.**	
Invoice: **As Requested**	

Title: **Public Safety Video Systems**

This amendment is to be attached to the respective Price Agreement and become a part thereof.

In accordance with Price Agreement provisions, and by mutual agreement of all parties, this Price Agreement is extended from June 30, 2025 to June 30, 2027 at the same price, terms and conditions.

Change Contract POC to reflect the following effective immediately.

From: Sean Lake **Email: slake@axon.com** **Telephone No.: (623) 225-9909**	**To: Crystal Thorson** **Email: cthorson@axon.com** **Telephone No.: (208) 954-2763**

Every state agency, unless exempted from the authority of the State Purchasing Agent pursuant to Section 13-1-99 NMSA 1978, that utilizes this Statewide Price Agreement for professional services over $5,000 must process the professional services agreement template and accompanying documents through GSD's Contracts Review Bureau.

Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.

Accepted for the State of New Mexico

Dorothy Mendonca

Dorothy Mendonca
New Mexico State Purchasing Agent

Date: 5/2/2025

ms

Clipboard | Font | Alignment | Number | Styles | Cells

M13

US DOMESTIC PRICEBOOK - 4/16/2026
NASPO OK-MA-145-21-100

CATEGORY:	Volume	Discount
CATEGORY 1, Hardware Discount	1-50 Units	1.25%
	50-249	2.50%
	250-499	5%
	500+	10%
CATEGORY 1, Discount on Unlimited Licens	No minimum	5%
CATEGORY 2, Bundle Discount	1-50 Units	1.25%
	50-249	2.50%
	250-499	5%
	500+	10%

**For products with MAX PRICE of $0, $.01 or $1 the final price is determined at the time of quote*

**Product Names are subject to change without notice*

**Annual pricing for bundles, warranties and licenses may reflect a 4% YOY inflation escalator*

**SKU 101283 AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING. Axon Enterprise, Inc. may impose usage restrictions if a single user generates more than one hundred (100) reports per month for two or more consecutive*

ProductCode	Product Name	List Price Currency	MAX END USER PRICE (26_STANDARD)	Sales Bundle	Subscription	Category
101522	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT SPOTLIGHT REFRESH	USD	$280.00			CATEGORY 5 - OPT
101513	AXON AIR - SKYDIO - DOCK INSTRUCTOR TRAINING	USD	$5,000.00			CATEGORY 5 - OPT
101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	USD	$265.00			CATEGORY 5 - OPT
A00044	AXON AIR DFR DOCK PLAN	USD	BUNDLE PRICING	Yes	Yes	CATEGORY 5
A00045	AXON AIR DFR DOCK PRO PLAN	USD	BUNDLE PRICING	Yes	Yes	CATEGORY 5

DFR Program Memo - signed

Final Audit Report 2026-08-05

Created:	2026-08-05
By:	TARA RICO (trrico@santafenm.gov)
Status:	Approved
Transaction ID:	CBJCHBCAABAAeHTvNzl4kCXjiZDU-QydaGvLYP3XrmTA
Documents:	DFR Program Memo - signed.pdf (5 pages) GB-AXON Enterprises Inc- SPA.pdf (17 pages)
Number of Documents:	2
Document page count:	22
Number of supporting files:	0
Supporting files page count:	0

"DFR Program Memo - signed" History

Document created by TARA RICO (trrico@santafenm.gov)

2026-08-05 - 7:33:40 PM GMT- IP address: 63.232.20.2

Document emailed to TARA RICO (trrico@santafenm.gov) for approval

2026-08-05 - 7:34:39 PM GMT

Email viewed by TARA RICO (trrico@santafenm.gov)

2026-08-05 - 7:34:52 PM GMT- IP address: 51.54.38.112

Document approved by TARA RICO (trrico@santafenm.gov)

Approval Date: 2026-08-05 - 7:35:07 PM GMT - Time Source: server- IP address: 63.232.20.2

Agreement completed.

2026-08-05 - 7:35:07 PM GMT

GB-Axon_Enterprises,_Inc-_SPA (1)

Final Audit Report 2026-08-05

Created:	2026-08-05
By:	ALYSSA PEREZ (aeperez@santafenm.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAVkDl6PGckau8hwjGJC45xYsrqA7KIP19
Documents:	GB-Axon_Enterprises,_Inc-_SPA (1).pdf (23 pages)
Number of Documents:	1
Document page count:	23
Number of supporting files:	0
Supporting files page count:	0

"GB-Axon_Enterprises,_Inc-_SPA (1)" History

Document created by ALYSSA PEREZ (aeperez@santafenm.gov)

2026-08-05 - 7:54:52 PM GMT- IP address: 63.232.20.2

Document emailed to ALYSSA PEREZ (aeperez@santafenm.gov) for filling

2026-08-05 - 7:56:37 PM GMT

Form filled by ALYSSA PEREZ (aeperez@santafenm.gov)

Form filling Date: 2026-08-05 - 7:56:47 PM GMT - Time Source: server- IP address: 63.232.20.2 - Signature Appearance Selected: TYPE

Document emailed to Andrew Hopkins (ajhopkins@santafenm.gov) for signature

2026-08-05 - 7:56:57 PM GMT

Email viewed by Andrew Hopkins (ajhopkins@santafenm.gov)

2026-08-05 - 8:18:44 PM GMT- IP address: 104.47.64.254

Document e-signed by Andrew Hopkins (ajhopkins@santafenm.gov)

Signature Date: 2026-08-05 - 8:19:44 PM GMT - Time Source: server- IP address: 63.232.20.2 - Signature Appearance Selected: IMAGE

Document sent to JoAnn Lovato (jdlovato@santafenm.gov) and Travis Dutton-Leyda (tkduttonleyda@santafenm.gov) for signature. One of them to sign

2026-08-05 - 8:19:55 PM GMT

Document e-signed by Travis Dutton-Leyda (tkduttonleyda@santafenm.gov)

Signature Date: 2026-08-05 - 10:11:24 PM GMT - Time Source: server- IP address: 63.232.20.2 - Signature Appearance Selected: IMAGE

Document emailed to Monica Maestas (mfmaestas@santafenm.gov) for signature

2026-08-05 - 10:11:34 PM GMT

Email viewed by Monica Maestas (mfmaestas@santafenm.gov)

2026-08-05 - 10:17:41 PM GMT- IP address: 76.113.88.69

Document e-signed by Monica Maestas (mfmaestas@santafenm.gov)

Signature Date: 2026-08-05 - 10:18:09 PM GMT - Time Source: server- IP address: 76.113.88.69 - Signature Appearance Selected: MOBILE_IMAGE

Agreement completed.

2026-08-05 - 10:18:09 PM GMT