



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #092722  
Entitled

**Conducted Energy Weapons**

The following advertisement was placed August 9, 2022 on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), USA Today, South Carolina’s *The State*, August 10, 2022 in Oregon’s *Daily Journal of Commerce*, and on August 9 and August 16, 2022 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Conducted Energy Weapons to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 27, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Axon Enterprise, Inc.	Phazzer, LLC
Energia USA, Inc.	Prime Vendor, Inc.
Fluoresco Services, LLC	Proforce Marketing, Inc.
GovZERO	PWXPress
Mobile Modular Management Corp.	The Game Changer Alabama, LLC
Motion Industries	Valley Associates Global Security Corp.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on September 27, 2022, at 4:33:11 pm CT. Proposals were received from the following:

Axon Enterprise, Inc.  
Phazzer, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

- Greg Grunig, MS, Procurement Lead Analyst
- James Voelker, CPCM, CFCM, Procurement Lead Analyst
- Michael Muñoz, CPPB, Procurement Analyst
- Nick Scholer, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.


Axon Enterprise, Inc. offers a full line of conducted energy weapons, accessories, and training. Their extensive sales staff will work throughout the United States to serve Sourcewell participating entities. Axon Enterprise has strong, comprehensive training program. They are offering substantial discounts off list price.


Phazzer, LLC provides conducted energy weapons across the United States and Canada. They can provide senior instructor and user training to all entities. Phazzer’s sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada. Phazzer accepts competition units for trade-in credit on new equipment purchases. They are offering Sourcewell participating entities solid pricing on their solutions.

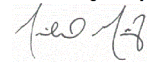
For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #092722 to:


- |                        |             |
|------------------------|-------------|
| Axon Enterprises, Inc. | #092722-AXN |
| Phazzer, LLC           | #092722-PZR |

The preceding recommendations were approved on November 9, 2022.

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 Greg Grunig, MS, Procurement Lead Analyst

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 James Voelker, CPCM, CFCM, Procurement Lead Analyst

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 Michael Muñoz, CPPB, Procurement Analyst

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 Nick Scholer, Procurement Analyst

### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #092722** for **Conducted Energy Weapons**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

*Jeremy Schwartz*

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer