Agenda – Executive Policy Committee – March 17, 2026

REPORTS

Item No. 8 Single Source Negotiation and Award of Contract for the Winnipeg Police Service with Axon Public Safety Canada, Inc. – Purchasing Reference Number 1149-2025

WINNIPEG PUBLIC SERVICE RECOMMENDATION:

1. That a Single Source contract of Axon Interview Room Hardware, Software, Professional Services, Maintenance and Support with Axon Public Safety Canada, Inc., Purchasing Reference No. 1149-2025, be approved five years from March 1, 2026, to February 28, 2031.

2. That, subject to the approval of Recommendation 1, the City enter into, execute, deliver, and approve a contract with Axon Public Safety Canada, Inc. for five years from March 1, 2026 to February 28, 2031 be awarded to in an amount not to exceed $1,793,732.76 GST and MRST extra as applicable, as applicable pursuant to B4.1(f) of the Purchasing Policy, where the compatibility of a supply with existing property or services is the paramount consideration and that supply is available only from a single supplier.

3. That the Proper Officers of the City be authorized to do all things necessary to implement the intent of the foregoing.

ADMINISTRATIVE REPORT

Title: Single Source Negotiation and Award of Contract for the Winnipeg Police Service Interview Room Solution Hardware, Software, Professional Services, Maintenance and Support from March 1, 2026, to February 28, 2031, with Axon Public Safety Canada, Inc. – Purchasing Reference Number 1149-2025

Critical Path: Executive Policy Committee

AUTHORIZATION

Author	Department Head	CFO	CAO
J. Ulrich	Gene A. Bowers, Chief of Police	T. Graham	J. Dunford

EXECUTIVE SUMMARY

The Winnipeg Police Service (WPS) uses specialized hardware and software in interview rooms to capture and manage interviews with witnesses and accused persons for investigative purposes. The current program and infrastructure have been in use in excess of fifteen years and require evergreening.

The WPS has selected Axon Interview Room to replace the current interview system in order to allow for seamless integration with the Service's Digital Evidence Management System (DEMS), Axon Evidence, as well as secure storage, management and disclosure of interviews along with other digital evidence.

The WPS recommends entering into a single source five-year contract with Axon Public Safety Canada, Inc. for Hardware, Software, Professional Services, Maintenance and Support to replace existing WPS interview room systems.

The Recommendation(s) of this Report are compliant with the Purchasing Policy and applicable Trade Agreements. Further details are provided in the History/Discussion section.

RECOMMENDATIONS

1. That a Single Source contract of Axon Interview Room Hardware, Software, Professional Services, Maintenance and Support with Axon Public Safety Canada, Inc., Purchasing Reference No. 1149-2025, be approved five years from March 1, 2026, to February 28, 2031.

2. That, subject to the approval of Recommendation 1, the City enter into, execute, deliver, and approve a contract with Axon Public Safety Canada, Inc. for five years from March 1, 2026 to February 28, 2031 be awarded to in an amount not to exceed $1,793,732.76 GST and MRST extra as applicable, as applicable pursuant to B4.1(f) of the Purchasing Policy, where the compatibility of a supply with existing property or services is the paramount consideration and that supply is available only from a single supplier.

3. That the Proper Officers of the City be authorized to do all things necessary to implement the intent of the foregoing.

REASON FOR THE REPORT

Where the estimated value of the single source contract to be negotiated exceeds $1 million, and the procurement may not be permitted under the various Trade Agreements, Executive Policy Committee (EPC) approval is required pursuant to B8.1.1(b) of the Purchasing Policy.

IMPLICATIONS OF THE RECOMMENDATIONS

It should be noted that there are no General, Policy, Regulatory, Environmental or Human Resources Implications. Funds are available to support the replacement of Winnipeg Police Service Interview Room Hardware, Software, Professional Services, Maintenance and Support from March 1, 2026, to February 28, 2031, within the approved Capital Budget 2224002024.

The contract will span the 2026 – 2031 calendar years, while invoiced and paid in full in 2026 as part of approved Capital Budget 2224002024.

HISTORY/DISCUSSION

It is recommended that approval of Single Source Hardware, Software, Professional Services, Maintenance and Support of the Axon Interview Solution be approved pursuant to B4.1 of the Purchasing Policy, which states:

> A supply to be made to The City may be negotiated without the solicitation of competitive offers where the Chief Administrative Officer determines that, it is appropriate / necessary and that:
>
> (f) The compatibility of a supply with existing property or services is the paramount consideration and that supply is available only from a single supplier.

The award of the contract as a single source is justifiable as Axon Public Safety Canada Inc. is the only vendor that can provide an Interview Room Solution including Hardware, Software, Professional Services, Maintenance and Support that integrates natively with the Winnipeg Police Service (WPS) Digital Evidence Management System (DEMS). Axon's Interview Room and Digital Evidence Management Solutions coexist within the Axon Ecosystem family of products that enable seamless integration without the necessity for effort intensive customization and compatibility issues with technology stacks.

In partnership with provincial stakeholders, including Manitoba Prosecution Services and Digital Transformation Services (DTS), the WPS rolled out Axon Evidence to 1400 members under an agreement between Axon Public Safety Canada Inc. and the Province of Manitoba. Axon Evidence provides the WPS with much greater flexibility when it comes to its ability to store and retain digital evidence while also providing huge benefits to its members and partner agencies through ease of access to digital evidence and digital disclosure.

The WPS explored opportunities to replace the aging interview infrastructure with a system that could leverage the new DEMS through improved integration and efficiencies.

Axon Interview Solution and Axon Interview Mobile Kit have been selected to replace the current For The Record Interview Suite (FTR) and assorted portable digital recording devices.

Axon Interview meets the current business requirements of the Service while bringing in additional features that will enhance the quality of interviews and investigations through transcription and seamless DEMS integration. Axon Interview Mobile Kit provides additional capacity and allows for off-site interviews.

The total cost of the Axon Interview Solution, based on a five year term, is $1,793,732.76 GST and MRST extra as applicable. Subject to approval, a purchase order will be issued for the full quoted amount and an invoice paid in full in 2026 as part of approved Capital Budget 2224002024.

Cost/Benefit Analysis: The benefit of procuring this contract under a single source procurement outweighs the solicitation of a competitive offer as Axon Public Safety Canada, Inc. is the owner and sole operator of the Axon Interview Solution and that the Axon Interview Solution is the only solution that integrates natively with the WPS DEMS. The approval of the Axon Interview Solution is recommended as compatibility with the existing Axon Digital Evidence Management Solution is the paramount consideration and licenses are available only from a single supplier. With the provincially supported DEMS in place, it is critical that Manitoba police agencies capitalize on the valuable efficiencies that come with an interview system that connects with the DEMS system.

There are significant advantages in maintaining an Axon ecosystem, which includes a significant reduction of IT support versus other interview systems. The value of utilizing the Axon Interview System also creates police and prosecution efficiencies. Outside of Axon Interview, there is no product that aligns/connects with the Provincial DEMS system.

Any attempt to substitute a product outside of Axon Interview is theoretically possible but would require a number of scripts to be written and would require regular ongoing support from the WPS Information Services and Technology Solutions Division. Further to that, any interview system outside of Axon Interview would be limited in its ability to capitalize on all of the features built into the DEMS product. It is also important to note that Manitoba Prosecutions Service's goal is to find greater consistency in police reporting and disclosure to the Courts. The acquisition of Axon Interview aligns with this requirement utilizing the DEMS foundation.

To replace this system with a different product would cost an estimated $2,809,715 GST and MRST extra as applicable. This would include Software, Hardware, Professional Services, Maintenance and Support for a sixty month term.

It is in the opinion of the WPS that the proposed contractor has the skills and resources to satisfactorily complete the work and therefore recommends that a contract be awarded to Axon Public Safety Canada, Inc.

This procurement is subject to the New West Partnership Trade Agreement (“NWPTA”), the Canadian Free Trade Agreement (“CFTA”), and the Comprehensive Economic and Trade Agreement (“CETA”) and associated Canada-UK Continuity Agreement. CFTA Article 513(1)(b)(v) permits single sourcing if the goods can be supplied only by a particular supplier in order to ensure compatibility with existing goods. An equivalent exception is provided in NWPTA Part V, Section C, Clause 2 (g), which states that single source procurement may be used where it can be demonstrated only one supplier is able to meet the requirements of a procurement. CETA also permits limited tendering under Article 19.12(1)(c):

> for additional deliveries by the original supplier of goods or services that were not included in the initial procurement if a change of supplier for such additional goods or services:
>
> i. cannot be made for economic or technical reasons such as requirements of interchangeability or interoperability with existing equipment, software, services or installations procured under the initial procurement; and
> ii. would cause significant inconvenience or substantial duplication of costs for the procuring entity

On January 20, 2026, the Winnipeg Police Board received this report from the WPS for review and consideration. On January 21, 2026, through communication from the Executive Director and Secretary to the Board, the Winnipeg Police Board advised that it accepted this report, and indicated that the WPS may proceed with the submission of this report.

FINANCIAL IMPACT

Financial Impact Statement

Date: December 19, 2025

Project Name:

First Year of Program **2026**

Award of Contract for the Winnipeg Police Service Interview Room Solution Hardware, Software, Professional Services, Maintenance and Support from March 1, 2026 to February 28, 2031 with Axon Public Safety Canada Inc.

	2026	2027	2028	2029	2030
Capital					
Capital Expenditures Required	$ 1,919,294	$ -	$ -	$ -	$ -
Less: Existing Budgeted Costs	1,919,294	-	-	-	-
Additional Capital Budget Required	$ -	$ -	$ -	$ -	$ -
Funding Sources:					
Debt - Internal	$ -	$ -	$ -	$ -	$ -
Debt - External	-	-	-	-	-
Grants (Enter Description Here)	-	-	-	-	-
Reserves, Equity, Surplus	-	-	-	-	-
Other - Enter Description Here	-	-	-	-	-
Total Funding	$ -	$ -	$ -	$ -	$ -
Total Additional Capital Budget Required	$ -				
Total Additional Debt Required	$ -				
Current Expenditures/Revenues					
Direct Costs	$ -	$ -	$ -	$ -	$ -
Less: Incremental Revenue/Recovery	-	-	-	-	-
Net Cost/(Benefit)	$ -	$ -	$ -	$ -	$ -
Less: Existing Budget Amounts	-	-	-	-	-
Net Budget Adjustment Required	$ -	$ -	$ -	$ -	$ -

Additional Comments: Capital costs above include MRST. Funds are available within the capital budget 003-181000-220656-2224002024.

Kerri Kreitz Dec.19/25

Kerri Kreitz CPA CGA
Assistant Director of Finance

CONSULTATION

This Report has been prepared in consultation with:

- Winnipeg Police Board
- Legal Services (as to legal matters)

OURWINNIPEG POLICY ALIGNMENT

This initiative aligns with the Goal of Leadership and Good Governance.

WINNIPEG CLIMATE ACTION PLAN ALIGNMENT

Consideration was given as to whether this report connects to the Winnipeg Climate Action Plan (CAP), and it was determined that the CAP is not applicable to this specific report

WINNIPEG POVERTY REDUCTION STRATEGY ALIGNMENT

Consideration was given as to whether this report connects to the Winnipeg Poverty Reduction Strategy (PRS) and its Goals and Objectives, and it was determined that the PRS is not applicable to this specific report.

SUBMITTED BY

Department: Winnipeg Police Service
Division: ITSD
Prepared by: James Ulrich
File: 1149-2025
Date: January 15, 2026