13

SINGLE SOURCE AWARD **BID # SS-15591-24**

Subject: RTCC – FLOCK SAFETY LPR PRODUCT

Department: JACKSONVILLE SHERIFF'S OFFICE

Description of Purchase:

Recommend approval of a Single Source award to Flock Group, Inc. DBA Flock Safety for service agreement for Flock Safety LPR Products - Flock OS Essential, 26 Flock Safety Falcon, 3 Safety Falcon LR and Professional Services for a 24-month period for the Jacksonville Sheriff's Office. Total award expenditure amount not-to-exceed $198,100.00 with $105,100.00 for FY24.

Request is also being made for the Flock Safety Agreement to be executed by the Office of the General Counsel.

Funding Source: 00111.552104.546620.000000.00000000.00000.0000000 - To be encumbered by Purchase Order.

Single Source Award To: Flock Group, Inc. DBA Flock Safety

Price Justification: See attachment

Total Award: $198,100.00 **Requisition #:** PSSS-502780-24

Attachments: Agency Memo, Single Source Form, Supplier Quote

Certification as to Single Source: Mark Romano, Director of Investigation &Homeland Security

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Analyst: Olive Wallace-Cohen

Dustin Freeman, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY DATE: _____

APPROVED_____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-113, Revised 12/2007

JACKSONVILLE SHERIFF'S OFFICE

T.K. Waters, Sheriff

Dedication. Service. Honor. Community.

To: Dustin Freeman
Chief of Procurement

Thru: Bill Clement, CPA
Chief of Budget

From: Mark Romano
Director of Investigations & Homeland Security

Subject: Single Source Award – Flock Group for Flock Safety FlockOS and LPR Products

Date: April 11, 2024

The Jacksonville Sheriff's Office is requesting a single source award with Flock Group, Inc., dba Flock Safety for Flock OS Essentials, 26 Flock Safety Falcon, 3 Safety Falcon LR and Professional Services for a 24-month period. The not to exceed expenditure amount for the period is $198,100.00. The total not to exceed expenditure amount for FY24 is $105,100.00, from account code 00111.552104.546620.000000.00000000.00000. Attached is the Justification for Single Source (JSS), the single source letter from the supplier, and the Flock Safety Order Form that needs to be processed through the Office of General Counsel. Purchase will be via Purchase Order Agreement (POA).

Please let me know if you need any additional information.

JUSTIFICATION FOR SINGLE SOURCE (JSS)

Pursuant to the City of Jacksonville Procurement Code§ 126.206 & § 126.312, when requesting a purchase from a vendor subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments.

1. Requesting Agency:	Jacksonville Sheriff's Office (JSO)
2. Nature and/or description of the requirement being requested. ***Identify each item, component or service being procured. (Attach quote/proposal):*** ***Why does the city need these particular goods or services?***	Flock OS Essentials, 26 Flock Safety Falcon, 3 Safety Falcon LR and Professional Serivces. Automated license plate reader technology has consistently shown its ability to help solve crime where a vast majority of crime involves a vehicle at some point. This technology has helped to identify suspects, witnesses and victims. The Jacksonville Sheriff's Office needs these goods and services because capturing license plate and vehicle information is critical to solving crime in police investigations. Flock Group Inc is an automated license plate reader hardware and camera systems that automatically captures license plate information.
3. Provide a detailed justification as to why the requested goods/services can only be efficiently and effectively procured through the recommended Single Source vendor:	Flock Safety is the sole manufacturer and developer of the Flock Safety ALPR Falcon cameras, software and the exclusive provider of data collected from the cameras. Falcon cameras provide wireless, solar-powered hardware and are the only ALPR cameras available to capture vehicle images without a visible tag or motocycle tag and proprietary vehicle attributes such as roof rack and bumper stickers. Flock is the only ALPR provider to partner to with AXON officially to natively and directly integrate captured video into Evidence.com.
4. Date of Request	04/11/2024

5. Summary of Market Research

[Provide a description of the market research performed, how it was performed, by whom, and market research results. Please spell out acronyms.]

[Sgt. Lisotta has researched the camera market, reached out to other law enforcement agencies and discussed available options with camera manufacturers and has found no other sources that are able to provide the extensive options of the products offered by Flock Group.]

6. Conflict of Interest (Must Check)

√ By checking this box, I affirm that there are no actual, potential, or perceived conflicts of interest with the entity in which I am requesting a single source award. Conflict of Interest shall be interpreted consistent with *Chapter 112, Florida Statutes.*

7. Other Documentation (Check and attach all that apply)

√ Supplier Quote

√ Single Source Memo signed by Director

√ Other [Sole Source Letter]

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ORDER FORM

This order form ("**Order Form**") hereby incorporates and includes the terms of the previously executed agreement (the "**Terms**") which describe and set forth the general legal terms governing the relationship (collectively, the "**Agreement**"). The Terms contain, among other things, warranty disclaimers, liability limitations and use limitations.

This additional services Agreement will be effective when this Order Form is executed by both Parties (the "**Effective Date**")

Customer	FL - Jacksonville SO	Initial Term:	24 Months
Legal Entity Name	FL - Jacksonville SO	Renewal Term:	24 Months
Accounts Payable Email	catherine.clark@jaxsheriff.org	Payment Terms	Net 30
Address	501 Bay St E Jacksonville, Florida 32202	Billing Frequency:	Annual Plan - First Year Invoiced at Signing
		Retention Period:	30 Days

Hardware and Software Products

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
Flock Safety Platform			**$93,000.00**
Flock Safety Flock OS			
FlockOS ™ - Essentials	Included	1	Included
Flock Safety LPR Products			
Flock Safety Falcon ®	Included	26	Included
Flock Safety Falcon ® LR	Included	3	Included

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
One Time Fees			
Flock Safety Professional Services			
Professional Services - Standard Implementation Fee	$350.00	26	$9,100.00
Professional Services - Advanced Implementation Fee (Falcon LR)	$1,000.00	3	$3,000.00

Subtotal Year 1:	$105,100.00
Annual Recurring Subtotal:	$93,000.00
Discounts:	$7,800.00
Estimated Tax:	$0.00
Contract Total:	$198,100.00

*Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer. This Agreement will automatically renew for successive renewal terms of the greater of one year or the length set forth on the Order Form (each, a "**Renewal Term**") unless either Party gives the other Party notice of non-renewal at least thirty (30) days prior to the end of the then-current term.*

Billing Schedule

Billing Schedule	Amount (USD)
Year 1	
At Contract Signing	$105,100.00
Annual Recurring after Year 1	$93,000.00
Contract Total	$198,100.00

*Tax not included

Discounts

Discounts Applied	Amount (USD)
Flock Safety Platform	$0.00
Flock Safety Add-ons	$0.00
Flock Safety Professional Services	$7,800.00

Product and Services Description

Flock Safety Platform Items	Product Description	Terms
FlockOS™	Flock Safety's situational awareness operating system.	
Flock Safety Falcon ®	An infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint® technology to capture vehicular attributes.	The Term shall commence upon first installation and validation of Flock Hardware.
Flock Safety Falcon® LR	A long-range infrastructure-free license plate reader camera designed for high speed vehicles that utilizes Vehicle Fingerprint® technology to capture vehicular attributes.	The Term shall commence upon first installation and validation of Flock Hardware.

One-Time Fees	Service Description
Installation on existing infrastructure	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.
Professional Services - Standard Implementation Fee	One-time Professional Services engagement. Includes site and safety assessment, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.
Professional Services - Advanced Implementation Fee	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.

FlockOS Features & Description

FlockOS Features	Description
Community Network Access	The ability to request direct access to feeds from privately owned Flock Safety Falcon® LPR cameras located in neighborhoods, schools, and businesses in your community, significantly increasing actionable evidence that clears cases.
Unlimited Users	Unlimited users for FlockOS
State Network (License Plate Lookup Only)	Allows agencies to look up license plates on all cameras opted into the Flock Safety network within your state.
Nationwide Network (License Plate Lookup Only)	With the vast Flock Safety sharing network, law enforcement agencies no longer have to rely on just their devices alone. Agencies can leverage a nationwide system boasting 10 billion additional plate reads per month to amplify the potential to collect vital evidence in otherwise dead-end investigations.
Law Enforcement Network Access	The ability to request direct access to evidence detection devices from Law Enforcement agencies outside of your jurisdiction.
Time & Location Based Search	Search full, partial, and temporary plates by time at particular device locations
License Plate Lookup	Look up specific license plate location history captured on Flock devices
Vehicle Fingerprint Search	Search footage using Vehicle Fingerprint™ technology. Access vehicle type, make, color, license plate state, missing / covered plates, and other unique features like bumper stickers, decals, and roof racks.
Insights & Analytics	Reporting tool to help administrators manage their LPR program with device performance data, user and network audits, plate read reports, hot list alert reports, event logs, and outcome reports.
ESRI Based Map Interface	Map-based interface that consolidates all data streams and the locations of each connected asset, enabling greater situational awareness and a common operating picture.
Real-Time NCIC Alerts on Flock ALPR Cameras	Receive automated alerts when vehicles entered into established databases for missing and wanted persons are detected, including the FBI's National Crime Information Center (NCIC) and National Center for Missing & Exploited Children (NCMEC) databases.
Unlimited Custom Hot Lists	Ability to add a suspect's license plate to a custom list and get alerted when it passes by a Flock camera

By executing this Order Form, Customer represents and warrants that it has read and agrees to all of the terms and conditions contained in the previously executed agreement.

The Parties have executed this Agreement as of the dates set forth below.

FLOCK GROUP, INC.		**Customer: FL - Jacksonville SO**	
By:	DocuSigned by: Mark Smith AC5C931454C24F3...	By:	
Name:	Mark Smith	Name:	
Title:	General Counsel	Title:	
Date:	3/14/2024	Date:	
		PO Number:	

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Sole Source Letter for Flock Safety™ ALPR Cameras and Solution

Flock Safety is the sole manufacturer and developer of the Flock Safety ALPR Camera. Flock Safety is also the sole provider of the comprehensive monitoring, processing, and machine vision services which integrate with the Flock Safety ALPR Camera.

The Flock Safety ALPR camera and devices are the only Law Enforcement Grade ALPR System to offer the following combination of proprietary features:

1. Vehicle Fingerprint Technology™:
   - Patented proprietary machine vision to analyze vehicle license plate, state recognition, and vehicle attributes such as color, type, make and objects (roof rack, bumper stickers, etc.) based on image analytics (not car registration data)
   - Machine vision to capture and identify characteristics of vehicles with a paper license plate and vehicles with the absence of a license plate
   - Ability to 'Save Search' based on description of vehicles using our patented Vehicle Fingerprint Technology without the need for a license plate, and set up alerts based on vehicle description
   - Only LPR provider with "Visual Search" which can transform digital images from any source into an investigative lead by finding matching vehicles based on the vehicle attributes in the uploaded photo
   - Falcon Flex™: an infrastructure-free, location-flexible license plate reader camera that is easy to self install. Falcon Flex ties seamlessly into the Flock ecosystem with a small and lightweight camera with the ability to read up to 30,000 license plates and vehicle attributes on a single battery charge

2. Integrated Cloud-Software & Hardware Platform:
   - Ability to capture two (2+) lanes of traffic simultaneously with a single camera from a vertical mass
   - Best in class ability to capture and process up to 30,000 vehicles per day with a single camera powered exclusively by solar power
   - Wireless deployment of solar powered license plate reading cameras with integrated cellular communication weighing less than 5lbs and able to be powered solely by a solar panel of 60W or less
   - Web based footage retrieval tool with filtering capabilities such as vehicle color, vehicle type, vehicle manufacturer, partial or full license plate, state of license plate, and object detection
   - Utilizes motion capture to start and stop recording without the need for a reflective plate

Motion detection allows for unique cases such as bicycle capture, ATV, motorcycle, etc.
On device machine processing to limit LTE bandwidth consumption
Cloud storage of footage
Covert industrial design for minimizing visual pollution

3. Transparency & Ethical Product Design:
   One-of-a-kind "Transparency Portal" public-facing dashboard that details the policies in place by the purchaser, as well as automatically updated metrics from the Flock system
   Built-in integration with NCMEC to receive AMBER Alerts to find missing children
   Privacy controls to enable certain vehicles to "opt-out" of being captured

4. Integrated Audio & Gunshot Detection:
   Natively integrated audio detection capabilities utilizing machine learning to recognize audio signatures typical of crimes in progress (e.g., gunshots)

5. Live Video Integration
   Ability to apply computer vision to third-party cameras using Wing™ LPR, transforming them to evidence capture devices using the same Vehicle Fingerprint technology offered on the Flock Safety Falcon™ ALPR cameras
   Wing™ Livestream integrates live stream traffic cameras, publicly or privately owned livestream security cameras into one cloud-based situational awareness dashboard to increase response time in mission-critical incidents
   Manage various government intelligence including ALPR, livestream cameras, CAD, automatic vehicle location (AVL) on Flock Safety's Wing™ Suite
   Access Wing™ Replay to unlock enhanced situational awareness with 7-day footage retention, Hot List Live Video Instant Replay, and downloadable MP4

6. Partnerships:
   Flock Safety is the only LPR provider to officially partner with AXON to be natively and directly integrated into Evidence.com
   Flock Safety is the only LPR provider to be fully integrated into a dynamic network of Axon's Fleet 3 mobile ALPR cameras for patrol cars and Flock Safety's Falcon cameras
   Access to additional cameras purchased by our HOA and private business partners, means an ever-increasing amount of cameras and data at no additional cost

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7. Warranty & Service:

Lifetime maintenance and support included in subscription price

Flock Safety is the only fully integrated ALPR one-stop solution from production of the camera to delivery and installation

Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues

Thank you.

Garrett Langley CEO, Flock Safety

P-1532e
Rev. 06/2023

Order Request Form

Jacksonville Sheriff's Office

Request For: Real Time Crime Center (Work Unit) | NA (Division) | Investigations / HS (Dept.)

Requestor: Sgt Robert J Lisotta (Name) | 7780 (ID #) | 904-630-4515 (Phone) | 3/5/2024 (Date)

Deliver To Location:

Item No.	Description and Model No.	JSO Stock No.	QTY.	Unit Cost	Total
1	Flock Safety LPR Product		0	$ -	$ -
2	Service Agreement for thirty five (26) Flock Safety Falcon LPR				
3	Service Agreement for three (3) Flock Safety Falcon LR LPR				
4	Professional installation of twenty nine (29) LPR cameras				
5					
6	Year One (1)		1	105,100.00	105,100.00
7					
8					
9					
10					
11					
12					
13					
14					
15					
				TOTAL REQUEST	$ 105,100.00

Suggested Vendor: Flock Group Inc. COJ Supplier Number 38116 Vendor Phone: (866) 901-1781

Vendor Address / E-mail: 1170 Howell Mill Rd NW, Ste 210, Atlanta, GA 30318 / www.flocksafety.com

☐ Proprietary
☑ Sole Source

If Proprietary / Sole Source, attach appropriate form and letter from vendor.

Special funding to be used for this purchase?
☐ Loan Pool / Banking Fund
☐ Grant *
☐ Trust Fund *

* Enter name and # of Grant or Trust Fund

Justification / Repetitive Request Authorization / Notes:

Two (2) year service plan for thirty five (35) Flock Safety Falcon License Plate Reader (LPR) cameras. Deployment of these cameras into specifically targeted areas aids the Real Time Crime Center (RTCC) in it's mission to quickly and effectively obtain, share, and save citical investigative data.

Approvals:

1. Sgt Robert J Lisotta (Signature) | 7780 (ID #) | 3/14/2024 (Date)
2. Chief Alan Parker (Signature) | 7107 (ID #) | 3/14/24 (Date)
3. Director Mark Romano (Signature) | 7527 (ID #) | 3/14/24 (Date)
4. (Signature) | (ID #) | (Date)

Required approval level (per Order 410 [Budget]):

$0	to	$2,500	-	Assistant Chief or higher
$2,501	to	$10,000	-	Chief or higher
$10,001	or	more	-	Director or higher

Budget Office Use Only — Use of P-card approved
Index — Subobject
Analyst — Date