

Kalamazoo Public Safety
OFFICE MEMORANDUM

To: A/C Tibbets

Re: Flock purchase

From: A/C Huber 

Date: July 29, 2021

With our dramatic increase in stolen vehicles and violent gun crime, License Plate Readers (LPR's) are instrumental in assisting KPDS with solving crime. Flock LPR's proven their capabilities during the initial four weeks of a trial period. KDPS utilizes mobile LPR technology from another company (Vigilant solutions) however the investigatory features of the Flock system are far superior from their competitors.

I am requesting a Purchase Order to be issued to Flock Safety for thirty-five (35) static mounted LPR's. The \$2,500 cost per LPR camera includes a one-year renewable subscription to the LPR software, equipment, and warranty. Combined with an additional \$250 per camera installation costs (implementation fee), the total amount requested is \$96,250.

Flock Safety is a sole source company, and their equipment and service are exclusively sold direct from their company only. A sole source letter from Flock Mobile Safety is attached to this request.

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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 is the only Law Enforcement Grade ALPR System to offer the following combination of features:

- Machine vision to analyze vehicle license plate, state recognition, vehicle color, vehicle type, and vehicle make
- Machine vision to capture and identify characteristics of vehicles with a paper license plates and vehicles with the absence of a license plate
- Ability to capture two (2) lanes of traffic simultaneously with a single camera from a vertical mass
- Wireless deployment of 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
- Ability to capture and process up to 30,000 vehicles per day with a single camera powered exclusively by solar power
- On device machine processing to limit LTE bandwidth consumption
- Cloud storage of footage
- 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
- Privacy controls to enable certain vehicles to “opt-out” of being captured on film
- Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues
- Covert industrial design for minimizing visual pollution

Thank you,



Garrett Langley
CEO, Flock Safety

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Flock Group, Inc.
866-901-1781
www.flocksafety.com

INVOICE

Invoice Number: CINV-003178
Date Issued: 06/25/2021
Date Due: 09/23/2021
PO#: Cameras 1-32

Bill To:
City of Kalamazoo Public Safety
150 E Crosstown Pkwy
Kalamazoo, Michigan 49001

Validation Date 06/23/2021. 60 day trial end 08/23/2021 Renewal Date 06/23/2022.

ITEMS	BEGIN DATE	END DATE	QTY	UNIT PRICE	AMOUNT
Flock Falcon Camera	06/23/2021	06/22/2022	32	\$2,500.00	\$80,000.00
Implementation Fee (Public)			32	\$250.00	\$8,000.00
					SUBTOTAL \$88,000.00
					Sales Tax \$0.00
					TOTAL \$88,000.00

Payment Remittance Information

Click here to pay by credit card or ACH/Wire Transfer

Pay by Check:

Payable to: Flock Safety
Memo: 8964A126-0001
Mail to: PO Box 207576
Dallas, TX 75320-7576

If paying by check, please include a printed copy of the invoice PDF with check payment. Payment should be sent via USPS.

Questions about your service or installation? Contact support@flocksafety.com

Questions about your invoice? Contact billing@flocksafety.com

Online payment link: https://invoice.stripe.com/i/acct_19rTICEaLZZMOidT/invst_JjoFbIpl8lila8ZLGJoedA2mXeote15V

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INVOICE

Flock Group, Inc.
866-901-1781
www.flocksafety.com

Invoice Number: CINV-003179
Date Issued: 06/25/2021
Date Due: 09/23/2021
PO#: Cameras 33-34

Bill To:
City of Kalamazoo Public Safety
150 E Crosstown Pkwy
Kalamazoo, Michigan 49001

Validation Date 06/23/2021. 60 day trial ends 08/23/2021. Renewal with original contract 06/23/2022

ITEMS	BEGIN DATE	END DATE	QTY	UNIT PRICE	AMOUNT
Implementation Fee (Public)			2	\$250.00	\$500.00
Flock Falcon Camera	06/23/2021	06/22/2022	2	\$2,500.00	\$5,000.00
SUBTOTAL					\$5,500.00
Sales Tax					\$0.00
TOTAL					\$5,500.00

Payment Remittance Information

Click here to pay by credit card or ACH/Wire Transfer

Pay by Check:

Payable to: Flock Safety
Memo: 8964A126-0002
Mail to: PO Box 207576
Dallas, TX 75320-7576

If paying by check, please include a printed copy of the invoice PDF with check payment. Payment should be sent via USPS.

Questions about your service or installation? Contact support@flocksafety.com

Questions about your invoice? Contact billing@flocksafety.com

Online payment link: https://invoice.stripe.com/i/acct_19rTiCEaLZZMOidT/invst_JjoLMsVnY52o5W3VS49hIJFFogUPjoJ

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INVOICE

Flock Group, Inc.
866-901-1781
www.flocksafety.com

Invoice Number: CINV-003180
Date Issued: 06/25/2021
Date Due: 09/23/2021
PO#: Camera 35

Bill To:
City of Kalamazoo Public Safety
150 E Crosstown Pkwy
Kalamazoo, Michigan 49001

Validation Date 06/23/2021. 60 trial ends 08/23/2021. Renewal date 06/23/2022

ITEMS	BEGIN DATE	END DATE	QTY	UNIT PRICE	AMOUNT
Implementation Fee (Public)			1	\$250.00	\$250.00
Flock Falcon Camera	06/23/2021	06/22/2022	1	\$2,500.00	\$2,500.00
					SUBTOTAL
					\$2,750.00
					Sales Tax
					\$0.00
					TOTAL
					\$2,750.00

Payment Remittance Information

Click here to pay by credit card or ACH/Wire Transfer

Pay by Check:

Payable to: Flock Safety
Memo: 8964A126-0003
Mail to: PO Box 207576
Dallas, TX 75320-7576

If paying by check, please include a printed copy of the invoice PDF with check payment. Payment should be sent via USPS.

Questions about your service or installation? Contact support@flocksafety.com

Questions about your invoice? Contact billing@flocksafety.com

Online payment link: https://invoice.stripe.com/i/acct_19rTiCEaLZZMOidT/invst_JjoQup3DNgVBI1JcNtNdomHsuBJ14hL