



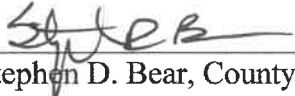
Notice of Sole Source Award

Date of Award: 08/21/2023

Commodity: Flock Safety – APPR Camera & Solution

Purchase Order: 20240503

It has been determined that only one source is practically available for the commodity listed above based .



Stephen D. Bear, County Administrator

**SOLE SOURCE PROCUREMENT APPROVAL REQUEST
GOODS AND SERVICES**

All requests for sole source purchases must meet the criteria established under 2.2-4303 E. The County Administrator and/or the Chairman of the Board of Supervisors must sign this form.

Department Name Wythe Co. Sheriff's Office

Department Signature Anthony Chini
I certify that I am the agency head or designee and hereby certify the following is a sole source vendor

Sole Source Vendor: Flock Safety

Total Amount of Sole Source \$ 14,600

Description of Goods / Services
ALPR camera and solution

Approved

Disapproved

More Information needed (specify and return to agency)

Signature _____ Date _____

Note: This form must be filed with the contract/purchase order. Departments are delegated authority to make contract award after appropriate approval. (Purchase using noncompetitive negotiation.)

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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
 - Flock Safety Falcon Flex™: an infrastructure-free, location-flexible license plate reader camera that is easy to self install. Flock Safety Falcon Flex™ ties seamlessly into the Flock Safety® 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

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- 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 Safety® 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 Flock Safety Wing® LPR, transforming them to evidence capture devices using the same Vehicle Fingerprint® technology offered on the Flock Safety Falcon® ALPR cameras
 - Flock Safety 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 Wing® Suite
 - Ability to access live and recorded video using Flock Safety Condor™, a subscription video solution which allows officers to remotely view instant replay of downloadable live on-scene video with PTZ controls and 25X optical zoom without the need for additional camera network set-up, installation, or up-keep
6. Situational Awareness:
- FlockOS™ is the world’s first and only public safety operating system compatible with Flock Safety™ live streaming fixed and PTZ Condor camera, Flock Safety Raven™ gunshot audio detection, while seamlessly integrating first and

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third-party data across video, LPR, and audio to deliver real-time intelligence and retroactive crime solving in a single-pane real-time crime center

- o Ability to enhance situational awareness capacity by layering all intelligence streams onto the FlockOS™ ESRI-based map
- o FlockOS™ features Flock Safety™ unique Real-Time Routing feature that analyzes various data sources to determine where a suspect vehicle has been and its' direction of travel providing users with possible outcomes based on a confidence threshold

7. Partnerships:

- o Flock Safety® is the only LPR provider to officially partner with AXON to be natively and directly integrated into Evidence.com
- o 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 Falcon® cameras
- o 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

8. Warranty & Service:

- o Lifetime maintenance and support included in subscription price
- o Flock Safety® is the only fully integrated ALPR one-stop solution from production of the camera to delivery and installation
- o Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues

Thank you,



Garrett Langley CEO, Flock Safety®



FINANCIAL AID TO LOCAL LAW ENFORCEMENT
REIMBURSEMENT APPLICATION
FY2024

REQUESTING AGENCY INFORMATION

DATE: 08/10/2023

AGENCY NAME: Wythe County Sheriff's Office

ADDRESS: 245 S. 4th Street

Street Address

Wytheville

City

Virginia 24382

State

Zip Code

AGENCY FEDERAL TAX IDENTIFICATION NUMBER (FIN): 54 - 6002871

REIMBURSEMENT AMOUNT REQUESTED: \$ 12500 (Maximum Reimbursement: \$12,500.00)

REQUESTING AGENCY REPRESENTATIVE CONTACT INFORMATION

NAME & TITLE: Chief Deputy Anthony Cline

E-MAIL: arcline@wytheco.org

OFFICE PHONE: 2762236027

MOBILE PHONE: 2766205880

PURPOSE OF REQUESTED REIMBURSEMENT FUNDING

Identify type of equipment, program, installation/maintenance cost to be purchased

Describe the reason for your request and how the HEAT funding will be used to support your agency's efforts in combating the theft of automobiles and automobile parts in Virginia. Equipment purchases must be made on or after July 1, 2023.

In Wythe County, we have interstates 77 and 81 that bring a large volume of vehicles through our jurisdiction. Many of these vehicles coming into our communities are from other states that have been involved in crime. These interstates funnel traffic from the eastern United States bringing large quantities of stolen vehicles into our county. This agency finds multiple stolen vehicles each year dumped along our interstate corridors. These interstates continue to be the source of the crime rate here in Wythe County.

The Wythe County Sheriff's Office would like to strategically install Flock Safety cameras. This would help tremendously in searching for stolen cars within our jurisdiction. The volume of traffic passing through Wythe County is extremely difficult for a deputy to search out stolen vehicles. Having Flock ALPR camera system searching and being able to conduct research will help minimize stolen vehicles and catalytic converters and assist in catching suspects. Many times we have a vehicle on camera that is related to a catalytic converter but at night you cannot read the license plate. Having a Flock Camera we can locate the model and make of the vehicle and apprehend the suspects to combat this crime in Wythe County.

This agency would like to purchase 4 Flock Safety cameras to target motor vehicle theft and catalytic converter theft. The total cost would be \$14,600. The amount above the grant award would be funded by the locality. This agency is looking for assistance in getting this program started and hopefully, the Heat Program can help with funds to get started.

SUBMIT COMPLETED APPLICATION TO:

First Sergeant Peter W. Lazear
HEAT Program Coordinator
peter.lazear@vsp.virginia.gov
Phone: (804) 674-2773

Once you submit your application, you will receive an email informing you if your intended purchase is approved. Once approved, you may initiate your purchase. Once your purchase is paid in full, please email copies of the invoice(s) and receipt(s) showing the purchase has been paid in full. Reimbursements will be made via electronic transfer unless your agency is unable to receive them in that manner. In that case, a check will be mailed to your agency address.



Wythe County Board of Supervisors
 340 S. 6th Street
 Wytheville, VA 24382
 Phone: (276) 223-4500 Fax: (276) 223-4515

Purchase Order

Fiscal Year 2024

Page: 1 of: 1

THIS NUMBER MUST APPEAR ON ALL INVOICES, PACKAGES AND SHIPPING PAPERS.

Purchase Order # **20240503**

Delivery must be made within doors of specified destination.

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ATTN: SHERIFF'S OFFICE
 245 S 4TH ST
 WYTHEVILLE, VA 24382

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FLOCK GROUP INC
 FLOCK SAFETY
 1170 HOWELL MILL RD NW
 SUITE 210
 ATLANTA, GA 30318

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ATTN: SHERIFF'S OFFICE
 245 S 4TH ST
 WYTHEVILLE, VA 24382
 Email: ARCLINE@WYTHECO.ORG

Vendor Phone Number		Vendor Fax Number		Requisition Number		Delivery Reference	
				24000553			
Date Ordered	Vendor Number	Date Required	Freight Method/Terms		Department/Location		
08/18/2023	151977				ENFORCEMENT & TRAFFIC		
Item#	Description/PartNo			QTY	UOM	Unit Price	Extended Price
1	4 Flock Safety ALPR Cameras HEAT Grant Funding Sole Source			4.0	EACH	\$3,000.00	\$12,000.00
2	Flock ALPR Funding Installation HEAT Grant Funding Sole Source			4.0	EACH	\$650.00	\$2,600.00
***** GL SUMMARY *****							
3102 - 461260						\$14,600.00	

By: _____
 Authorized Signature

	PO Total
	\$14,600.00

**Flock Safety + VA - Wythe County
SO**

**Flock Group Inc.
1170 Howell Mill Rd, Suite 210
Atlanta, GA 30318**

**MAIN CONTACT:
Shane MacGregor
shane.macgregor@flocksafety.com
4344206138**

**Created Date: 08/17/2023
Expiration Date: 09/14/2023
Quote Number: Q-42740
PO Number:**

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Budgetary Quote

This document is for informational purposes only. Pricing is subject to change.

Bill To: 340 S 6th St Wytheville, Virginia 24382

Ship To: 340 S 6th St Wytheville, Virginia 24382

Billing Company Name: VA - Wythe County SO
Billing Contact Name:
Billing Email Address:
Billing Phone:

Subscription Term: 24 Months
Payment Terms: Net 30
Retention Period: 30 Days
Billing Frequency: Annual Plan - First Year Invoiced at Signing.

Hardware and Software Products

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
Flock Safety LPR Products			
Flock Safety Falcon ©	Included	4	Included

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
Flock Safety Professional Services			
Professional Services - Standard Implementation Fee	\$650.00	4	\$2,600.00

Subtotal Year 1: \$14,600.00
Annual Recurring Subtotal: \$12,000.00
Estimated Tax: \$0.00
Contract Total: \$26,600.00

Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer. This is not an Invoice – this document is a non-binding proposal for informational purposes only. Pricing is subject to change.

Billing Schedule	Amount (USD)
Year 1	
At Contract Signing	\$14,600.00
Annual Recurring after Year 1	\$12,000.00
Contract Total	\$26,600.00

*Tax not included

Product and Services Description

Flock Safety Platform Items	Product Description
Flock Safety Falcon ©	An Infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint® technology to capture vehicular attributes.

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

Package: Community

FlockOS Features	Description
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