



MEMORANDUM

December 4, 2023

TO: GEORGEANNE A. WHITE, City Manager  
Office of the City Manager

THROUGH: MELISSA PERALES, Purchasing Manager  
General Services Department, Purchasing Division

FROM: PACO BALDERRAMA, Chief of Police  
Office of the Chief

*Handwritten initials: PB, CB, TB, and a signature.*

SUBJECT: AWARD A UNIQUELY QUALIFIED AGREEMENT WITH FLOCK SAFETY TO PROVIDE PRODUCT AND THE SUBSCRIPTION BASED SERVICE OF EIGHTY (80) FLOCK FALCON AUTOMATED LICENSE PLATE READERS (ALPRs), FLOCK OS VIDEO MANAGEMENT SYSTEM (VMS), EIGHT-HUNDRED (800) FLOCK OS COMMUNITY PROGRAM CONNECTIONS AND FIFTY-EIGHT (58) FLOCK CONDOR CAMERA SYSTEMS UTILIZING ORGANIZED RETAIL THEFT (ORT) GRANT FUNDS IN AMOUNT NOT TO EXCEED \$1,489,690.41 OVER THREE YEARS; AND AUTHORIZE THE CHIEF OF POLICE OR HIS DESIGNEE TO EXECUTE THE AGREEMENT

Flock Safety® is the sole manufacturer and developer of the Flock Safety® ALPR Camera. Flock Safety® is also the sole provider of comprehensive monitoring, processing, and machine vision services that integrate with the Flock Safety® ALPR Camera. The Camera and software systems encompassed under one suite as provided by Flock Safety® are not available through other manufacturers. The Flock Safety® ALPR camera and devices are the only Law Enforcement Grade ALPR System to offer the following combination of proprietary features:

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 a description of vehicles using patented Vehicle Fingerprint Technology without needing 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.

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 5 lbs. can 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
- 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.

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 National Center for Missing and Exploited Children (NCMEC) to receive AMBER Alerts to find missing children
- Privacy controls enable certain vehicles to "opt out" of being captured.

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 and publicly or privately owned livestream security cameras into one cloud-based situational awareness dashboard to increase response time in mission-critical incidents.
- Manage government intelligence, including ALPR, live stream cameras, CAD, and automatic vehicle location (AVL) on Flock Safety Wing® Suite.
- Ability to access live and recorded video using Flock Safety Condor™, a subscription video solution that 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.

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 while seamlessly integrating first and 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.
- Ability to enhance situational awareness capacity by layering all intelligence streams onto the FlockOS™ ESRI-based map.
- 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.

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 fully integrated into a dynamic network of AXON's Fleet 3 mobile ALPR cameras for patrol cars and Flock Safety Falcon® cameras.
- Access to additional cameras purchased by HOA and private business partners at no extra cost.

Warranty & Service:

- Lifetime maintenance and support are included in the subscription price.

Throughout 2022, a representative from the Fresno Police Department was assigned to research and visit Real Time Crime Centers (RTCC) throughout California, including attending the National Real Time Crime Center Convention in Scottsdale, Arizona. Through research and several vendor meetings it has been determined Flock Safety® is uniquely qualified to provide subscription-based services to the Fresno Police Department.

Flock Safety® has integration capabilities with current hardware and software (AXON) already being used by the Fresno Police Department. Flock Safety® software allows for integration of AXON Body Camera, Axon License Plate Readers (LPR), evidence.com and eventually AXON Computer Automated Data (CAD). Flock Safety® software operates on an enterprise level that allows for potential use (through administrative regulations and guidelines) to all members of the Fresno Police Department. (Flock Safety® subscription "is not" a per license agreement.)

Flock Safety® subscription services include 30-day retention cloud-based storage (AWS Government Cloud) with no additional storage fees assigned to the Fresno Police Department. Flock Safety® as an organization is SOC2 Complaint. The Flock Condor Camera is National Defense Act Compliant (NDAA) and Trade Agreements Act Compliant (TAA). Activity within FlockOS™ is logged and auditable by the Fresno Police Department. Flock Safety® SSL Encryption during transmission; preventing unauthorized individuals from eavesdropping and intercepting sensitive information.

FlockOS™ allows for all subscriptions services (Flock Safety® ALPR Camera, Flock Safety Condor™, AXON Body Cameras/LPRs and third-party video footage to be streamed under "one-pane of glass" essentially streaming all feeds for situational awareness on one screen. Flock Safety Wing® Livestream integrated video private feeds into the Flock OS software. This is a private subscription service that is not additional cost to the Fresno Police Department.

Proof-of-Concept (POC) testing. Flock Safety® has allowed proof-of-concept testing of all subscription-based services which have been proven to function with current infrastructure in the City of Fresno and the Fresno Police Department.

Flock Safety® hardware is infrastructure and maintenance free. Flock Safety® provides a lifetime warranty and technology support to cover the entire length of the subscription. The City of Fresno Information Services Division (ISD) will not be needed to service Flock Safety® products. The infrastructure free camera systems are maintained and serviced as needed by Flock Safety® after initial installation by the Department of Public Works. The infrastructure-free camera systems eliminate the need to replace or service existing and outdated infrastructure. The replacement cost of the current infrastructure is exuberant at over \$150,000 for the hardware alone.

It is recommended that the City Council authorize the Chief of Police or his designee to specify Flock Safety®, without substitution, for the subscription-based service of eighty (80)

Flock Falcon Automated License Plate Readers (ALPR), as well as Flock OS Video Management System (VMS), eight-hundred (800) Flock Community Program Connections and fifty-eight (58) Flock Condor Camera Systems under the uniquely qualified competitive bidding exception without an "or equal" provision in the specifications.

It is also recommended that a three (3) year subscription of \$1,498,690.41 be awarded to Flock Safety for the subscription-based service of (80) Automated License Plate Readers (ALPR), Flock OS Video Management Software (VMS), (800) Flock Community Program Connections and (58) Flock Condor Camera systems.

Organized Retail Theft (Grant) funding awarded to the Fresno Police Department specific to the Real Time Information Center will cover the three (3) year costs totaling \$1,498,690.41.

Approve Request

Deny Request

*M. Perales*  
Melissa Perales, Purchasing Manager

12/05/2023  
Date

Approve Request

Deny Request

*G. White*  
Georgeanne White, City Manager

12/7/23  
Date

Attachment(s):  
Uniquely Qualified Memo  
Report to City Council