




MEMORANDUM

TO: Doug Hildebrandt, Assistant Police Chief

FROM: David Raphael, Lieutenant  #3381

SUBJECT: ADDITIONAL FLOCK ALPRS REQUEST

DATE: October 31, 2024

I am requesting the purchase of nine additional Flock Safety Falcon Automated License Plate Readers (ALPR). Currently, there are a total of 24 Falcon ALPRs positioned throughout the city. Several traveled entry and exit points into and out of the city do not have Falcon ALPR coverage. The nine additional Falcon ALPRs will cover the major traveled entry and exit points of the city.

The current 24 Falcon ALPRs have provided El Mirage Police Department (EMPD) officers with crucial investigative information. The Falcon ALPRs have been used in identifying investigative leads, vehicles and suspects involved in illegal drug selling operations, shootings, aggravated assaults, possession of narcotics, possession of dangerous drugs and theft of means of transportation. Information received from EMPD's Falcon ALPRs has helped outside law enforcement agencies with active investigations.

Between January 1, 2024, and September 30, 2024, the Falcon ALPR cameras generated the following results:

- Successful recovered stolen vehicles: 16
- Successful recovered stolen vehicle license plates: 2
- Located one missing person

Between January 1, 2024, and September 30, 2024, the Falcon ALPR cameras provided the following information:

- Stolen vehicles alerted by the Falcon ALPR cameras, but not located: 60
- Stolen vehicle license plates alerted by the Falcon ALPR cameras, but not located: 34
- Vehicle license plate associated to missing persons, but not located: 4

New Falcon ALPR positions (depicted on the attached maps)

1. Southbound North El Mirage Road is a highly traveled road. Currently, there are two ALPRs positioned north of Olive covering northbound lanes 1 and 2 of North El Mirage Road. Two

ALPRs positioned on North El Mirage Road facing southbound will cover the high volume of traffic traveling southbound.

2 ALPRs

2. Peoria Road is a moderately traveled road into the city. One ALPR positioned facing east from Dysart will cover eastbound traffic, coming into the city. Another ALPR positioned facing west will cover westbound traffic, leaving the city.

2 ALPRs

3. Dysart Road is a heavily traveled road. One ALPR positioned on Dysart north of Thunderbird, facing north, will cover northbound traffic.

1 ALPR

4. Eastbound Greenway from Dysart is a moderately traveled road into the city. One ALPR positioned east of Dysart facing east, will cover eastbound traffic.

1 ALPR

5. Westbound Greenway from Grand Avenue is a moderately traveled road into the city. One ALPR positioned west of Grand Avenue facing west, will cover westbound traffic entering the city.

1 ALPR

6. Southbound Grand Avenue Access Road is a heavily traveled road. One ALPR positioned at Santa Fe, facing south will cover southbound traffic.

1 ALPR

7. Northbound Grand Avenue Access Road is a heavily traveled road. One ALPR positioned south of Santa Fe, facing north will cover northbound traffic.

1 ALPR

Cost

Attached is the Flock Safety price for hardware/software products, and professional services and one-time purchases.

Additional costs to current contract for the nine Falcon ALPR cameras

Professional Services

Standard Implementation Fee	\$1,300.00
Existing Infrastructure	\$600.00
Existing Infrastructure	\$450.00
Total	\$2,350.00

The total annual recurring amount for the three Falcon LR and six Falcon devices will be an additional \$33,000 a year in addition to current annual costs.

Email from Flock:

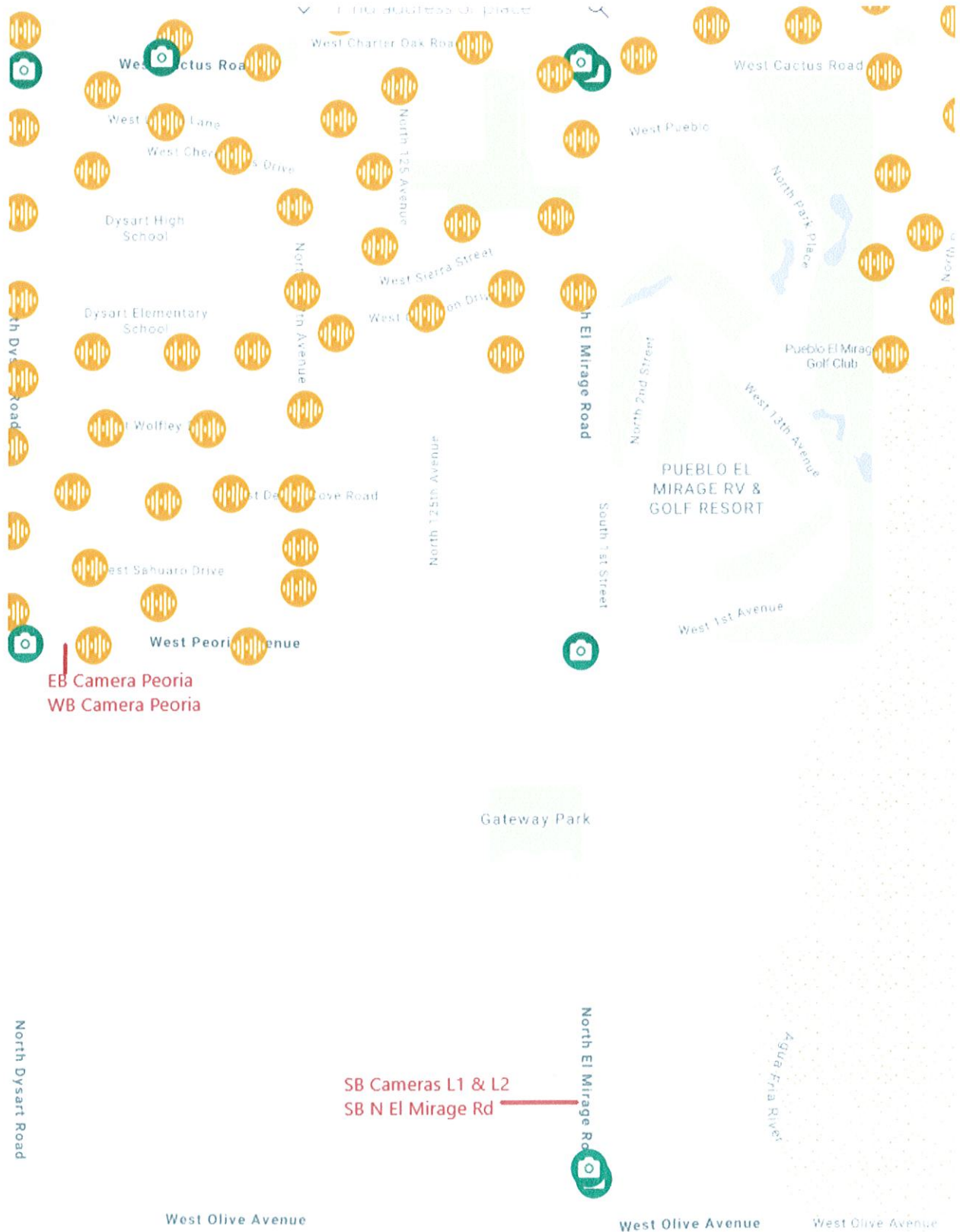
Wednesday October 30, 2024, 0945 hours

Email From: Olivia Cercone, Customer Success Manager

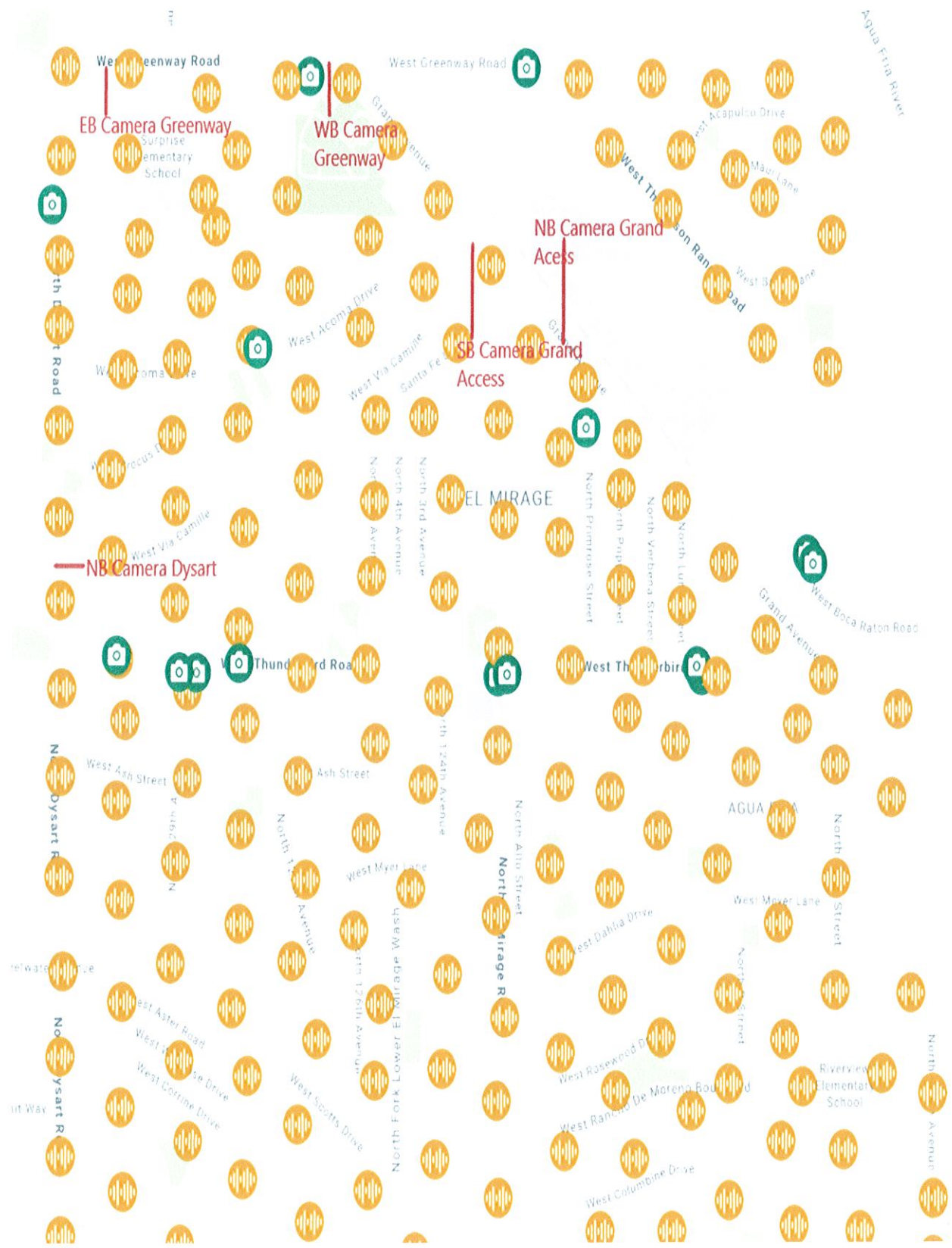
To: David Raphael

*With the new equipment that's been quoted (3 Falcon LR + 6 Falcon) the annual recurring amount for those would be **\$33,000**, since implementation fees are paid just on the first year.*

*That would mean your annual recurring amount without tax will increase $\$163,500 + \$33,000$, which comes out to **\$196,500** (without taxes calculated).*



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EB Camera Greenway

WB Camera Greenway

NB Camera Grand Access

SB Camera Grand Access

NB Camera Dysart

EL MIRAGE

AGUA

North Mirage R

Flock Safety + AZ - El Mirage PD

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

MAIN CONTACT:
Hamza Al Baroudi
hamza.albaroudi@flocksafety.com
4804892024

flock safety

flock safety

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:	AZ - El Mirage PD	Initial Term:	12 Months
Legal Entity Name:	AZ - El Mirage PD	Renewal Term:	24 Months
Accounts Payable Email:	draphael@elmirageaz.gov	Payment Terms:	Net 30
Address:	12401 W Cinnabar Ave El Mirage, Arizona 85335	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			\$33,000.00
Flock Safety LPR Products			
Flock Safety Falcon ®	Included	6	Included
Solar 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	\$650.00	2	\$1,300.00
Professional Services - Existing Infrastructure Implementation Fee	\$150.00	4	\$600.00
Professional Services - Existing Infrastructure Implementation Fee	\$150.00	3	\$450.00

Subtotal Year 1:	\$35,350.00
Annual Recurring Subtotal:	\$33,000.00
Estimated Tax:	\$3,069.00
Contract Total:	\$35,350.00

*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	\$35,350.00
Annual Recurring after Year 1	\$33,000.00
Contract Total	\$35,350.00

*Tax not included

Product and Services Description

Flock Safety Platform Items	Product Description
Flock Safety Falcon ®	Law enforcement grade infrastructure-free (solar power + LTE) license plate recognition camera with Vehicle Fingerprint™ technology (proprietary machine learning software) and real-time alerts for unlimited users.
Solar Falcon ® LR	Law enforcement grade, long range and high vehicle speed license plate recognition camera with Vehicle Fingerprint™ technology (proprietary machine learning software) and real-time alerts for unlimited users, with LTE. Solar Power only. AC power is also available if needed.
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 - Existing Infrastructure Implementation Fee	One-time Professional Services engagement. Includes site and safety assessment of existing vertical infrastructure location, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.
Professional Services - Existing Infrastructure Implementation Fee	One-time Professional Services engagement. Includes site and safety assessment of existing vertical infrastructure location, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.

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: AZ - El Mirage PD

By: _____
Name: _____
Title: _____
Date: _____

By: _____
Name: _____
Title: _____
Date: _____
PO Number: _____