

Flock Safety + AZ - El Mirage PD

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

MAIN CONTACT:
Gwendalyn Saltal
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7167964006

flock safety



**EXHIBIT A
ORDER FORM**

Customer: AZ - El Mirage PD
 Legal Entity Name: AZ - El Mirage PD
 Accounts Payable Email: pmarzocca@elmirageaz.gov
 Address: 12401 W Cinnabar Ave El Mirage, Arizona 85335

Initial Term: 60 Months
 Renewal Term: 24 Months
 Payment Terms: Net 30
 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			\$163,500.00
Flock Safety Flock OS			
FlockOS™	Included	1	Included
Flock Safety LPR Products			
Flock Safety Falcon®	Included	24	Included
Flock Safety Audio Products			
Flock Safety Raven® - 1mi	Included	4	Included
Flock Safety FlockOS Add Ons			
Flock Safety Advanced Search	\$3,500.00	1	\$3,500.00

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
One Time Fees			

Subtotal Year 1:	\$163,500.00
Annual Recurring Subtotal:	\$163,500.00
Discounts:	\$260,000.00
Estimated Tax:	\$76,027.50
Contract Total:	\$817,500.00

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	\$163,500.00
Annual Recurring after Year 1	\$163,500.00
Contract Total	\$817,500.00

*Tax not included

Discounts

Discounts Applied	Amount (USD)
Flock Safety Platform	\$260,000.00
Flock Safety Add-ons	\$0.00
Flock Safety Professional Services	\$0.00

Product and Services Description

Flock Safety Platform Items	Product Description	Terms
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 Raven®	An audio detection device that provides real-time alerting to law enforcement based on programmed audio events.	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

Package: Essentials

FlockOS Features	Description
Community Cameras (Full Access)	Access to all privately owned Flock devices within your jurisdiction that have been shared with you.
Unlimited Users	Unlimited users for FlockOS
State Network (LP Lookup Only)	Allows agencies to look up license plates on all cameras opted in to the statewide Flock network.
Nationwide Network (LP Lookup Only)	Allows agencies to look up license plates on all cameras opted in to the nationwide Flock network.
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.
Flock Insights/Analytics page	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	Flock Safety's maps are powered by ESRI, which offers the ability for 3D visualization, viewing of floor plans, and layering of external GIS data, such as City infrastructure (i.e., public facilities, transit systems, utilities), Boundary mapping (i.e., precincts, county lines, beat maps), and Interior floor plans (i.e., hospitals, corporate campuses, universities)
Real-Time NCIC Alerts on Flock ALPR Cameras	Alert sent when a vehicle entered into the NCIC crime database passes by a Flock camera
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
Direct Share - Surrounding Jurisdiction (Full Access)	Access to all Flock devices owned by law enforcement that have been directly shared with you. Have ability to search by vehicle fingerprint, receive hot list alerts, and view devices on the map.

By executing this Order Form, Customer represents and warrants that it has read and agrees all of the terms and conditions contained in the Terms of Service located at <https://www.flocksafety.com/terms-and-conditions>

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

FLOCK GROUP, INC.

DocuSigned by:

By: Mark Smith
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Name: Mark Smith

Title: General Counsel

Date: 2/23/2024

Customer: AZ - El Mirage PD

By: 

Name: Alexis Hermosillo

Title: Mayor

Date: 2.20.2024

PO Number: _____

El Mirage Pricing Breakdown

Current Pricing (if you renew for 5 yrs)

Product	Count	Cost Per	Total
Falcon	24	\$2,500	\$ 60,000.00
Raven	4	\$25,000	\$ 100,000.00
Advanced Search	1	\$3,500	\$ 3,500.00
One Year Taxes			\$ 15,205.50
One Year Total with taxes			\$ 178,705.50
Five Year Total with taxes			\$ 893,527.50

New Pricing (if you do not renew for 5yrs)

Product	Count	Cost Per	Total
Falcon	24	\$3,000	\$ 72,000.00
Raven	4	\$35,000	\$ 140,000.00
Advanced Search	1	\$3,500	\$ 3,500.00
One Year Taxes			\$ 20,041.50
One Year Total with taxes			\$ 235,541.50
Five Year Total with taxes			\$ 1,177,707.50

New Pricing TCV	\$1,077,500	
Old Pricing TCV	\$817,500	
<u>Savings</u>	<u>\$260,000</u>	Not including taxes

(This amount is on page 4 of contract under discounts)

**REGULAR MEETING OF THE COMMON COUNCIL
OF THE CITY OF EL MIRAGE
EL MIRAGE POLICE DEPARTMENT
BLUE HONOR COMMUNITY ROOM
12401 W. CINNABAR AVENUE
6:00 PM -**WEDNESDAY**, FEBRUARY 21, 2024**

PLEASE NOTE: Council meetings are open to the public, however social distancing and optional mask wearing will continue for the safety of all. Doors open to Council Chambers at 5:30 p.m. for public seating. The public may be asked to temporarily relocate if an executive session occurs. The public will be invited back into Council Chambers when the Council returns from the executive session. Public access to this meeting is available online by clicking [here](#) or by dialing 480-561-6082 followed by entering the Conference ID number 462 947 836#. Once you are connected, please place yourself on mute.

Members of the El Mirage City Council will attend either in person or by telephone conference call. Please silence all electronic communication devices before the meeting is called to order. Note: The Common Council of the City of El Mirage, by a duly passed motion, may vote in public session to adjourn to executive session on any agenda item in conformation with A.R.S. Section 38.431.03 including legal advice from the City Attorney.

**Agenda AMENDED
added Consent Agenda Item 5.17**

1. ROLL CALL

Mayor Alexis Hermosillo

Vice Mayor David Shapera

Councilmember Roy Delgado

Councilmember Monica Dorcey

Councilmember Bob Jones

Councilmember Anita Norton

Councilmember Donna Winston

2. CALL TO ORDER

Pledge of Allegiance

Moment of Silence

Introduction of new City employees

3. PRESENTATION

- | | | |
|----|---|--------------|
| 1. | Presentation of the 2023-2024 Digital State of the City by Mayor Alexis Hermosillo.
(Mayor/Administration) | No
Action |
|----|---|--------------|

4. CALL TO THE PUBLIC

Citizens desiring to speak on any issue within the jurisdiction of the public body may do so at this time. Comments shall be limited to three (3) minutes per person and shall be addressed to the City Council as a whole. At the conclusion of the Call to the Public, individual City Council Members may (1) respond to criticism made by those who have spoken, (2) direct staff to review or follow up on the matter, and/or (3) direct that the matter be put on a future agenda.

5. CONSENT AGENDA

All items listed under the Consent Agenda will be voted on with one motion. If discussion is desired regarding any Consent Agenda Item, that item will be removed from the Consent Agenda and voted on separately.

1. Consideration and action to approve the minutes of the Regular Council meeting held Tuesday, February 6, 2024. (City Clerk) Approved
Motion carried unanimously - (7/0)
2. Consideration and action to approve the destruction of municipal documents that have reached the end of their retention period as authorized under A.R.S. § 41 -15I.19. (City Clerk) Approved
Motion carried unanimously - (7/0)
3. Consideration and action to approve resolution R24-02-04 of the Mayor and Council of the City of El Mirage, Arizona, and Housing Authority of Maricopa County to address affordable housing. (Administration) Approved
Motion carried unanimously - (7/0)
4. Consideration and action to approve R24-02-03 authorize the Finance Department to make budget transfers to comply with State and Local Fiscal Recovery Funds. (Administration) Approved
Motion carried unanimously - (7/0)
5. Consideration and action to authorize the City Manager to increase the contract with Northwest Valley Connect from \$199,052 to \$239,052 for FY 24; an increase of \$40,000; and authorize the Finance Department to make appropriate budget transfers. (Administration) Approved
Motion carried unanimously - (7/0)
6. Consideration and action to request and accept, if awarded, public safety grants from the Arizona Governor's Office of Highway Safety (GOHS) Grant Program for approximately \$9,500 to support Occupant Protection and Emergency Medical Services and authorize Finance to make necessary budget transfers. (Grants/Fire) Approved
Motion carried unanimously - (7/0)
7. Consideration and action to approve a request and acceptance of grant funds, if awarded from the Maricopa Association of Governments (MAG) and enter into a Grant Pass Through Agreement with the City of Phoenix in an approximate amount of \$150,000 for the purpose of purchasing a bus for the Senior Center; and authorize Finance to make necessary budget transfers. (Grants) Approved
Motion carried unanimously - (7/0)
8. Consideration and action to approve a request and acceptance of grant funds, if awarded from the Governor's Office of Highway Safety (GOHS) in an approximate amount of \$4,000 as funds for DUI-related equipment for the El Mirage Police Department and authorize Finance to make necessary budget transfers. (Grants/Police) Approved
Motion carried unanimously - (7/0)
9. Consideration and action to request, and accept if awarded, a public safety grant from the Arizona Governor's Office of Highway Safety (GOHS) Grant Program in an approximate amount of \$15,000 to support Selective Traffic Overtime & Enforcement and authorize Finance to make necessary budget transfers. (Grants/Police) Approved
Motion carried unanimously - (7/0)

10. Consideration and action to approve a request and acceptance of grant funds, if awarded, from the Governor's Office of Highway Safety in an approximate amount of \$30,000 as funds for DUI Overtime and Enforcement for the El Mirage Police Department and authorize Finance to make necessary budget transfers (Grants/Police). Approved
Motion carried unanimously - (7/0)
11. Consideration and action to approve Resolution R24-02-05 in order to allow alcoholic beverages to be served and consumed at Gateway Park for El Mirage Firefighter Charity's (FFEMC) Special Event Kickball Tournament on or about Sunday, March 24th from 8 am - 6 pm. (Parks) Approved
Motion carried unanimously - (7/0)
12. Consideration and action to approve the purchase of an upfitting installation kit for Police Vehicle #9467, 2023 Ford F150 Truck from LSH Lights under State Contact CTR049799 at a cost of \$17,910.41 (Police). Approved
Motion carried unanimously - (7/0)
13. Consideration and action to approve the purchase of an upfitting installation kit for Police Vehicle #9479, 2023 Ford F150 Truck from LSH Lights under State Contact CTR049799 at a cost of \$17,910.41 (Police). Approved
Motion carried unanimously - (7/0)
14. Consideration and action to approve the purchase of an upfitting installation kit for Police Vehicle #1994, 2023 Ford F150 Truck from LSH Lights under State Contact CTR049799 at a cost of \$9,702.13 (Police). Approved
Motion carried unanimously - (7/0)
15. Consideration and action to approve a Memorandum of Understanding (MOU) with the City of Glendale Police Department for use of their National Integrated Ballistic Information Network (NIBIN) program (Police). Approved
Motion carried unanimously - (7/0)
16. Consideration and action to authorize the use of Hydra Contracting LLC to install new fire hydrants as part of the critical valve replacement program (CIP 62228). (Public Works) Approved
Motion carried unanimously - (7/0)
17. Consideration and action to enter into a five-year contract with Flock Safety for the use of their Raven Gun Shot Detectors and Falcon License Plate Readers (LPR) at an annual recurring cost of \$163,500, including estimated taxes of \$15,205.50 for a total of \$178,705.50 for years one through five for a grand total of \$893,527.50 and authorize Finance to make necessary budget transfers. (Police). Moved and **Approved**
Item removed from Consent and discussed under Regular Agenda.
Motion carried unanimously - (7/0)
18. Consideration and action to approve Resolution R24-02-06 amending Call of Election Resolution R24-01-01 to reflect changes in dates for the 2024 Primary Election resulting from the emergency legislation of House Bill 2785 (HB2785). (City Clerk) Approved
Motion carried unanimously - (7/0)

6. **REGULAR AGENDA**

7. **CITY MANAGER'S COMMENTS & SUMMARY OF CURRENT EVENTS**

The City Council may not act upon any matter in the City Manager's summary but may have general comment or questions.

8. **MAYOR'S COMMENTS and COUNCIL SUMMARY OF CURRENT EVENTS**

The Mayor and City Council may not discuss or act upon any matter in the summary unless the specific matter is properly noticed for legal action.

9. **ADJOURNMENT**

Accommodations for Individuals with Disabilities -Alternative format materials, sign language interpretation, assistive listening devices or interpretation in languages other than English are available upon 72 hours advance notice through the Office of the City Clerk, 10000 N El Mirage Road, El Mirage, Arizona, (623) 876-2943, TDD (623)933-3258, or FAX (623) 876-4603. To the extent possible, additional reasonable accommodations will be made available within the time constraints of the request.

AFFIDAVIT OF POSTING - CITY COUNCIL MEETING OF FEBRUARY 21, 2024

I hereby certify that this agenda was posted by 2:00 p.m. on February 14, 2024 at the following locations: 1) the City of El Mirage Exterior Bulletin Board at 10000 N. El Mirage Road, and 2) the City of El Mirage website [at www.elmirageaz.gov](http://www.elmirageaz.gov).


Sharon Antes, City Clerk



REQUEST FOR COUNCIL ACTION

<p>DATE SUBMITTED: 01/23/2024</p>	<p>TYPE OF ACTION: Contract</p>	<p>SUBJECT: Consideration and action to enter into a five-year contract with Flock Safety for the use of their Raven Gun Shot Detectors and Falcon License Plate Readers (LPR) at an annual recurring cost of \$163,500, including estimated taxes of \$15,205.50 for a total of \$178,705.50 for years one through five for a grand total of \$893,527.50 and authorize Finance to make necessary budget transfers. (Police). <i>Item removed from Consent and discussed under Regular Agenda.</i> Motion carried unanimously - (7/0)</p>
<p>DATE ACTION REQUESTED: 02/21/2024</p>		
<p>AGENDA SECTION: Consent</p>		

<p>TO: Mayor and Council</p>
<p>FROM: Paul Marzocca, Police Chief</p>

RECOMMENDATION:

Approve the five-year contract with Flock Safety for the use of their Raven Gun Shot Detectors and Falcon License Plate Readers (LPR) at an annual recurring cost of \$163,500, including estimated taxes of \$15,205.50 for a total of \$178,705.50 for years one through five for a grand total of \$893,527.50 and authorize Finance to make necessary budget transfers.

PROPOSED MOTION:

Approve the five-year contract with Flock Safety for the use of their Raven Gun Shot Detectors and Falcon License Plate Readers (LPR) as presented.

BACKGROUND:

The Police Department has an existing contract with Flock Safety, approved by Council on 12/6/2022. This request is to replace the existing contract and enter into a five-year contract. This five-year contract option will save the City approximately \$285,000 compared to a 12-month recurring contract. From June 2023 to October 2023, the Falcon LPR system has resulted in 21 hits where suspected stolen vehicles/license plates have been identified, and 21 suspects were apprehended. Another example is the Raven Gun Shot Detectors, which registered 83 gunshot hits from October 1st, 2023, to October 31, 2023. This system will continue to allow officers to serve the community more effectively and efficiently.

BUDGETED: Yes

CIP: No

SUFFICIENT FUNDS: Yes

MULTI-YEAR: Yes

Attachments

Flock Contract