

CODE: 364-0400 Federal Asset Forfeiture/Capital Outlay

**SECTION 56-6**

**Bid2022-333 Flock Automatic License Plate Readers**

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

Contract Award: \$52,500.00

Contract Period: Two years from date of installation after final award.

# CITY of WARWICK

Colonel Bradford E. Connor  
Chief of Police



Frank J. Picozzi  
Mayor

## POLICE DEPARTMENT

99 Veterans Memorial Drive  
Warwick, Rhode Island 02886-4617  
Telephone: (401) 468-4200

**FEB 03 2022**

January 20, 2022

Mrs. Patricia Peshka, Purchasing Agent  
City of Warwick  
3275 Post Road  
Warwick RI 02886

Re: Request for Spending Authorization – Flock License Plate Reading Cameras  
C. O. 56-6, “Exception to Bid” Sole Source Vendor  
Funding Source: Federal Asset Forfeiture 364-0400

Dear Mrs. Peshka:

The department is seeking authorization under the provisions of City Ordinance 56-6, “Exception to Bid,” to expend funds to purchase 10 Flock Safety Automatic License Plate Readers (ALPRs). The exception to bid requirement is requested because Flock Safety cameras are currently the only system of its kind being used in Rhode Island. Currently, there are approximately 60 other Flock System cameras in place in various other cities including Cranston, Woonsocket and Pawtucket with more Rhode Island police agencies acquiring the cameras in 2022. Additionally, the Flock Safety ALPRs are live in 1200 cities in 40 states and over 700 police departments and allows for national and local sharing of information.

The Flock Safety ALPR is not your traditional live feed camera, rather it is a device that records and stores data. The technology captures still photographs of license plates and vehicle characteristics as they travel on public roads. The cameras do not independently record people or faces but can be used to solve and reduce violent and property crimes. The cameras will never be used for traffic enforcement, as they cannot track speed or identify unregistered or uninsured vehicles. They capture objective evidence in plain sight, such as license plates, and can never be used for facial recognition.

While the Flock Safety ALPRs do not result in any unwarranted invasion of one’s privacy, they capture much more than just license plates. They allow investigators to search footage by vehicle type, make, color, and other unique attributes; identify the state of a license plate; and capture temporary plates, paper plates, and vehicles without plates. They are able to cover two (2) lanes of traffic and vehicles traveling up to 100 mph. Investigators are also able to input vehicle data into the system and receive a “HIT” and alert within seconds of a camera detecting that vehicle. The cities of Cranston and Pawtucket have shared their data and success stories with us. In the short time that they have used Flock Safety they have seen arrests increase significantly and have had a record number of recovered stolen property. Just as important, it has been used to locate missing and endangered people.

This system focuses on privacy and security and is built on a foundation of public trust and transparency. All data is encrypted and stored on an AWS GovCloud for maximum security compliance. Data is permanently and automatically deleted after a 30 day period and all footage is never shared or sold to 3<sup>rd</sup> parties. Use of the system by license holders will be strictly governed by department policy and the system allows for audits to ensure proper use. Furthermore, the system

comes with a transparency portal which is intended to promote the ethical use of the technology. This portal is a public facing dashboard which can be shared via the department's social media or website which allows us to share policies, usage and public safety outcomes related to the ALPRs.

This system can also be purchased privately by local businesses which provides a huge benefit to law enforcement. Through the sharing of data and the access to privately owned cameras throughout the city we have the potential to double our coverage. Flock Safety, along with members of our police department have already begun to reach out to local businesses to gain interest and support for this program. Having businesses, particularly within our retail and commercial zones fund their own cameras would allow for the city purchased cameras to be placed strategically throughout the city and cover more territory.

Pricing for each unit is \$2,500 per camera, per year plus a \$250 one-time implementation fee. Included in this fee is the camera hardware: ALPR unit, solar or DC power, mounting equipment and maintenance warrantee. Also included is the hosting and analytics: cloud hosting, unlimited user licenses, hot list integration & alerts and ongoing software enhancements. The company offers a 45 day PPI or *Project Prove It* trial. If after the 45 days after installation we are not satisfied, Flock will remove the cameras at no cost.

Flock Safety requires a two year contract which would result in costs of \$52,500 for ten (10) cameras; \$27,500 being paid in year one and \$25,000 being paid in year two. If approved, funding for these expenses would be allocated from Federal Asset Forfeiture fund 364-0400. The two (2) year contract period would commence upon installation of the cameras.

Sincerely,



*Colonel Bradford E. Connor*

*Chief of Police*

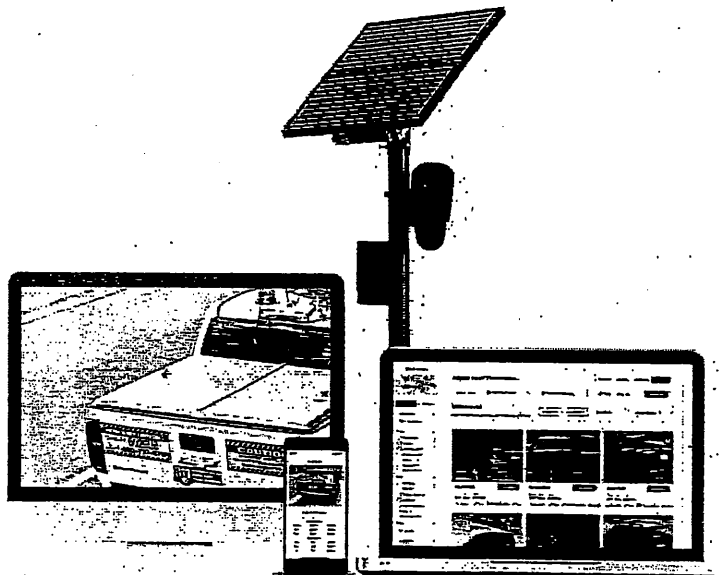
*Warwick Police Department*

*(401) 468-4224*

*Bradford.connor@warwickri.com*

**flock safety™**  
Let's defeat crime together.™

# Your partner in fighting crime



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Protecting your jurisdiction is of the utmost importance.

Thank you for considering Flock Safety's technology system as part of your comprehensive strategy to promote the safety of your city, citizens, and officers. We are more than just a camera company - we are a crime-fighting technology company with a mission to eliminate crime in the United States.

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## What makes Flock Safety's technology different

### Public & private partnerships

Thousands of communities use privately-funded Flock Safety cameras throughout the country, which provides a huge benefit to local law enforcement as they can have access to those cameras without having to pay for them.

### Infrastructure free

Use cameras that are solar powered and include LTE internet connectivity (unlimited use included in cost), so they can be rapidly deployed virtually anywhere.

### Vehicle fingerprint™ technology

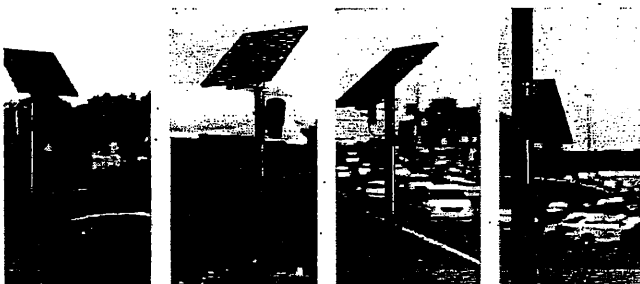
Capture far more than just license plates. Allow your investigators to search footage by vehicle type, make, color, and other unique attributes; identify the state of a license plate; capture temporary plates, paper plates, and vehicles without plates. Our cameras also capture two (2) lanes of traffic traveling up to 100 MPH.

### Simple & affordable

Our cameras cost \$2,500 per camera per year which includes hardware, software, solar power, LTE connectivity, unlimited users, and unlimited data storage.

### Integrated Audio Detection

Uncover more than shell casings; get from "shots fired" to a suspect vehicle in real-time with the Raven™ audio detection device, an accessory for your ALPR that identifies crimes in progress before 911 is called.



# flock safety

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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. Patented Vehicle Fingerprint Technology:

- Patented proprietary machine vision to analyze vehicle license plate, state recognition, vehicle color, vehicle type, vehicle 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

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
- 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

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- 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 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. 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 to be fully integrated into a dynamic network of Axon's Fleet 3 mobile ALPR cameras for patrol cars and Flock Safety's Falcon cameras
  - 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
6. Warranty & Service:
- Lifetime maintenance and support included in subscription price
  - Flock Safety is the only fully integrated ALPR one-stop solution from production of the camera to delivery and installation
  - Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues

Thank you,



Garrett Langley CEO, Flock Safety

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Flock Safety's technology includes fixed license plate reading cameras and software for unlimited users to access footage and receive hotlist notifications.

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**700+**

Law Enforcement  
Agencies

**1400+**

U.S. Cities

**120**

Stolen vehicle  
reads/hr





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# What makes Flock Safety's technology different

Police departments need a scalable solution to increase clearance rates and deter crime. Flock Safety's cameras see like a detective to make actionable evidence available when needed that is easily searchable by vehicle type, make, model, unique features, color, timeframe, or plate details. We deliver this detail through Machine Learning technology that scans each image for distinguishing features instead of traditional metal plates. This means we can also detect vehicles with no plates, temporary plates, dirty/covered plates, and even get accurate state detection.



Our solution captures 30% more plates than our leading competitor, according to a side-by-side study done by LASD in 2019, largely due to using AI and Machine Learning to analyze the entire vehicle profile instead of legacy Infrared based technology.

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In April 2019, Marietta Police Department released a study that shows they experienced a 34% reduction in calls for service by targeting crime hot-spots throughout the city with Flock Safety cameras.

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In October 2019, Cobb County Police Department released a study based on their installation of 13 Flock Safety cameras in March. Over the six-month period, Cobb police reported a 60% reduction in overall crime by focusing on the beat with the highest crime levels.

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## Company Overview

Flock Safety's mission is to eliminate crime. This is possible with city-wide coverage of automatic license plate readers (ALPRs) for public safety organizations and private citizens. When a crime occurs, Flock Safety cameras deliver the actionable evidence you need to make an arrest. Flock Safety camera systems live in over 1200 cities in 40 states and over 700 police departments. With an average of 120 Hot List notifications sent an hour with jurisdictions throughout the U.S., our team is helping agencies solve and prevent crime every minute.

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# Customer Results

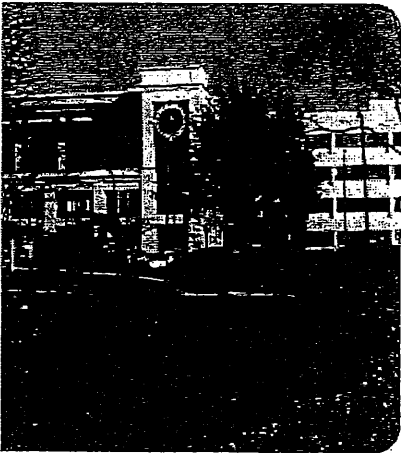


## Jersey Village, Texas:

### A camera on every street to create a virtual gate

Within one week, Flock Safety cameras notified officers of two vehicles on the NCIC Hot List. During the seizure of one of the vehicles, a wanted murderer in the state of Louisiana was arrested. Both vehicles were returned to their owners.

- Location: Houston suburb
- Flock Cameras: 50+
- Residents: 8,000
- Installation: Two months from purchase



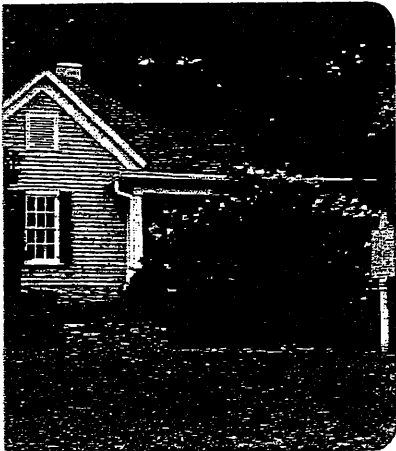
## Marietta, Georgia:

### 34% reduction in calls for service in targeted hotspots

Cameras within the city led to the arrest of a suspect who allegedly brutally attacked a woman. Officers were able to locate and arrest the suspect using Flock cameras after weeks of the suspect being on-the-run.

- Location: Atlanta suburb, in Cobb County, Georgia
- Flock Cameras: 70 and growing within the county (30 police and 40 private cameras)
- Residents: 65,000 in Marietta
- Installation: Two months from purchase for first hotspot created

# Customer Results



## Cobb County, Georgia:

### Containment strategy in highest crime beat of the county

Cobb County Police Department utilized 35 Flock cameras in 2 containment zones in their highest crime beats to reduce crime by over 60%.

- Location: Cobb County, GA is just outside of Atlanta
- Flock Cameras: 35 for PD, over 100 including private sector cameras
- Residents: 750,000 in Cobb County
- Installation: Phased approach
- Contact: Deputy Chief Stuart Vanhoozer at [stuart.vanhoozer@cobbcounty.org](mailto:stuart.vanhoozer@cobbcounty.org) or (404) 375-1926

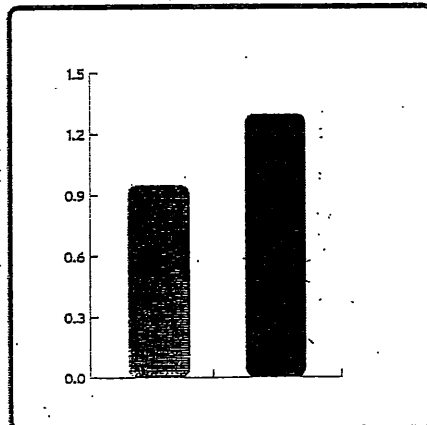


## Los Angeles, California:

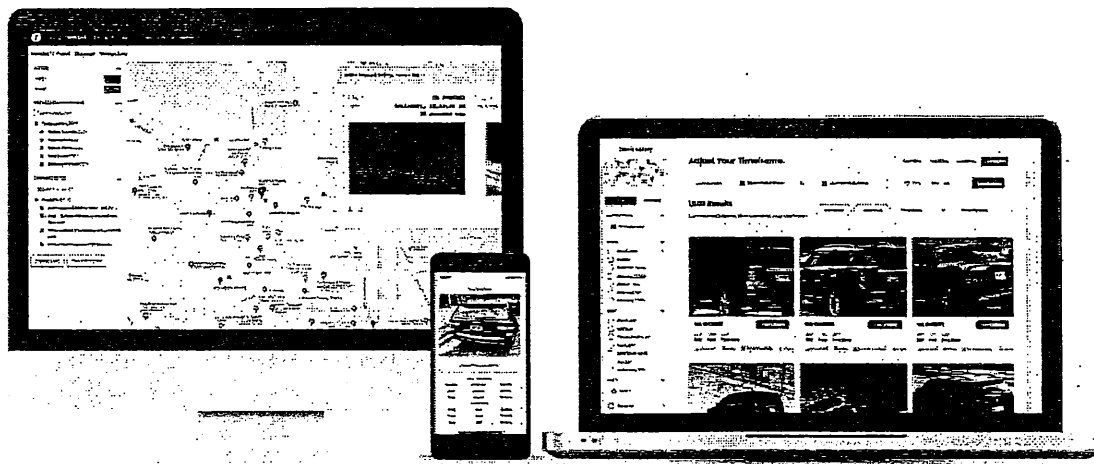
### Sheriff's Department performs detection accuracy test

Los Angeles Sheriff's Department performed a head-to-head test of the Flock Safety camera versus a legacy ALPR solution.

- The results showed that the Flock Safety camera captures 30% more vehicle images and provides more accurate reads than traditional cameras triggered by infrared technology.
- Conducted in limited lighting from 2:00 AM to 8:00 AM, and from 11:00 PM to 6:00 AM.
- Causes for missed vehicles and/or misread plates were associated with the amount of reflectivity of the plate (older/dirtier tags, and dealer provided paper plates).



# Product



## Software user interface

Flock Safety Automatic License Plate Reading (ALPR) cameras do not just identify the plate seen but all the objects within the frame. Even if the vehicle does not have a tag, the image can be captured for review. The user interface provides unlimited user licenses. Within the software component, law enforcement can receive hotlist alerts and create custom alerts for plates under your investigation.

### Detect Crime

- Connected to the NCIC Hot List & CJIS compliant
- State detection to ensure quality alerts
- Hotlist alerts (includes privately owned cameras in your jurisdiction)
- Create custom alerts for tags under investigation with your organization
- Filter notifications by reason codes (exclude sex offenders, include stolen plates, etc.)
- Email and SMS alerts to users
- Audible and visual alerts

### Access Evidence

- Filter search by specific camera location
- Capture vehicles regardless of plate type (paper, no plate, etc.)
- Search results with vehicle summary in multiple formats
- Filter by Vehicle Fingerprint™
- Date and time
- Vehicle Characteristics
- Plate (partial/full)
- Plate Type (in state, out of state, temporary tag)
- Build & Color
- Resident status
- Location/Date/Time

## Insights

Give city council an ROI report

- Discover crime and traffic patterns
- Prioritize changes by greatest impact
- Change your community for the better

## National and Local Sharing

A new way to solve cross-jurisdiction crimes

- New privacy setting (National + State search)
- 1B+ monthly reads
- Attached to "Lookup" experience

## Lookup

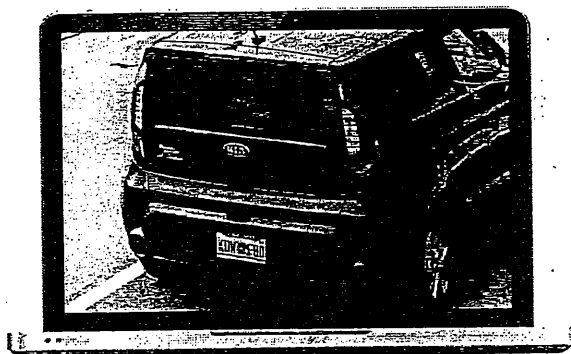
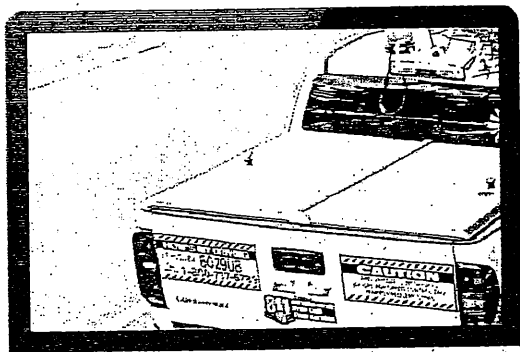
Search plates across your jurisdiction

- "I have the plate where is the car?"
- Designed to search all cameras, all time
- Get a full view of all activity tied to one vehicle in your network

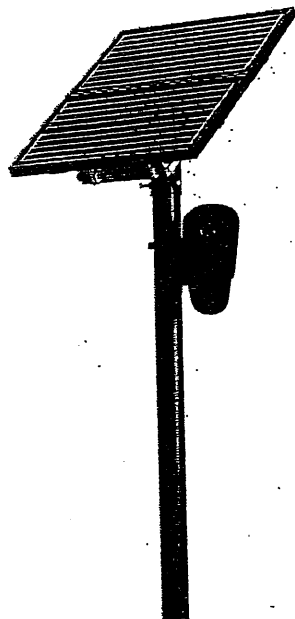
## Flock on Patrol Mobile App

Scan license plates from the convenience of your mobile device

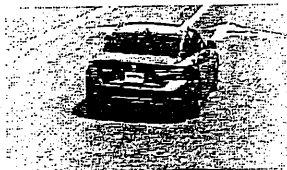
- Instantly search the FBI's NCIC Hot List and custom Hot Lists for a license plate match
- Maximize law enforcement efforts in-the-field with unlimited users
- Apply Vehicle Fingerprint™ technology to images captured on your phone



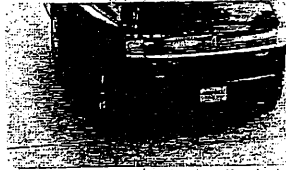
## Performance



Daytime Footage



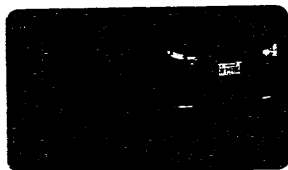
Temporary Plate



Covered Plate



Nighttime Footage



No Plate



Two Lanes of Traffic



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# Camera Specifications

## Design

Dimensions: 8.75" x 3"

Weight: 3 lbs

IP65 Waterproof

## Power

14Ah Battery

30W Solar Panel (14" x 21")

AC Power (5 ft. range)

## Data

16GB local storage, ~2 weeks

## Motion

Passive Infrared Motion Detection

## Connectivity

Embedded Cellular LTE Connection

Cellular service provider depends on area

## Production

Designed & manufactured in the U.S.

## Night Vision

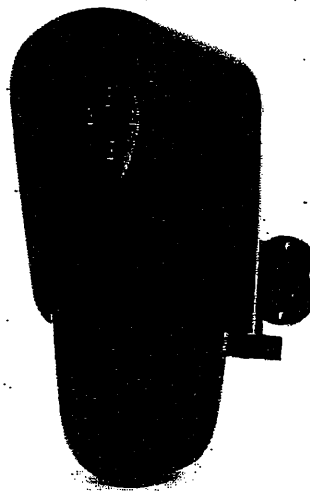
850nm Custom IR Array

## Cloud Storage

30 days storage (Amazon Web Services)

Accessible via secure website

Images can be downloaded and stored by department



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# Camera Performance

## Motion

NCIC and Custom Alert Notifications

Average of 10-15 seconds

Includes time, location, plate, and vehicle image

Includes state specific alerts based on image

## Power Source

100-240 VAC <1 amp

60 W Solar

11-14 Volt

## Processing Power

1.4GHz

64-bit quad-core CPU

## Image Capture

30-50 ft from vehicles

Up to 2 lanes of traffic per camera

Date and time with camera location

Plate (state, partial, paper, and none)

Vehicle details (Make, type, and color)

# Training, Ongoing Support & Timeline

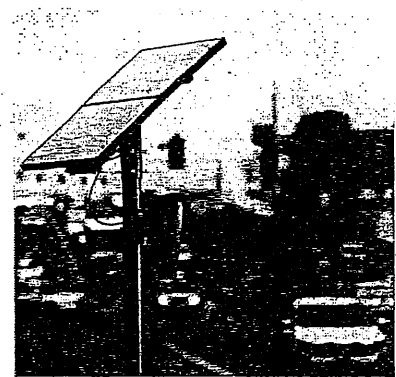
New customers will first get connected with an Onboarding Specialist who will spearhead the installation project to completion. Once cameras are successfully capturing footage, customers get introduced to their dedicated Customer Success Manager. This person serves as the main point of reference for all things Flock Safety (training, setup questions, etc). In addition, the Flock Safety Support team monitors the support@flocksafety.com inbox Monday through Friday, 8:00 AM to 5:00 PM EST.

## Safety-As-A-Service

- Regular software updates at no additional cost
- Camera maintenance is included in the subscription
- Unlimited users for hotlist integration and alerts, and camera footage search

## Installation & camera locations

The average installation is to 6-8 weeks. Camera locations and installation timing is coordinated by the Flock Safety Customer Support team.



**City intersection  
Solar & existing pole**

**Entrance to Hotel Solar  
& Flock 14 foot pole**

**City Foot Traffic Street  
Electric & existing pole**

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# Details

## Terms, Conditions, & Service Level Agreement Information

For the complete list of Terms & Service, please visit  
<https://www.flocksafety.com/legal>.

## Warranty

- All Flock products are under warranty for the duration of the Customer's contract.
- Flock cameras have built-in alarms to alert us if a camera is not performing at optimal standards. In the event of a camera performance issues, maintenance teams will be deployed at no additional cost.
- In the event the Flock camera is physically damaged or stolen, the first camera replacement will be made by Flock at not additional cost. A reassessment of camera location will be made at that time to deter further issues.
- In the unlikely case that an additional replacement camera is needed, the customer will be responsible for the \$500 cost.
- Flock reserves the right to refuse or delay replacement or its choice of remedy for a Defect until after it has inspected and tested the affected Unit; provided that such inspection and test shall occur within 72 hours after the Agency notifies the Flock of defect.



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# Pricing

**\$2,500 per camera, per year + \$250 one-time implementation fee**

## **Camera Hardware:**

- ✓ Automatic license plate reader
- ✓ Solar or DC Power
- ✓ Mounting equipment
- ✓ Maintenance Warranty

## **Hosting & Analytics:**

- ✓ Cloud hosting
- ✓ Unlimited user licenses
- ✓ Hot list integration & alerts
- ✓ Ongoing software enhancements

Flock Safety does not provide electrical services. Electrical work not included in the price. Flock Safety's open API platform will allow neighboring agencies to pull read data into their platform at no extra cost. Flock Safety is not responsible for building this integration but it would be fully supported to export camera images from Flock Safety's ALPR Cameras.

# flock safety™

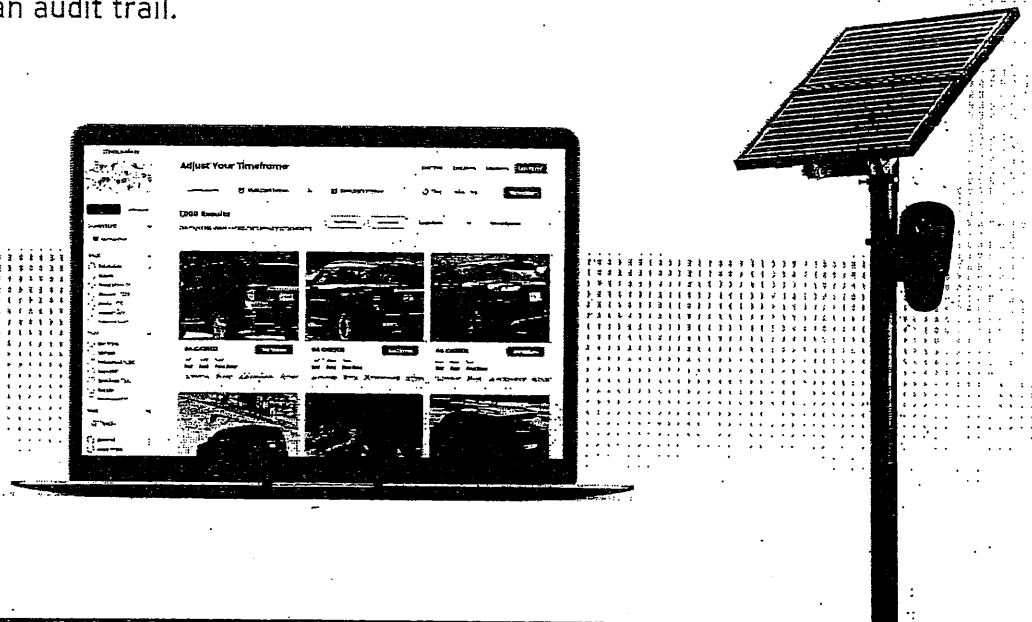
Let's defeat crime together.™

## Our commitment to protecting your privacy while eliminating crime

Flock Safety helps 1400+ cities prevent and eliminate crime with technology that captures objective evidence and delivers it into the hands that serve and protect. In our pursuit of a safer, more equitable society, we place our commitment to protecting human privacy and mitigating bias at the core of every policy and product we develop.

## Our focus on privacy & security

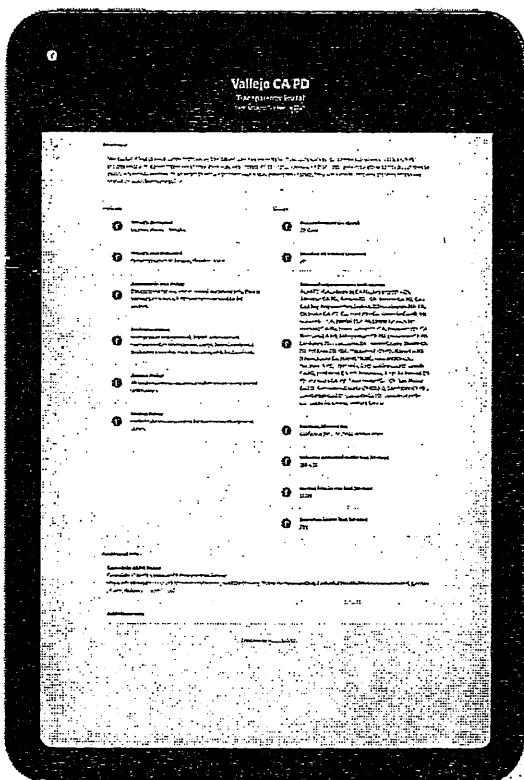
- Store all encrypted data (footage + metadata) on the AWS GovCloud for maximum security compliance.
- Build devices that capture objective evidence, like license plates and never facial recognition.
- Permanently and automatically delete footage after a recommended 30-day period.
- Give 100% ownership of footage to customers and never share or sell data with third parties.
- Capture documented reason or case number to search footage to create an audit trail.



# A new way to promote the ethical use of technology in public safety

## Flock Safety Transparency Portal

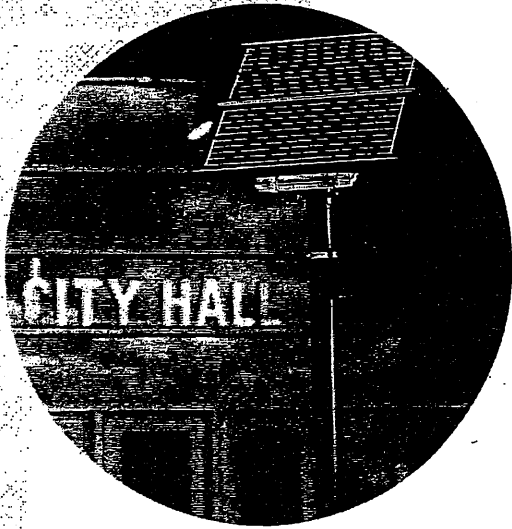
Flock Safety's Transparency Portal is the first public-facing dashboard for law enforcement agencies, city leaders, and local government officials to share policies, usage, and public safety outcomes related to automatic license plate recognition (ALPR) technology. Promote transparency and accountability in the use of policing technology to build community trust while creating a safer, more equitable society.



## Make your ALPR policies and usage publically available with a shareable link

Build trust and engage the public in a dialogue about ALPR's ability to capture objective evidence used by law enforcement to eliminate crime without invading the privacy of citizens.

# Build community trust while creating a safer, more equitable society

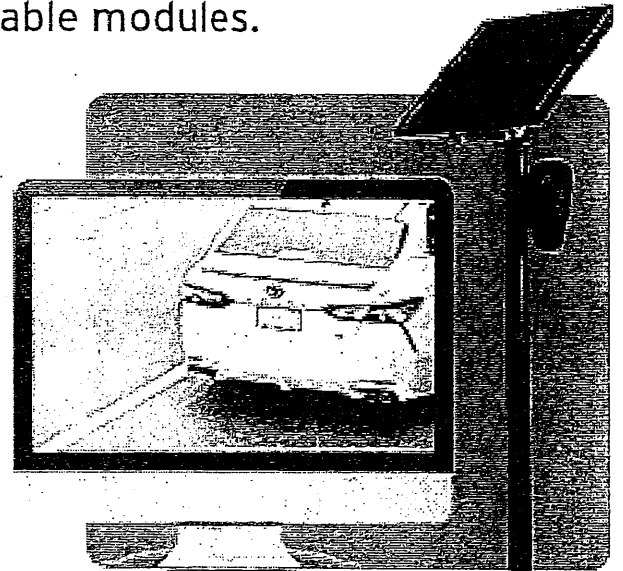


Display your Flock Safety metrics automatically.

Tout the ROI of ALPR to stakeholders in your community with real-time usage stats for Hot List alerts, vehicle detection, crimes solved, and more in fully customizable modules.

## Provide easy access to Search Audit reports

Demonstrate your commitment to accountability and integrity by proactively providing access to downloadable search audit reports\* detailing the user, date, number of cameras, and reason for each search conducted with Flock Safety.



**"The Transparency Portal underscores our deep commitment to openness, accountability, and integrity."**

**Chief Bowers  
Piedmont, CA Police Department**

\*optional feature; can be disabled