

NEGOTIATED PURCHASE "SOLE SOURCE" JUSTIFICATION AND COOPERATIVE PURCHASING AUTHORIZATION FORM

DATE : OCTOBER 11, 2021

DEPT / DIVISION : POLICE

DEPT. CONTACT : TON SWENSON VENDOR : FLOCK SAFETY

I recommend that competitive procurement process be waived, and the vendor selection method chosen above be approved.

7(1)(b) - Signature

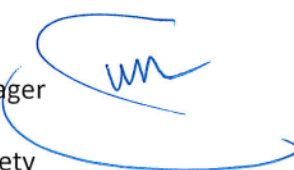
Department Head

10/13/21

Date

Check all entries that apply:

- ☒ 1. Vendor is the original equipment manufacturer; there are no regional distributors (Attach the manufacturer's written certification that no regional distributors exist. Item 4 must also be checked)
- ☐ 2. Vendor is the only area distributor of the original manufacturer or provider (Attach the manufacturer's – not the distributor's – written certification that identifies all regional distributors. Item 4 also must be checked)
- ☐ 3. The parts/equipment are not interchangeable with similar parts of another manufacturer (Attach memorandum with explanation)
- ☒ 4. This is the only known item or service that meets the specialized needs of the department and performs the intended function (Attach memorandum with details of specialized function or application)
- ☐ 5. The parts/equipment are required from this source to permit standardization (Attach memorandum describing basis for standardization request)
- ☐ 6. Detailed justification is available which establishes beyond doubt that the Vendor is the only source practicably available to provide the item or service required (Attach memorandum with justification)
- ☐ 7. Annual software maintenance contract renewal (Year ____ of ____)
- ☐ 8. Emergency purchase, below the administrative purchasing limit (Attach memorandum with details)
- ☐ 9. The item or service has been competitively bid through a Joint/Cooperative Purchasing Program. Attach documentation/details (e.g., the scope of services, rate sheet, info about the cooperative purchasing entity). State Joint Purchasing Programs should only attach the State issued master contract
- ☐ 10. None of the above apply - a detailed explanation and justification for a sole source request is contained in the attached memorandum

To: Interim Chief Matt Henson 
From: Jon Swenson, Interim Admin. Services Manager 
Date: October 11, 2021
Subject: Sole Source Purchase (Lease) with Flock Safety

Following a Study Session (SS 2021-028) on October 5, 2021, Council directed staff to schedule an agreement on a Regular Meeting agenda which would allow for the lease and implementation of Automated License Plate Readers (ALPRs). That agreement is scheduled to be reviewed by Council on November 2, 2021, and, if approved, will authorize the City Manager to enter into a 2-year agreement with Flock Safety for the lease and implementation of 36 ALPRs within the City.

Flock Safety has been selected as a sole source vendor for the City for the following reasons:

1. Flock Safety is the original equipment manufacturer.
2. Flock Safety does not use distributors.
3. Flock Safety manufactures proprietary ALPR systems which do not utilize IR technology and thus do not possess its inherent limitations.
4. Flock Safety manufactures the only ALPR system capable of capturing license plates that do not have raised alphanumeric characters, to include temporary registration permits.
5. Flock Safety is the only known manufacturer of an ALPR system with the ability to capture 2 lanes of traffic from a single ALPR.
6. Flock Safety's ALPR system is significantly more robust and searchable than the systems used by other manufacturers.
7. Flock Safety's ALPR system is the only system which integrates with evidence.com.
8. Flock Safety has a strong regional presence and is already under contract with the Rantoul Police Department and the Decatur Police Department. Furthermore, Flock Safety is in the process of leasing ALPR systems to the Champaign County Sheriff's Office, the University of Illinois Police Department, the Urbana Police Department, the Mahomet Police Department, the Bloomington Police Department, and the Springfield Police Department. Using the same vendor as these other communities across the region allows the City to share information with, and receive information from, those agencies.

Attachments: Email from Dan Murdock Certifying the Flock Safety Does Not Utilize Vendors
Flock Safety Sole Source Flyer

Jon Swenson

From: Dan Murdock <dan.murdock@flocksafety.com>
Sent: Tuesday, October 12, 2021 10:38 AM
To: Jon Swenson
Subject: Manufacturer's Certification

[EXTERNAL]

Jon,

This email serves to certify that Flock Safety is the original manufacturer of the Automated License Plate Readers (ALPRs) which we offer for lease. Additionally, Flock Safety is the sole source of the ALPRs we offer for lease as we do not utilize any distributors

Thanks

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Dan Murdock
Phone: 312-415-3858



<https://www.flocksafety.com/>

flock safety

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 is the only Law Enforcement Grade ALPR System to offer the following combination of proprietary features:

- Patented proprietary machine vision to analyze vehicle license plate, state recognition, vehicle color, vehicle type, vehicle make and objects (roof rack, unique hubcap, etc.) based on image analytics (not car registration data)
- Machine vision to capture and identify characteristics of vehicles with a paper license plates and vehicles with the absence of a license plate
- Ability to capture two (2) lanes of traffic simultaneously with a single camera from a vertical mass
- 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
- Wireless deployment of 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
- Best in class ability to capture and process up to 30,000 vehicles per day with a single camera powered exclusively by solar power
- 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
- Only LPR provider with "Visual Search" to create investigative leads with reverse image search to find similar vehicles based on the vehicle attributes in the uploaded photo
- On device machine processing to limit LTE bandwidth consumption
- Cloud storage of footage
- Direct integration with Axon Evidence.com (Flock is the only Axon LPR integration partner)
- Built-in integration with NCMEC to receive AMBER Alerts to find missing children
- Integration of onboard cameras on all Police Vehicles with Flock System
- Share data across Law Enforcement Departments on a National level
- 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

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- Motion detection allows for unique cases such as bicycle capture, ATV, motorcycle, etc.
- Privacy controls to enable certain vehicles to "opt-out" of being captured
- Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues
- Natively integrated audio and gunshot detection capabilities
- Covert industrial design for minimizing visual pollution
- Lifetime maintenance and support included in subscription price
- 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
- Flock Safety is the only fully integrated ALPR one-stop solution from production of the camera to delivery and installation

7(1)(b) - Signature

Thank you,

Garrett Langley CEO, Flock Safety

Public Records Exemptions

The following information explains the factual basis for the redactions applied to the responsive records provided to you, pursuant to the Illinois Freedom of Information Act, 5 ILCS 140/7 *et al.*

Reason	Description	Pages
7(1)(b) - Signature	7(1)(b) Private information, unless disclosure is required by another provision of this Act, a State or federal law or a court order	1, 5