

**A RESOLUTION NO. 23-R 130**

**ENTITLED**

**A RESOLUTION AUTHORIZING THE USE OF RED SPEED CAMERA FUNDS TO PURCHASE HARDWARE AND IMPLEMENT CAMERAS FROM FLOCK GROUP, INC.; REPEALING PRIOR RESOLUTIONS IN CONFLICT AND FOR OTHER PURPOSES.**

WHEREAS, it is in the best interests of the citizens of the City of Albany, Georgia, to contract with Flock Group, Inc. to purchase hardware and implement cameras within the City of Albany, all as described in an April 7, 2023 Agenda Item prepared by the Albany Police Department; and

WHEREAS, the purchase of such hardware and implementation of cameras within the City of Albany is a public safety initiative of the City; and

WHEREAS, the proposed expenditure meets the requirements in O.C.G.A. § 40-14-18(m),

NOW THEREFORE, BE IT RESOLVED by the Board of Commissioners of the City of Albany, Georgia and it is hereby resolved by authority of same:

SECTION 1. The Chief Financial Officer is authorized to expend up to \$411,350 for the above-described project: \$375,000 from the Commission Discretionary Fund/Capital Improvement Fund; \$36,350 plus \$342,500 for annual maintenance and support cost of Red Speed Camera, traffic and pedestrian safety Funds.

SECTION 2. All resolutions, or parts of resolutions, in conflict herewith are repealed.

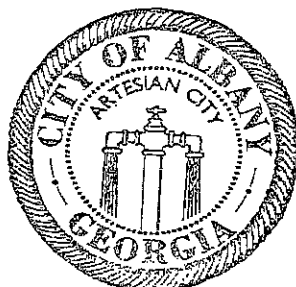
  
MAYOR

ATTEST:

  
CITY CLERK

Adopted: April 25, 2023

Introduced By: Chad Warburton



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## **AGENDA ITEM**

DATE: April 7, 2023  
MEETING DATE: April 18, 2023  
SUBJECT: City of Albany Camera Project  
PRESENTED FOR: Decision: ☒ Information: ☐  
PRESENTER(S): Michael J. Persley, Chief of Police

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### **Statement of Issue:**

Consider purchasing FLOCK Safety hardware and the implementation of cameras within the City of Albany.

### **History/ Facts and Issues:**

The Albany Police Department has implemented various technology to assist with addressing crime and the perception of crime. The need for additional devices (cameras and license plate) will provide coverage areas that can supplement patrol operations. This proposal will continue the expansion of the technology program that has been implemented by the Albany Police Department.

The cost of this proposal is \$411,350 for 54 pan-tilt-zoom cameras, 49 automated license plate recognition cameras and 4 advanced automated license plate recognition cameras with an annual maintenance and support cost of \$342,500.

### **Options/Pro and Cons:**

Pros:

1. The vendor will continue to provide support and monitoring of the system.
2. These devices will increase the digital capacity of monitoring key areas within the City of Albany.
3. This will enhance information sharing with other law enforcement agencies nationwide.

Cons:

1. The City will continue to incur an annual maintenance expense as long as this system is being maintained.
2. Will not solve crime alone without additional technology (Real-Time Crime Center).

### **Recommended Action:**

Approve the purchase. This item will be on the April 25<sup>th</sup> meeting agenda for decision.

### **Fiscal Impact/Funding Source:**

Commission Discretionary Fund/Capital Improvement Fund - \$375,000

RedSpeed Collections - \$36,350 plus annual maintenance and support cost of \$342,500



# GEORGIA CORPORATIONS DIVISION

GEORGIA SECRETARY OF STATE  
**BRAD RAFFENSPERGER**

[HOME \(/\)](#)

## BUSINESS SEARCH

### BUSINESS INFORMATION

|                           |  |  |                          |
|---------------------------|--|--|--------------------------|
| Business Name:            | <b>FLOCK GROUP INC</b>   | Control Number:                        | <b>17023823</b>          |
| Business Type:            | <b>Foreign Profit Corporation</b>                                  | Business Status:                       | <b>Active/Compliance</b> |
| NAICS Code:               | <b>Any legal purpose</b>   | NAICS Sub Code:                        |                          |
| Principal Office Address: | <b>1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA</b> | Date of Formation / Registration Date: | <b>3/1/2017</b>          |
| Jurisdiction:             | <b>Delaware</b>  | Last Annual Registration Year:         | <b>2023</b>              |

### REGISTERED AGENT INFORMATION

Registered Agent Name: **Registered Agents Inc**  
Physical Address: **300 Colonial Center Pkwy. STE 100N, Roswell, GA, 30076, USA**  
County: **Fulton**

### OFFICER INFORMATION

| Name            | Title     | Business Address  |
|-----------------|-----------|---|
| Garrett Langley | CEO       | 1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA |
| James LaCamp    | CFO       | 1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA |
| Mark Smith      | Secretary | 1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA |

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flock safety

# Reduce calls for service. Solve more crime.



Partner with Flock Safety, and  
decrease crime in your entire community.



Scalable  
Technology



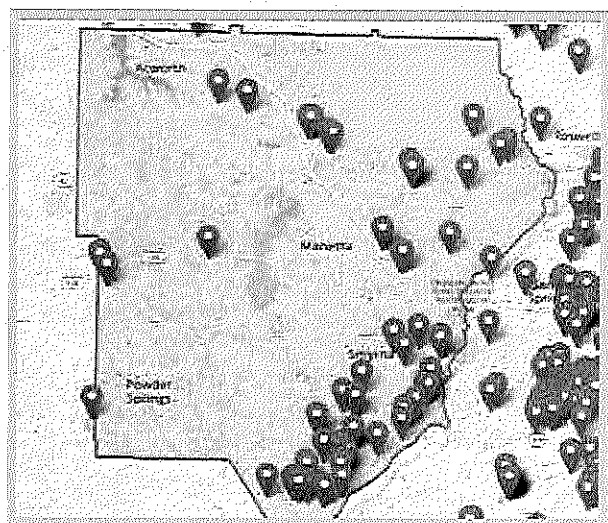
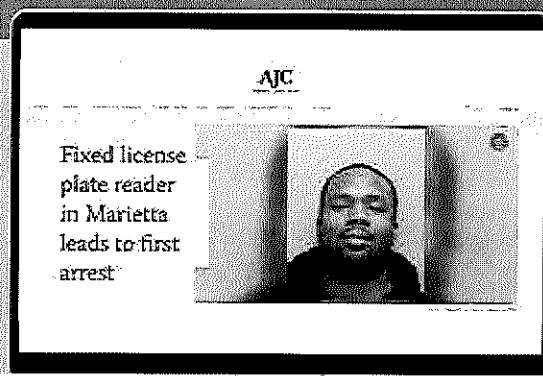
City-Wide  
Safety



34% Reduction  
in Crime

"Officers were able to locate  
and arrest the suspect that  
may have otherwise continued  
hiding in plain sight."

— Marietta Police Department



## City-Wide LPRs, No Matter Your Size

**Cobb County, GA** (Atlanta suburb)

Small Jurisdiction: 70 LPRs and growing

- **650,000** residents
- **30** police cameras
- **40** neighborhood cameras
- **2 months** from police deal to install
- Southside **hotspot focus**

[flocksafety.com/police](https://flocksafety.com/police)

866-522-8863

[police@flocksafety.com](mailto:police@flocksafety.com)



**Flock Safety + GA - Albany PD**

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

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**MAIN CONTACT:**

Geoff Bulpitt  
geoff.bulpitt@flocksafety.com  
4046929006

Created Date: 04/07/2023  
Expiration Date: 05/06/2023  
Quote Number: Q-19460  
PO Number:



## Company Overview

At Flock Safety, technology unites law enforcement and the communities they serve to eliminate crime and shape a safer future, together. We created the first public safety operating system to enable neighborhoods, schools, businesses, and law enforcement to work together to collect visual, audio, and situational evidence across an entire city to solve and prevent crime.

Our connected platform, comprised of License Plate Recognition (LPR), live video, audio detection, and a suite of integrations (AVL, CAD & more), alerts law enforcement when an incident occurs and turns unbiased data into objective answers that increase case clearance, maximize resources, and reduce crime – all without compromising transparency or human privacy.

### Join thousands of agencies reducing crime with Flock Safety's public safety operating system

| 2000+  | 120                      | 1B+                           | <60%*                                      |
|--|--------------------------|-------------------------------|--|
| communities with private-public partnerships | incident alerts / minute | 1B+ vehicles detected / month | <60% local crime reduction in Flock cities |

\*According to a 2019 study conducted by Cobb County Police Department

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## Introduction

### *Layer Intelligence to Solve More Crime*

The pathway to a safer future looks different for every community. As such, this proposal presents a combination of products that specifically addresses your public safety needs, geographical layout, sworn officer count, and budget. These components make up your custom public safety operating system, a connected device network and software platform designed to transform real-time data into a panoramic view of your jurisdiction and help you zero in on the leads that solve more cases, prevent future crimes, and foster trust in the communities you serve.

## Software Platform

Flock Safety's out-of-box software platform collects and makes sense of visual, audio, and situational evidence across your entire network of devices. With unlimited user licenses, your entire law enforcement agency can access the real-time investigative leads needed to increase case clearance, protect the community, and decrease crime rates.

## Out-of-Box Software Features

|                            |  |
|----------------------------|--|
| Simplified Search          | <p>Get a complete view of all activity tied to one vehicle in your network of privately and publicly owned cameras. The user-friendly search experience allows officers to filter hours of footage in seconds based on time, location, and detailed vehicle criteria using patented Vehicle Fingerprint™ technology. Search filters include:</p> <ul style="list-style-type: none"> <li>• Vehicle make</li> <li>• Body type</li> <li>• Color</li> <li>• License plates <ul style="list-style-type: none"> <li>○ Partial tags</li> <li>○ Missing tags</li> <li>○ Temporary tags</li> <li>○ State recognition</li> </ul> </li> <li>• Decals</li> <li>• Bumper stickers</li> <li>• Back racks</li> <li>• Top racks</li> </ul> |
| National and Local Sharing | <p>Access 1B+ additional plate reads each month without purchasing more cameras. Solve cross-jurisdiction crimes by opting into Flock Safety's sharing networks, including one-to-one, national, and statewide search networks. Users can also receive alerts from several external LPR databases:</p> <p><i>California SVS</i><br/> <i>FDLE</i><br/> <i>FL Expired Licenses</i><br/> <i>FL Expired Tags</i><br/> <i>FL Sanctioned Drivers</i><br/> <i>FL Sex Offenders</i><br/> <i>Georgia DOR</i><br/> <i>IL SOS</i><br/> <i>Illinois Leads</i><br/> <i>NCIC</i><br/> <i>NCMEC Amber Alert</i><br/> <i>REJIS</i><br/> <i>CCIC</i><br/> <i>FBI</i></p>  |
| Real-time Alerts           | <p>Receive SMS, email, and in-app notifications for custom Hot Lists, NCIC wanted lists, AMBER alerts, Silver alerts, Vehicle Fingerprint matches, and more.</p>   |
| Interactive ESRI Map       | <p>View your AVL, CAD, traffic, and LPR alerts alongside live on-scene video from a single interactive map for a birdseye view of activity in your jurisdiction.</p>   |
| Vehicle Location Analysis  | <p>Visualize sequential Hot List alerts and the direction of travel to guide officers to find suspect vehicles faster.</p>   |

## Out-of-Box Software Features (Continued)

|                        |   |
|------------------------|---|
| Transparency Portal    | Establish community trust with a public-facing dashboard that shares policies, usage, and public safety outcomes related to your policing technology.   |
| Insights Dashboard     | Access at-a-glance reporting to easily prove ROI, discover crime and traffic patterns and prioritize changes to your public safety strategy by using data to determine the most significant impact.   |
| Native MDT Application | Download FlockOS to your MDTs to ensure officers never miss a Hot List alert while out on patrol.   |
| Hot List Attachments   | Attach relevant information to Custom Hot List alerts. Give simple, digestible context to Dispatchers and Patrol Officers responding to Hot List alerts so they can act confidently and drive better outcomes. When you create a custom Hot List Alert, add case notes, photos, reports, and other relevant case information. |
| Single Sign On (SSO)   | Increase your login speed and information security with Okta or Azure Single Sign On (SSO). Quickly access critical information you need to do your job by eliminating the need for password resets and steps in the log-in process.  |



## License Plate Recognition

The Flock Safety Falcon™ LPR camera uses Vehicle Fingerprint™ technology to transform hours of footage into actionable evidence, even when a license plate isn't visible, and sends Hot List alerts to law enforcement users when a suspect vehicle is detected. The Falcon has fixed and location-flexible deployment options with 30% more accurate reads than leading LPR.\*

\*Results from the 2019 side-by-side comparison test conducted by LA County Sheriff's Department

| Flock Safety Falcon™ LPR Camera  | Flock Safety Falcon™ Flex   | Flock Safety Falcon™ XT  |
|--|---|--|
| <p>Fixed, infrastructure-free LPR camera designed for permanent placement.</p> <p>✓ 1 Standard LPR Camera</p> <p>✓ Unlimited LTE data service + Flock OS platform licenses</p> <p>✓ 1 DOT breakaway pole</p> <p>✓ Dual solar panels</p> <p>✓ Permitting, installation, and ongoing maintenance</p> | <p>Location-flexible LPR camera designed for fast, easy self-installation, which is ideal for your ever-changing investigative needs.</p> <p>✓ 1 LPR Camera</p> <p>✓ Unlimited LTE data service + software licenses</p> <p>✓ 1 portable mount with varying-sized band clamps</p> <p>✓ 1 Charger for internal battery</p> <p>✓ 1 hardshell carrying case</p> | <p>Long-range, high-speed LPR camera that captures license plates and Vehicle Fingerprint data for increasing investigative leads on high-volume roadways like highways and interstates.</p> <p>✓ 1 Long-Range LPR Camera</p> <p>✓ Computing device in protective poly case</p> <p>✓ AC Power</p> <p>✓ Permitting, installation, and ongoing maintenance</p> |

## Video

Dramatically increase the effectiveness of your investment in vehicle recognition by layering live video. Live video streaming and retention provide officers more context before arriving on the scene of an incident (i.e., enhanced situational awareness) and more substantial evidence during post-incident case resolution, promoting safety and crime reduction. Display live video streams, retain video footage, and sift through video footage from third-party and Flock Safety video cameras.

### Flock Safety Wing™ Integration

Integrate third-party live video streams to bolster LPR effectiveness with situational awareness. Build better cases with a built-in video management system (VMS). Collect and manage video evidence with 7-day footage retention, instant replay, and downloadable MP4 evidence.

### Flock Safety Condor™ Video

Access real-time and recorded video with a video-as-a-service subscription. Respond to incidents more confidently and solve more crime without managing hardware procurement, installation, or infrastructure and IT maintenance.

## Your Flock Safety Team

Flock Safety is more than a technology vendor; we are a partner in your mission to build a safer future. We work with thousands of law enforcement agencies across the US to build stronger, safer communities that celebrate the hard work of those who serve and protect. We don't disappear after contracts are signed; we pride ourselves on becoming an extension of your hard-working team as part of our subscription service.

|                         |   |
|-------------------------|---|
| Implementation          | Meet with a Solutions Consultant (former LEO) to build a deployment plan based on your needs. Our Permitting Team and Installation Technicians will work will get your device network approved, installed, and activated.                                   |
| User Training + Support | Your designated Customer Success Manager will help train your power users and ensure you maximize the platform, while our customer support team will assist with needs as they arise.   |
| Maintenance             | <p>We proactively monitor the health of your device network. If we detect that a device is offline, a full-time technician will service your device for no extra charge.</p> <p><i>Note: Ongoing maintenance does not apply to Falcon Flex devices.</i></p> |
| Public Relations        | <p>Government Affairs</p> <p>Get support educating your stakeholders, including city councils and other governing bodies.</p> <p>Media Relations</p> <p>Share crimes solved in the local media with the help of our Public Relations team.</p>              |

# flock safety

## Budgetary Quote

This document is for informational purposes only. Pricing is subject to change.

Bill To: 201 West Oglethorpe Boulevard Albany, Georgia 31701

Ship To: 201 West Oglethorpe Boulevard Albany, Georgia 31701

Billing Company Name: GA - Albany PD  
Billing Contact Name: Michael Persley  
Billing Email Address: mpersley@albanyga.gov  
Billing Phone: (229) 431-2100

Subscription Term: 24 Months  
Payment Terms: Net 30  
Retention Period: 30 Days  
Billing Frequency: 50% of Annual Contract + 100% of Implementation  
Invoiced at Signing. 25% of Annual Contract Invoiced  
at First Camera Validation. 25% of Annual Contract  
Invoiced at Last Camera Validation. Annual payments  
invoiced for remainder of subscription term.

### Hardware and Software Products

Annual recurring amounts over subscription term

| Item   | Cost     | Quantity | Total               |
|--|----------|----------|---------------------|
| <b>Flock Safety Platform</b>                   |          |          | <b>\$342,500.00</b> |
| <b>Flock Safety Flock OS</b>                   |          |          |                     |
| FlockOS - Advanced                             | Included | 1        | Included            |
| <b>Flock Safety LPR Products</b>               |          |          |                     |
| Falcon   | Included | 49       | Included            |
| Falcon Highway                                 | Included | 4        | Included            |
| <b>Flock Safety Video Products</b>             |          |          |                     |
| Condor PTZ w/ Agency provided LTE Connectivity | Included | 54       | Included            |

### Professional Services and One Time Purchases

| Item   | Cost       | Quantity | Total       |
|--|------------|----------|-------------|
| <b>One Time Fees</b>   |            |          |             |
| <b>Flock Safety Professional Services</b>                            |            |          |             |
| Professional Services - Standard Implementation Fee                  | \$650.00   | 34       | \$22,100.00 |
| Professional Services - Existing Infrastructure Implementation Fee   | \$150.00   | 15       | \$2,250.00  |
| Professional Services - Advanced Implementation Fee (Falcon Highway) | \$1,000.00 | 4        | \$4,000.00  |
| Condor Professional Services - Standard Implementation Fee           | \$750.00   | 54       | \$40,500.00 |

**Subtotal Year 1:** \$411,350.00  
**Annual Recurring Subtotal:** \$342,500.00  
**Discounts:** \$120,000.00  
**Estimated Tax:** \$0.00  
**Contract Total:** \$753,850.00

Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer. This is not an invoice -- this document is a non-binding proposal for informational purposes only. Pricing is subject to change.

| Billing Schedule          | Amount (USD)        |
|---------------------------|---------------------|
| <b>Year 1</b>             |                     |
| At Contract Signing       | \$240,100.00        |
| At First Device Installed | \$85,625.00         |
| At Last Device Installed  | \$85,625.00         |
| <b>Year 2</b>             | \$342,500.00        |
| <b>Contract Total</b>     | <b>\$753,850.00</b> |

\*Tax not included

| Discounts Applied                  | Amount (USD) |
|------------------------------------|--------------|
| Flock Safety Platform              | \$120,000.00 |
| Flock Safety Add-ons               | \$0.00       |
| Flock Safety Professional Services | \$0.00       |



## Product and Services Description

| Flock Safety Platform Items | Product Description  |
|-----------------------------|--|
| Flock OS                    | Flock Safety's situational awareness operating system.   |
| Flock Safety Falcon™        | An infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint™ technology to capture vehicular attributes.  |
| Falcon Highway              | A long-range infrastructure-free license plate reader camera designed for high speed vehicles that utilizes Vehicle Fingerprint™ technology to capture vehicular attributes. |
| Flock Safety Condor         | Flock's pan, tilt, zoom (PTZ) or fixed cameras which capture video footage with the option to stream live video, capture and view video recordings, and upload videos.       |

| 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.       |

# STATE OF GEORGIA

## Secretary of State

Corporations Division

313 West Tower

2 Martin Luther King, Jr. Dr.

Atlanta, Georgia 30334-1530

### Annual Registration

\*Electronically Filed\*

Secretary of State

Filing Date: 03/30/2023 09:22:24

#### BUSINESS INFORMATION

**BUSINESS NAME** : FLOCK GROUP INC  
**CONTROL NUMBER** : 17023823  
**BUSINESS TYPE** : Foreign Profit Corporation  
**JURISDICTION** : Delaware  
**ANNUAL REGISTRATION PERIOD** : 2023

#### BUSINESS INFORMATION CURRENTLY ON FILE

**PRINCIPAL OFFICE ADDRESS** : 1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA  
**REGISTERED AGENT NAME** : Registered Agents Inc  
**REGISTERED OFFICE ADDRESS** : 300 Colonial Center Pkwy. STE 100N, Roswell, GA, 30076, USA  
**REGISTERED OFFICE COUNTY** : Fulton  
**OFFICER**                      **TITLE**      **ADDRESS**  
Garrett Langley              CEO          1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA  
James LaCamp                CFO          1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA  
Mark Smith                    Secretary    1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA

#### UPDATES TO ABOVE BUSINESS INFORMATION

**PRINCIPAL OFFICE ADDRESS** : 1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA  
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Mark Smith                    Secretary    1170 Howell Mill Road NW Suite 210, Atlanta, GA, 30318, USA

#### AUTHORIZER INFORMATION

**AUTHORIZER SIGNATURE** : James LaCamp  
**AUTHORIZER TITLE** : Officer