



## STANDARD

### Contract Routing Cover Sheet

Please print and attach to your document

You can view the status of your contract using the [Contract Tracking Status Page](#).

<b>Routing Number</b>	20220128-8788		
<b>Originating Dept</b>	Police		
<b>Contact Person</b>	David Bannon	<b>Phone Number</b>	303-441-3230
<b>Project Manager / Contract Administrator</b>	Bethany Cielsielski	<b>E-mail</b>	cielsielskib@bouldercolorado.gov
<b>Counter Parties</b>	Flock Safety		
<b>Contract Title / Type</b>	Sole Source Justification 22-012		
<b>Number</b>	SSJ 22-012 N/A		
<b>Description</b>	SSJ 22-012 seeks approval to purchase a proprietary automatic license plate detection system from Flock Safety without a competitive bid process.		
<b>Special Instructions</b>	Central Records - Please advise Purchasing when this has been approved. Thank you		
<b>Amount</b>	\$82,500.00	<b>Expense Type</b>	OUTGOING

- Dept. Head Signature Dave Bannon

**NOTE; Originating Department:** Identify with a check mark all areas document needs to be routed.

- Purchasing Dave Bannon
- Budget \_\_\_\_\_
- Sales Tax \_\_\_\_\_
- CAO \_\_\_\_\_
- City Manager \_\_\_\_\_
- Central Records \_\_\_\_\_

**City of Boulder, Colorado**  
**Sole Source Justification (SSJ) – # 22-012**  
**Flock Safety**

**\$82,500 Purchase of Proprietary Automatic License Plate Detection System**

Issued 1/28/2022

This Sole Source Justification (SSJ) seeks approval to purchase a proprietary automatic license plate detection system for use by the Boulder Police Department (BPD) for \$82,500 from Flock Safety. Approval of this SSJ will permit us to purchase the system and execute the associated system access contracts without a formal, public bid that would normally be required for a purchase of this value.

Attached to this SSJ approval document is a statement from Flock Safety that outlines the proprietary architecture and capability of this system. The Flock Safety system is the only known machine vision system that combines license plate, state recognition, vehicle make/type, and objects based on image analytics and not car registration data. This system can capture information from two (2) lanes of traffic simultaneously from a single camera. No other known company can “Save Search” based on the vehicle description using their fingerprint technology. The Flock Safety system is the only system in this space directly integrated into Axon Evidence and is the only Axon LPR integration partner. Axon is the police body camera archive system that is currently used by the Boulder Police Department

BPD is planning to evaluate the system using a no fee 30-day trial for the system that is outlined in this contract. Based on feedback from the City Attorney’s Office, the contract has been reviewed by their department and has been signed. Issuance of the SSJ will document Purchasing review of this sole source purchase and satisfy procurement rules.

Please indicate City Manager approval by signing below:

\_\_\_\_\_

City Manager

Attachments: Department Justification Memo  
Vendor Sole Source Document  
System Purchase Contract  
Email Correspondence with CAO on Project



**City  
of  
Boulder**  
Department of Police

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To: Dave Bannon, Procurement Senior Advisor  
From: Bethany Ciesielski, assistant to the Chief  
CC: Gina Coluzzi, Business Services Manager  
Date: 01/24/2022  
Subject: Sole Source Request

This memorandum is to provide information regarding a sole source request for the Flock Safety ALPR Camera system. Flock offers a software and hardware solution for automatic license plate detection through Flock's technology platform, and upon detection, the Flock Service creates images and recordings of suspect vehicles and can provide notifications to the Agency as well as store the data for 30 days.

The statement of sole source availability provided by Flock Safety explains that this system is proprietary and is not available from any other source. To the best of my knowledge, no other company has Flock's proprietary machine vision system combination to analyze vehicle license plate, state recognition, vehicle type, vehicle make and object (roof rack, unique hubcaps, etc.) based on image analytics not car registration data. The Flock system can capture two lanes of traffic simultaneously with a single camera from a vertical mass. Furthermore, no other company can 'Save Search' based on the description of vehicles using their Vehicle Fingerprint technology without the need for a license plate and set up alerts based on vehicle description. Importantly to the BPD Flock is directly integrated with Axon Evidence.com. Flock is the only Axon LPR integration partner.

I have attached the current quotes for the system and a statement from Flock Safety that provides the basis for the sole source request. The BPD will have a 30-day period of time to trial the Flock Safety product free of charge with no cost to cancel the contract.

Thank you for your consideration in this matter.

Bethany Ciesielski  
Executive Assistant to the Chief of Police

# 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 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
- 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)
- 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
- 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

# flock safety

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- 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
- Ability to request access for LPR data from Castle Rock PD, Columbine Valley PD, Golden PD, and Broomfield PD along with future Flock Safety customers in the state for investigative purposes



Thank you,

Garrett Langley CEO, Flock Safety



**From:** [Poe, Erin](#)  
**To:** [Bennett, Sarah](#); [Myas, James](#); [Coluzzi, Gina](#); [Bannon, Dave](#); [Nading, Laurie](#)  
**Cc:** [Ciesielski, Bethany](#); [Weinheimer, Carey](#)  
**Subject:** Re: Sole Source Request - Input Needed from IT and CAO  
**Date:** Wednesday, January 26, 2022 3:14:38 PM  
**Attachments:** [image001.png](#)  
[image002.png](#)  
[image003.png](#)

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It has already been signed but did not have a sole source approval in the early stages so we are doubling back for that. I appreciate everyone's help to get it back on track.

Erin Poe  
Deputy City Attorney  
City of Boulder, Colorado

ATTORNEY-CLIENT PRIVILEGE AND WORK-PRODUCT PROTECTION: This email is intended only for the addressee(s) and may contain privileged information pursuant to §24-72-204(3)(a)(IV), C.R.S. and Colorado Rule of Evidence 502. Therefore, **do not forward or disclose this email without checking with me first**. If you have received this email in error, please advise me by replying and deleting the message.

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**From:** Bennett, Sarah <BennettS@bouldercolorado.gov>  
**Sent:** Wednesday, January 26, 2022 12:12 PM  
**To:** Myas, James <MyasJ@bouldercolorado.gov>; Coluzzi, Gina <ColuzziG@bouldercolorado.gov>; Bannon, Dave <BannonD@bouldercolorado.gov>; Poe, Erin <poe@bouldercolorado.gov>; Nading, Laurie <NadingL@bouldercolorado.gov>  
**Cc:** Ciesielski, Bethany <CiesielskiB@bouldercolorado.gov>; Weinheimer, Carey <WEINHEIMERC@bouldercolorado.gov>  
**Subject:** RE: Sole Source Request - Input Needed from IT and CAO

Hi Dave –

In November, I sent the Government Agency Customer Agreement to Erin and Laurie for CAO's review. Since it's an equipment purchase and the software is embedded in the cameras, it did not need to be on an IT contract. I am not exactly sure where things moved from there, but I'm cc'ing them on this email so that they can let you know about CAO's review of that agreement.

Erin/Laurie – Did CAO negotiate the terms of the Flock agreement?

Best,  
Sarah

**Sarah Bennett**  
**Legal Administration Manager**  
(pronouns: She/Her/Hers)



**City Attorney's Office**

Desk: (303) 441-4217

City Attorney's Office

1777 Broadway, 2<sup>nd</sup> Floor | Boulder, CO 80302  
[bouldercolorado.gov](http://bouldercolorado.gov)

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**From:** Myas, James <MyasJ@bouldercolorado.gov>  
**Sent:** Wednesday, January 26, 2022 11:47 AM  
**To:** Coluzzi, Gina <ColuzziG@bouldercolorado.gov>; Bannon, Dave <BannonD@bouldercolorado.gov>; Bennett, Sarah <BennettS@bouldercolorado.gov>  
**Cc:** Ciesielski, Bethany <CiesielskiB@bouldercolorado.gov>; Weinheimer, Carey <WEINHEIMERC@bouldercolorado.gov>  
**Subject:** RE: Sole Source Request - Input Needed from IT and CAO

On my end, yes we have received back a completed questionnaire and are good to move forward regarding that aspect.

-James

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**From:** Coluzzi, Gina <ColuzziG@bouldercolorado.gov>  
**Sent:** Wednesday, January 26, 2022 11:46 AM  
**To:** Bannon, Dave <BannonD@bouldercolorado.gov>; Myas, James <MyasJ@bouldercolorado.gov>; Bennett, Sarah <BennettS@bouldercolorado.gov>  
**Cc:** Ciesielski, Bethany <CiesielskiB@bouldercolorado.gov>; Weinheimer, Carey <WEINHEIMERC@bouldercolorado.gov>  
**Subject:** RE: Sole Source Request - Input Needed from IT and CAO

Hi All,

I just want to let you know that this is only a 30 day trial and is not a purchase at this time, if that makes a difference. Thanks!

Gina Coluzzi  
Boulder Police Department  
Business Services Manager  
303-441-3326

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**From:** Bannon, Dave <BannonD@bouldercolorado.gov>  
**Sent:** Wednesday, January 26, 2022 11:37 AM  
**To:** Myas, James <MyasJ@bouldercolorado.gov>; Bennett, Sarah <BennettS@bouldercolorado.gov>  
**Cc:** Coluzzi, Gina <ColuzziG@bouldercolorado.gov>; Ciesielski, Bethany <CiesielskiB@bouldercolorado.gov>; Bannon, Dave <BannonD@bouldercolorado.gov>

**Subject:** FW: Sole Source Request - Input Needed from IT and CAO

James and Sarah:

Please see below and the attached regarding a Sole Source Purchase from Flock Safety. From a Purchasing perspective, the product appears to only be available through Flock Safety and is indeed a sole source item. It appears the system contains both a hardware and a software element.

Before moving forward to secure approval from the City Manager, I believe IT and CAO input is needed to ensure we execute this properly:

- James Myas – Does a cybersecurity questionnaire need to be executed before this purchase can be finalized? If so, do you have a cybersecurity questionnaire on file with this company? Attached is what I believe is the latest version of the questionnaire, but please advise if I have an outdated copy. Please advise next steps from your perspective.
- Sarah Bennett – Attached is a Government Agency Customer Agreement from the vendor. The agreement appears to contain licensing and related terms and conditions. Please review and advise if CAO believes this agreement is acceptable or if CAO will need to work with the vendor on an updated licensing agreement before the purchase can be finalized.

I've copied Bethany Ciesielski and Gina Coluzzi on this message so they are aware of these outstanding issues and the request for input.

Thank you

**David Bannon**  
**Purchasing**



**City of Boulder**  
**Finance**

[bannond@bouldercolorado.gov](mailto:bannond@bouldercolorado.gov)

Finance Department  
1136 Alpine | Boulder, CO 80306  
[Bouldercolorado.gov](http://Bouldercolorado.gov)

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**From:** Ciesielski, Bethany <[CiesielskiB@bouldercolorado.gov](mailto:CiesielskiB@bouldercolorado.gov)>

**Sent:** Wednesday, January 26, 2022 11:07 AM

**To:** Bannon, Dave <[BannonD@bouldercolorado.gov](mailto:BannonD@bouldercolorado.gov)>

**Cc:** Coluzzi, Gina <[ColuzziG@bouldercolorado.gov](mailto:ColuzziG@bouldercolorado.gov)>

**Subject:** Sole Source Request

Dave,

Please find attached the request for sole source in the Flock Safety agreement with supporting



documents.

Best,

**Bethany Ciesielski**  
**Executive Assistant**

(pronouns: She/Her/Hers) [What's This?](#)



**City of Boulder**  
**Police**

O: 303-441-3310

[ciesielskib@bouldercolorado.gov](mailto:ciesielskib@bouldercolorado.gov)

Boulder Police Department

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