

SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA



ITEM: 3.41  
(ID # 19654)

**MEETING DATE:**

Tuesday, January 10, 2023

**FROM :** SHERIFF-CORONER-PA:

**SUBJECT:** SHERIFF-CORONER-PA: Approve the Flock Group, Inc. Additional Services Agreement Order Form for Flock Safety License Plate Recognition (LPR) Cameras/Software without seeking competitive bids for one year in the amount of \$100,000 with an option to renew three additional one-year periods in the amount of \$85,000 annually; Third District [Total cost \$355,000; Up to \$35,500 in Additional Compensation]. 100% General Fund.

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Approve the Flock Group Inc. Additional Service Agreement Order Form ("Agreement") for thirty-four (34) Flock Safety License Plate Recognition (LPR) camera annual subscription licenses without seeking competitive bids for one year in the amount of \$100,000 with the option to renew for three additional one-year periods in the amount of \$85,000 annually for a total of \$355,000 through June 30, 2026, and authorize the Chair of the Board to sign the Agreement on behalf of the County; and
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, based on the availability of fiscal funding and as approved as to form by County Counsel to: (a) sign amendments that exercise the options of the Agreement, including modifications of the statement of work that stay within the intent of the Agreement; (b) sign amendments to the compensation provisions that do not exceed the sum total of ten percent (10%) of the total annual cost of the Agreement.

**ACTION:**Policy

*David Lelevier*

David Lelevier, Assistant Sheriff

12/27/2022

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**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Spiegel, seconded by Supervisor Perez and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Jeffries, Spiegel, Washington, Perez and Gutierrez  
Nays: None  
Absent: None  
Date: January 10, 2023  
xc: Sheriff

Kimberly Rector  
Clerk of the Board

By: *Cindy Gandy*  
Deputy

**SUBMITTAL TO THE BOARD OF SUPERVISORS COUNTY OF RIVERSIDE,  
STATE OF CALIFORNIA**

<b>FINANCIAL DATA</b>	<b>Current Fiscal Year:</b>	<b>Next Fiscal Year:</b>	<b>Total Cost:</b>	<b>Ongoing Cost</b>
<b>COST</b>	\$ 100,000	\$ 85,000	\$ 355,000	\$ 0
<b>NET COUNTY COST</b>	\$ 100,000	\$ 85,000	\$ 355,000	\$ 0
<b>SOURCE OF FUNDS: 100% General Fund</b>			<b>Budget Adjustment: No</b>	
			<b>For Fiscal Year: 22/23-25/26</b>	

**C.E.O. RECOMMENDATION:** Approve

**BR: 23-017**

**Prev. Agn. Ref.: 3.4, 08/30/2022; 3.27, 10/19/2021**

**BACKGROUND:**

**Summary**

On October 19, 2021 (Minute Order 3.27), the Board approved the Flock Safety Service Agreement Order Form (Agreement) for two hundred sixty (260) Flock Safety License Plate Recognition (LPR) cameras without seeking competitive bids, extending through June 30, 2026, with an annual amount of \$650,000. The Sheriff's Department recommends the Board approve an increase to the approved sole source limits to cover the additional service agreement for thirty-four (34) Flock Safety License Plate Recognition (LPR) camera annual subscription licenses.

On August 30, 2022, the Board directed the Riverside County Sheriff's Department to initiate work on the Unincorporated Communities Initiative project using the allocated resources from the Unincorporated Communities Fund. The Third District allocated \$100,000 to purchase thirty-four (34) Flock Cameras to be installed throughout unincorporated communities within the District. The additional cameras will be installed within the French Valley area.

Flock Safety is a public safety operating system that helps communities and law enforcement in over one thousand cities work together to eliminate crime, protect privacy, and mitigate bias. Flock cameras capture still images with date, time, and location which can be used during a criminal investigation. The cameras also assist in locating stolen vehicles and alerting law enforcement of vehicles associated with Amber and Silver Alerts.

Other local government agencies currently using Flock Systems include Los Angeles Sheriff's Department, Azusa Police Department, Covina PD, Hemet PD, West Covina PD, City of Beaumont, City of Canyon Lake, City of Cathedral City, City of Corona, City of Desert Hot Springs, City of Hemet, City of Lake Elsinore, City of Menifee, City of Moreno Valley, City of Norco, City of Perris, City of Redlands, City of San Jacinto, City of Temecula, and the City of Wildomar.

**SUBMITTAL TO THE BOARD OF SUPERVISORS COUNTY OF RIVERSIDE,  
STATE OF CALIFORNIA**

Flock Safety is the sole manufacturer and distributor of the Flock Safety License Plate Recognition (LPR) Camera. Flock Safety is also the exclusive provider of comprehensive monitoring, processing, and machine vision services that integrate with the Flock Safety Camera.

**Impact on Residents and Businesses**

The use of Flock Cameras improves public safety and reduces crime by improving the crime solvency rate.

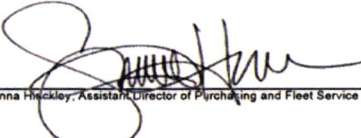
**Additional Fiscal Information**

The Third District allocated \$100,000 to purchase thirty-four (34) Flock Cameras to be installed throughout unincorporated communities in the third district. The Sheriff's Department budget will cover the recurring cost to renew the subscription for \$85,000.

Flock Safety provides a standard government rate of \$2,500 per camera for an annual subscription that is non-negotiable. Thirty-four (34) annual subscriptions will be used to support thirty-four (34) LPR cameras. There are no per-user license fees such as "seat licenses." If a camera suffers from a manufacturer defect, Flock Safety will replace the camera at no additional fee.

**ATTACHMENTS**

- Flock Group Inc. Additional Service Agreement - 3 Copies
- Sole Source Justification

  
Suzanna Hackley, Assistant Director of Purchasing and Fleet Service

12/7/2022

  
Rebecca S Cortez, Principal Management Analyst

12/29/2022

  
Kristine Bell-Valdez, Supervising Deputy County Counsel

12/7/2022

**FLOCK GROUP INC.**  
**ADDITIONAL SERVICES AGREEMENT**

This Agreement combined with the existing agreement referenced in **Exhibit A** describe the relationship between Flock Group Inc. ("**Flock**") and the customer identified below ("**Customer**") (each of Flock and Customer, a "**Party**"). This order form ("**Order Form**") hereby incorporates and includes the terms of the previously executed agreement (the "**Terms**") which describe and set forth the general legal terms governing the relationship (collectively, the "**Agreement**"). The Terms contain, among other things, warranty disclaimers, liability limitations and use limitations.

This additional services Agreement will be effective when this Order Form is executed by both Parties (the "**Effective Date**").

<b>Agency:</b> CA - Riverside County SO	<b>Contact Name:</b> Andy Martinez
<b>Legal Entity Name:</b>	
<b>Address:</b> 4000 Orange St Riverside, California 92501	<b>Phone:</b> (760) 457-9097 <b>E-Mail:</b> aamartin@riversidesheriff.org
<b>Expected Payment Method:</b>	<b>Billing Contact:</b> (if different than above)
<b>Initial Term:</b> 12 months <b>Renewal Term:</b> 12 months	<b>Billing Term:</b> Annual payment due Net 30 per terms and conditions

Sales tax will be added to all fees as applicable. **If your organization is tax exempt, please check this box:**  
**and email your Sales Tax Exemption Certificate to [billing@flocksafety.com](mailto:billing@flocksafety.com).**

JAN 10 2023

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<b>Name</b>	<b>Price/Usage Fee</b>	<b>QTY</b>	<b>Subtotal</b>
Professional Services - Falcon, Standard Implementation	\$350.00	27.00	\$9,450.00
Falcon Camera	\$2,500.00	34.00	\$85,000.00
Professional Services - Falcon/Sparrow, Advanced Implementation	\$750.00	7.00	\$5,250.00


**(Includes one-time fees)**

**Year 1 Total: \$99,700.00**

**Recurring Total: \$85,000.00**

By executing this Order Form, Agency represents and warrants that it has read and agrees to all of the terms and conditions contained in the Terms attached. The Parties have executed this Agreement as of the dates set forth below.

COUNTY OF RIVERSIDE, a political subdivision of the State of California

By:   
KEVIN JEFFRIES, Chairman  
Board of Supervisors

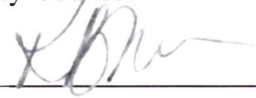
Dated: 1/10/23

ATTEST:


KIMBERLY A. RECTOR  
Clerk of the Board

By:   
Bruna Smith  
Deputy

APPROVED AS TO FORM:  
County Counsel

By:   
for Kristine Bell-Valdez  
Supervising Deputy County Counsel

FLOCK GROUP, INC.

DocuSigned by:  
By:   
Name: Mark Smith  
Title: General Counsel

Dated: 12/1/2022

JAN 10 2023

3.41

**EXHIBIT A**

**This agreement is governed by the terms as set out in this attached agreement that has been previously executed by both parties**



# Riverside County Sheriff's Department

## Chad Bianco, Sheriff-Coroner

4095 Lemon Street • Riverside • California • 92501  
www.riversidesheriff.org

Date: September 20, 2022

From: Will Taylor, Chief Deputy Director of Finance

To: Board of Supervisors

Via: Amanda Bennett, Administrative Services Manager II, 951-955-7645

Subject: Sole Source Procurement; Request for Thirty-Four (34) Additional Flock Safety License Plate Recognition (LPR) Cameras/ Annual License Subscription.

The below information is provided in support of my Department requesting approval for a sole or single source. (*Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole or single source.*)

1. **Supplier being requested:** Flock Safety
2. **Vendor ID:** 0000243058
3. ☐ **Single Source** ☒ **Sole Source**
4. **Have you previously requested and received approval for a sole or single source request for this vendor for your department?**  
☒ **Yes** ☐ **No**  
SSJ# 148566374

- 4a. **Was the request approved for a different project?**
- ☐ **Yes** ☒ **No**

5. **Supply/Service being requested:**

On August 30, 2022, the Riverside County Board of Supervisors (Board) directed the Riverside County Sheriff's Department to initiate work on the Unincorporated Communities Initiative project using the allocated resources from the Unincorporated Communities Fund. The Third District allocated \$100,000 to purchase thirty-four (34) Flock Cameras to be installed throughout unincorporated communities in the Third District. The additional cameras will be installed within the French Valley area.

The Patrol Department and Ben Clark Training Center currently utilizes two hundred sixty (260) Flock Safety License Plate Recognition (LPR) cameras. The Flock Safety Service Agreement Order Form (Agreement) to purchase without seeking competitive bids was approved by the Board of Supervisors on October 19, 2021 (3.27), extending through June 30, 2026, with an annual amount of \$650,000.

Southwest Station is seeking the installation of thirty-four (34) new or like-new refurbished Flock Safety License Plate Recognition (LPR) Falcon cameras on existing poles, or a Flock supplied pole (if required), annual subscription, software user interface, camera implantation, and cellular mounting equipment. Flock Safety will conduct Site Surveys with the agency, in addition to 811 utility clearance before installation. Flock Safety will provide information and supporting documents to obtain the required permits with the required entities. Flock Safety will create a Deployment Plan in collaboration with the Sheriff's Department, detailing the location of the cameras.

**6. Unique features of the supply/service being requested from this supplier.**

Flock Safety provided a sole source letter stating they are the sole manufacturer and developer of the Flock Safety Camera. The Flock Safety letter also stated they are the sole provider of the comprehensive monitoring, processing, and machine vision services that integrate with the Flock Safety Camera.

The Flock Safety LPR camera is the only Law Enforcement Grade LPR System to offer the following combination of features:

- Machine vision to analyze vehicle license plate, vehicle color, and vehicle make and objects (roof rack, unique hub cap, etc.) based on image analytics (not car registration data), which also protects against stolen/removed license plates
- Wireless deployment of license plate reading cameras with integrated cellular connectivity weighing less than 5lbs and powered by a solar panel of 60W or less
- Ability to capture two (2) lanes of traffic simultaneously with a single camera from a vertical mass
- On-device machine processing to limit LTE bandwidth consumption
- Covert industrial design for minimizing visual pollution
- Machine vision to detect persons, animals, vehicles, state of license plate
- Ability to 'Save Search' based on the description of vehicles using our patented Vehicle Fingerprint Technology without the need for a license plate and set up alerts based on the vehicle description
- Web-based footage retrieval tool with filtering capabilities such as vehicle color, partial/full license plate, and object detection
- Web-based push alerts for hot plates with the capability of plate state-match.
- No user license fees such as "seat licenses"
- Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues
- Ability to capture and process 30,000 vehicles per day with a single camera powered exclusively by solar power
- Direct integration with Axon Evidence.com
- Privacy controls to enable certain vehicles to 'opt-out' of being captured
- Utilizes motion capture to start and stop recording with machine learning and artificial intelligence, which allows Flock Safety to capture vehicle characteristics without the need for a reflective license plate

- Flock Safety is the only fully integrated LPR one-stop solution from the production of the camera to delivery and installation

Flock Safety focuses on objective evidence (vehicles and license plates) by capturing car features; make, model, color, license plate and state, and timestamp. This feature ensures that people's privacy is protected by eliminating facial recognition technology and recording any personally identifiable information such as names, addresses, or phone numbers. The Department will own its data; data generated from Flock Safety is not sold to third parties. The camera footage is stored, secured, and encrypted in AWS Government Cloud and automatically deleted every thirty (30) days on a rolling basis. The camera only takes photos, and there is no live feed. The system is not monitored nor used for surveillance purposes.

Through AI and Machine Learning technology, Flock LPR Cameras scan each image for distinguishing features instead of traditional metal plates. Flock Safety increases vehicle images, provides more accurate reads than traditional LPR cameras, and deters crime. The cameras detect vehicles with no plates, temporary plates, or dirty/covered plates and allow the user to search by vehicle type, make, model, color, timeframe, or plate detail. Traditional LPR cameras are triggered by infrared technology that miss vehicles associated with the amount of reflectivity of the plate, older/dirtier tags, and dealer-provided paper plates. Flock cameras protect the County and citizens while providing unbiased investigative leads to the Sheriff's Department.

**7. Reasons why my department requires these unique features from the vendor and what benefit will accrue to the county:**

Flock Safety's public safety operating system is an excellent tool to help serve the communities within the Riverside County Sheriff's Department region by eliminating crime, protecting privacy, and mitigating bias more efficiently. Flock cameras capture still images with date, time, and location, which will assist during a criminal investigation. The cameras will also assist in locating stolen vehicles and alerting law enforcement of vehicles associated with Amber and Silver Alerts.

Other local government agencies currently using Flock Systems include Los Angeles Sheriff's Department, Azusa Police Department PD, Covina PD, Hemet PD, West Covina PD, City Beaumont, City of Canyon Lake, City of Cathedral City, City of Corona, City of Desert Hot Springs, City of Hemet, City of Lake Elsinore, City of Menifee, City of Moreno Valley, City of Norco, City of Perris, City of Redlands, City of San Jacinto, City of Temecula, and the City of Wildomar.

**8. Period of Performance:** From: 08/01/2022 to 06/30/2027  
(Total number of years: 5)

Is this an annually renewable contract? ☐ No ☒ Yes  
Is this a fixed-term agreement: ☒ No ☐ Yes

**9. Identify all costs for this requested purchase. In addition, please include any single or sole source amounts previously approved and related to this project and vendor in the section designated below for current and future fiscal years. You do not need to include previous fiscal year amounts. If approval is for multiple years, ongoing costs must be identified below. If annual increases apply to ongoing costs such as CPI or other contract increases, provide the estimated annual cost for each consecutive year. If the annual increase may exceed the Purchasing Agent's authority, Board approval must be obtained.**

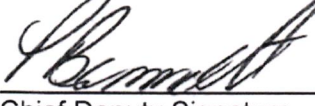
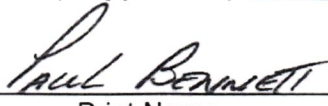
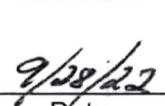
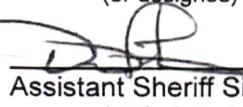
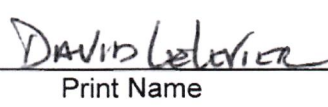
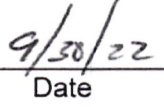
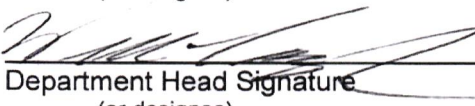


Description:	FY22/23	FY23/24	FY24/25	FY25/26	Total
<b>One-time Costs:</b>	<b>15,986</b>				<b>15,986</b>
(27) Professional Services - Falcon, Standard Implementation	9,450				9,450
(7) Professional Services - Falcon/Sparrow, Advanced Implementation	5,250				5,250
8.75% Use Tax	1,286				1,286
<b>Ongoing Costs:</b>	<b>93,500</b>	<b>93,500</b>	<b>93,500</b>	<b>93,500</b>	<b>374,000</b>
(34) Flock Falcon Camera Usage Fee	85,000	85,000	85,000	85,000	425,000
10% Contingency	8,500	8,500	8,500	8,500	34,000
<b>Previous SSJ Approved Amounts:</b>	<b>715,000</b>	<b>715,000</b>	<b>715,000</b>	<b>715,000</b>	<b>2,860,000</b>
148566374 (9/14/2021)	715,000	715,000	715,000	715,000	2,860,000
<b>Total Costs</b>	<b>824,486</b>	<b>808,500</b>	<b>808,500</b>	<b>808,500</b>	<b>3,249,986</b>

**10. Price Reasonableness:**

Flock Safety provides a standard government rate of **\$2,500 per camera** for an annual subscription that is non-negotiable. Thirty-four (34) yearly subscriptions support thirty-four (34) Flock Safety cameras. There are no per-user license fees such as "seat licenses." If a camera suffers from a manufacturer defect, Flock Safety will replace the camera at no additional cost. A 10% compounded increase was added as a contingency for any possible price increases that align with the Consumer Price Index.

The Third District allocated \$100,000 to purchase thirty-four (34) Flock Cameras to be installed throughout unincorporated communities in the Third District. The Sheriff's Office will cover the recurring cost of renewing the subscription for \$85,000.

**11. Projected Board of Supervisor Date (if applicable):** October 18, 2022

		
Chief Deputy Signature (or designee)	Print Name	Date
		
Assistant Sheriff Signature (or designee)	Print Name	Date
		
Department Head Signature (or designee)	Print Name	Date

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**The section below is to be completed by the Purchasing Agent or designee.**

Purchasing Department Comments:

**Approve**

**Approve with Condition/s**

**Disapprove**

Condition/s:

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**Not to exceed:**      Approved as stated in chart above. SH

☐ **One-time**    \$ \_\_\_\_\_

☐ **Annual Amount** \$ \_\_\_\_\_ / per fiscal year through \_\_\_\_\_ (date)  
*(If Annual Amount Varies each FY)*

FY \_\_\_\_\_ : \$ \_\_\_\_\_  
FY \_\_\_\_\_ : \$ \_\_\_\_\_  
FY \_\_\_\_\_ : \$ \_\_\_\_\_  
FY \_\_\_\_\_ : \$ \_\_\_\_\_  
FY \_\_\_\_\_ : \$ \_\_\_\_\_



Suzanna Hinckley, Assistant Director

23-063

**Purchasing Agent**

**Date**

**Approval Number**

(Reference on Purchasing Documents)