

## **RESOLUTION 67-2024**

### **A RESOLUTION AUTHORIZING THE MAYOR TO SIGN AN AGREEMENT BETWEEN FLOCK SAFETY AND THE CITY OF MT. JULIET POLICE DEPARTMENT FOR THE LICENSE PLATE READER PROGRAM**

**WHEREAS**, the Board of Commissioners of the City of Mt. Juliet desires to maintain a high level of safety for the citizens and the officers of the Police Department, and

**WHEREAS**, the Police Department currently utilizes a license plate reader (LPR) program; and

**WHEREAS**, the Police Department is transitioning to a new vendor for the LPR program; and

**WHEREAS**, the funds budgeted in the FY2024-2025 budget are adequate to support the vendor change; and


**WHEREAS**, this transition is set to begin in December 2024 upon approval of this agreement; and

**WHEREAS**, this transition will provide a better product, software suite and additional camera technology to assist in detecting known criminal activity and enhance reactive investigations to solve crimes;

**NOW, THEREFORE, BE IT RESOLVED** by the City of Mt. Juliet, Wilson County, Tennessee as follows:


1. The Mayor is hereby authorized to sign the agreement with Flock Safety.
2. In the event of conflict between this resolution or any part hereof, and the whole or part of any existing resolution of the City, the conflicting resolution is repealed to the extent of the conflict but no further.
3. If any section, clause, provision or portion of the resolution is held to be invalid or unconstitutional by any court of competent jurisdiction, such holding shall not affect any other section, clause, provision or portion of the resolution.
4. This Resolution shall take effect at the earliest date allowed by law, the public welfare requiring it.

PASSED: 11/25/24

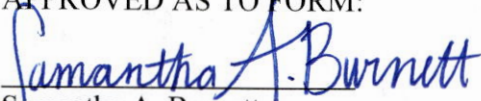
  
James Maness, Mayor

  
Kenneth D. Martin, City Manager

ATTEST:

  
Sheila Lockett, MMC  
City Recorder

APPROVED AS TO FORM:

  
Samantha A. Burnett  
City Attorney



# MT. JULIET POLICE DEPARTMENT

## EXECUTIVE SUMMARY

### Authorize Contract Approval for Flock Vendor in License Plate Reader Program

- 1) Who: Mt. Juliet Police Department
- 2) What: New Vendor for LPR Program
- 3) When: Immediately
- 4) Where: MJPD
- 5) Why: The department is transitioning away from the Rekor vendor for the License Plate Reader (LPR) program and transitioning to the Flock vendor due to a better product, software suite, and additional camera technologies to assist in detecting known criminal activity and enhancing reactive investigations to solve crimes. Initial transition will begin December 2024, with a full transition to be completed in July 2025.
- 6) Costs: There is no change in costs as this is a transition for a complete vendor replacement.
- 7) Line Item: 42100-255 Data Processing has previously budgeted funds to support this effort with the LPR program

Staff Recommendation: Chief Michael Mullins and City Manager Kenny Martin have provided a positive recommendation

Prepared by: Dep. Chief Tyler Chandler

**Flock Safety + TN - Mt Juliet PD**

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

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MAIN CONTACT:  
Alex Guth  
alex.guth@flocksafety.com  
6154175399

flock safety



EXHIBIT A  
**ORDER FORM**

Customer: TN - Mt Juliet PD  
Legal Entity Name: TN - Mt Juliet PD  
Accounts Payable Email: jcothron@mtjuliet-tn.gov  
Address: 1019 Charlie Daniels Pkwy Mount Juliet,  
Tennessee 37122

Initial Term: 18 Months  
Renewal Term: 24 Months  
Payment Terms: Net 30  
Billing Frequency: Annual  
Retention Period: 30 Days

**Hardware and Software Products**

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
<b>Flock Safety Platform</b>			<b>\$24,000.00</b>
<b>Flock Safety Flock OS</b>			
FlockOS™ - Essentials	Included	1	Included
<b>Flock Safety Video Products</b>			
Flock Safety Condor™ PTZ w/ LTE Service -	Included	8	Included

**Professional Services and One Time Purchases**

Item	Cost	Quantity	Total
<b>One Time Fees</b>			
<b>Flock Safety Professional Services</b>			
Condor Professional Services - Standard Implementation Fee -	\$0.00	8	\$0.00

<b>Subtotal Year 1:</b>	\$12,000.00
<b>Annual Recurring Subtotal:</b>	\$24,000.00
<b>Discounts:</b>	\$6,000.00
<b>Estimated Tax:</b>	\$0.00
<b>Contract Total:</b>	\$36,000.00

*The Term for Flock Hardware shall commence upon first installation and validation, except that the Term for any Flock Hardware that requires self-installation shall commence upon execution of the Agreement. In the event a Customer purchases more than one type of Flock Hardware, the earliest Term start date shall control. In the event a Customer purchases software only, the Term shall commence upon execution of the Agreement. Following the Term, the Agreement will not automatically renew; Customer may renew this Agreement for successive renewal terms of the length set forth on the Order Form (each, a "Renewal Term") by providing at least thirty (30) days' written notice to Flock prior to the end of the then-current term. Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer.*

**Special Terms:**

- The Parties agree that the Flock Safety Condors will not be installed until around January 2025.

## **Billing Schedule**

<b>Billing Schedule</b>	<b>Amount (USD)</b>
<b>Year 1</b>	
At Contract Signing	\$12,000.00
<b>Annual Recurring after Year 1</b>	\$24,000.00
<b>Contract Total</b>	\$36,000.00

\*Tax not included

## **Discounts**

<b>Discounts Applied</b>	<b>Amount (USD)</b>
Flock Safety Platform	\$0.00
Flock Safety Add-ons	\$0.00
Flock Safety Professional Services	\$6,000.00

## Product and Services Description

Flock Safety Platform Items	Product Description
Flock Safety Condor™ PTZ w/ LTE Service -	Law enforcement grade live streamed PTZ camera with 30 days of edge storage. VMS included and server free. Installed and maintained by Flock Safety, turn key-no additional software or integrations required.  *Flock provided sim card camera is limited to 25 hours per month of live streaming.
Condor 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.
FlockOS™ - - Essentials	An integrated public safety platform that detects, centralizes and decodes actionable evidence to increase safety, improve efficiency, and connect the community.

## FlockOS Features & Description

FlockOS Features	Description
Community Network Access	The ability to request direct access to feeds from privately owned Flock Safety Falcon® LPR cameras located in neighborhoods, schools, and businesses in your community, significantly increasing actionable evidence that clears cases.
Unlimited Users	Unlimited users for FlockOS
State Network (License Plate Lookup Only)	Allows agencies to look up license plates on all cameras opted into the Flock Safety network within your state.
Nationwide Network (License Plate Lookup Only)	With the vast Flock Safety sharing network, law enforcement agencies no longer have to rely on just their devices alone. Agencies can leverage a nationwide system boasting 10 billion additional plate reads per month to amplify the potential to collect vital evidence in otherwise dead-end investigations.
Law Enforcement Network Access	The ability to request direct access to evidence detection devices from Law Enforcement agencies outside of your jurisdiction.
Time & Location Based Search	Search full, partial, and temporary plates by time at particular device locations
License Plate Lookup	Look up specific license plate location history captured on Flock devices
Vehicle Fingerprint Search	Search footage using Vehicle Fingerprint™ technology. Access vehicle type, make, color, license plate state, missing / covered plates, and other unique features like bumper stickers, decals, and roof racks.
Insights & Analytics	Reporting tool to help administrators manage their LPR program with device performance data, user and network audits, plate read reports, hot list alert reports, event logs, and outcome reports.
ESRI Based Map Interface	Map-based interface that consolidates all data streams and the locations of each connected asset, enabling greater situational awareness and a common operating picture.
Real-Time NCIC Alerts on Flock ALPR Cameras	Receive automated alerts when vehicles entered into established databases for missing and wanted persons are detected, including the FBI's National Crime Information Center (NCIC) and National Center for Missing & Exploited Children (NCMEC) databases.
Unlimited Custom Hot Lists	Ability to add a suspect's license plate to a custom list and get alerted when it passes by a Flock camera

By executing this Order Form, Customer represents and warrants that it has read and agrees all of the terms and conditions contained in the Terms of Service located at <https://www.flocksafety.com/terms-and-conditions>

The Parties have executed this Agreement as of the dates set forth below.

**FLOCK GROUP, INC.**

**Customer: TN - Mt Juliet PD**

By: \_\_\_\_\_

By: 

Name: \_\_\_\_\_

Name: Tyler Chandler on Behalf of City of Mt. Juliet

Title: \_\_\_\_\_

Title: Deputy Chief of Police

Date: \_\_\_\_\_

Date: 11/26/2024

PO Number: 110-41302



**Flock Safety + TN - Mt Juliet PD**

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

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MAIN CONTACT:  
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6154175399

flock safety



EXHIBIT A  
**ORDER FORM**

Customer: TN - Mt Juliet PD  
Legal Entity Name: TN - Mt Juliet PD  
Accounts Payable Email: jcothron@mtjuliet-tn.gov  
Address: 1019 Charlie Daniels Pkwy Mount Juliet,  
Tennessee 37122

Initial Term: 19 Months  
Renewal Term: 24 Months  
Payment Terms: Net 30  
Billing Frequency: Annual  
Retention Period: 30 Days

**Hardware and Software Products**

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
<b>Flock Safety Platform</b>			<b>\$22,800.00</b>
<b>Flock Safety Flock OS</b>			
FlockOS™ - Essentials	Included	1	Included
<b>Flock Safety Bundles</b>			
Dual Solar Falcon® Standard Bundle -	Included	1	Included
<b>Flock Safety LPR Products</b>			
Flock Safety Falcon® -	Included	6	Included
Solar Falcon® -	Included	2	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 -	\$0.00	3	\$0.00
Professional Services - Existing Infrastructure Implementation Fee -	\$0.00	3	\$0.00
Professional Services - Solar Bundle Implementation Fee -	\$0.00	1	\$0.00

<b>Subtotal Year 1:</b>	\$13,300.00
<b>Annual Recurring Subtotal:</b>	\$22,800.00
<b>Discounts:</b>	\$5,200.00
<b>Estimated Tax:</b>	\$0.00
<b>Contract Total:</b>	\$36,100.00

*The Term for Flock Hardware shall commence upon first installation and validation, except that the Term for any Flock Hardware that requires self-installation shall commence upon execution of the Agreement. In the event a Customer purchases more than one type of Flock Hardware, the earliest Term start date shall control. In the event a Customer purchases software only, the Term shall commence upon execution of the Agreement. Following the Term,*

*the Agreement will not automatically renew; Customer may renew this Agreement for successive renewal terms of the length set forth on the Order Form (each, a "Renewal Term") by providing at least thirty (30) days' written notice to Flock prior to the end of the then-current term. Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer.*

**Special Terms:**

- Flock Safety Falcons will not be installed until December 2024.

## **Billing Schedule**

<b>Billing Schedule</b>	<b>Amount (USD)</b>
<b>Year 1</b>	
At Contract Signing	\$13,300.00
<b>Annual Recurring after Year 1</b>	\$22,800.00
<b>Contract Total</b>	\$36,100.00

\*Tax not included

## **Discounts**

<b>Discounts Applied</b>	<b>Amount (USD)</b>
Flock Safety Platform	\$1,900.00
Flock Safety Add-ons	\$0.00
Flock Safety Professional Services	\$3,300.00

## Product and Services Description

Flock Safety Platform Items	Product Description
FlockOS™ - Essentials	An integrated public safety platform that detects, centralizes and decodes actionable evidence to increase safety, improve efficiency, and connect the community.
Flock Safety Falcon® -	Law enforcement grade infrastructure-free (solar power + LTE) license plate recognition camera with Vehicle Fingerprint™ technology (proprietary machine learning software) and real-time alerts for unlimited users.
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 - Existing Infrastructure Implementation Fee -	One-time Professional Services engagement. Includes site and safety assessment of existing vertical infrastructure location, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.
Dual Solar Falcon® Standard Bundle -	Two solar-powered fixed standard-range LPR cameras on the same pole
Solar Falcon® -	Standard range license plate recognition camera with Vehicle Fingerprint™ technology (proprietary machine learning software) and real-time alerts for unlimited users, with LTE
Professional Services - Solar Bundle 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.

## FlockOS Features & Description

FlockOS Features	Description
Community Network Access	The ability to request direct access to feeds from privately owned Flock Safety Falcon® LPR cameras located in neighborhoods, schools, and businesses in your community, significantly increasing actionable evidence that clears cases.
Unlimited Users	Unlimited users for FlockOS
State Network (License Plate Lookup Only)	Allows agencies to look up license plates on all cameras opted into the Flock Safety network within your state.
Nationwide Network (License Plate Lookup Only)	With the vast Flock Safety sharing network, law enforcement agencies no longer have to rely on just their devices alone. Agencies can leverage a nationwide system boasting 10 billion additional plate reads per month to amplify the potential to collect vital evidence in otherwise dead-end investigations.
Law Enforcement Network Access	The ability to request direct access to evidence detection devices from Law Enforcement agencies outside of your jurisdiction.
Time & Location Based Search	Search full, partial, and temporary plates by time at particular device locations
License Plate Lookup	Look up specific license plate location history captured on Flock devices
Vehicle Fingerprint Search	Search footage using Vehicle Fingerprint™ technology. Access vehicle type, make, color, license plate state, missing / covered plates, and other unique features like bumper stickers, decals, and roof racks.
Insights & Analytics	Reporting tool to help administrators manage their LPR program with device performance data, user and network audits, plate read reports, hot list alert reports, event logs, and outcome reports.
ESRI Based Map Interface	Map-based interface that consolidates all data streams and the locations of each connected asset, enabling greater situational awareness and a common operating picture.
Real-Time NCIC Alerts on Flock ALPR Cameras	Receive automated alerts when vehicles entered into established databases for missing and wanted persons are detected, including the FBI's National Crime Information Center (NCIC) and National Center for Missing & Exploited Children (NCMEC) databases.
Unlimited Custom Hot Lists	Ability to add a suspect's license plate to a custom list and get alerted when it passes by a Flock camera

**By executing this Order Form, Customer represents and warrants that it has read and agrees to all of the terms and conditions contained in the Master Services Agreement attached.**

The Parties have executed this Agreement as of the dates set forth below.

**FLOCK GROUP, INC.**

**Customer: TN - Mt Juliet PD**

By: \_\_\_\_\_

By: 

Name: \_\_\_\_\_

Name: Tyler Chandler on Behalf of City of Mt. Juliet

Title: \_\_\_\_\_

Title: Deputy Chief of Police

Date: \_\_\_\_\_

Date: 11/26/2024

PO Number: 110-41302

**Flock Safety + TN - Mt Juliet PD**

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6154175399

**flock safety**



EXHIBIT A  
**ORDER FORM**

Customer:	TN - Mt Juliet PD	Initial Term:	16 Months
Legal Entity Name:	TN - Mt Juliet PD	Renewal Term:	24 Months
Accounts Payable Email:	jcothron@mtjuliet-tn.gov	Payment Terms:	Net 30
Address:	1019 Charlie Daniels Pkwy Mount Juliet, Tennessee 37122	Billing Frequency:	Annual
		Retention Period:	30 Days

**Hardware and Software Products**  
Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
<b>Flock Safety Platform</b>			<b>\$13,500.00</b>
<b>Flock Safety Bundles</b>			
Condor Multidirectional Bundle 270° Fixed + PTZ -	Included	2	Included
<b>Flock Safety Video Products</b>			
Flock Safety Condor™ Fixed Camera w/ LTE Service -	Included	6	Included
Flock Safety Condor™ PTZ w/ LTE Service -	Included	2	Included

**Professional Services and One Time Purchases**

Item	Cost	Quantity	Total
<b>One Time Fees</b>			
<b>Flock Safety Professional Services</b>			
Professional Services - Intersection	\$0.00	2	\$0.00



Implementation Fee -

<b>Subtotal Year 1:</b>	\$4,500.00
<b>Annual Recurring Subtotal:</b>	\$13,500.00
<b>Discounts:</b>	\$2,000.00
<b>Estimated Tax:</b>	\$0.00
<b>Contract Total:</b>	\$18,000.00

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**Special Terms:**

- The Parties agree that the Flock Hardware will not be installed until around March of 2025.

## **Billing Schedule**

<b>Billing Schedule</b>	<b>Amount (USD)</b>
<b>Year 1</b>	
At Contract Signing	\$4,500.00
<b>Annual Recurring after Year 1</b>	\$13,500.00
<b>Contract Total</b>	\$18,000.00

\*Tax not included

## **Discounts**

<b>Discounts Applied</b>	<b>Amount (USD)</b>
Flock Safety Platform	\$0.00
Flock Safety Add-ons	\$0.00
Flock Safety Professional Services	\$2,000.00

## Product and Services Description

Flock Safety Platform Items	Product Description
Condor Multidirectional Bundle 270° Fixed + PTZ -	Multi Directional Mount with 3 Condor Fixed Video Cameras with 270 degree view and PTZ on same pole with 30 days of storage, AC Powered
Professional Services - Intersection 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.
Flock Safety Condor™ Fixed Camera w/ LTE Service -	
Flock Safety Condor™ PTZ w/ LTE Service -	

By executing this Order Form, Customer represents and warrants that it has read and agrees all of the terms and conditions contained in the Terms of Service located at <https://www.flocksafety.com/terms-and-conditions>

The Parties have executed this Agreement as of the dates set forth below.

**FLOCK GROUP, INC.**

**Customer: TN - Mt Juliet PD**

By: \_\_\_\_\_

By: 

Name: \_\_\_\_\_

Name: Tyler Chandler on Behalf of City of Mt. Juliet

Title: \_\_\_\_\_

Title: Deputy Chief of Police

Date: \_\_\_\_\_

Date: 11/26/2024

PO Number: 110-41302