

From: Beckner, David <david.beckner@vsp.virginia.gov>

Sent: Friday, June 24, 2022 8:24 AM

To: Nicholas A. Fico <nafico@newkent-va.us>; Lazear, Peter <peter.lazear@vsp.virginia.gov>; Marilyn Elam <marilyn.elam@vsp.virginia.gov>

Subject: Fwd: New Kent Sheriff's Office Request for HEAT Program Financial Aid

Deputy Fico:

The equipment listed in your attached letter is approved for purchase. Upon completion of your purchase, please send copies of the invoices and receipts for this purchase to me. Reimbursement of the purchase price not to exceed \$10,000 from the HEAT Fund will be processed upon receipt of these documents.

Thank you,

Dave



New Kent Sheriff's Office



J. Joseph (Joe) McLaughlin, Jr. Sheriff

P. O. Box 186
11995 Courthouse Circle
New Kent, VA 23124

Phone (804) 966-9500
Fax (804) 966-5050
Emergency 911

June 23, 2022

Lieutenant Beckner,

I am writing this request in reference to the HEAT Program Financial Aid for Auto Theft Enforcement and Prevention. As the HEAT Coordinator for New Kent County Sheriff's Office I am requesting to apply for this assistance. Our office understands that our request has to be purchased by our agency and reimbursed by this program at a later date, if we are selected. We believe our agency would benefit from four Flock Safety License Plate Cameras. These cameras would assist our agency in combating auto theft, larceny from autos, and catalytic converter thefts, which have been on the rise not only in our jurisdiction, but in the surrounding jurisdictions as well. Our plan is to place these cameras in neighborhoods within our county, to prevent and/or make apprehensions with the above listed crimes. We believe that these cameras will not only make our citizens safer, but make them feel safe as well. Not only would these cameras benefit our agency, but we believe they would assist us in identifying crime trends along our borders to assist other agencies in the area. These cameras will be linked to other agencies in the Commonwealth of Virginia and our database would be available to other law enforcement agencies to assist them in their auto theft cases. Listed below is a break down of what we are requesting. Our agency understands that this funding does not cover yearly fees and maintenance after the initial purchase. Thank you for your time and consideration.

4- Flock Safety License Plate Cameras at \$2,500.00 each for a total of \$10,000.00

Sincerely,

Deputy Nicholas A. Fico

New Kent County Sheriff's Office

An Accredited Agency



COMMONWEALTH OF VIRGINIA

Colonel Gary T. Settle
Superintendent

(804) 674-2000

DEPARTMENT OF STATE POLICE

P. O. Box 27472, Richmond, VA 23261-7472

Lt. Colonel Tracy S. Russillo
Deputy Superintendent

June 6, 2022

Dear Chief/Sheriff

As you are well aware, the theft of motor vehicles and vehicle parts, particularly catalytic converters, has dramatically increased and resulted in millions of dollars in replacement and repair costs to our citizens. Incidents of violent carjackings are also increasing and combating these crimes along with countless others, stretches our resources to the limit. July is National Vehicle Theft Prevention Month and I am pleased to announce an initiative that I hope will help vehicle theft enforcement efforts.

The Help Eliminate Auto Theft (HEAT) program is allocating funds to provide financial support for the auto theft investigation efforts of state and local law enforcement agencies. Financial support of up to **\$10,000** will be awarded to reimburse agencies for the purchase of equipment that will be used for investigating vehicle thefts or promoting the prevention of vehicle theft. Examples of approved equipment may be etching materials used to mark catalytic converters for identification in the event of theft and surveillance cameras or similar equipment to be used in investigations of auto theft cases. To qualify for this funding, an agency must have a least one fulltime investigator whose responsibilities include the investigation of vehicle thefts. **Funding will be allocated on a first come basis.**

To receive this funding, a brief justification letter itemizing the equipment you intend to purchase and the cost of the equipment should be emailed to Lieutenant David Beckner, HEAT Program Administrator, at david.beckner@vsp.virginia.gov. The request will be quickly reviewed and you will be notified via email if the purchase is approved for reimbursement. Once approved and your purchase is completed, submit copies of the payment invoice/receipt to Lieutenant Beckner in the same manner for reimbursement up to the maximum allowable amount.

If you desire additional information regarding this funding opportunity or the HEAT program, please contact Lieutenant David M. Beckner by telephone (804) 840-3957 or the above noted email address.

Your continued support and participation in HEAT initiatives is greatly appreciated.

Sincerely,

A handwritten signature in black ink that reads "Gary T. Settle".

Superintendent



New Kent County

Requisition – Proof of Procurement

Department: Sheriff Office

Date: 7/1/22

Short Description of Requisition: 4 - Falcon Flock Safety LPR Camera

Type of Procurement – Please check only one.

☐ 3 Telephone Quotes (\$2,000 - \$20,000)

☐ 4 Written Quotes (\$20,001 - \$50,000)

Include copies of written quotes

☐ RFP/IFB (Greater than \$50,000)

☐ Cooperative Procurement

Contract # _____

Contract # _____

Include a copy of the RFP & Contract

☒ Sole Source (Include Sole Source Documentation)

☐ Emergency (Include Emergency Documentation)

Include Sole Source Documentation

Include Emergency Documentation

Vendor Information

Vendor 1 – Vendor Chosen to Provide the Requested Goods or Services

Name: Flock Safety Quote: \$ 11,400.00

Vendor 2

Name: _____ Quote: \$ _____

Vendor 3

Name: _____ Quote: \$ _____

Vendor 4

Name: _____ Quote: \$ _____

Additional Notes

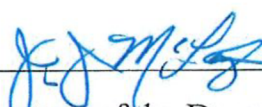
It should be noted that \$10,000 of this purchase will be reimbursed by the Virginia State Police HEAT Program after the purchase is complete and paid for.

APPENDIX 8A

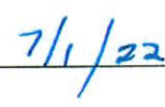
SOLE SOURCE DOCUMENTATION

ALL DOCUMENTATION MUST BE ATTACHED TO THE REQUISITION FORM

- ____ 1. Written determination approved by the County Administrator and/or Board of Supervisors Chairman.
- ____ 2. Approval for sole source.
- ____ 3. Noncompetitive negotiation shall be conducted. The file shall include negotiations.
- ____ 4. Evidence that a determination of price reasonableness was conducted.
- ____ 5. Sole source notice of award posted for purchases over \$5,000.
- ____ 6. Purchase Order or Contract Issued



Signature of the Department Head
Conducting the Procurement



Date

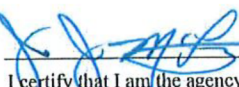
APPENDIX 8B

SOLE SOURCE PROCUREMENT APPROVAL REQUEST GOODS AND SERVICES

All requests for sole source purchases must meet the criteria established under 2.2-4303 E. The County Administrator and/or the Chairman of the Board of Supervisors must sign this form.

Department Name: New Kent Sheriff's Office

Department Head Signature



I certify that I am the agency head or designee and I am authorized to approve this request.

Print Department Head Name: John J. McLaughlin, Jr.

Contact Person: Nancy Lindsey Telephone Number: 804-966-9503

Total Amount of Sole Source: \$ 11,400 Facsimile Number: 804-966-5050

Description of Goods / Services 4 – Falcon Flock Safety LPR Camera

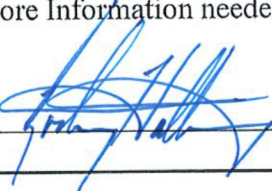
Board of Supervisors

Approved

Disapproved

More Information needed (specify and return to agency)

Signature



Date

7/1/2022

Note: This form must be filed with the contract/purchase order. Agencies and institutions are delegated authority to make contract award after appropriate approval. (Purchase using noncompetitive negotiation.)

APPENDIX 8E

COUNTY OF NEW KENT

NOTICE OF SOLE SOURCE AWARD

DATE OF AWARD: _____

COMMODITY RENEW EXISTING SERVICE: 4 -Falcon Flock Safety LPR Camera

PURCHASE ORDER OR CONTRACT NUMBER: _____

CONTRACTOR(S)/VENDOR(S): Flock Safety

IT HAS BEEN DETERMINED THAT ONLY ONE SOURCE IS PRACTICABLY AVAILABLE FOR THE COMMODITY LISTED ABOVE.

RECORDS FOR THIS PROCUREMENT ARE NOW AVAILABLE FOR INSPECTION.

(PURCHASE OFFICER/CONTRACT OFFICER): 

 7/1/2022

Posted 7/5/22 to 7/15/22. wfu

flock safety

Created Date 6/27/2022

Expiration Date 9/30/2022

Quote Number 00002723

Prepared By Todd Troutman

Contact Name Nick Fico

Phone 7703102987

Phone 804-966-9500

Email todd.troutman@flocksafety.com

Email nafico@newkent-va.us

Bill To Name VA - New Kent County SO

Product	Description	List Price	Sales Price	Quantity	Total Price
Falcon Camera	Law enforcement grade infrastructure-free (solar power + LTE) license plate recognition camera with Vehicle Fingerprint TM technology (proprietary machine learning software) and real-time alerts for unlimited users.	\$2,500.00	\$2,500.00	4.00	\$10,000.00
Professional Services - Falcon, Standard Implementation	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Standard Implementation Service Brief.	\$350.00	\$350.00	4.00	\$1,400.00

Total Price \$11,400.00

Recurring Total \$10,000.00

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 and devices are the only Law Enforcement Grade ALPR System to offer the following combination of proprietary features:

1. Patented Vehicle Fingerprint Technology:
 - o Patented proprietary machine vision to analyze vehicle license plate, state recognition, vehicle color, vehicle type, vehicle make and objects (roof rack, bumper stickers, etc.) based on image analytics (not car registration data)
 - o Machine vision to capture and identify characteristics of vehicles with a paper license plate and vehicles with the absence of a license plate
 - o 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
 - o Only LPR provider with "Visual Search" which can transform digital images from any source into an investigative lead by finding matching vehicles based on the vehicle attributes in the uploaded photo
2. Integrated Cloud-Software & Hardware Platform:
 - o Ability to capture two (2+) lanes of traffic simultaneously with a single camera from a vertical mass
 - o Best in class ability to capture and process up to 30,000 vehicles per day with a single camera powered exclusively by solar power
 - o Wireless deployment of solar powered 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
 - o 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
 - o Utilizes motion capture to start and stop recording without the need for a reflective plate
 - o Motion detection allows for unique cases such as bicycle capture, ATV, motorcycle, etc.
 - o On device machine processing to limit LTE bandwidth consumption
 - o Cloud storage of footage

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- Covert industrial design for minimizing visual pollution
- 3. Transparency & Ethical Product Design:
 - 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
 - Built-in integration with NCMEC to receive AMBER Alerts to find missing children
 - Privacy controls to enable certain vehicles to "opt-out" of being captured
- 4. Integrated Audio & Gunshot Detection:
 - Natively integrated audio detection capabilities utilizing machine learning to recognize audio signatures typical of crimes in progress (e.g., gunshots)
- 5. Partnerships:
 - Flock Safety is the only LPR provider to officially partner with AXON to be natively and directly integrated into Evidence.com
 - Flock Safety is the only LPR provider to be fully integrated into a dynamic network of Axon's Fleet 3 mobile ALPR cameras for patrol cars and Flock Safety's Falcon cameras
 - 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
- 6. Warranty & Service:
 - Lifetime maintenance and support included in subscription price
 - Flock Safety is the only fully integrated ALPR one-stop solution from production of the camera to delivery and installation
 - Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues

Thank you,



Garrett Langley CEO, Flock Safety

flock safety

Created Date 6/27/2022

Expiration Date 9/30/2022

Quote Number 00002723

Prepared By Todd Troutman

Contact Name Nick Fico

Phone 7703102987

Phone 804-966-9500

Email todd.troutman@flocksafety.com

Email nafico@newkent-va.us

Bill To Name VA - New Kent County SO

Product	Description	List Price	Sales Price	Quantity	Total Price
Falcon Camera	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.	\$2,500.00	\$2,500.00	4.00	\$10,000.00
Professional Services - Falcon, Standard Implementation	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Standard Implementation Service Brief.	\$350.00	\$350.00	4.00	\$1,400.00

Total Price \$11,400.00

Recurring Total \$10,000.00

flock safety

Created Date 6/27/2022

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Prepared By Todd Troutman

Contact Name Nick Fico

Phone 7703102987

Phone 804-966-9500

Email todd.troutman@flocksafety.com

Email nafico@newkent-va.us

Bill To Name VA - New Kent County SO

Product	Description	List Price	Sales Price	Quantity	Total Price
Falcon Camera	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.	\$2,500.00	\$2,500.00	4.00	\$10,000.00
Professional Services - Falcon, Standard Implementation	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Standard Implementation Service Brief.	\$350.00	\$350.00	4.00	\$1,400.00

Total Price \$11,400.00

Recurring Total \$10,000.00



**PURCHASE
ORDER
REQUEST**

☐ 3 Telephone Quoted (\$5,000-\$20,000)

☐ Cooperative Procurement Contract #: _____

Include a Copy of the RFP & Contract

☐ 4 Written Quoted (\$20,001-\$50,000)

☐ FP/IFB (greater than \$50,000) Contract #: _____

Include Copies of Written Quotes

Include a Copy of the RFP & Contract

☐ Emergency

☒ Sole Source

Included Emergency Documentation

Total Purchase Order Request: \$

11,400.00

Budget and/or Line Item Number: _____

Budget Year: 23

Brief Description of Item: Falcon Flock Safety License Plate Reader Cameras

Request Date: July 1, 2022

Date Needed By: August 1, 2022

Check Payable to Vendor #1: Flock Group Inc.

Date of Quote: June 27, 2022

Quote Expiration: September 30, 2022

Contact Name: Todd Troutman

Contact Phone: 770-310-2987

Email/Website: todd.troutman@flocksafety.com

Mail Check to This Address: P.O. Box 207576

Dallas, TX 75320-7576

Briefly Explain Use & Where will Item(s) Be Used

Funding from Virginia State Police HEAT Program has given New Kent Sheriff's Office \$10,000.00 towards the purchase of these four cameras. Once the purchase is made, the invoice and receipt will be sent to Virginia State Police and a reimbursement check will be given back to the county. These cameras will be placed throughout the county to best assist the Sheriff's Office to combat numerous crime types to include auto theft and larceny from autos. These cameras record vehicle descriptions, license plates, features, and many more options. It sends this information to a database that the Sheriff's Office and other jurisdictions have access to. These cameras will assist with making apprehensions for crimes committed within the county.

Addition Information (If Applicable)

Sole Source Letter Attached.

Purchaser/Requester Name: Deputy Nicholas Fico #413 New Kent Sheriff's Office

DETAILED DESCRIPTION

Description of Item Ordered	Qty.	Unit Price	Total Vendor 1	Total Vendor 2	Total Vendor 3	Total Vendor 4
Falcon Flock Safety LPR Camera	4	\$ 2,850.00	\$ 11,400.00	\$ -	\$ -	\$ -
		\$ -	\$ -	\$ -	\$ -	\$ -
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Estimated Shipping Charges			\$ -	\$ -	\$ -	\$ -
Total Cost			\$ 11,400.00	\$ -	\$ -	\$ -

Vendor #2:

Date of Quote:

Quote Expiration:

Contact Name:**Contact Phone:**

Email/Website:

Vendor #3:

Date of Quote:

Quote Expiration:

Contact Name:

Contact Phone:

Email/Website:

Vendor #4:

Date of Quote:

Quote Expiration:

Contact Name:

Contact Phone:

Email/Website:



Purchase Order

Fiscal Year 2023

Page: 1 of: 1

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ATTN: SHERIFF'S OFFICE
P.O. BOX 186
NEW KENT, VA 23124
Phone: 804-966-9500

THIS NUMBER MUST APPEAR ON ALL
INVOICES, PACKAGES AND SHIPPING PAPERS.

Purchase Order # **20230030**

Delivery must be made within doors of
specified destination.

V
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FLOCK GROUP INC
1170 HOWELL MILL RD NW
STE 210
ATLANTA, GA 30318
Email: BILLING@FLOCKSAFETY.COM

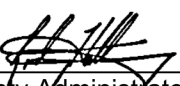
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SHERIFF'S OFFICE
11995 COURTHOUSE CIRCLE
NEW KENT, VA 23124

Vendor Phone Number		Vendor Fax Number	Requisition Number	Delivery Reference			
			23000076				
Date Ordered	Vendor Number	Date Required	Freight Method/Terms		Department/Location		
07/22/2022	2588	07/21/2022			SHERIFF		
Item#	Description/PartNo			QTY	UOM	Unit Price	Extended Price
	Falcon Flock Safety LPR Camera						
1	Falcon Camera: 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.			4.0	EACH	\$2,500.00	\$10,000.00
2	Professional Services -Falcon, Standard Implementation: One-time Professional Services engagement. Included site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Standard Implementation Service Brief.			4.0	EACH	\$350.00	\$1,400.00

The Above Purchase Order Number Must Appear On All
Correspondence - Packing Sheets And Bills Of Lading

By:


County Administrator

VENDOR COPY

Total Ext. Price	\$11,400.00
PO Total	\$11,400.00

1. THE COUNTY OF NEW KENT, VIRGINIA IS NOT RESPONSIBLE FOR MATERIALS, SUPPLIES OR EQUIPMENT DELIVERED WITHOUT AUTHORITY OF ITS WRITTEN ORDER.

2. Do not over ship or substitute. Ship exactly as ordered.

3. All material shipped by freight, express or parcel post, MUST HAVE ALL CHARGES FULLY PREPAID TO POINT OF DELIVERY, unless otherwise arranged for and expressly stated on this order. Store-Door deliveries are not acceptable.

4. Include itemized packing slips with all shipments or deliveries. Show name of DEPARTMENT for whom delivery is intended.

5. Invoices must be rendered on enclosed claim form, on date of COMPLETE SHIPMENT of all materials on this order. Separate billing for partial shipments not allowed unless otherwise arranged for and expressly stated on this order.

6. Use separate claim form for each order. Claim must be itemized in detail. An itemized claim is one set forth in items and in such form that anyone reading same may readily understand the kind, quantity, quality and prices.

7. CASH DISCOUNT TERMS must be indicated on claim form. Time in connection with discount offered will be computed from date of delivery of the materials, equipment and/or supplies at destination, where final inspection and acceptance is made, or from date correct billing on County claim form properly certified by the vendor or contractor is received in the office of Department of Purchase, if the latter date is later than the date of delivery.

8. All materials, supplies and equipment received subject to inspection and acceptance by The County.

9. If unable to fill this order exactly in accordance with description unit and price thereon communicate at once with Department of Purchase for instructions. The County reserves the right to reject and return at shipper's expense any and all materials or supplies delivered which do not conform to our description or specifications.

10. If there is any part of this order you cannot fill promptly or within the time specified, notify the Department of Purchase at once. In case of unreasonable delay in delivery or delivery of goods inferior to those specified, or in case of any other default of the vendor, the Department of Purchase shall have the right at it's option to cancel this order in whole or in part, and the County may procure the goods, or services from other sources, and hold the vendor responsible for any part, and EXCESS COST, EXPENSE AND DAMAGES occasioned thereby.

11. The vendor by accepting this order agrees to assume the defense of and hold THE COUNTY, its agents and its employees, harmless from all suits, costs, expenses, claims and damages arising from the use of the described materials because of actual or alleged infringement of any copy rights, patent or patent right of any invention or any other cause, and vendor represents and warrants that the unit prices charged herein are not higher than any applicable legal maximum prices permitted under existing governmental regulations and are not in excess of those currently charged to other governmental, institutional, or commercial users for similar items, quantities and deliveries.

12. The workmanship, quantities or qualities of goods which are to be paid for hereunder shall be to the satisfaction of the Department of Purchase and before final acceptance by the Department of Purchase all matters of dispute must be adjusted to the mutual satisfaction of the Department of Purchase and the vendor. Determinations and decisions, in case any question shall arise, shall constitute a condition precedent to the right of the vendor to receive any money thereof, until the matter in question is settled.

13. Upon the vendor's acceptance hereof, the vendor agrees to comply with and shall comply with Art. 9 Sec. 10 of the Chapter 472 of the laws of 1922 being Sections 220, 220a and 220b, of the Labor Law and with Chapter 424 of the laws of 1950, Section 22e prohibiting discrimination on account of race, creed, color, or national origin in hiring employees within the State involved in the manufacture of materials, equipment or supplies specified herein, and with Section 5 and 12 of the Lien Law, and with Sec. 109 of the General Municipal Law as to assignment of contracts, and Sec. 108 of the General Municipal Law as to Workmen's Compensation and the vendor shall keep itself fully informed of all municipal ordinances and regulations, State and national Laws in any manner affecting this order and the goods delivered or to be delivered thereunder, and shall at all times observe and comply with said ordinances, laws and regulations at his sole cost and expense.

14. All items delivered on this order are to be new and the manufacture or product of the United States or its territorial possessions, unless otherwise specified.

15. EXCISE AND SALES TAXES: The prices herein should not include any Federal excise taxes or sales taxes imposed by any State or Municipal Government. Such taxes, if included, must be deducted by the vendor when submitting claim for payment.