

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: Sheriff L.S. Bailey

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

Total Amount of Sole Source: \$ 9,000.00 Facsimile Number: 804-966-5050

Description of Goods / Services Existing System Expansion: 3 Flock Safety LPR
Board of Supervisors

Approved

Disapproved

More Information needed (specify and return to agency)

Signature  Date 8/18/2025

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.)

Posted 8-19-25 to 8-29-25 wfu

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

8/18/2025

Date

APPENDIX 8E

COUNTY OF NEW KENT

NOTICE OF SOLE SOURCE AWARD

DATE OF AWARD: _____

COMMODITY RENEW EXISTING SERVICE: Flock Safety.

PURCHASE ORDER OR CONTRACT NUMBER: _____

CONTRACTOR(S)/VENDOR(S): Existing System Expansion: 3 Flock Safety LPR

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): ZS Baw



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. Vehicle Fingerprint Technology®:

- Patented proprietary machine vision to analyze vehicle license plate, state recognition, and vehicle attributes such as color, type, make and objects (roof rack, bumper stickers, etc.) based on image analytics (not car registration data)
- Machine vision to capture and identify characteristics of vehicles with a paper license plate and vehicles with the absence of a license plate
- 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
- 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
- Flock Safety Falcon Flex™: an infrastructure-free, location-flexible license plate reader camera that is easy to self install. Flock Safety Falcon Flex™ ties seamlessly into the Flock Safety® ecosystem with a small and lightweight camera with the ability to read up to 30,000 license plates and vehicle attributes on a single battery charge

2. Integrated Cloud-Software & Hardware Platform:

- Ability to capture two (2+) lanes of traffic simultaneously with a single camera from a vertical mass
- Best in class ability to capture and process up to 30,000 vehicles per day with a single camera powered exclusively by solar power
- 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
- 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

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- 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.
 - On device machine processing to limit LTE bandwidth consumption
 - Cloud storage of footage
 - 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 Safety® 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. Live Video Integration:
- Ability to apply computer vision to third-party cameras using Flock Safety Wing® LPR, transforming them to evidence capture devices using the same Vehicle Fingerprint® technology offered on the Flock Safety Falcon® ALPR cameras
 - Flock Safety Wing® Livestream integrates live stream traffic cameras, publicly or privately owned livestream security cameras into one cloud-based situational awareness dashboard to increase response time in mission-critical incidents
 - Manage various government intelligence including ALPR, livestream cameras, CAD, automatic vehicle location (AVL) on Flock Safety Wing® Suite
 - Ability to access live and recorded video using Flock Safety Condor™, a subscription video solution which allows officers to remotely view instant replay of downloadable live on-scene video with PTZ controls and 25X optical zoom without the need for additional camera network set-up, installation, or up-keep
6. Situational Awareness:
- FlockOS™ is the world's first and only public safety operating system compatible with Flock Safety™ live streaming fixed and PTZ Condor camera, Flock Safety Raven™ gunshot audio detection, while seamlessly integrating first and

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third-party data across video, LPR, and audio to deliver real-time intelligence and retroactive crime solving in a single-pane real-time crime center

- o Ability to enhance situational awareness capacity by layering all intelligence streams onto the FlockOS™ ESRI-based map
- o FlockOS™ features Flock Safety™ unique Real-Time Routing feature that analyzes various data sources to determine where a suspect vehicle has been and its' direction of travel providing users with possible outcomes based on a confidence threshold

7. Partnerships:

- o Flock Safety® is the only LPR provider to officially partner with AXON to be natively and directly integrated into Evidence.com
- o 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 Falcon® cameras
- o 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

8. Warranty & Service:

- o Lifetime maintenance and support included in subscription price
- o Flock Safety® is the only fully integrated ALPR one-stop solution from production of the camera to delivery and installation
- o Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues

Thank you,



Garrett Langley CEO, Flock Safety®

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INVOICE

Flock Group Inc dba Flock Safety
www.flocksafety.com

Invoice Number INV-71348
Invoice Date: 8/8/2025
Due Date: 9/7/2025
Payment Terms: Net 30
PO#:

Bill To: VA - New Kent County SO
P.o. Box 186 New Kent, Va 231240186
New Kent, Virginia, 23124

Ship To: VA - New Kent County SO
P.o. Box 186 New Kent, Va
231240186
New Kent, Virginia 23124

Billing Company Name: VA - New Kent County SO
Billing Contact Name: Nancy Lindsey
Billing Email Address: nclindsey@newkent-va.us

Payment Terms: Net 30
Contracted Billing Structure: Annual - First Year at Signing

Notes: VA - New Kent County SO - LPR Expansion - HEAT: Year 1 of 12 Month Term

Please note a minor change to our invoices starting February 1, 2025 updating product/SKU names listed in each line item. This change is only to naming conventions and will not affect the products, functionality, or services you receive from Flock Safety. Please update your payment system to reflect these new product/SKU names as needed.

ITEMS	QTY	UNIT PRICE	SALES TAX	TOTAL
Flock Safety LPR, fka Falcon	3	\$3,000.00	\$0.00	\$9,000.00

Unless otherwise noted on the Order Form, the Term shall commence upon first installation and validation of Flock Hardware.
Link to Location of Services: <https://planner.flocksafety.com/public/de231192-542b-4e75-b39d-ed80b04081d6>

Subtotal: \$9,000.00
Sales Tax: \$0.00
Credit: \$0.00
Payments: \$0.00
Balance Due: \$9,000.00

If you have questions about your invoice or need to update your billing contact information, please email billing@flocksafety.com or call 866-901-1781, option 3.

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INVOICE

Flock Group Inc dba Flock Safety
www.flocksafety.com

Invoice Number INV-71348
Invoice Date: 8/8/2025
Due Date: 9/7/2025
Payment Terms: Net 30
PO#:

Payment Remittance Information

Pay by Check:

Payable to: Flock Group Inc
Memo: INV-71348
Mail to: PO Box 121923
Dallas, TX 75312-1923

If paying by check, please include the remittance slip below.

Pay by ACH:

Account Legal Name: Flock Group Inc.
Account Number: 3302113966
Account Type: Checking
Routing / SWIFT Code: 121140399 / SVBKUS6S

If paying by ACH, please include your invoice number in the memo section of the ACH transfer request.

Please be aware that failure to pay the invoice by the due date may result in an interest penalty or disconnection of service, as specified in your contract.

COPY

.....
Detach and Return with Payment

Make Checks Payable to: Flock Group Inc

If sending via Flock Group Inc
USPS: PO Box 121923
Dallas, TX 75312-1923

Or

If sending via Flock Group Inc
UPS, FedEx or 891923
USPS: 885 East Collins Boulevard,
Suite 110
Richardson, TX 75081

Account: VA - New Kent County SO

Invoice # INV-71348

Amount Due: \$9,000.00

Amount Enclosed: \$ _____



New Kent County

Requisition – Proof of Procurement

Department: Sheriff Office

Date: 8/18/25

Short Description of Requisition: Existing System Expansion: 3 additional Flock Safety LPR, Falcon

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 Group, Inc. Quote: \$ 9,000.00

Vendor 2

Name: _____ Quote: \$ _____

Vendor 3

Name: _____ Quote: \$ _____

Vendor 4

Name: _____ Quote: \$ _____

Additional Notes

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

☐ **Cooperative Procurement Contract #:** _____

Include a Copy of the RFP & Contract

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

Include Copies of Written Quotes

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

Include a Copy of the RFP & Contract

☐ **Emergency**

Included Emergency Documentation

☒ **Sole Source**

Total Purchase Order Request: \$

9,000.00

Budget and/or Line Item Number: HEAT GRANT

13312000 - 408001 - 12014 **Budget Year:** 25-26

Brief Description of Item: Flock Safety LPR Falcon Cameras

Request Date: August 11, 2025

Date Needed By: September 7, 2025

Check Payable to Vendor #1: Flock Group Inc

Date of Quote: August 8, 2025

Quote Expiration: 0907/2025

Contact Name: Shayne MacGregor

Contact Phone: 4344206138

Email/Website: shane.macgregor@flocksafety.com

Mail Check to This Address: P.O. Box 121923

Dallas, TX 775312-1923

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

To be purchased under the VSP HEAT grant for the purposes of locating stolen automobiles in the County of New Kent

Addition Information (If Applicable)

Sole Source Letter

Purchaser/Requester Name: Chief Deputy Joey McLaughlin

/ Nick Fico

DETAILED DESCRIPTION

[illegible]

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 2026

Page: 1 of: 1

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

Purchase Order # **20260175**

Delivery must be made within doors of
specified destination.

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

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

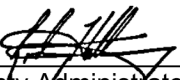
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SHERIFF'S OFFICE
11995 COURTHOUSE CIRCLE
NEW KENT, VA 23124

Vendor Phone Number		Vendor Fax Number	Requisition Number	Delivery Reference		
			26000201			
Date Ordered	Vendor Number	Date Required	Freight Method/Terms		Department/Location	
09/03/2025	2588				SHERIFF	
Item#	Description/PartNo		QTY	UOM	Unit Price	Extended Price
1	FLOCK SAFETY LPR, FKA FALCON		3.0	EACH	\$3,000.00	\$9,000.00
	VA-New Kent County SO - LPR Expansion - HEAT: year 1 of 12 Month Term					

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

By:


County Administrator

VENDOR COPY

Total Ext. Price	\$9,000.00
PO Total	\$9,000.00

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.