

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 Zs B

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: \$ 12,000 Facsimile Number: 804-966-5050

Description of Goods / Services ANNUAL: Phase 2-Renew Existing Flock Safety Falcon
(infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint technology to
capture vehicular attributes) for 4 platforms 1/5/25-11/5/26

Board of Supervisors

Approved

Disapproved

More Information needed (specify and return to agency)

Signature [Signature] Date 11-13-2025

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 11-13-25 to 11-23-25 wfw

October 23, 2024

2024 Sole Source Letter for Flock Safety® Public Safety Solutions

Flock Safety® LPR Video Cameras

Flock Safety® is the sole manufacturer, developer, and distributor of the Flock Safety Condor™ and Flock Safety Wing® license plate recognition ("LPR") video cameras.

Flock Safety Condor™ Fixed

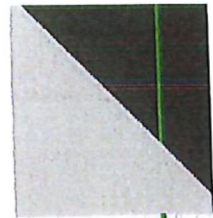
- Fixed, live, and record video ideal for building exteriors and city streets
- Available with AC or solar power
- Subscription-based live and recorded video solution, including hardware, cellular, installation, ongoing maintenance, and a cloud-based video management system, which allows officers to remotely view instant replay of downloadable live on-scene video with pan-tilt-zoom ("PTZ") controls and 25X optical zoom without the need for additional camera network set-up, installation, or up-keep
- Improves safety with live and recorded video for enhanced situational awareness and case clearance

Flock Safety Condor™ PTZ

- Live and recorded video with remote PTZ controls ideal for open areas such as intersections or parks
- Subscription-based live and recorded video solution, including hardware, cellular, installation, ongoing maintenance, and a cloud-based video management system, 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
- Improves safety with live and recorded video for enhanced situational awareness and case clearance

Flock Safety Wing®

- Allows customers to easily integrate third-party LPR and video cameras into FlockOS® for a seamless workflow
- Ability to apply computer vision to third-party cameras, transforming them into evidence capture devices using the same Vehicle Fingerprint® technology offered on the Flock Safety Falcon® automated license plate recognition ("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



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- Manage various government intelligence including ALPR, livestream cameras, computer-aided dispatch ("CAD"), automatic vehicle location ("AVL") on Flock Safety Wing® suite
- Ability to access live and recorded video using Flock Safety Condor™

The Flock Safety® LPR video cameras listed above are the only Law Enforcement Grade LPR video cameras to offer the following combination of proprietary features:

- **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 Flock's 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
- **Integrated Cloud-Software & Hardware Platform**
 - Best in class ability to capture and process up to 30,000 vehicles per day with a single device 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
 - 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
 - All images and metadata is encrypted throughout its entire lifecycle from on-device to storage in Flock's US-based CJIS-compliant cloud
 - Cloud storage of footage
 - Covert industrial design for minimizing visual pollution
- **Transparency & Ethical Product Design**



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- One-of-a-kind "Transparency Portal," a 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 National Center for Missing & Exploited Children ("NCMEC") to receive AMBER Alerts to find missing children
 - Privacy controls to enable certain vehicles to "opt-out" of being captured
-
- **Integrated Audio & Gunshot Detection**
 - Ability to pair with Flock Safety Raven® audio detection device, which has natively integrated audio detection capabilities utilizing machine learning to recognize audio signatures typical of crimes in progress (e.g., gunshots)
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- **Live Video Integration**
 - Ability to apply computer vision to third-party cameras using the Flock Safety Wing® LPR video camera, transforming them into 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.
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- **Situational Awareness**
 - FlockOS® is the world's first and only public safety operating system compatible with Flock Safety® LPR video cameras, including Flock Safety Condor™ live streaming fixed and Flock Safety Condor™ PTZ video cameras, and the Flock Safety Raven® audio detection device, while seamlessly integrating first and 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
 - Ability to enhance situational awareness capacity by layering all intelligence streams onto the FlockOS® ESRI-based map
 - 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



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- **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 device to delivery and installation
- Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues

- **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 Fleet® 3 mobile ALPR cameras for patrol cars and Flock Safety's Falcon® cameras
- Access to additional cameras purchased by Flock's HOA and private business partners, means an ever-increasing amount of cameras and data at no additional cost

Thank you,

Garrett Langley CEO, Flock Safety®



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INVOICE

Flock Group Inc dba Flock Safety
www.flocksafety.com

Invoice Number INV-78792
Invoice Date: 11/10/2025
Due Date: 12/10/2025
Payment Terms: Net 30
PO#:

Bill To: VA - New Kent County SO
P.o. Box 186
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

11/2025 - 11/2026

Notes: Renewal - VA - New Kent County SO - Phase 2 (ARPA Grant): Year 1 of 24 Month Term, 2025 - 2026

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	4	\$3,000.00	\$0.00	\$12,000.00

Unless otherwise noted on the Order Form, the Term shall commence upon first installation and validation of Flock Hardware.
Link to Location of Services:

Subtotal: \$12,000.00
Sales Tax: \$0.00
Credit: \$0.00
Payments: \$0.00
Balance Due: \$12,000.00

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.

APPENDIX 8A

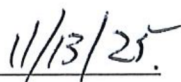
SOLE SOURCE DOCUMENTATION

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 8E

COUNTY OF NEW KENT

NOTICE OF SOLE SOURCE AWARD

DATE OF AWARD: _____

COMMODITY RENEW EXISTING SERVICE: ANNUAL; Phase 2-Renew Existing Flock Safety Falcon
(infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint technology to capture vehicular
attributes) for 4 platforms 1/5/25-11/5/26.

PURCHASE ORDER OR CONTRACT NUMBER: _____

CONTRACTOR(S)/VENDOR(S): Flock Group, Inc..

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): 



New Kent County

Requisition – Proof of Procurement

Department: Sheriff Office

Date: 11/12/25

Short Description of Requisition: ANNUAL: Phase 2-Renew Existing Flock Safety Falcon
(infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint technology to
capture vehicular attributes) for 4 platforms 1/5/25-11/5/26

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: \$ 12,000

Vendor 2

Name: _____ Quote: \$ _____

Vendor 3

Name: _____ Quote: \$ _____

Vendor 4

Name: _____ Quote: \$ _____

Additional Notes

Purchase Order

Fiscal Year 2026

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 # **20260298**

Delivery must be made within doors of
specified destination.

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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		
			26000349			
Date Ordered	Vendor Number	Date Required	Freight Method/Terms		Department/Location	
11/25/2025	2588				SHERIFF	
Item#	Description/PartNo		QTY	UOM	Unit Price	Extended Price
	PHASE 2 RENEWAL: 4 FLOCK SAFETY PLATFORMS					
1	PHASE 2 EXISTING ANNUAL RENEWAL 11/5/25-11/5/26: 4 FLOCK SAFETY FALCON (INFRASTRUCTURE-FREE LICENSE PLATE READER CAMERA THAT UTILIZES VEHICLE FINGERPRINT TECHNOLOGY TO CAPTURE VEHICULAR ATTRIBUTES) FOR 4 PLATFORMS Cost for FY26 until 11/5/2025-6/30/26		8.0	MONT	\$1,000.00	\$8,000.00
2	PHASE 2 EXISTING ANNUAL RENEWAL 11/5/25-11/5/26: 4 FLOCK SAFETY FALCON (INFRASTRUCTURE-FREE LICENSE PLATE READER CAMERA THAT UTILIZES VEHICLE FINGERPRINT TECHNOLOGY TO CAPTURE VEHICULAR ATTRIBUTES) FOR 4 PLATFORMS Cost for FY27 7/1/206-11/5/2026		4.0	EACH	\$1,000.00	\$4,000.00

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

By:

County Administrator

VENDOR COPY

Total Ext. Price	\$12,000.00
PO Total	\$12,000.00

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.