



Purchase Order

Fiscal Year 2026

Page: 1 of: 1

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

Purchase Order # **20260362**

Delivery must be made within doors of specified destination.

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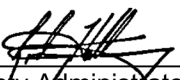
FLOCK GROUP INC
1170 HOWELL MILL RD NW
STE 210
ATLANTA, GA 30318
Email: BILLING@FLOCKSAFETY.COM

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PARKS & RECREATION
11809 NEW KENT HIGHWAY
SUITE 4
NEW KENT, VA 23124

Vendor Phone Number		Vendor Fax Number	Requisition Number	Delivery Reference		
			26000410			
Date Ordered	Vendor Number	Date Required	Freight Method/Terms		Department/Location	
01/29/2026	2588				PARKS AND RECREATION	
Item#	Description/PartNo		QTY	UOM	Unit Price	Extended Price
1	PHASE 1 - PARK PROJECT: YEAR 1 OF 24 MONTH TERM FLOCK RENEWAL OPPORTUNITY - PHASE 1 - PARK PROJECT: YEAR 1 OF 24 MONTH TERM, 2025-2026 GL Account: 11711000 - 406012 Deliver To: PARKS & RECREATION 11809 NEW KENT HIGHWAY SUITE 4 NEW KENT, VA 23124 ***** GL SUMMARY ***** 11711000 - 406012 \$6,000.00		1.0	EACH	\$6,000.00	\$6,000.00

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

By: 
County Administrator

COUNTY COPY

Total Ext. Price	\$6,000.00
PO Total	\$6,000.00



New Kent County

Requisition – Proof of Procurement

Department: Parks and Recreation

Date: 1/28/26

Short Description of Requisition: FLOCK SAFETY CAMERAS FOR PINE FORK PARK

Type of Procurement – Please check only one.

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

☐ RFP/IFB (Greater than \$50,000)

Contract # _____

☐ Cooperative Procurement

Contract # _____

Include a copy of the RFP & Contract

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

Include copies of written quotes

☐ Professional Services less than \$80,000

Greater than \$30,000 requires BOS approval

☐ Emergency *(Include Emergency Documentation)*

Include Emergency Documentation

☒ Sole Source *(Include Sole Source Documentation)*

Include Sole Source Documentation

Vendor Information

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

Name: FLOCK SAFETY Quote: \$ 6000.00

Vendor 2

Name: _____ Quote: \$ _____

Vendor 3

Name: _____ Quote: \$ _____

Vendor 4

Name: _____ Quote: \$ _____

Additional Notes

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 Bailey

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

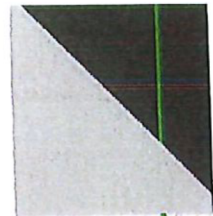
- Fixed, live, and record video ideal for building exteriors and city streets
- Available with AC or solar power
- Subscription-based live and recorded video solution, including hardware, cellular, installation, ongoing maintenance, and a cloud-based video management system, which allows officers to 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)
-
- **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.
-
- **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

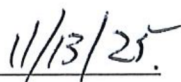
SOLE SOURCE DOCUMENTATION

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): 



INVOICE

Flock Group Inc dba Flock Safety
www.flocksafety.com

Invoice Number INV-80913
Invoice Date: 12/5/2025
Due Date: 1/4/2026
Payment Terms: Net 30
PO#:
W-9 Form [\[Download\]](#)
Certificates of Insurance [\[Download\]](#)

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

Notes: Renewal Opportunity - Phase 1 - Park Project: 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 Video Camera PTZ w/ LTE Service, fka Condor	1	\$3,000.00	\$0.00	\$3,000.00
Flock Safety LPR, fka Falcon	1	\$3,000.00	\$0.00	\$3,000.00

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:	\$6,000.00
Sales Tax:	\$0.00
Credit:	\$0.00
Payments:	\$0.00
Balance Due:	\$6,000.00

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



INVOICE

Flock Group Inc dba Flock Safety
www.flocksafety.com

Invoice Number: INV-80913
Invoice Date: 12/5/2025
Due Date: 1/4/2026
Payment Terms: Net 30
PO#:

Payment Remittance Information

Pay by Check:

Payable to: Flock Group Inc
Memo: INV-80913
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.

.....
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-80913

Amount Due: **\$6,000.00**

Amount Enclosed: \$ _____