



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: August 18, 2025

To: Frank A. Nastasi, City Manager

From: Robert J. Bruner, Deputy City Manager
Chris Wilson, Assistant City Manager
Rob Maleszyk, Chief Financial Officer
Kyle Vieth, Controller
Josh Jones, Chief of Police
Nathan Gobler, Police Captain
Emily Frontera, Purchasing Manager

Subject: Bid Waiver: Flock Safety ALPR Camera System, Troy Police Department

History

Automated license plate readers (ALPR) are high-speed, computer-controlled camera systems that are typically mounted on street poles, streetlights, highway overpasses, mobile trailers, as well as attached to Police vehicles. ALPR's automatically capture all license plate numbers that come into view, along with the location, date, and time.

On March 13, 2023, City Council approved the purchase of Flock Safety ALPR to be implemented in City of Troy under Resolution #2023-03-040. The original resolution approved a two-year contract through OMNIA Partners Cooperative Purchasing Contract #4400006644.

On April 1, 2023, Flock Safety introduced a new pricing model for their ALPR products. The City of Troy was able to complete an agreement with Flock Safety prior to this date and secured a lower yearly cost for the contractual period.

Flock Safety contacted the Troy Police Department regarding the upcoming expiration of the contractual period for Flock Safety ALPR. Flock Group, Inc. offered a new contract for a five-year period, which would avoid price increases that were initiated on April 1, 2023. The new contract would replace OMNIA Partners Cooperative Purchasing Contract #4400006644.

There is a state bid contract through MiDEAL for Flock Group products. However, a review of the quote presented directly through Flock Group would result in significant savings. The estimated savings on contracting directly through Flock Group is \$29,000 annually or \$145,000 in total for the five-year contract.

Since the implementation of Flock Safety ALPR in July 2023, Flock cameras have played a critical role in the identification of stolen vehicles and the resolution of criminal investigations. As a result of Flock ALPR notifications, the Troy Police Department had the following activity:



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM

History (continued)

- (60) Traffic stops based on notifications for vehicles involved in felony-related activity.
- (29) Recovered Stolen Vehicles
- (31) Arrests based on Flock ALPR notifications
- Multiple suspect vehicles identified as a result of Flock ALPR cameras

Purchasing

- Pricing of the ALPR cameras from *Flock Group, Inc. of Atlanta, GA* would be an estimated total cost of \$347,500 for the five-year contract as detailed in the attached quote.
- Flock Safety is the sole provider of proprietary public safety technology solution specifically designed for use by law enforcement, communities, and private entities to increase safety and reduce crime. This includes Vehicle Fingerprint Technology that captures the vehicle make, color, type, state of the license plate, vehicles with missing plates, covered plates, paper plates, and over 20 unique vehicle details like roof racks and bumper stickers.
- A renewal agreement directly with *Flock Group, Inc.* will cost \$145,000 less in total as opposed to purchasing through a Cooperative Purchasing Contract.
- It is in the best interest of the City to extend the contract for ALPR cameras directly with *Flock Group, Inc.* for an estimated total cost of \$347,500 (or \$69,500 annually for five years), as detailed in the attached quote.

Financial

- Funds are budgeted and available annually in the operating accounts for the Police Department under Contractual Services General.
- Expenditures will be charged to account number 101.301.11.305.802.070.

Recommendation

City Management recommends, in the best interest of the City, waiving the bid process and approving the 5-year contract with *Flock Group, Inc. of Atlanta, GA* for the Flock Safety ALPR Camera System with for an estimated total cost of \$347,500 or \$69,500 annually for five years as detailed in the attached proposal.

Legal Review

This item was submitted to the City Attorney for review pursuant to City Charter Section 3.17.

Flock Safety + MI - Troy PD

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

MAIN CONTACT:
Connor Christon
connor.christon@flocksafety.com
3105699953

flock safety



EXHIBIT A
ORDER FORM

Customer: MI - Troy PD
Legal Entity Name: MI - Troy PD
Accounts Payable Email: goblernm@troymi.gov
Address: 500 W Big Beaver Troy, Michigan 48084

Initial Term: 60 Months
Renewal Term: 60 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
Flock Safety Platform			\$69,500.00
Flock Safety Platform			
Flock Safety Platform - Essentials	Included	1	Included
Flock Safety LPR Products			
Flock Safety LPR, fka Falcon	Included	25	Included
Flock Safety LPR Flex, fka Falcon Flex	Included	2	Included
Flock Safety FlockOS Add Ons			
Flock Safety Advanced Search	Included	1	Included

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
One Time Fees			

Subtotal Year 1:	\$69,500.00
Annual Recurring Subtotal:	\$69,500.00
Discounts:	\$80,000.00
Estimated Tax:	\$0.00
Contract Total:	\$347,500.00

This Agreement will automatically renew for successive renewal terms of the greater of one year or the length set forth on the Order Form (each, a "Renewal Term") unless either Party gives the other Party notice of non-renewal at least thirty (30) days prior to the end of the then-current term.

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.

Special Terms:

• The Term of this contract shall be from 08/29/2025 - 08/28/2030. This Agreement supersedes any and all previously executed agreement between the Parties, relating to the provision of services by Flock to Customer and any exhibits attached thereto or incorporated therein by reference. Upon execution of this Agreement, all previously executed agreements pertaining to the Services provided shall run coterminous with the Term of this Agreement. In the event

of any overlap in subscription terms and prior invoices, payments will be provided in pro rata credit. Any estimates provided on credits are subject to change based on execution of a new contract.

Billing Schedule

Billing Schedule	Amount (USD)
Year 1	
At Contract Signing	\$69,500.00
Annual Recurring after Year 1	\$69,500.00
Contract Total	\$347,500.00

*Tax not included

Discounts

Discounts Applied	Amount (USD)
Flock Safety Platform	\$62,500.00
Flock Safety Add-ons	\$17,500.00
Flock Safety Professional Services	\$0.00

Product and Services Description

Flock Safety Platform Items	Product Description
Flock Safety Platform - Essentials	An integrated public safety platform that detects, centralizes and decodes actionable evidence to increase safety, improve efficiency, and connect the community.
Flock Safety LPR, fka Falcon	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.
Flock Safety LPR Flex, fka Falcon Flex	Law enforcement grade tactical deployment (portable + LTE) license plate recognition camera with Vehicle Fingerprint TM technology (proprietary machine learning software) and real-time alerts for unlimited users.
Flock Safety Advanced Search	Advanced Search is an optional upgrade for Law Enforcement Grade LPR cameras. Advanced Search includes Convoy Analysis, Multi Geo Search, and Visual Search.

FlockOS Features & Description

FlockOS Features	Description
Community Network Access	The ability to request direct access to feeds from privately owned Flock Safety 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 TM 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.
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 suspects 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: MI - Troy PD

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

PO Number: _____