



**COUNTY OF HENRICO
DEPARTMENT OF FINANCE
PURCHASING DIVISION
CONTRACT EXTRACT
NOTICE OF AWARD/RENEWAL**

DATE:	January 31, 2023
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Automatic License Plate Readers
CONTRACT NUMBER:	2363A
COMMODITY CODE:	208.57
CONTRACT PERIOD:	November 15, 2022 through November 14, 2023
RENEWAL OPTIONS:	Four remaining, through November 14, 2027
USER DEPARTMENT:	Police
Contact Name:	Major Chris Eley
Phone Number:	804-501-7571
Email Address:	ele@henrico.us
HENRICO COOPERATIVE TERMS INCLUDED:	Yes
SUPPLIER: Name:	Flock Group Inc. dba Flock Safety
Address:	1170 Howell Mill Road NW, Ste 210
City, State:	Atlanta, GA 30318
Contact Name:	Dan Mento
Phone Number:	914-350-6506
Email address:	Dan.mento@flocksafety.com
ORACLE SUPPLIER NUMBER:	584676
BUSINESS CATEGORY:	Non-SWaM
PAYMENT TERMS:	Net 30
DELIVERY:	As Needed and Requested
FOB:	Destination
BUYER: Name:	Justin M. Herbaugh, VCA, VCO
Title:	Procurement Analyst II
Phone:	804-501-5680
Email:	Her034@henrico.us

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.

PRICE SCHEDULE – CONTRACT NO. 2363A

Annual Fee, Automatic License Plate Reader Camera (EACH): **\$2,500.00 per year.**

One-Time Installation Fee, Automatic License Plate Reader Camera (EACH): **\$350.00**

Data Storage and Commercial Data for Unlimited Users: **Included at no cost.**

OPTIONAL: Audio Detection Add-On: **\$25,000.00 for One Square Mile.
\$15,000.00 for ½ Square Mile.
\$8,500.00 for ¼ Square Mile.**

OPTIONAL: Wing Product Camera Conversion (EACH): **\$1,500.00 per year.**

Scope of Work:

A. This solution should be a network of fixed site cameras installed and maintained by the chosen Offeror. The following are requirements of the system:

1. The system must leverage solar & battery for power and cellular (LTE) for data communications.
2. The footage must be stored in a secure and encrypted cloud, so the cameras can be quickly and securely accessed from any laptop or phone. The data must be securely stored with a minimum of AES256 encryption.
3. The camera footage must be stored for a minimum of 30 days.
4. The footage must remain property of the Henrico Police Division, who will be able to determine who can have access to review the information.
5. The Successful Offeror cannot sell the data, images or any other information ascertained from the cameras. The Successful Offeror cannot sell or allow access to the system by third parties.
6. The cameras must be able to, at a minimum, capture vehicles traveling up to 75 MPH, day and night, and up to 75 feet away.
7. The technology must uniquely identify the vehicle type, make, and color; and read/store the license plate number.
8. The technology must be able to accept digital images not captured by the system to conduct searches.
9. The system must monitor the cameras' status in real time and at all times, providing immediate notification for problems that arise with the cameras.
10. The cost of maintenance must be included in the original cost. Damaged or stolen cameras will be replaced at the Successful Offeror's cost.
11. Maintenance requests for service must be addressed with a technician on-site within 72 hours, barring extenuating circumstances. The maintenance must occur free of charge.
12. The system must integrate with the FBI's NCIC database of known wanted vehicles.

I. COUNTY RESPONSIBILITIES

The County will designate an individual to act as the County's representative with respect to the work to be performed under this contract. Such individual shall have the authority to transmit instructions, receive information, and interpret and define the County's policies and decisions with respect to the contract.

Q1. How many systems are required?

A1. The Police Division is planning to install 50 to start, but final number of systems will fluctuate based on the Division's needs and appropriated budget.

Q2. If the number of systems is not known does the County expect the vendor to perform a site survey or will locations be given after contract award?

A2. The Police Division will determine locations based on crime trends and patterns.

Q3. Are attachments E and F to be included in the response?

A3. Attachment E and F are not necessary to be included in the response but shall be requested and obtained during the negotiation portion of the RFP process.

Q4. Does the County require the insurance certification prior to selection of the winning bidder?

A4. The certificate of insurance must be provided prior to execution of any resulting contract.

Q5. Within the Scope of Services, item 8 states: "The technology must be able to accept digital images not captured by the system to conduct searches." Is the County seeking the ability to upload your own photos/video of vehicle searches to the vendor's Cloud-based system?

A5. Yes.

Q6. Can you confirm the number of lanes that should be covered by a single camera?

A6. Cameras should be able to cover two (2) lanes at a minimum.

Q7. Can you confirm if the County will be providing poles/power for this project or if they need to be supplied by the vendor?

A7. The County will NOT be providing poles or power for this project. Poles and power solutions will need to be provided by the Successful Offeror.

Q8. Does the County already use another ALPR vendor?

A8. The County currently holds a contract with ELSAG for mobile license plate readers and does not have a contracted vendor for pole-based ALPR systems.

Q9. Can the County provide the locations for existing/new ALPR system?

A9. The existing, contracted ALPR units are mobile based systems.

Q10. Will the County consider a lease option for the pricing of the ALPR system?

A10. Yes. The Division of Police prefer to lease ALPR systems.

Q11. Can the County confirm a budget for this project?

A11. Yes. The Division of Police can confirm the project budget during negotiations with offerors.

Q12. What manner of mounting will Henrico County expect: poles provided by the vendor or use existing structures/poles?

A12. Poles shall be provided by the vendor.

Q13. What roadway safety standards are required for pole and equipment installation?

A13. All necessary permits, engineer drawing, and safety requirements should be obtained and maintained directly by the Successful Offeror and included with product.

- Q14. For installations on VDOT right of way- will Henrico County prepare professional engineer stamped drawings and obtain permissions and permits from VDOT for each location?**
A14. No.
- Q15. Will Henrico County obtain or provide any required permits and permissions for non-VDOT roadways?**
A15. No.
- Q16. Scope of Service page 2, #8 states, “The technology must be able to accept digital images not captured by the system to conduct searches.” Can you please explain further the functionality that is desired?**
A16. Police would prefer the ability to upload images from outside sources (i.e. Ring or commercial surveillance) to be searched to identify vehicle based upon make and/or model.
- Q17. Will the County of Henrico provide the quantity of ALPR cameras to be purchased and the location where they are to be installed?**
A17. Yes.
- Q18. Can you please confirm if there is an actual Pricing tabulation sheet that provides offerors the product quantities to base their proposal on?**
A18. The Division of Police is requesting a “price per unit” to include all necessary preparation, installation, and maintenance.
- Q19. What is the number of vehicles to be detected per day on average?**
A19. Unknown; the number of vehicles will vary based upon traffic conditions. However, it is preferred that there is no limit in scans.
- Q20. Is site survey available or does this have to be done by the provider?**
A20. Site surveys will need to be completed by the Successful Offeror.
- Q21. What are the specifications for camera height?**
A21. No specific requirements. Camera height shall be dependent on location, visibility, and ability to prevent destruction.
- Q22. What is the maximum detection distance?**
A22. Preferred minimum detection distance of 60 feet. There is no maximum requested.
- Q23. If there are poles, what is the offset from 1st lane in feet?**
A23. The answer to this question is unknown and dependent on each pole site, location and setup.
- Q24. If there are gantries, and what height are they?**
A24. There are no gantries.
- Q25. If so, are the gantries dedicated to other materials such as VMS?**
A25. Not applicable.
- Q26. What is the installation height?**
A26. Unknown, depends on permits obtained for each pole location.
- Q27. What is the total number of sites?**
A27. Approximately 50.

Q28. What are the number of lanes per direction?

A28. The number of lanes is dependent on location. There will be a minimum of one (1) and maximum of three (3) per direction.

Q29. How many bi-directional lanes are there?

A29. Unknown. Dependent on pole and camera location.

Q30. Does the system need to be wireless?

A30. Yes.

Q31. Do we need to provide FO (“fiber optic”) availability?

A31. The Division of Police is seeking a product that transmits data through cellular signal.

Q32. Do we need to provide comms and energy cabinet?

A32. Units are preferred to be infrastructure free, solar powered, and use cellular data transmission.

Q33. Is there power available on site or do mobile units need to be solar powered?

A33. Solar Powered is preferred.

Q34. Does the client prefer a server-based system in house or would a software mobility platform in the cloud be acceptable?

A34. Cloud-based platform is preferred.

Q35. Do we need to interface with which national data base for enforcement? Deployed Protocol?

A35. Product should interface with NCIC and the department’s hotlist.

Q36. It says make, model, and color detection. Are we going to detect the front or the rear of the vehicle?

A36. Ideal product captures both front and rear of vehicles.

Q37. Do we need to detect motorcycles?

A37. Yes.

Q38. Will the County identify the name of its cellular data provider? Do you have an unlimited and unthrottled data plan?

A38. Vendor should provide cellular data as part of the ALPR system.

Q39. How many locations will require ALPR cameras? Does the county require a set number of cameras for each location?

A39. Approximately 50 locations will require ALPR cameras and exact locations will vary based upon the County’s needs.

Q40. Will the County please clarify the number of lanes the systems would be expected to cover?

A40. Varies based upon location. There may be a minimum of one (1) and maximum of three (3) lanes per direction.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/9/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER TCIS - The Complete Insurance Source P. O. Box 1299 Fayetteville GA 30214-6299	CONTACT NAME: Tiffany Miller PHONE (A/C, No, Ext): 770-371-8257 E-MAIL ADDRESS: tiffany@complete-insurance.com	FAX (A/C, No): 770-371-1999
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A : Travelers Property Casualty Insurance Company		36161
INSURER B :		
INSURER C :		
INSURER D :		
INSURER E :		
INSURER F :		

COVERAGES

CERTIFICATE NUMBER: 1338075477

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☒ PRO-JECT ☐ LOC ☐ OTHER:	Y	Y	630 6T343807	8/23/2022	8/23/2023	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	☒ AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY	Y	Y	810 6T343696	8/23/2022	8/23/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	☐ UMBRELLA LIAB ☒ EXCESS LIAB ☒ OCCUR ☐ CLAIMS-MADE ☐ DED ☒ RETENTION \$ 10,000			CUP 6T386924	8/23/2022	8/23/2023	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N ☒ Y	N/A	UB 6T346569	8/23/2022	8/23/2023	☒ PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	E&O and Cyber			ZPL 91N55329	8/23/2022	8/23/2023	Per Occ/Agg 5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Certificate holder and their officers, directors, employees, divisions, subsidiaries, partners, members, managers, shareholders, affiliated companies, agents, and volunteers are included as additional insureds on General Liability for ongoing and completed operations and additional insured on Commercial Auto when required by written contract per forms CGD4170219, CGD2460419 and CAT3530215. Coverage is Primary and Noncontributory when required by written contract per form CGT1000219 and CAT4740216. Waiver of Subrogation applies in favor of Certificate holder on General Liability, Commercial Auto and Workers Compensation per forms CGD4170219, CAT4740216 and WC00031300. Umbrella follows form. All policies are subject to a 30-day notice of cancellation, 10 days for non-payment.

CERTIFICATE HOLDER

CANCELLATION

County of Henrico, Virginia
P.O. Box 90775
Henrico VA 23273-0775

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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COMMONWEALTH OF VIRGINIA
County of Henrico

Non-Professional Services Contract
Contract No. 2363A

This Non-Professional Services Contract (this "Contract") entered into this 7th day of November 2022, by Flock Group Inc. (the "Contractor") and the County of Henrico, Virginia (the "County").

WHEREAS the County has awarded the Contractor this Contract pursuant to Request for Proposals No. 22-2363-6JMH, as modified by Addendum No. 1 dated August 8, 2022, and Addendum No. 2 dated August 11, 2022 (the "Request for Proposals"), for Automatic License Plate Readers.

WITNESSETH that the Contractor and the County, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the County as set forth in the Contract Documents.

COMPENSATION: The compensation the County will pay to the Contractor under this Contract shall be listed Appendix A.

CONTRACT TERM: The Contract term shall be for a period of one (1) year beginning November 15, 2022 and ending November 14, 2023. The County may renew the Contract for up to four (4) one-year terms giving 30 days' written notice before the end of the term unless Contractor has given the County written notice that it does not wish to renew at least 90 days before the end of the term.

CONTRACT DOCUMENTS: This Contract hereby incorporates by reference the documents listed below (the "Contract Documents") which shall control in the following descending order:

1. This Non-Professional Services Contract between the County and Contractor.
2. The General Contract Terms and Conditions included in the Request for Proposals;
3. Contractor's Best and Final Offer dated October 6, 2022 (Exhibit A);
4. Contractor's Original Proposal dated August 9, 2022 (Exhibit B); and
5. The Scope of Services included in the Request for Proposals.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound hereby.

Flock Group Inc. dba Flock Safety
1170 Howell Mill Road NW, Ste 210
Atlanta, GA 30318

DocuSigned by:
Mark Smith

AC5C931454C24F3...

Signature

Mark Smith General Counsel

Printed Name and Title

11/10/2022

Date

County of Henrico, Virginia
P.O. Box 90775
Henrico, VA 23273-0775

Oscar Knott

Signature

Oscar Knott, CPP, CPPO, CPO

11/14/22

Date

Approved as to form by
Assistant County Attorney

11-8-22

Appendix A
Contract No. 2363A

Annual Fee, Automatic License Plate Reader Camera (EACH):	\$2,500.00 per year.
One-Time Installation Fee, Automatic License Plate Reader Camera (EACH):	\$350.00
Data Storage and Commercial Data for Unlimited Users:	Included at no cost.
OPTIONAL: Audio Detection Add-On:	\$25,000.00 for One Square Mile. \$15,000.00 for ½ Square Mile. \$8,500.00 for ¼ Square Mile.
OPTIONAL: Wing Product Camera Conversion (EACH):	\$1,500.00 per year.



EXHIBIT A
COMMONWEALTH OF
VIRGINIA **County of**
Henrico

DEPARTMENT OF FINANCE
Purchasing Division

1170 Howell Mill Road NW, Ste
210 Atlanta, GA 30318
Dan.mento@flocksafety.com

Dan Mento
Flock Group Inc.

October 5, 2022

RE: RFP 22-2363-6JMH – Automatic License Plate Readers

Dear Mr. Mento:

This letter is to inform you that your firm has been selected to enter into negotiations for the above referenced solicitation.

To begin this process, please submit the following:

- What is the additional cost of integrated audio detection as an add-on?

\$25,000 for One Square Mile

\$15,000 for ½ Square Mile

\$8,500 for ¼ Square Mile

- Is the advance search cost global or per device?

The cost is based on the number of cameras with this feature; See pricing below

< 25 Cameras \$2,500

24-49 Cameras \$3,500

50+ Cameras \$5,000

- What is the cost to upload outside images?

This capability is part of our Advance Search product. Pricing is shown in the above question.

- Are there license fees for each user?

There are no additional license fees per user. User access is unlimited.

- What is your training plan for customers along with associated cost?

We provide as many training sessions as are needed at no charge, both onsite and virtual.

- Have you secured permission to install devices on VDOT roadways?

No but we are working with the State on multiple levels to secure this permission. We have installed hundreds of cameras on city and county roads in VA. To our knowledge there are no other LPR companies with permission to install LPR devices on VDOT roadways.

• **Attachment A – BAFO Pricing.**

Please provide the above items by 4:30 on October 7, 2022. A response via email attachment is sufficient.

If you have any questions, please contact me at 804-501-5680 or her034@henrico.us. Sincerely,

Justin M. Herbaugh, VCA, VCO
Procurement Analyst II

8600 Staples Mill Road / P.O. Box 90775 / Henrico, VA 23273-0775
Phone: (804)501-5660 / Fax: (804)501-5693

Version 3.22.21

Attachment A

BAFO Pricing

Total initial set-up and installation for (50) ALPR units, including any paperwork, permitting, installation, poles, and equipment as necessary:

\$142,500 Total for (50) Cameras

\$2,850 Unit Price for Each Camera (\$2,500 for each camera. \$350 on time install fee)

Annual renewal and maintenance cost for cameras as specified above:

\$125,000 Total for (50) Cameras

\$2,500 Unit Price for Each Camera

Annual cost to provide unlimited access to camera data storage and available commercial data for the (50) cameras and unlimited users:

There is no additional cost per user. The number of users is unlimited

What is the additional cost of integrated audio detection as an add-on?

\$25,000 for One Square Mile

\$15,000 for ½ Square Mile

\$8,500 for ¼ Square Mile

NOTE; We also offer our Wing Product which gives you the capability to turn existing county IP cameras into LPR cameras utilizing our Flock AI technology.

Cost for our Wing Product is \$1,500 per camera and includes our Advance Search Technology

Herbaugh, Justin

From: Dan Mento <dan.mento@flocksafety.com>
Sent: Thursday, October 6, 2022 2:44 PM
To: Herbaugh, Justin
Subject: Re: RFP #22-2363-6JMH - ALPR for Henrico Police, Negotiation and BAFO Request
Attachments: Flock Safety 1.0 - Negotiation Letter (10.5.2022).docx

Good afternoon Justin,

Attached is our response to the Negotiation Letter and BAFO Pricing request in reference to RFP #222363-6JMH.

If you have any questions please let me know.

We appreciate the opportunity to work with Henrico County.

Thank you,

Dan

Dan Mento
Manager, Major Accounts (Eastern US)



914.350.6506 | Dan.mento@flocksafety.com

On Wed, Oct 5, 2022 at 11:29 AM Herbaugh, Justin <HER034@henrico.us> wrote:

Good morning Dan,

Please see attached Negotiation Letter and BAFO Pricing request in reference to RFP #22-2363-6JMH. It would be appreciated if you could please provide a response no later than October 7, 2022. Thank you.

Respectfully,

Justin

JUSTIN M. HERBAUGH, VCA, VCO

Procurement Analyst II

From: Dan Mento <dan.mento@flocksafety.com>
Sent: Thursday, September 29, 2022 10:14 AM
To: Herbaugh, Justin <HER034@henrico.us>
Subject: ALPR RFP

Good afternoon Mr. Herbaugh,

I hope you are doing well. I am just circling back to see if there has been any update or timeline for a decision to be made regarding the RFP for license plate cameras.

Thank you,

Dan

Dan Mento

Manager, Major Accounts (Eastern US)



914.350.6506 | Dan.mento@flocksafety.com

flock safety

Let's defeat crime together

EXHIBIT B

Your partner in fighting crime



Dan Mento
(203) 868-1538
dan.mento@flocksafety.com

1170 Howell Mill Rd NW, Suite 210.
Atlanta, GA 30318

Henrico County



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Henrico County,

We appreciate the opportunity to bid on this project. Based on the needs shared we are confident that we can deliver a system that will help prevent and reduce crime.

When we started Flock Safety in 2017, we were just concerned citizens trying to use our talents in electrical engineering and software development to help our neighborhoods stop property crime. Since that time, we've heard from Sheriffs, Chiefs of Police, Command Staff, City Councils, Business Leaders, and other Concerned Neighbors like us from all across the country. There is a growing desire to work together to eliminate crime and I believe that with the right technology, hard-working officers, and community engagement we can make a serious dent in the crime in your jurisdiction.

And it's working today in 1500+ cities, with 1000+ law enforcement agencies across the country. We're seeing lower crime rates, kidnapping victims returned to their families unharmed, tens of millions of dollars in recovered stolen vehicles, illegal weapons taken off the streets, a renewed energy among detectives and patrol officers, and most importantly, communities that support their local law enforcement because they are safer than ever before. moreover, Flock is the only company in this space that views privacy as a deliverable, and we will continue to do so in perpetuity.

We want to continue that success with you and your community, so that you can:

- Use the latest, most advanced technology to capture better evidence
- Build tighter partnerships between law enforcement and the community you serve
- Have a local team of Flock Safety reps dedicated to working with you and serving you

Together, we can change the fabric of our country. We look forward to hearing from you and hope you will join the "flock"!

Thank you,



Garrett Langley
Founder and CEO

Your partner in eliminating crime

Flock Safety provides 1000+ law enforcement agencies in over 1500 cities a scalable solution for public safety that reduces crime by up to 60%. Spend less time chasing investigative leads; leverage Flock Safety's automatic license plate recognition (ALPR) and Vehicle Fingerprint™ technology to get actionable, objective evidence that drives results in your community for less than the cost of hiring an additional officer.

ALPR cameras that go anywhere

Our devices are infrastructure-free with solar power and LTE connectivity, so we can install them quickly where they make the most impact on crime.

Capture more than license plates

Search footage with Vehicle Fingerprint™ technology. Access vehicle type, make, color, license plate state, missing / covered plates, and other unique features like bumper stickers, decals, and roof racks.

Multiply your force with less

\$2,500 per camera/year includes hardware, software, solar power, data, cloud storage, ongoing maintenance, and access to 1B+ plate reads/month.

Partner with your community

Thousands of communities use privately-funded Flock Safety cameras nationwide. This means law enforcement has access to more footage without the additional cost.

Integrated Audio Detection

Uncover more than shell casings; get from "shots fired" to a suspect vehicle in real-time with the Raven™ audio detection device, an accessory for your ALPR that identifies crimes in progress before 911 is called.

1000+

agency
relationships
nationwide

1500+

cities with
private
cameras

1B+

license plate
reads per
month

120

Hot List
notifications
per hour



Flock Safety's public safety operating system includes fixed license plate reading cameras and software for unlimited users to access footage and receive Hot List notifications.

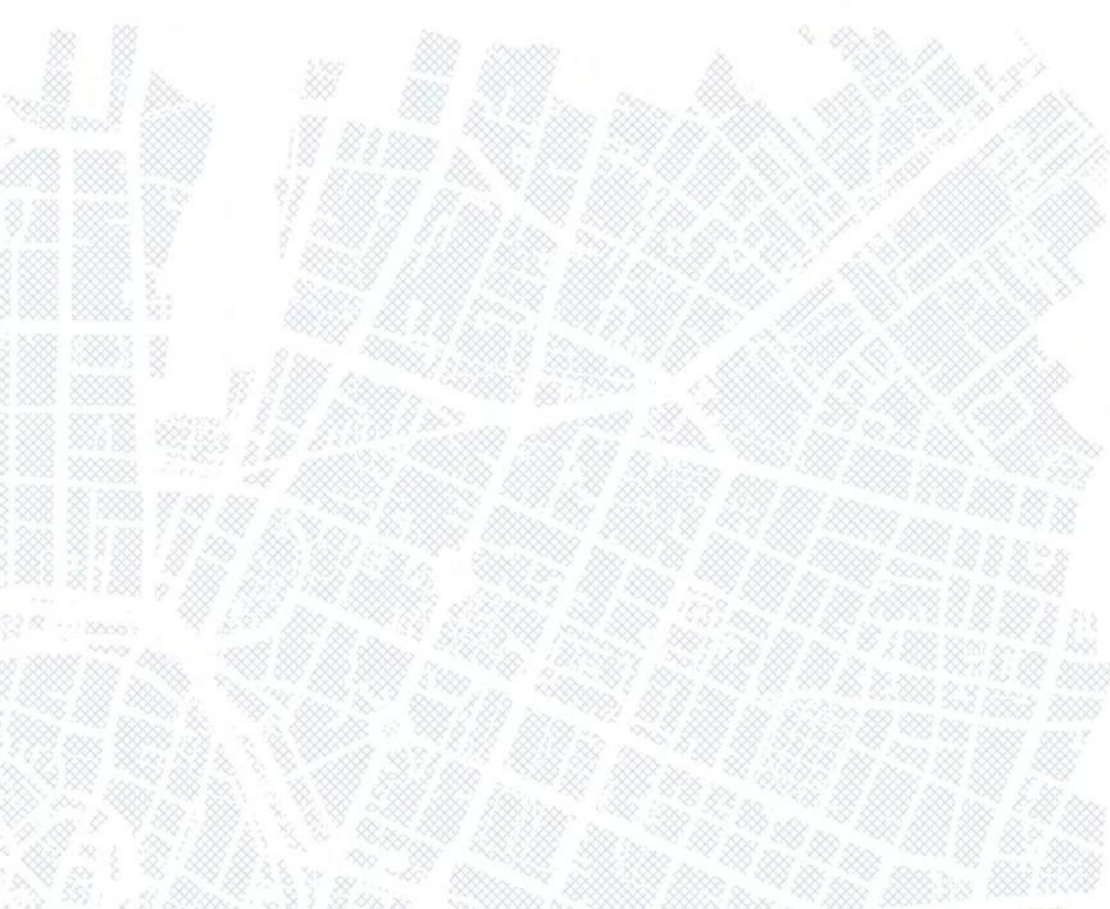
Learn more at
flocksafety.com/lawenforcement.

Proposal Content

- Experience: Flock started in 2017 and today our ALPR camera systems are in 1500+ cities, with 1000+ law enforcement agencies across the country. Specifically in VA we are working with multiple county agencies at this time.
- Number and types of customers the Offeror has served with comparable services. 1000+
- Number of years Offeror has been providing these types of services. 5 years
- References: please see page 7
- A statement detailing why the Offeror is the best candidate to provide the County of Henrico with the services requested in this RFP. Flock Safety provides 1000+ law enforcement agencies in over 1500 cities a scalable solution for public safety that reduces crime by up to 60%. Spend less time chasing investigative leads; leverage Flock Safety's automatic license plate recognition (ALPR) and Vehicle Fingerprint TM technology to get actionable, objective evidence that drives results in your community
- Background information about the organization, e.g., philosophy, ownership, size, facilities, and locations, etc.
 - CEO: Garrett Langley
 - Facility/Location: Headquarters is located in Atlanta, Georgia
- Offerors management structure of the firm, e.g. organization chart of the firm, project team, etc. Please see page 15-16 for Implementation team
- Size and location of the office that will serve the County of Henrico. 4. Offeror's qualifications to perform the services, including all resources available to Offeror for the performance of the Contract. Please see page 15-16 for Implementation team
- Qualifications and resumes of team members and other employees who will be managing and performing the services under the Contract. Projects and client services lists for team members may be submitted.
 - Dan Mento - <https://www.linkedin.com/in/dan-mento-929a037/>
 - Andrew Allen - <https://www.linkedin.com/in/andrew-allen-79b6a1158/>
- Name, title, address, email address, telephone and fax numbers, and work hours of the Offeror's Representative for the following functions:
 - Contact person for prompt contract administration upon award of the Contract
 - Dan Mento, Major Accounts Manager, Dan.mento@flocksafety.com, 914.350.6506
- Contact person during the period of evaluation. Dan Mento

Proposal Content

- A statement explaining why the Offeror's proposed solution would be the most advantageous to the County. **Safety as a Service combined with our Vehicle Fingerprint Technology.** We provide the hardware for installation, perform the install, provide the software, training on the software, ongoing maintenance for the life of the contract. We challenge you to find another platform that provides all of these services and capabilities at an efficient price.
- Describe the one attribute that places the Offeror ahead of the competition. **Vehicle Fingerprint proprietary technology.** Our cameras identify unique, distinguishing vehicle characteristics like color, make, model, paper tags, no tags, bumper stickers, window stickers, etc, which are crucial to investigations.



References

1.) Richmond VA Police Department

200 West Grace Street.

Richmond, VA 23220

Ronnie Armstead, Major, Ronnie.Armstead@rva.gov , 804-646-3832

Scope of Services Provided. Installation and maintenance of fixed ALPR cameras throughout the city.

Delivery of software and training for the agency.

2.) Williamsburg VA Police Department

425 Armistead Ave

Williamsburg, VA 23185

David Jay, Major, djay@williamsburgva.gov , 757-259-7219

Scope of Services Provided. Installation and maintenance of fixed ALPR cameras throughout the city.

Delivery of software and training for the agency.

3.) Suffolk VA Police Department

111 Henley Place.

Suffolk, VA 23434

Jesse Epperson, Major, jepperson@suffolkva.us , 757-514-7911

Scope of Services Provided. Installation and maintenance of fixed ALPR cameras throughout the city.

Delivery of software and training for the agency.

4.) Hampton VA Police Department

22 Lincoln St.

Hampton, VA 23669

Christopher Matthiae, Cpl., cmatthiae@hampton.gov , 757-728-3230

Scope of Services Provided. Installation and maintenance of fixed ALPR cameras throughout the city.

Delivery of software and training for the agency.

5.) Franklin VA Police Department

13755 Sunrise Valley Drive.

Herndon, Virginia 20171

Steve Patterson, Chief, spatterson@franklinpolice.org , 757-562-8579

Scope of Services Provided. Installation and maintenance of fixed ALPR cameras throughout the city.

Delivery of software and training for the agency.

Pricing

\$2,500 per camera, per year + \$350 one-time implementation fee

Camera Hardware:

- ✓ Automatic license plate reader
- ✓ Solar or DC Power
- ✓ Mounting equipment
- ✓ Maintenance Warranty

Hosting & Analytics:

- ✓ Cloud hosting
- ✓ Unlimited user licenses
- ✓ Hot list integration & alerts
- ✓ Ongoing software enhancements

Flock Safety does not provide electrical services. Electrical work not included in the price. Flock Safety's open API platform will allow neighboring agencies to pull read data into their platform at no extra cost. Flock Safety is not responsible for building this integration but it would be fully supported to export camera images from Flock Safety's ALPR Cameras.

Total Cost for Henrico County

50 Flock Falcon Cameras - \$125,000 per year (\$2500 per camera)

One time implementation/installation - \$350 per camera

Optional Advanced Search - \$2500 per year

Maintenance costs - included in pricing

Increase case clearance for your agency with Flock OS

Detect objective evidence 24/7

Scale public safety without growing your force or exceeding your budget. Instead of knocking on doors after a crime occurs, proactively deploy ALPR cameras or transform existing IP cameras into cameras that see like a detective 24/7 without overtime pay.



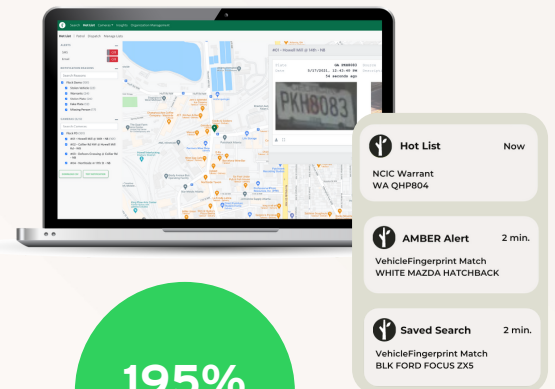
Decode footage to uncover leads

Our software identifies body type, make, color, license plate (partial, missing, or covered plates), temporary plates, license plate state, and unique features like decals, bumper stickers, and accessories that create a traceable Vehicle Fingerprint.



Deliver actionable data to your agency

Give Dispatch a birds-eye view of your jurisdiction and empower your Patrol Officers to be more effective in the field with real-time notifications related to active investigations.



"This technology provides officers the investigative leads necessary to go after suspects immediately, which is great for morale."

Sgt. Adam Senf, Vacaville, CA

195%

customer
retention

Product

Flock Safety Automatic License Plate Reading (ALPR) cameras do not just identify the plate seen, but all the objects within the frame. Even if the vehicle does not have a tag, the image can be captured for review. The user interface is a simple search with unlimited user licenses. Within the software component, law enforcement can receive hotlist alerts and create custom alerts for plates under your investigation.

Software user interface

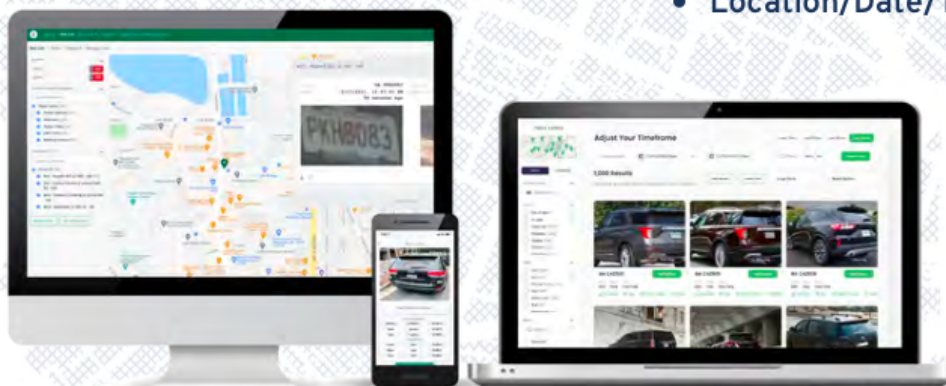
Flock Safety Automatic License Plate Reading (ALPR) cameras do not just identify the plate seen, but all the objects within the frame. Even if the vehicle does not have a tag, the image can be captured for review. The user interface is a simple search with unlimited user licenses. Within the software component, law enforcement can receive hotlist alerts and create custom alerts for plates under your investigation.

Detect Crime

- Connected to the NCIC Hot List & CJIS compliant
- State detection to ensure quality alerts
- Hotlist alerts (includes privately owned cameras in your jurisdiction)
- Create custom alerts for tags under investigation with your organization
- Filter notifications by reason codes (exclude sex offenders, include stolen plates, etc.)
- Email and SMS alerts to users
- Audible and visual alerts

Access Evidence

- Filter search by specific camera location
- Capture vehicles regardless of plate type (paper, no plate, etc.)
- Search results with vehicle summary in multiple formats
- Filter by Vehicle Fingerprint™
- Date and time
- Vehicle Characteristics
- Plate (partial/full)
- Plate Type (in state, out of state, temporary tag)
- Build & Color
- Resident status
- Location/Date/Time



Insights

Give city council an ROI report

- Discover crime and traffic patterns
- Prioritize changes by greatest impact
- Change your community for the better

National and Local Sharing

A new way to solve cross-jurisdiction crimes

- New privacy setting (National + State search)
- 500M monthly reads
- Attached to "Lookup" experience

Lookup

Search plates across your jurisdiction

- "I have the plate where is the car?"
- Designed to search all cameras, all time
- Get a full view of all activity tied to one vehicle in your network



Performance



Daytime Footage



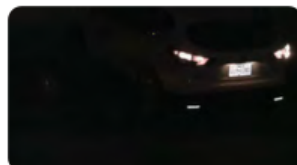
Temporary Plate



Covered Plate



Nighttime Footage



No Plate



Two Lanes of Traffic



Camera Specifications

Design

Dimensions: 8.75" x 3"

Weight: 3 lbs

IP65 Waterproof

Power

14Ah Battery

30W Solar Panel (14" x 21")

AC Power (5 ft. range)



Data

16GB local storage, ~2 weeks

Motion

Passive Infrared Motion Detection

Connectivity

Embedded Cellular LTE Connection

Cellular service provider depends on area

Production

Designed & manufactured in the U.S.

Night Vision

850nm Custom IR Array

Cloud Storage

30 days storage (Amazon Web Services)

Accessible via secure website

Images can be downloaded and stored by department

Camera Performance

Motion

NCIC and Custom Alert Notifications

Average of 10-15 seconds

Includes time, location, plate, and vehicle image

Includes state specific alerts based on image

Power Source

100-240 VAC <1 amp

60 W Solar

11-14 Volt

Processing Power

1.4GHz

64-bit quad-core CPU

Image Capture

30-50 ft from vehicles

Up to 2 lanes of traffic per camera

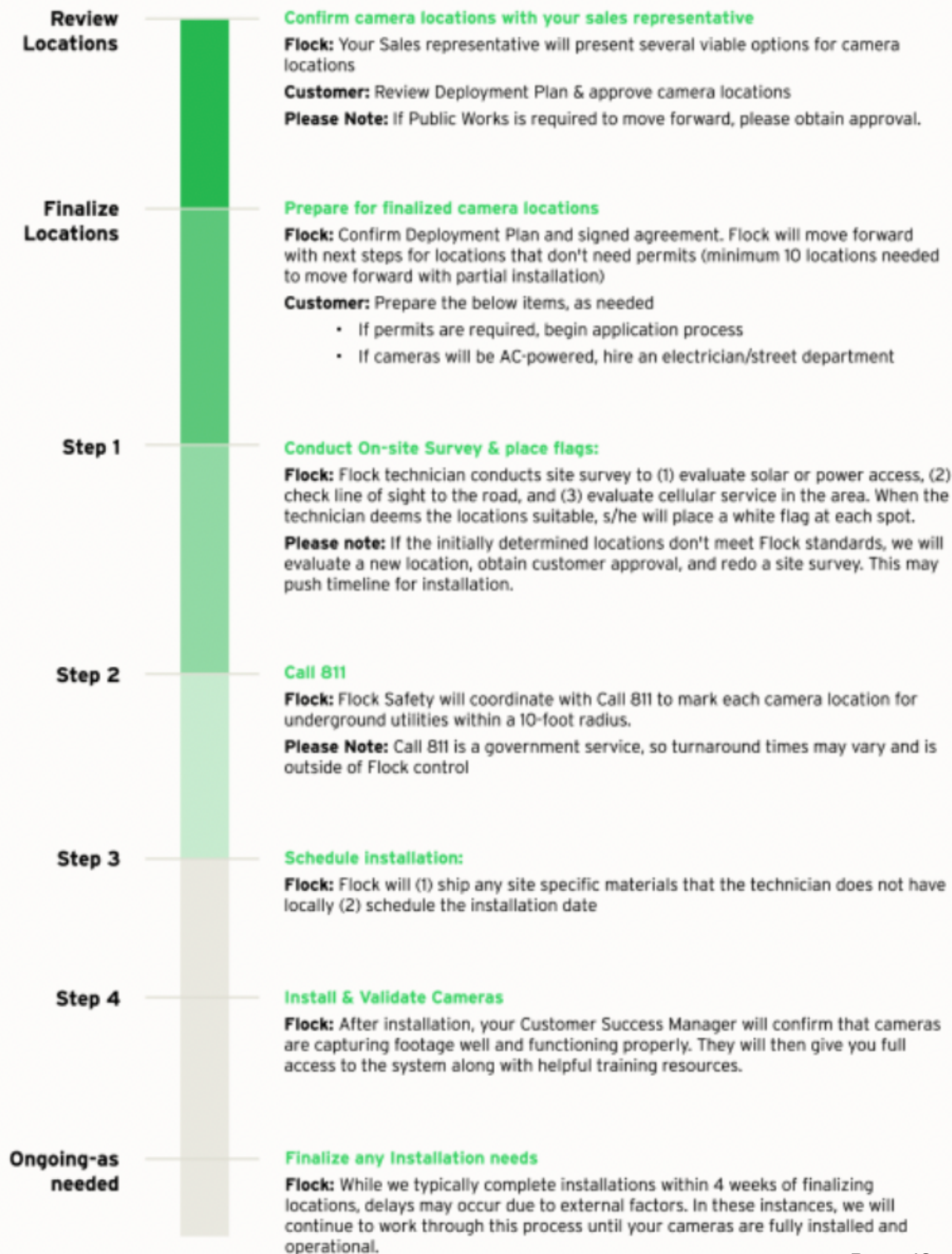
Date and time with camera location

Plate (state, partial, paper, and none)

Vehicle details (Make, type, and color)

Implementation Timeline

This timeline provides general guidance and understanding of your installation process. While we typically complete installations 6-8 weeks after locations have been finalized, delays can occur as noted in the timeline below:



flock safety

Customer Support Guide

Flock Safety Support Team

Q: How do I get in touch with the support team?

A: Email Support@flocksafety.com, and our dedicated support team will be ready to help you however we can. You can also reach out via phone at **866-901-1781**.

Q: When should I expect a response back from the support team?

A: Typically, within minutes, but please allow up to 24 hours for a response.

Q: When should I reach out to the support team?

A: When:

- You need assistance navigating the platform
- You notice an issue with your camera
- You can't find something you're looking for
- Whenever you need a question answered!

Frequently Asked Support Questions

Q: Where do I find my community's **Safe List** link to register my vehicle tag?

A: Log into your account > on the top navigation bar, click Safe List > click on the URL at the very top of the page

Q: How can I get additional **training** on the system?

A: You can always attend our training webinars that are held every 2 weeks on Thursdays at 12pm EST or request a personalized training by emailing us with your preference and we will provide you with a link to register!

Q: How do I assign **user permissions**?

A: The roles section of user management can be used to create a new permission set or edit existing sets. Each user, when assigned to a role, will inherit the permissions granted by that role. For more information on user management, go here: <https://help.flocksafety.com/en/user-management>

Q: How do I **share my footage with my local law enforcement** agency?

A: First reach out to your sales representative or to support@flocksafety.com to find out if we're currently working with your local agency. If not, Flock will work to obtain an agreement with the agency before we begin sharing.

Once a working relationship is confirmed, you can follow the steps in this article to share access:

<https://help.flocksafety.com/en/article/sharing-requesting-footage>

Frequently Used Help Articles

- Navigating the footage search: <https://help.flocksafety.com/en/article/using-feed>
- Inviting a new user: <https://help.flocksafety.com/en/article/inviting-users>
- Setting up the Safe List: <https://help.flocksafety.com/en/article/using-safe-list>
- Search for a specific plate: <https://help.flocksafety.com/en/article/searching-for-plates>

Implementation Team	How they will support you
Project Manager 	Your Project Manager is your primary contact during camera installation. • Your project manager will guide you through the entire installation process, keeping you apprised of all implementation updates as well as answering any questions you have during this time. They will ensure that all the cameras are on the ground and operating for at least 48 hours before transitioning you to your Customer Success Manager.
Field Operations Team 	• The Field Operations team is responsible for the physical installation and maintenance of cameras and associated equipment provided by Flock. This includes a large team of technicians, schedulers, and many others involved in ensuring the delivery of the product. • They take the technical plan you finalized with Product Implementation and work closely with other teams at Flock to make sure that the cameras are installed quickly and safely and in a way that maximizes the opportunity to solve crime at a specific location. • *Note*: For all Installation questions or concerns, please always direct them to your Customer Success Manager and not the technician.
Product Implementation Specialist 	Your Product Implementation Specialist is your technical product expert. They will help translate your goal for using Flock Safety cameras into a technical plan that can be executed and enable you to solve crime. Your specialist will work your Sales Rep to: • Review the cameras in your deployment • Ensure that the deployment plan is set up for success from a technological standpoint in addition to meeting your goals for the product • If any of your locations require permits, a member of the Product Implementation team will assist you in packaging your application(s).

Relationship Team

How they will support you

Customer Success Manager



Your **Customer Success Manager** is your **strategic partner** for your lifetime as a Flock customer.

While the cameras are getting installed, your CSM will help get your account set up and get all key users trained on the system.

Post-Camera-Installation, your CSM will be your go-to for most account-related needs: You should reach out to them to:

- Set up Account Training
- Understand benefits of features
- Learning best practices for getting relevant data
- Identifying opportunities to expand the security network in your area
- Provide feedback on your partnership with Flock

Flock Safety Support



The Flock Safety Support team is committed to answering all your day-to-day questions as quickly as possible. To **get in touch with support**, simply email **support@flocksafety.com**. Support can help you:

- Request camera maintenance
- Troubleshoot online platform
- Contract / Billing questions
- Update account information
- Camera Sharing questions
- Quick "How to" questions in your Flock Account

About Flock Safety ALPR

Privacy and Ethics Factsheet

How does Flock Safety keep devices and data secure?

Flock Safety holds itself to the highest level of security. We have implemented the following security policies and features:

- Flock Safety data and footage is encrypted throughout its entire lifecycle. All data is securely stored with AES256 encryption with our cloud provider, Amazon Web Services.
- On-device, data is only stored temporarily for a short time until it is uploaded to the cloud, at which point it is removed automatically from the local device. This means the data is secure from when it is on the Flock Safety device to when it is transferred to the cloud, using a secure connection to Flock Safety servers. While stored in the cloud, all data (both footage and metadata) is fully encrypted at rest.
- Flock Safety defaults to permanently deleting all data after 30 days on a rolling basis, setting a new standard in the industry.

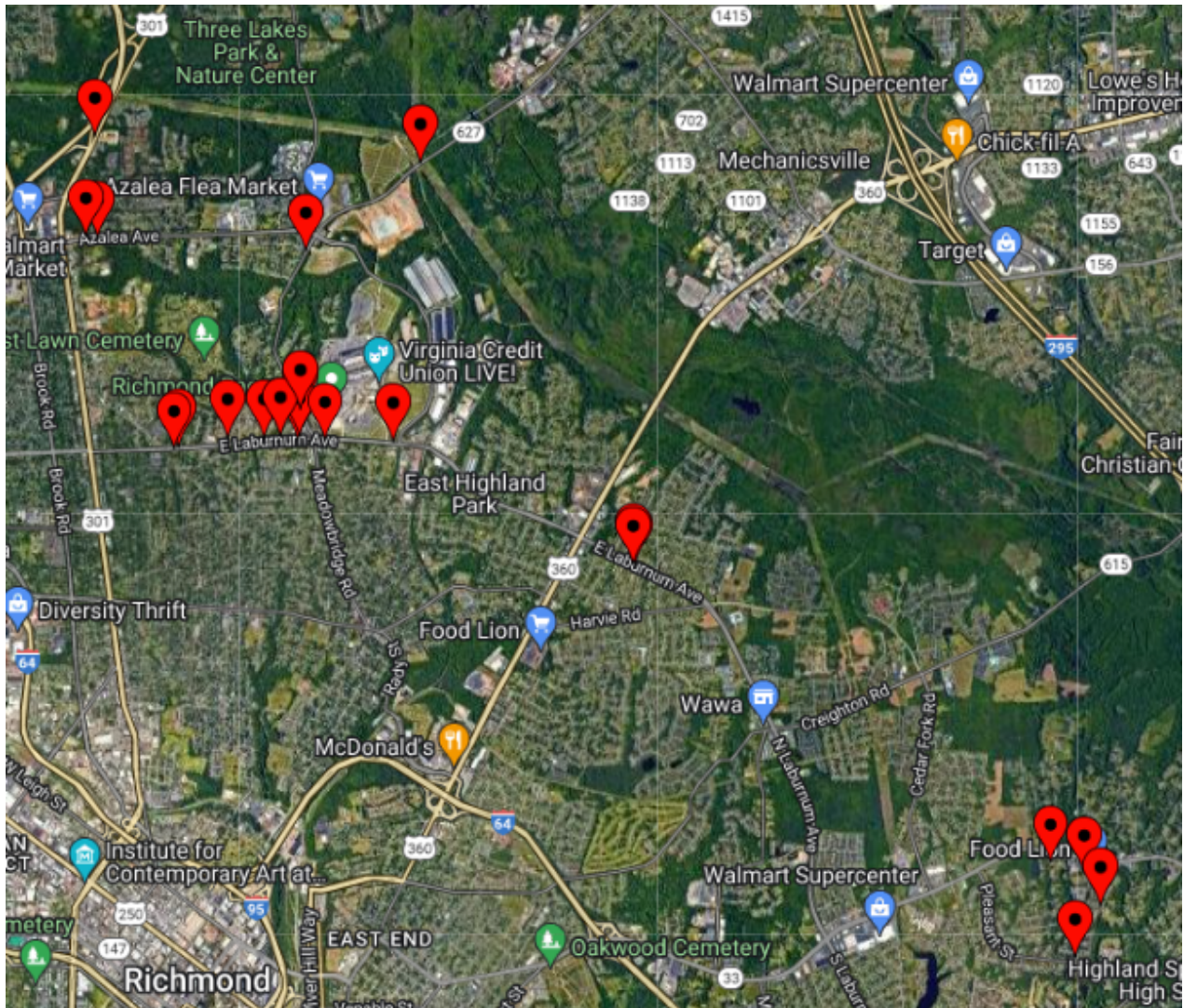
Who has access to data collected by Flock Safety devices?

- Flock Safety's customers own 100% of their data and determine who has access. Flock Safety will never share or sell the data, per our privacy policy.
- With explicit written permission from the customer, Flock Safety does have the ability to grant law enforcement access to specific footage for a short period (24 hours, 48 hours, or however long the customer desires) in the event of an investigation following a crime. Access can only be granted through the approval of the customer.
- Flock Safety has maintenance software in place to measure device performance and image capture quality. This is used to diagnose issues preemptively and schedule service calls in the event of a device malfunction or emergency.

How long does Flock Safety keep data?

- Flock Safety stores footage for only 30 days on a rolling basis by default, after which the footage is automatically hard deleted. The only exception to this is if a democratically-elected governing body or official legislates a different data retention period.

Henrico County Deployment Strategy



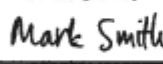
Flock has reviewed the Professional Services Agreement and agrees to execute and comply with the agreement. Flock will be able to fulfill the proper insurance requirements.

ATTACHMENT A PROPOSAL SIGNATURE SHEET

My signature certifies that the proposal as submitted complies with all requirements specified in this Request for Proposal ("RFP") No. 22-2363-6JMH - Automatic License Plate Reader.

My signature also certifies that by submitting a proposal in response to this RFP, the Offeror represents that in the preparation and submission of this proposal, the Offeror did not, either directly or indirectly, enter into any combination or arrangement with any person or business entity, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraining of free, competitive bidding in violation of the Sherman Act (15 U.S.C. Section 1) or Sections 59.1-9.1 through 59.1-9.17 or Sections 59.1-68.6 through 59.1-68.8 of the Code of Virginia.

I hereby certify that I am authorized to sign as a legal representative for the business entity submitting this proposal.

LEGAL NAME OF OFFEROR (DO <u>NOT</u> USE TRADE NAME): Flock Group Inc	
ADDRESS: 1170 Howell Mill Road NW, Ste 210 Atlanta, GA 30318	
FEDERAL ID NO: 820594875	
SIGNATURE:	DocuSigned by:  AC5C931454C24F3...
NAME OF PERSON SIGNING (PRINT): Mark Smith	
TITLE: General Counsel	
TELEPHONE: 866.901.1781	
FAX: N/A	
EMAIL ADDRESS: mark.smith@flocksafety.com	
DATE: 8/9/2022	

ATTACHMENT B BUSINESS CATEGORY CLASSIFICATION FORM

Company Legal Name: Flock Group Inc

This form completed by: Signature: Mark Smith Title: General Counsel
Date: 8/9/2022

PLEASE SPECIFY YOUR **BUSINESS CATEGORY** BY CHECKING THE APPROPRIATE BOX(ES) BELOW.

(Check all that apply.)

- ☐ SMALL BUSINESS
- ☐ WOMEN-OWNED BUSINESS
- ☐ MINORITY-OWNED BUSINESS
- ☐ SERVICE-DISABLED VETERAN
- ☐ EMPLOYMENT SERVICES ORGANIZATION
- ☒ NON-SWAM (Not Small, Women-owned or Minority-owned)

SUPPLIER REGISTRATION – The County of Henrico encourages all suppliers interested in doing business with the County to register with eVA, the Commonwealth of Virginia's electronic procurement portal, <http://eva.virginia.gov>.

eVA Registered? ☒ Yes ☐ No

If certified by the Virginia Minority Business Enterprises (DMBE), provide DMBE certification number and expiration date.

NUMBER DATE

DEFINITIONS

For the purpose of determining the appropriate business category, the following definitions apply:

"Small business" means a business, independently owned and controlled by one or more individuals who are U.S. citizens or legal resident aliens, and together with affiliates, has 250 or fewer employees, or annual gross receipts of \$10 million or less averaged over the previous three years. One or more of the individual owners shall control both the management and daily business operations of the small business.

"Women-owned business" means a business that is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest is owned by one or more women who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more women.

"Minority-owned business" means a business that is at least 51 percent owned by one or more minority individuals who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals who are U.S. citizens or legal resident aliens, and both the management and daily business operations are controlled by one or more minority individuals.

"Minority individual" means an individual who is a citizen of the United States or a legal resident alien and who satisfies one or more of the following definitions:

1. "African American" means a person having origins in any of the original peoples of Africa and who is regarded as such by the community of which this person claims to be a part.
2. "Asian American" means a person having origins in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands, including but not limited to Japan, China, Vietnam, Samoa, Laos, Cambodia, Taiwan, Northern Mariana Islands, the Philippines, a U.S. territory of the Pacific, India, Pakistan, Bangladesh, or Sri Lanka and who is regarded as such by the community of which this person claims to be a part.
3. "Hispanic American" means a person having origins in any of the Spanish-speaking peoples of Mexico, South or Central America, or the Caribbean Islands or other Spanish or Portuguese cultures and who is regarded as such by the community of which this person claims to be a part.
4. "Native American" means a person having origins in any of the original peoples of North America and who is regarded as such by the community of which this person claims to be a part or who is recognized by a tribal organization.

"Service disabled veteran business" means a business that is at least 51 percent owned by one or more service disabled veterans or, in the case of a corporation, partnership, or limited liability company or other entity, at least 51 percent of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more individuals who are service disabled veterans and both the management and daily business operations are controlled by one or more individuals who are service disabled veterans.

"Service disabled veteran" means a veteran who (i) served on active duty in the United States military ground, naval, or air service, (ii) was discharged or released under conditions other than dishonorable, and (iii) has a service-connected disability rating fixed by the United States Department of Veterans Affairs.

"Employment services organization" means an organization that provides community-based employment services to individuals with disabilities that is an approved Commission on Accreditation of Rehabilitation Facilities (CARF) accredited vendor of the Department of Aging and Rehabilitative Services.

ATTACHMENT C
Virginia State Corporation Commission (SCC)
Registration Information

The Offeror:

☒ is a corporation or other business entity with the following SCC identification number:
11217335 -OR-

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust -OR-

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from Bidder's out-of-state location) -OR-

☐ is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned Bidder's current contracts with Virginia and describes why those contracts do not constitute the transaction of business in Virginia within the meaning of §13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for bids: ☐

ATTACHMENT D
PROPRIETARY/CONFIDENTIAL INFORMATION IDENTIFICATION

NAME OF OFFEROR: Nothing to Add

Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protections of Va. Code § 2.2-4342(F) in writing, either before or at the time the data or other materials are submitted. The Offeror must specifically identify the data or materials to be protected including the section(s) of the proposal in which it is contained and the pages numbers, and state the reasons why protection is necessary. A summary of trade secrets and proprietary information submitted shall be submitted on this form. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. Va. Code § 2.2-4342(F) prohibits an Offeror from classifying an entire proposal, any portion of a proposal that does not contain trade secrets or proprietary information, line item prices, or total proposal prices as proprietary or trade secrets. If, after being given reasonable time, the Offeror refuses to withdraw such classification(s), the proposal will be rejected.

SECTION/TITLE	PAGE NUMBER(S)	REASON(S) FOR WITHHOLDING FROM DISCLOSURE



COMMONWEALTH OF VIRGINIA
County of Henrico

DEPARTMENT OF FINANCE
Scar Knott, CPP, CPPO, VCO
Purchasing Director

Addendum No. 1

Date: August 8, 2022
Request for Proposal: 22-2363-6JMH, Automatic License Plate Reader
Receipt Date/Time: (CHANGED) August 18, 2022 at 2:30pm
Opening Date/Time: (CHANGED) August 18, 2022 at 2:30pm
Subject: Contract Period Revision, Due Date Extension, Q&A Forthcoming

Ladies/Gentlemen,

Please make the following corrections, deletions and/or additions to the above referenced RFP;

The time and date for receipt of proposal submissions is extended to August 18, 2022 at 2:30pm local prevailing time.

Addendum No. 2 with questions, answers, and additional information will be posted no later than August 11, 2022.

Please update Section II. DD., "Contract Period" to read:

- 1. The contract period shall be one (1) year from date of award. Contract prices shall remain firm for the contract period.**
- 2. The contract may be renewed for four (4) additional one-year periods upon the sole discretion of the County at a price not to exceed 3% above the previous period's prices unless written approval is given by the Purchasing Director.**

All other specifications and General Terms and Conditions shall remain the same.

Bidders must take due notice and be governed accordingly. Acknowledgement of the receipt of this addendum shall be made on your Proposal Submission. If your bid has already been delivered, please revise your uploaded eVA Procurement Portal submission to include this signed addendum.

Failure to acknowledge this addendum may result in your bid being declared non-responsive.

Sincerely,

Justin Herbaugh

Justin M. Herbaugh, VCA, VCO
Procurement Analyst II
Her034@henrico.us

ACKNOWLEDGEMENT:

DocuSigned by:
Signature: Mark Smith
AC5C931454C24F3...
Print Name: Mark Smith
Company: Flock Group Inc
Date: 8/9/2022



COMMONWEALTH OF VIRGINIA
County of Henrico

DEPARTMENT OF FINANCE
scar Knott, CPP, CPPO, VCO
Purchasing Director

Addendum No. 2

Date: August 11, 2022
Request for Proposal: 22-2363-6JMH, Automatic License Plate Reader
Receipt Date/Time: August 18, 2022 at 2:30pm
Opening Date/Time: August 18, 2022 at 2:30pm
Subject: Questions, Answers and Clarifications

Ladies/Gentlemen,

Please make the following corrections, deletions and/or additions to the above referenced RFP;

- Q1. How many systems are required?**
A1. The Police Division is planning to install 50 to start, but final number of systems will fluctuate based on the Division's needs and appropriated budget.
- Q2. If the number of systems is not known does the County expect the vendor to perform a site survey or will locations be given after contract award?**
A2. The Police Division will determine locations based on crime trends and patterns.
- Q3. Are attachments E and F to be included in the response?**
A3. Attachment E and F are not necessary to be included in the response but shall be requested and obtained during the negotiation portion of the RFP process.
- Q4. Does the County require the insurance certification prior to selection of the winning bidder?**
A4. The certificate of insurance must be provided prior to execution of any resulting contract.
- Q5. Within the Scope of Services, item 8 states: "The technology must be able to accept digital images not captured by the system to conduct searches." Is the County seeking the ability to upload your own photos/video of vehicle searches to the vendor's Cloud-based system?**
A5. Yes.
- Q6. Can you confirm the number of lanes that should be covered by a single camera?**
A6. Cameras should be able to cover two (2) lanes at a minimum.
- Q7. Can you confirm if the County will be providing poles/power for this project or if they need to be supplied by the vendor?**
A7. The County will NOT be providing poles or power for this project. Poles and power solutions will need to be provided by the Successful Offeror.
- Q8. Does the County already use another ALPR vendor?**
A8. The County currently holds a contract with ELSAG for mobile license plate readers and does not have a contracted vendor for pole-based ALPR systems.

- Q9. Can the County provide the locations for existing/new ALPR system?**
A9. The existing, contracted ALPR units are mobile based systems.
- Q10. Will the County consider a lease option for the pricing of the ALPR system?**
A10. Yes. The Division of Police prefer to lease ALPR systems.
- Q11. Can the County confirm a budget for this project?**
A11. Yes. The Division of Police can confirm the project budget during negotiations with offerors.
- Q12. What manner of mounting will Henrico County expect: poles provided by the vendor or use existing structures/poles?**
A12. Poles shall be provided by the vendor.
- Q13. What roadway safety standards are required for pole and equipment installation?**
A13. All necessary permits, engineer drawing, and safety requirements should be obtained and maintained directly by the Successful Offeror and included with product.
- Q14. For installations on VDOT right of way- will Henrico County prepare professional engineer stamped drawings and obtain permissions and permits from VDOT for each location?**
A14. No.
- Q15. Will Henrico County obtain or provide any required permits and permissions for non-VDOT roadways?**
A15. No.
- Q16. Scope of Service page 2, #8 states, "The technology must be able to accept digital images not captured by the system to conduct searches." Can you please explain further the functionality that is desired?**
A16. Police would prefer the ability to upload images from outside sources (i.e. Ring or commercial surveillance) to be searched to identify vehicle based upon make and/or model.
- Q17. Will the County of Henrico provide the quantity of ALPR cameras to be purchased and the location where they are to be installed?**
A17. Yes.
- Q18. Can you please confirm if there is an actual Pricing tabulation sheet that provides offerors the product quantities to base their proposal on?**
A18. The Division of Police is requesting a "price per unit" to include all necessary preparation, installation, and maintenance.
- Q19. What is the number of vehicles to be detected per day on average?**
A19. Unknown; the number of vehicles will vary based upon traffic conditions. However, it is preferred that there is no limit in scans.
- Q20. Is site survey available or does this have to be done by the provider?**
A20. Site surveys will need to be completed by the Successful Offeror.

- Q21. What are the specifications for camera height?**
A21. No specific requirements. Camera height shall be dependent on location, visibility, and ability to prevent destruction.
- Q22. What is the maximum detection distance?**
A22. Preferred minimum detection distance of 60 feet. There is no maximum requested.
- Q23. If there are poles, what is the offset from 1st lane in feet?**
A23. The answer to this question is unknown and dependent on each pole site, location and setup.
- Q24. If there are gantries, and what height are they?**
A24. There are no gantries.
- Q25. If so, are the gantries dedicated to other materials such as VMS?**
A25. Not applicable.
- Q26. What is the installation height?**
A26. Unknown, depends on permits obtained for each pole location.
- Q27. What is the total number of sites?**
A27. Approximately 50.
- Q28. What are the number of lanes per direction?**
A28. The number of lanes is dependent on location. There will be a minimum of one (1) and maximum of three (3) per direction.
- Q29. How many bi-directional lanes are there?**
A29. Unknown. Dependent on pole and camera location.
- Q30. Does the system need to be wireless?**
A30. Yes.
- Q31. Do we need to provide FO ("fiber optic") availability?**
A31. The Division of Police is seeking a product that transmits data through cellular signal.
- Q32. Do we need to provide comms and energy cabinet?**
A32. Units are preferred to be infrastructure free, solar powered, and use cellular data transmission.
- Q33. Is there power available on site or do mobile units need to be solar powered?**
A33. Solar Powered is preferred.
- Q34. Does the client prefer a server-based system in house or would a software mobility platform in the cloud be acceptable?**
A34. Cloud-based platform is preferred.
- Q35. Do we need to interface with which national data base for enforcement? Deployed Protocol?**
A35. Product should interface with NCIC and the department's hotlist.

Q36. It says make, model, and color detection. Are we going to detect the front or the rear of the vehicle?

A36. Ideal product captures both front and rear of vehicles.

Q37. Do we need to detect motorcycles?

A37. Yes.

Q38. Will the County identify the name of its cellular data provider? Do you have an unlimited and unthrottled data plan?

A38. Vendor should provide cellular data as part of the ALPR system.

Q39. How many locations will require ALPR cameras? Does the county require a set number of cameras for each location?

A39. Approximately 50 locations will require ALPR cameras and exact locations will vary based upon the County's needs.

Q40. Will the County please clarify the number of lanes the systems would be expected to cover?

A40. Varies based upon location. There may be a minimum of one (1) and maximum of three (3) lanes per direction.

All other specifications and General Terms and Conditions shall remain the same.

Bidders must take due notice and be governed accordingly. Acknowledgement of the receipt of this addendum shall be made on your Proposal Submission. If your bid has already been delivered, please revise your uploaded eVA Procurement Portal submission to include this signed addendum.

Failure to acknowledge this addendum may result in your bid being declared non-responsive.

Sincerely,

Justin Herbaugh

Justin M. Herbaugh, VCA, VCO
Procurement Analyst II
Her034@henrico.us

ACKNOWLEDGEMENT:

Signature:

Dan Mento

Print Name:

Dan Mento

Company:

Flock Group Inc

Date:

8/16/2022