

## “SOLE SOURCE” PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: Doña Ana County Sheriff's Office

1. Name of product or service: ALPR Cameras (License Plate Camera)
2. Name of product manufacturer: Flock Safety
3. Name of “sole” product supplier or service provider: ALPR Camera
4. Describe in general terms the product/service you are requesting and the intended application.

We will be using this product to monitor traffic in areas that are known to be drug corridors as well as to assist in locating and recovering stolen vehicles

5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.

Flock cameras have patented vehicle fingerprint technology to analyze vehicle plate, state recognition, vehicle color, vehicle type, vehicle make and objects (roof racks, bumper stickers, etc.) based on image analytics (not car registration data)

Machine vision to capture and identify characteristics of vehicles with a paper license plate and vehicles with the absence of a license plate.

Ability to ‘Save Search’ based on description of vehicles using our patented Vehicle Fingerprint Technology without the need for a license plate, and set up alerts based on vehicle description.


Only LPR provider with “Visual Search” which can transform digital images from any source into an investigative lead by finding matching vehicles based on the vehicle attributes in the uploaded photo.

6. How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).

Company was recommended by both Las Cruces Police Department and the New Mexico State Police as these are the cameras that both agencies set up in the area. By ordering the same product all 3 agencies will be able to communicate information to all the cameras in the area and be able to more effectively track a suspect vehicle

7. What product supplier or service provider has your Department used until now to satisfy similar requirements?

We have never used this type of product in the past.

 911 For K. STEWART  
\_\_\_\_\_  
Signature of Department Head Date 6/6/22

(Attach Quote and Use Additional Sheets As Necessary)

\*\*This form is used by Purchasing Department to determine if a "Sole Source" procurement criterion is met. Completing this form does not guarantee approval of this type of procurement.

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## **Sole Source Letter for Flock Safety ALPR Cameras and Solution**

Flock Safety is the sole manufacturer and developer of the Flock Safety ALPR Camera. Flock Safety is also the sole provider of the comprehensive monitoring, processing, and machine vision services which integrate with the Flock Safety ALPR Camera.

**The Flock Safety ALPR camera and devices are the only Law Enforcement Grade ALPR System to offer the following combination of proprietary features:**

1. Patented Vehicle Fingerprint Technology:
  - Patented proprietary machine vision to analyze vehicle license plate, state recognition, vehicle color, vehicle type, vehicle make and objects (roof rack, bumper stickers, etc.) based on image analytics (not car registration data)
  - Machine vision to capture and identify characteristics of vehicles with a paper license plate and vehicles with the absence of a license plate
  - Ability to 'Save Search' based on description of vehicles using our patented Vehicle Fingerprint Technology without the need for a license plate, and set up alerts based on vehicle description
  - Only LPR provider with "Visual Search" which can transform digital images from any source into an investigative lead by finding matching vehicles based on the vehicle attributes in the uploaded photo
  
2. Integrated Cloud-Software & Hardware Platform:
  - Ability to capture two (2+) lanes of traffic simultaneously with a single camera from a vertical mass
  - Best in class ability to capture and process up to 30,000 vehicles per day with a single camera powered exclusively by solar power
  - Wireless deployment of solar powered license plate reading cameras with integrated cellular communication weighing less than 5lbs and able to be powered solely by a solar panel of 60W or less
  - Web based footage retrieval tool with filtering capabilities such as vehicle color, vehicle type, vehicle manufacturer, partial or full license plate, state of license plate, and object detection
  - Utilizes motion capture to start and stop recording without the need for a reflective plate
  - Motion detection allows for unique cases such as bicycle capture, ATV, motorcycle, etc.
  - On device machine processing to limit LTE bandwidth consumption
  - Cloud storage of footage

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- Covert industrial design for minimizing visual pollution
- 3. Transparency & Ethical Product Design:
  - One-of-a-kind "Transparency Portal" public-facing dashboard that details the policies in place by the purchaser, as well as automatically updated metrics from the Flock system
  - Built-in integration with NCMEC to receive AMBER Alerts to find missing children
  - Privacy controls to enable certain vehicles to "opt-out" of being captured
- 4. Integrated Audio & Gunshot Detection:
  - Natively integrated audio detection capabilities utilizing machine learning to recognize audio signatures typical of crimes in progress (e.g., gunshots)
- 5. 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's Fleet 3 mobile ALPR cameras for patrol cars and Flock Safety's Falcon cameras
  - Access to additional cameras purchased by our HOA and private business partners, means an ever-increasing amount of cameras and data at no additional cost
- 6. 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 camera to delivery and installation
  - Performance monitoring software to predict potential failures, obstructions, tilts, and other critical or minor issues

Thank you,



Garrett Langley CEO, Flock Safety

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Created Date 6/6/2022

Expiration Date 8/5/2022

Quote Number 00001107

Prepared By Kraig Gardner

Phone 8017178299

Email kraig.gardner@flocksafety.com

Bill To Name NM - Dona Ana County SO

Product	Description	List Price	Sales Price	Quantity	Total Price
Falcon Camera	Law enforcement grade infrastructure-free (solar power + LTE) license plate recognition camera with Vehicle Fingerprint™ technology (proprietary machine learning software) and real-time alerts for unlimited users.	\$2,500.00	\$2,500.00	12.00	\$30,000.00
Professional Services - Falcon, Standard Implementation	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Standard Implementation Service Brief.	\$350.00	\$350.00	12.00	\$4,200.00

Total Price \$34,200.00

Recurring Total \$30,000.00