

RESOLUTION NO. 85-2024

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF PACIFICA
AUTHORIZING THE CITY MANAGER TO IMPLEMENT THE AUTOMATED LICENSE PLATE
READER (ALPR) PROGRAM AND EXECUTE AGREEMENTS WITH FLOCK SAFETY FOR
THE PURCHASE OF ALPR TECHNOLOGY AND AXON ENTERPRISES
TO ACTIVATE ALPR CAPACITY ON EXISTING HARDWARE**

WHEREAS, the City of Pacifica is committed to enhancing public safety and protecting its residents, businesses, and visitors through the use of modern technologies; and

WHEREAS, automated license plate reader (ALPR) technology is a proven tool for law enforcement that allows for the automated detection of license plates from mobile and fixed ALPR cameras; and

WHEREAS, state law restricts access to, use of, and dissemination of information obtained from ALPR systems; and

WHEREAS, the City desires to acquire and use ALPR technology to enhance crime prevention and criminal investigations while complying with state law restrictions related to ALPR systems; and

WHEREAS, the Pacifica Police Department has adopted Pacifica Police Department Policy Manual, Policy 435 to govern the use of ALPR systems and data; and

WHEREAS, the City Council approved the FY2024-25 budget to include sufficient funding in the Police Department budget to fund the costs of this purchase.

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Pacifica that the City Manager of the City of Pacifica is authorized to implement the ALPR program and execute agreements with Flock Safety for the purchase of ALPR Technology in the amount of \$64,000.00 (\$34,000 for the first year and \$30,000 for the second year), and with Axon Enterprises to activate ALPR capacity on existing hardware in the amount of \$44,097.69 (\$8,819.53 per year for 5 years). Although these agreements are within the City Manager's purchasing authority, they are attached hereto as Exhibits A and B.

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PASSED AND ADOPTED at a special and regular meeting of the City Council of the City of Pacifica, California, held on the 9th day of September, 2024, by the following vote:

AYES, Councilmembers: Beckmeyer, Bier, Bijstyeck, Boles, Vaterlaus

NOES, Councilmembers: n/a

ABSENT, Councilmembers: n/a

ABSTAIN, Councilmembers: n/a

Sue Beckmeyer
For Sue Vaterlaus, Mayor

ATTEST:

Sarah Coffey
Sarah Coffey, City Clerk

APPROVED AS TO FORM:

Michelle Kenyon
Michelle Kenyon, City Attorney

EXHIBIT A

Agreement with Flock Safety for the Purchase of ALPR Technology

Flock Safety + CA - Pacifica PD

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

MAIN CONTACT:

Jeffrey Lents
jeff.lents@flocksafety.com
480 621 2406

Created Date: 08/31/2024
Expiration Date: 02/29/2024
Quote Number: Q-40500
PO Number:

Company Overview

At Flock Safety, technology unites law enforcement and the communities they serve to eliminate crime and shape a safer future, together. We created the first public safety operating system to enable neighborhoods, schools, businesses, and law enforcement to work together to collect visual, audio, and situational evidence across an entire city to solve and prevent crime.

Our connected platform, comprised of License Plate Recognition (LPR), live video, audio detection, and a suite of integrations (AVL, CAD & more), alerts law enforcement when an incident occurs and turns unbiased data into objective answers that increase case clearance, maximize resources, and reduce crime -- all without compromising transparency or human privacy.

Join thousands of agencies reducing crime with Flock Safety's public safety operating system

2000+	120	1B+	<60%*
communities with private-public partnerships	incident alerts / minute	1B+ vehicles detected / month	<60% local crime reduction in Flock cities

*According to a 2019 study conducted by Cobb County Police Department

Introduction

Layer Intelligence to Solve More Crime

The pathway to a safer future looks different for every community. As such, this proposal presents a combination of products that specifically addresses your public safety needs, geographical layout, sworn officer count, and budget. These components make up your custom public safety operating system, a connected device network and software platform designed to transform real-time data into a panoramic view of your jurisdiction and help you zero in on the leads that solve more cases, prevent future crimes, and foster trust in the communities you serve.

Software Platform

Flock Safety's out-of-box software platform collects and makes sense of visual, audio, and situational evidence across your entire network of devices. With unlimited user licenses, your entire law enforcement agency can access the real-time investigative leads needed to increase case clearance, protect the community, and decrease crime rates.

Out-of-Box Software Features

<p>Simplified Search</p>	<p>Get a complete view of all activity tied to one vehicle in your network of privately and publicly owned cameras. The user-friendly search experience allows officers to filter hours of footage in seconds based on time, location, and detailed vehicle criteria using patented Vehicle Fingerprint™ technology. Search filters include:</p> <ul style="list-style-type: none"> ● Vehicle make ● Body type ● Color ● License plates <ul style="list-style-type: none"> ○ Partial tags ○ Missing tags ○ Temporary tags ○ State recognition ● Decals ● Bumper stickers ● Back racks ● Top racks
<p>National and Local Sharing</p>	<p>Access 1B+ additional plate reads each month without purchasing more cameras. Solve cross-jurisdiction crimes by opting into Flock Safety's sharing networks, including one-to-one, national, and statewide search networks. Users can also receive alerts from several external LPR databases:</p> <p style="text-align: center;"> <i>California SVS</i> <i>FDLE</i> <i>FL Expired Licenses</i> <i>FL Expired Tags</i> <i>FL Sanctioned Drivers</i> <i>FL Sex Offenders</i> <i>Georgia DOR</i> <i>IL SOS</i> <i>Illinois Leads</i> <i>NCIC</i> <i>NCMEC Amber Alert</i> <i>REJIS</i> <i>CCIC</i> <i>FBI</i> </p>
<p>Real-time Alerts</p>	<p>Receive SMS, email, and in-app notifications for custom Hot Lists, NCIC wanted lists, AMBER alerts, Silver alerts, Vehicle Fingerprint matches, and more.</p>
<p>Interactive ESRI Map</p>	<p>View your AVL, CAD, traffic, and LPR alerts alongside live on-scene video from a single interactive map for a birdseye view of activity in your jurisdiction.</p>
<p>Vehicle Location Analysis</p>	<p>Visualize sequential Hot List alerts and the direction of travel to guide officers to find suspect vehicles faster.</p>

Out-of-Box Software Features (Continued)

<p>Transparency Portal</p>	<p>Establish community trust with a public-facing dashboard that shares policies, usage, and public safety outcomes related to your policing technology.</p>
<p>Insights Dashboard</p>	<p>Access at-a-glance reporting to easily prove ROI, discover crime and traffic patterns and prioritize changes to your public safety strategy by using data to determine the most significant impact.</p>
<p>Native MDT Application</p>	<p>Download FlockOS to your MDTs to ensure officers never miss a Hot List alert while out on patrol.</p>
<p>Hot List Attachments</p>	<p>Attach relevant information to Custom Hot List alerts. Give simple, digestible context to Dispatchers and Patrol Officers responding to Hot List alerts so they can act confidently and drive better outcomes. When you create a custom Hot List Alert, add case notes, photos, reports, and other relevant case information.</p>
<p>Single Sign On (SSO)</p>	<p>Increase your login speed and information security with Okta or Azure Single Sign On (SSO). Quickly access critical information you need to do your job by eliminating the need for password resets and steps in the log-in process.</p>

License Plate Recognition

The Flock Safety Falcon™ LPR camera uses Vehicle Fingerprint™ technology to transform hours of footage into actionable evidence, even when a license plate isn't visible, and sends Hot List alerts to law enforcement users when a suspect vehicle is detected. The Falcon has fixed and location-flexible deployment options with 30% more accurate reads than leading LPR.*

*Results from the 2019 side-by-side comparison test conducted by LA County Sheriff's Department

Flock Safety Falcon™ LPR Camera	Flock Safety Falcon™ Flex	Flock Safety Falcon™ XT
<p>Fixed, infrastructure-free LPR camera designed for permanent placement.</p> <ul style="list-style-type: none"> √ 1 Standard LPR Camera √ Unlimited LTE data service + Flock OS platform licenses √ 1 DOT breakaway pole √ Dual solar panels √ Permitting, installation, and ongoing maintenance 	<p>Location-flexible LPR camera designed for fast, easy self-installation, which is ideal for your ever-changing investigative needs.</p> <ul style="list-style-type: none"> √ 1 LPR Camera √ Unlimited LTE data service + software licenses √ 1 portable mount with varying-sized band clamps √ 1 Charger for internal battery √ 1 hardshell carrying case 	<p>Long-range, high-speed LPR camera that captures license plates and Vehicle Fingerprint data for increasing investigative leads on high-volume roadways like highways and interstates.</p> <ul style="list-style-type: none"> √ 1 Long-Range LPR Camera √ Computing device in protective poly case √ AC Power √ Permitting, installation, and ongoing maintenance

Your Flock Safety Team

Flock Safety is more than a technology vendor; we are a partner in your mission to build a safer future. We work with thousands of law enforcement agencies across the US to build stronger, safer communities that celebrate the hard work of those who serve and protect. We don't disappear after contracts are signed; we pride ourselves on becoming an extension of your hard-working team as part of our subscription service.

Implementation	Meet with a Solutions Consultant (former LEO) to build a deployment plan based on your needs. Our Permitting Team and Installation Technicians will work will get your device network approved, installed, and activated.
User Training + Support	Your designated Customer Success Manager will help train your power users and ensure you maximize the platform, while our customer support team will assist with needs as they arise.
Maintenance	We proactively monitor the health of your device network. If we detect that a device is offline, a full-time technician will service your device for no extra charge. <i>Note: Ongoing maintenance does not apply to Falcon Flex devices.</i>
Public Relations	Government Affairs Get support educating your stakeholders, including city councils and other governing bodies. Media Relations Share crimes solved in the local media with the help of our Public Relations team.



Budgetary Quote

This document is for informational purposes only. Pricing is subject to change.

Bill To: Pacific Ave Pacifica, California 94044

Ship To: Pacific Ave Pacifica, California 94044

Billing Company Name: CA - Pacifica PD

Subscription Term: 24 Months

Billing Contact Name:

Payment Terms: Net 30

Billing Email Address:

Retention Period: 30 Days

Billing Phone:

Billing Frequency: Annual - First Year at Signing.

Hardware and Software Products

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
Flock Safety Platform			\$30,000.00
Flock Safety Flock OS			
FlockOS™ - Essentials	Included	1	Included
Flock Safety LPR Products			
Flock Safety Falcon®	Included	10	Included

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
One Time Fees			
Flock Safety Professional Services			
Professional Services - Existing Infrastructure Implementation Fee	\$150.00	5	\$750.00
Professional Services - Standard Implementation Fee	\$650.00	5	\$3,250.00

Subtotal Year 1:	\$34,000.00
Annual Recurring Subtotal:	\$30,000.00
Estimated Tax:	\$0.00
Contract Total:	\$64,000.00

Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer. This is not an invoice – this document is a non-binding proposal for informational purposes only. Pricing is subject to change.

Product and Services Description

Flock Safety Platform Items	Product Description
Flock Safety Falcon ®	An infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint® technology to capture vehicular attributes.

One-Time Fees	Service Description
Installation on existing infrastructure	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.
Professional Services - Standard Implementation Fee	One-time Professional Services engagement. Includes site and safety assessment, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.
Professional Services - Advanced Implementation Fee	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.

FlockOS Features & Description

FlockOS Features	Description
Community Network Access	Access to all privately owned Flock devices within your jurisdiction that have been shared with you.
Unlimited Users	Unlimited users for FlockOS
State Network (License Plate Lookup Only)	Allows agencies to look up license plates on all cameras opted in to the statewide Flock network.
Nationwide Network (License Plate Lookup Only)	Allows agencies to look up license plates on all cameras opted in to the nationwide Flock network.
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™ 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.
ESRI Based Map Interface	Flock Safety's maps are powered by ESRI, which offers the ability for 3D visualization, viewing of floor plans, and layering of external GIS data, such as City infrastructure (i.e., public facilities, transit systems, utilities), Boundary mapping (i.e., precincts, county lines, beat maps), and Interior floor plans (i.e., hospitals, corporate campuses, universities)
Real-Time NCIC Alerts on Flock ALPR Cameras	Alert sent when a vehicle entered into the NCIC crime database passes by a Flock camera
Unlimited Custom Hot Lists	Ability to add a suspect's license plate to a custom list and get alerted when it passes by a Flock camera
Law Enforcement Network Access	The ability to request direct access to evidence detection devices from Law Enforcement agencies outside of your jurisdiction.

EXHIBIT B

Agreement with Axon Enterprises to Activate ALPR Capacity on Existing Hardware



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-565250-45510.809DB

Issued: 08/06/2024

Quote Expiration: 09/15/2024

Estimated Contract Start Date: 10/01/2024

Account Number: 113230

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Pacifica Police Dept. - CA 2075 Coast Hwy Pacifica, CA 94044-3038 USA	Pacifica Police Dept. - CA 2075 Coast Hwy Pacifica CA 94044-3038 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Thom Ruseva-Mahan Phone: +1 4804148450 Email: tmahan@axon.com Fax: +1 4809993359	Bill Glasgo Phone: (650) 738-7314 Email: glasgow@pacificapolice.org Fax: (650) 355-1172

Quote Summary

Program Length	58 Months
TOTAL COST	\$44,097.69
ESTIMATED TOTAL W/ TAX	\$44,097.69

Discount Summary

Average Savings Per Year	\$827.58
TOTAL SAVINGS	\$3,999.97

Payment Summary

Date	Subtotal	Tax	Total
Sep 2024	\$8,819.53	\$0.00	\$8,819.53
Jul 2025	\$8,819.54	\$0.00	\$8,819.54
Jul 2026	\$8,819.54	\$0.00	\$8,819.54
Jul 2027	\$8,819.54	\$0.00	\$8,819.54
Jul 2028	\$8,819.54	\$0.00	\$8,819.54
Total	\$44,097.69	\$0.00	\$44,097.69

Quote Unbundled Price:	\$48,097.66
Quote List Price:	\$48,097.66
Quote Subtotal:	\$44,097.69

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
A la Carte Software									
80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	13	58		\$63.79	\$58.49	\$44,097.69	\$0.00	\$44,097.69
Total							\$44,097.69	\$0.00	\$44,097.69

Delivery Schedule

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	13	10/01/2024	07/31/2029

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	2075 Coast Hwy	Pacifica	CA	94044-3038	USA

Payment Details

Sep 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1 - COTERM	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	13	\$8,819.53	\$0.00	\$8,819.53
Total				\$8,819.53	\$0.00	\$8,819.53

Jul 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	13	\$8,819.54	\$0.00	\$8,819.54
Total				\$8,819.54	\$0.00	\$8,819.54

Jul 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	13	\$8,819.54	\$0.00	\$8,819.54
Total				\$8,819.54	\$0.00	\$8,819.54

Jul 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	13	\$8,819.54	\$0.00	\$8,819.54
Total				\$8,819.54	\$0.00	\$8,819.54

Jul 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	13	\$8,819.54	\$0.00	\$8,819.54
Total				\$8,819.54	\$0.00	\$8,819.54

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature

Date Signed

8/6/2024

