

Snohomish County

“PROPRIETARY” (SINGLE SOURCE) PURCHASE JUSTIFICATION FORM (SCC Section 3.04.180)

Requisition No.:		Department:	Sheriff's Office
Recommended Vendor(s), if any:  Flock Safety	Date:	8-7-24	
	Estimated Cost/Price:		
	Contact Person:	Norm Link	
<input type="checkbox"/> Ongoing Purchase/Replacement <input type="checkbox"/> Perpetual		<input checked="" type="checkbox"/> New Purchase	
If an Ongoing/Replacement Purchase, what was the prior year expenditure? _____			

Please submit “Proprietary” (Single Source) requests directly to the Purchasing Division:  
 Routing location: MS# 507 / Email: [purchasing@snoco.org](mailto:purchasing@snoco.org) / Fax: 425-388-3931

Completion of this form is required in advance of all “Proprietary” purchases in excess of \$5,000.

Check one of the following that best describes the proposed purchase (both if applicable):

- Only one vendor reasonably exists for the required product/service (“single source”).
- For standardization (“compatibility”) of equipment or systems.

1. In ‘layman’s terms’, describe the purpose or function of the requested product or service.

Flock Safety technology is the sole provider of comprehensive monitoring, processing, and machine vision services which integrate with the Flock Safety Automated License Plate Reader (ALPR) program. Flock Safety provides cameras, mounted around public roadways, that take still photos of vehicle license plates as they travel on public roadways. The program alerts law enforcement to vehicles that are stolen or wanted in connection with crimes. Law enforcement can track the wanted vehicle as it travels through the Flock camera network and it allows law enforcement to detect, locate, and apprehend criminals after or during the commission of crimes. The system also allows law enforcement to search vehicle images by finding matching vehicles based on unique physical characteristics such as stickers, roof racks, bumper guards, etc. Flock is providing this ALPR technology to over 4,000 communities in the United States.

2. If the particular product or service was not available or could not be purchased, how would the department proceed with its work?

The Sheriff’s Office does not have a service like Flock provides currently. Currently, deputy sheriffs use a needle in a haystack approach and randomly run computer checks on license plates and hope that they find a stolen or wanted vehicle. Without this service, the Sheriff’s Office would remain with a reactive approach to finding vehicles wanted in the commission of crimes.

“Single Source” (if applicable):

3a. Explain why the product or service requested can only be reasonably obtained from one vendor (a “single source”) to meet your requirements and why alternative vendors are unacceptable. Be specific with regard to any unique features, characteristics, requirements or capabilities.

Flock Safety uses patented machine vision to analyze vehicle license plates, state recognition, and vehicle attributes such as color, type, make, and object based on image analytics. Flock Safety allows users to search using patented Vehicle Fingerprint Technology without the need for a license plate and set up alerts based on vehicle description. Flock is the only ALPR provider with “Visual Search” which can transform digital images from any source into an investigative lead by finding matching vehicles based on vehicle attributes in the uploaded photo. The Flock ALPR cameras can read 30,000 plates and vehicle attributes on a single battery charge.

3b. Explain (i) how the requested purchase will produce meaningful standardization/compatibility of equipment or systems, and (ii) why the proposed standardization/compatibility will be beneficial for your operations and the County.

The standardization and compatibility feature of the Flock Safety camera system is the best feature of this system. Flock Safety is the only LPR provider to officially partner with AXON to be natively and directly integrated in Evidence.com. The

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Sheriff’s Office has contracts with AXON and Evidence.com to handle our evidence preservation needs. All surrounding law enforcement agencies in Snohomish County use the Flock Safety camera system and the Sheriff’s Office will receive access to all Flock cameras in the network, not just the cameras purchased by the Sheriff’s Office. The Sheriff’s Office will also receive access to private businesses who have Flock Safety cameras and approve the Sheriff’s Office access to their system.

- 4. Explain why this vendor is the only source reasonably available (in the case of “Single Source”), or the best source (in the case of “Compatibility”), from which to obtain this product or service.

As mentioned above, Flock Safety directly integrates with Axon and Evidence.com. These are existing technology platforms that the Sheriff’s Office already uses and has contracts with. Flock Safety also has a Real-Time Routing feature that analyzes various data sources to determine where a suspect vehicle has been and its direction of travel providing users with possible outcomes based on a confidence threshold. Purchase of the Flock system will make the Sheriff’s Office directly compatible with the surrounding police agencies in the county. Snohomish County has achieved enormous success by standardizing all law enforcement systems in the county with other agencies to help with interoperability. This includes CAD, geo-mapping, body worn cameras, and integrated digital radios. Flock Safety is the best available vendor to provide ALPR services to the Sheriff’s Office because of the already existing camera network within Snohomish County. Flock also has built-in integration with NCMEC to receive AMBER alerts to find missing children.

- 5. Describe the market research that was conducted and the results, if any, or why a market survey was not conducted.

I attended the 2023 International Association of Chiefs of Police (IACP) conference with leaders and command staff of cities in Snohomish County. As a result of the research conducted at this conference, it was determined that Flock Safety was uniquely positioned in this market to benefit all public safety agencies in Snohomish County, not just the Sheriff’s Office. As a result of this research, many law enforcement agencies in Snohomish County have already purchased the Flock system or are in the process of purchasing this service. Flock safety devices are now helping solve 10% of the reported crime in the United States.

- 6. Will this purchase obligate the County to a particular product or vendor in the future, either for maintenance, continuity or other follow-up? Please explain.

Purchase of the system will obligate the Sheriff’s Office to a yearly subscription fee of \$36,000/per year. The Sheriff’s Office can decide on the length of contract that we are comfortable with.

- 7. Explain why the price for this product or service is considered to be fair and reasonable.

This yearly subscription fee is very reasonable because not only do we get to use the 12 cameras we are purchasing in our subscription, but we will also get access to hundreds of more cameras that are in service by neighboring law enforcement agencies as well. A typical agency that works with Flock will have access to 200 times the number of cameras that they own.

- 8. Describe the negotiation efforts, if any, that have been made to this point with the vendor to obtain the best possible price

I have received market research from other cities in Snohomish County that have purchased the Flock system. All the quotes are fixed and standard. The vendor charges the same subscription fee to all customers.

- 9. If this request is on the basis of “single source” (as opposed to “compatibility”/standardization), describe the actions your Department will take, if feasible, to introduce or increase the opportunity for vendor competition prior to any future or follow-up purchase of this product or service.

This document has been prepared under the umbrella of single source and compatibility/standardization, with the later being the most important characteristic. All law enforcement agencies in Snohomish County will be in constant contact with the vendor regarding the compatibility. No other LPR system is compatible in the Snohomish County camera network at this time.

Name and signature of the person in the requesting Department who prepared this request and justification.

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Name: <u>Norm Link</u>	Position: <u>Captain</u>
Department: <u>Sheriff's Office</u>	Date: <u>8-7-24</u>
I hereby certify that the above request and Justification is accurate and complete to the best of my knowledge and belief.	
<u>Norm Link #1262</u>	<u>8-7-24</u>
Signature	Date

Name and signature of the Department or Division Director (from the requesting Department) who has reviewed and endorsed this request and justification:			
Name:		Position:	
Department:		Date:	
<b>Review/Endorse:</b> I have reviewed and hereby endorse the above request and justification.			
_____		_____	
Signature		Date	

Purchasing Department:

Posted to Website? Yes  No  Dates 8/15/2024 to 8/29/2024

Ad Posted in Newspaper? Yes  No  Dates 8/15/2024 to \_\_\_\_\_

Results of Posting: No interest or objections were received.

Approved X Not Approved \_\_\_\_\_

\_\_\_\_\_  
Purchasing Manager

\_\_\_\_\_  
Date