



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

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Legislative File No: 2023-0090

TO: Mayor and City Council Members

FROM: Captain Russell Yeiser, Oakland County Sheriff Office (OCSO)

DATE: February 27, 2023

SUBJECT: Automated License Plate Reader Cameras

REQUEST:

City Council is requested to authorize a contract/blanket purchase order for the lease of ten (10) Automated License Plate Reader (ALPR) cameras for use by the Oakland County Sheriff's Office (OCSO) to Flock Group, Inc., Atlanta, Georgia in the not-to-exceed amount of \$78,500.00 for a three year term effective from the date of contract execution and further authorizes the Mayor to execute an agreement on behalf of the City.

City Council is requested to waive Section 2-275(1), formal competition required for contracts exceeding \$25,000, under Section 2-281, which allows City Council the authority to waive any regulation or procedure pertaining to purchasing, deeming it to be in the best interest of the City.

REASON FOR PURCHASE:

In 2021, as part of a one (1) year pilot program with Oakland County, the OCSO Rochester Hills Substation had four (4) Flock Falcon ALPR cameras installed within the community to test and determine if there was benefit to use of these camera's by OCSO. The pilot program that was established by Oakland County, included Rochester Hills, along with 10 other communities throughout the County. When the pilot program ended, Oakland County determined that they would not establish an agreement for the purchase/lease of the cameras. They decided that if the communities found benefit to the cameras, that each community would be required to independently contract and be responsible for all fees associated with the implementation of the ALPR program. The OCSO Rochester Hills Substation has had great success in utilizing these cameras and has determined they would like to continue with the use of Flock Falcon ALPR cameras.

Purchasing and OCSO has been working together to determine the best way to move the purchase forward and still meet public purchasing requirements. Purchasing researched other available ALPR cameras on the market and through that research found a camera system that was available through one of the national cooperative purchasing contracts the City regularly utilizes. Purchasing and OCSO had a demonstration of the other ALPR system and requested a price proposal for this system. While the system was robust, and comparable to the Flock Falcon AL, the system is more expensive than the Falcon system being requested and lacked the solar panel with batteries configuration that is crucial to placement of the ALPR's at certain intersections. If the OCSO moved forward with a non-solar option, it would require additional costs for electrical connections, and hiring of a contractor to install the cameras.

Additional systems that were researched, do not contain all the functions of the Flock's ALPR system and were deemed to not be comparable. The Flock Falcon ALPR has some proprietary features including a patented Vehicle Fingerprint Technology to analyze vehicle license plate, state recognition and vehicle attributes including color, type, make and objects based on image analytics and is the only LPR provide 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.

Based on all these factors, Purchasing has determined that the issuance of a sealed proposal would not be productive or in the best interest of the City, as the Flock system is less expensive than all the other systems researched, it meets the needs of OCSO, and since it has already been in used and tested by the OCSO it is not felt that any other system would be of benefit for OCSO to transition to a new system. They are already trained and familiar with the Flock system.

The Flock ALPR lease program requested is an all-inclusive package service that includes installation and coordinated site placement of the LPR cameras; mounting hardware including solar panels and backup batteries; unlimited LTE internet connectivity, customizable hotlist for alerts; a user-friendly search database; and data retention of 30 days which is easily extractable on an as needed basis. The costs for the ALPR system include a one-time \$350 fee per camera (\$3,500 total) for site and safety assessment, installation, testing, shipping and handling and then a \$2,500 per camera per year for law enforcement grade camera or \$25,000 per year. The three year cost for the lease of the ten cameras is a firm fixed cost and is not to exceed \$78,500 during the term of the agreement.

PROCESS:

Vendor Name and Address:

Flock Group, Inc.
1170 Howell Mill Road NW, Suite 210
Atlanta, Georgia 30318

Reason for Selection:

Best Value

Method of Purchase:

Contract/Purchase Order

BUDGET:

Funding is included in the FY 2023 Adopted Budget and FY 2024 & FY 2025 Projected Budgets

Fund Name	Department Account No	Account No. Description	3-Year Budget Amount	3-Year Cost	Remaining Budget
Special Police	207.801000	Professional Services	\$90,000	\$78,500	\$11,500

RECOMMENDATION:

It is recommended that City Council authorize a contract/blanket purchase order for the lease of ten (10) Automated License Plate Reader (ALPR) camera’s for use by the Oakland County Sheriff’s Office (OCSO) to Flock Group, Inc., Atlanta, Georgia in the not-to-exceed amount of \$78,500.00 for a three year term effective from the date of contract execution and further authorizes the Mayor to execute an agreement on behalf of the City.

It is also recommended that City Council waive Section 2-275(1), formal competition required for contracts exceeding \$25,000, under Section 2-281, which allows City Council the authority to waive any regulation or procedure pertaining to purchasing, deeming it to be in the best interest of the City.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Procurement Manager		
Mayor		
City Clerk		

Contract Reviewed by City Attorney Yes N/A