



JUSTIFICATION Sole Source Form

Financial Services Department
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Sole source purchases are purchases of apparatus, supplies, materials, equipment or services limited to a single supplier. Such purchases should be authorized only based upon operational compatibility with existing equipment, strong technological grounds, or a clearly unique and cost-effective service feature requirement. The use of such purchases shall be limited only to specific instances that are justified to satisfy compatibility, technical performance needs or service availability from only one or a limited number of sources. Justification cannot be based on quality or price.

Department: 5100 - POLICE Requestor: MARSHALL GRAYSON
Requisition Number: REQ00340 Estimated Contract Amount: \$36,900
Vendor: FLOCK GROUP, INC.

Describe the item or service and its function:

We are purchasing 10 Flock Cameras for automatic license plate detection and improved investigations. This item was approved by the Board of Commissioners for the FY26 budget cycle.

Check the boxes that best describe your reason for requesting a sole source purchase:

- ☒ Sole source request is for the original manufacturer or provider. There are no area distributors.
- ☒ The parts or equipment are not interchangeable with similar parts of another manufacturer.
- ☒ This is the only known item or service that will meet the specialized needs of this department or perform the intended function.
- ☒ This is the sole provider of a licensed service or patented good.
- ☐ This is the sole provider of items that are compatible with existing equipment, inventory, systems, programs, research or services.
- ☐ This is the sole provider of goods to permit/continue standardization.
- ☒ This is the sole provider of factory-authorized warranty service.
- ☐ This vendor has a used item that would represent good value to the town. *Provide cost for new item:* \$ _____
- ☐ None of the above applies. *Attach a detailed explanation and justification for this sole source request.*

Complete this section for purchases (goods) in excess of \$30,000 that require Board of Commissioners approval:

Attach a page explaining why the product or service requested is the only product or service that can satisfy your requirements and why alternatives are unacceptable. Be specific regarding specifications, features, characteristics, requirements, capabilities, service scope and compatibility.

Authorization

I hereby request that a sole source be approved for the procurement of the above stated equipment, commodity or service.

Department Head/Authorized Person:  Date: 8-6-25

Finance Department Authorized Person:  Date: 8-6-25

Flock Camera Sole Source Justification (for items in excess of \$30,000):

We can deploy Flock cameras strategically around town to assist in both preventative and reactive public safety. Utilizing Flock Safety can provide evidence we will need to solve, deter and reduce crime across neighborhoods, schools, businesses and the entire town. This system will allow for collecting objective evidence free from human bias to prevent, deter and solve crime. The system is designed with checks and balances to ensure ethical use of its technology.

Flock Safety goes beyond capturing license plates. Unlike traditional license plate readers, the unique Vehicle Fingerprint technology accelerates investigations by allowing us to filter our search based on the vehicle's specific characteristics, including body type, make, color, and more. This is key in producing investigative leads for law enforcement when a suspect vehicle has no visible plates. Flock Safety is proven to help solve and reduce violent and non-violent crime. Some of the main types of property crime Flock Safety addresses include mail and package theft, home invasions, vandalism, trespassing, and burglary. This system is also used to solve violent crimes such as assaults, kidnappings, shootings and homicides.

Once deployed we will be linked not only with our neighboring communities, but communities through the state, surrounding states, and the country who also utilize Flock cameras. Currently, our neighboring communities utilizing this system include Burlington, Durham, Roxboro, Greensboro, Raleigh, and Elon. More than 50 agencies (2000+ cameras) in NC have Flock cameras deployed.

Once the system is active, we can increase our partnerships with our community stakeholders and businesses by providing them with the ability to install their own Flock cameras that will connect to our system. This will be a great asset to solving and preventing the numerous and ever rising vehicle thefts and break-ins the Town has experienced over the past few years. In doing so, this will increase the number of cameras without increasing cost to the Town. The Flock System is scalable. For example, motion activated cameras installed in our parks and the Riverwalk areas could be programmed to only activate after closing. Officers would get alerts that people have entered these restricted areas allowing them to respond before dispatch.

The current cost includes an upgraded package (FlockOS Advanced) that would expand our ability to access business security systems with their permission.

If unable to move forward with Flock Safety, we will miss out on opportunities to more effectively and efficiently investigate and solve crimes with this technology. Flock Group is the only provider of the Flock camera system.