



**TOWN OF LOS GATOS  
COUNCIL AGENDA REPORT**

MEETING DATE: 06/18/2024

ITEM NO: 8

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DATE: June 10, 2024  
TO: Mayor and Town Council  
FROM: Laurel Prevetti, Town Manager  
SUBJECT: Authorize the Town Manager to Execute a Revised Master Service Agreement with Flock Safety Group Inc. for Stationary Automated License Plate Readers (ALPR). in the Amount \$255,000 for a Sixty-Month Term and Authorize the Town Manager to Enter into Amendments as Necessary for up to an Additional \$40,000 for a Total Agreement Not to Exceed \$295,000 Over the Agreement Term.

**RECOMMENDATION:**

Authorize the Town Manager to execute a revised Master Service Agreement with Flock Safety Group Inc. for Stationary Automated License Plate Readers (ALPR) in the amount \$255,000 for a sixty-month term and authorize the Town Manager to enter into amendments as necessary for up to an additional \$40,000 for a total agreement not to exceed \$295,000 over the agreement term.

**BACKGROUND:**

On June 1, 2021, the Town Council approved a two-year pilot program for Flock Safety Automated License Plate Readers (ALPR). The Police Department identified the Flock system based on its proven capability to augment traditional Police services in the deterrence, interruption, and investigation of crime, specifically residential and commercial burglary, in the Town of Los Gatos. The Flock Safety ALPR camera system is being utilized nationwide and throughout California.

Since the system became operational in the Town of Los Gatos, it has proven to be an effective force multiplier for the Los Gatos-Monte Sereno Police Department and other neighboring

**PREPARED BY:** Heather St. John  
Senior Administrative Analyst

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Reviewed by: Town Manager, Assistant Town Manager, Town Attorney, and Finance Director

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SUBJECT: Authorize the Town Manager to Execute a Revised Master Service Agreement with Flock Safety Group Inc. for Stationary Automated License Plate Readers (ALPR)

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BACKGROUND (continued):

jurisdictions. The Los Gatos-Monte Sereno Police Department has seen positive results in suppressing crime before it occurs and utilizing the ALPR as an investigative tool to assist with leads to apprehend criminals and recover key evidence to major crimes. Images captured by this system can be used to alert Officers in real-time to the location of a stolen vehicle or a suspect vehicle in a crime, or the system can be used to investigate crimes after they occur, providing crucial evidence and investigative leads.

The existing Flock ALPR system consists of 17 cameras mounted at key fixed-point locations throughout the Town, which capture still images of passing vehicles. Collected images are analyzed by system software in compliance with Criminal Justice Information Systems (CJIS) and then searchable when linked to an investigative incident by license plate number, state of origin for the license plate, car color, car make, or car model. The images are stored and available for law enforcement use for 30 days, and subsequently deleted from the secured retention system.

The Los Gatos-Monte Sereno Police Department provides transparency, accountability, and integrity on Police activities, Departmental policies, training materials, and agency practices. Information is available to the public at <https://www.losgatosca.gov/2713/Transparency-and-Data-page>.

DISCUSSION:

In 2021, the Town entered into a two-year agreement term with Flock Safety Group for fifteen ALPR cameras totaling \$78,750. During this two-year agreement, the Town amended the initial agreement and added two additional cameras in the amount of \$11,400 for a total two-year agreement in the amount of \$90,150, for installation and subscription costs.

In 2023, Flock Safety Group increased their subscription pricing structure from \$2,500 per camera to \$3,000 per camera annually. To maintain the benefits of the existing technology and forecast future subscription costs, Flock Safety Group proposed a revised five-year (60-month) master services agreement in the amount of \$255,000 (\$51,000 per year) for the existing seventeen ALPR camera subscription costs.

CONCLUSION:

Staff recommends the Town Council authorize the Town Manager to execute a revised agreement with Flock Safety Group, Inc. for stationary Automated License Plate Readers (ALPRs), not to exceed a five-year total agreement amount of \$295,000. The purpose of the

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CONCLUSION (continued):

revised Master Service Agreement is to provide the updated fiscal cost per camera which increased from \$2,500 annually per camera to \$3,000 annually per camera. This approach would lock in a 60-month term pricing and avoid potential annual increases.

The Department is seeking additional authority up to \$40,000 for the term of the agreement to offset any unforeseen costs related to equipment replacement, enhanced service capability adjustments, or modifications to existing technology.

FISCAL IMPACT:

The current Police Department Operating Budget includes \$51,000 annual subscription cost for FY 2023/24. The Adopted FY 2024/25 Police Department Operating Budget also includes the annual cost of the ALPR cameras. Any cost adjustment of future fiscal years would be proposed during budget development cycles for a total agreement amount (FY 2023/24 through FY 2027/28) not to exceed \$295,000.

ENVIRONMENTAL ASSESSMENT:

This is not a project defined under CEQA, and no further action is required.

Attachments:

1. Master Service Agreement
2. Sole Source Letter