



CITY OF TARPON SPRINGS, FL

Procurement Services

324 East Pine Street
P.O. Box 5004
Tarpon Springs, Florida 34688-5004
(727) 942-5615
Fax (727) 937-1766

MEMORANDUM

TO: Honorable Mayor and Board of Commissioners
THRU: Janina Lewis, CPPO, NIGP-CPP, Procurement Services Director *AL*
FROM: Anela Saday, CPPB, NIGP-CPP, Senior Procurement Analyst *AS*
DATE: 01/09/2024
SUBJECT: Ratify File No. 240026-C-AS, Automatic License Plate Recognition Cameras and Annual License Subscriptions Utilizing OMNIA Partners Technology Products, Solutions, and Related Services Contract No. 23-6692-03 (Cobb County)

RECOMMENDATION:

Ratify File No. 240026-C-AS, Automatic License Plate Recognition (ALPR) Cameras and Annual License Subscriptions utilizing OMNIA Partners Technology Products, Solutions, and Related Services Contract No. 23-6692-03 (Cobb County) to Insight Public Sector, Inc., in the amount of \$19,800 for FY24, and further award the new contract agreement in an annual amount not to exceed \$18,500, totaling an estimated amount not to exceed \$93,800, through October 25, 2028, for the Police Department (PD).

BACKGROUND:

Law enforcement agencies use infrastructure-free, automatic license plate recognition (ALPR) cameras to increase case clearance and reduce crime using technology to transform hours of footage into actionable evidence. The purpose of this contract is to provide equipment, services, software, and licensing subscriptions for ALPR cameras. The initial amount of \$19,800 is to provide the licensing subscriptions for the four (4) existing PD cameras and to furnish and install three (3) additional ALPR cameras, to include annual software licenses, and related services. PD negotiated an additional \$10,000 annual savings over the contract term, reducing the subsequent annual amounts to \$18,500 for FY25 through FY28. This item was budgeted for and approved in the FY24 budget (see attached memo).

FUNDING: 001-1002-521.5200 and 001-1002-521.5400 FY24 – Police Department

Accepted by: _____
City Manager

Attest: _____
City Clerk



TARPON SPRINGS POLICE DEPARTMENT MEMORANDUM

"Building a Better Future Through Excellence in Policing"

Jeffrey P. Young
CHIEF OF POLICE

To: Janina Lewis, Procurement Services Director

From: Jeffrey P. Young, Chief of Police

Date: December 26, 2023

Ref: Automatic License Plate Recognition Camera through Flock Safety

The Police Department has budgeted \$19,800 in FY24 for ratification of four (4) existing license subscriptions, effective October 26, 2023, and purchase of three (3) ALPR cameras, annual license subscriptions, and services through Insight Public Sector (Insight); OMNIA Partners Technology Products, Services & Solutions Contract No.23-6692-03 (Cobb County, GA). The PD requests approval for a new agreement through FY28 in an annual amount of \$18,500, totaling an estimated amount not to exceed \$93,800.00, through October 25, 2028, as outlined in the Insight service plan agreement, attached.

The Flock Safety Falcon is an infrastructure-free ALPR (automatic license plate recognition) camera used by law enforcement agencies to increase case clearance and eliminate crime using proprietary technology to transform hours of footage into actionable evidence.

If approved, this contract will cover the FY24 ALPR camera purchases, one-time professional services engagement, including site and safety assessment, camera set-up, and testing as well as annual licenses for real-time alerts, maintenance and repairs.

Negotiation efforts resulted in an additional \$10,000 savings bringing the annual license subscriptions for the seven (7) cameras totaling \$18,500 for years 2-5 (FY25-FY28) and will be included in the annual budgets.

Funds: 001-1002-521.5200 and 001-1002-521.5400



444 S. HUEY AVENUE, TARPON SPRINGS, FL 34689 - PHONE: (727) 938-2849

WWW.TSPD.US

"A Full Service Accredited Law Enforcement Agency"



SOLD-TO PARTY 10284266

TARPON SPRINGS-PUBLIC SAFETY ACCT
324 PINE ST
TARPON SPRINGS FL 34689-4004

SHIP-TO

TARPON SPRINGS-PUBLIC SAFETY ACCT
324 PINE ST
TARPON SPRINGS FL 34689-4004

We deliver according to the following terms:

Payment Terms : Net 30 days
Ship Via : Insight Assigned Carrier/Ground
Terms of Delivery : FOB DESTINATION
Currency : USD

Customer understands, accepts and agrees that this purchase is subject to Flock Safety's End User License Agreement, available at: <https://www.flocksafety.com/terms-and-conditions-eula>

TERM LENGTH: 60 Months

****MUST BE INCLUDED ON CLIENT PO****

THIS IS A 5 YEAR ANNUAL PAYMENT COMMITMENT

Year 1 - Lines 20-40 - \$19,800.00 plus tax if applicable- Invoiced 100% upon issuance of PO

Year 2 - Lines 50-60 - \$18,500.00 plus tax if applicable - Invoiced at first anniversary

Year 3 - Lines 70-80 - \$18,500.00 plus tax if applicable - Invoiced at second anniversary

Year 4 - Lines 90-100 - \$18,500.00 plus tax if applicable - Invoiced at third anniversary

Year 5 - Lines 110-120 - \$18,500.00 plus tax if applicable - Invoiced at fourth anniversary

Total Contract Commit - \$93,800.00 plus applicable tax

Quotation

Quotation Number : [0226947332](#)
Document Date : 14-DEC-2023
PO Number :
PO release: : FLOCK LAW ENFRC 5 YEARS
Sales Rep : Ricardo Pryor
Email : RICARDO.PRYOR@INSIGHT.COM
Telephone : +14804096992
Sales Rep 2 : Margery Murphy
Email : MARGERY.MURPHY@INSIGHT.COM
Telephone : +19374159418

Material	Material Description	Quantity	Unit Price	Extended Price
PARTNER-MDS-PO	MANUAL PO - SALES NOTES TO PURCHASING OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03)	1		
<i>Solution includes the following:</i>				

Material	Material Description	Quantity	Unit Price	Extended Price
PS-IMP-STD-CHEC	FLOCK GROUP ONE-TIME PROFESSIONAL SERVICES - STANDARD IMPLEMENTATION FEE OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 848.99 Discount: 23.438%	2	650.00	1,300.00
FLCK-FALCON-2-LE	FLOCK GROUP FALCON INFRASTRUCTURE-FREE (SOLAR POWER + LTE), LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY + MACHINE LEARNING SOFTWARE AND REAL-TIME ALERTS FOR UNLIMITED USERS Coverage Dates: 26-OCT-2023 - 25-OCT-2024 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3319.99 Discount: 24.699%	6	2,500.00	15,000.00
FLCK-FALCONFLEX-LE	FLOCK GROUP INC LAW ENFORCEMENT GRADE TACTICAL DEPLOYMENT (PORTABLE + LTE) LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY (PROPRIETARY MACHINE LEARNING SOFTWARE) AND REAL-TIME ALERTS FOR UNLIMITED USERS.SOFTWARE SERVICES Coverage Dates: 26-OCT-2023 - 25-OCT-2024 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3873.99 Discount: 9.654%	1	3,500.00	3,500.00
FLCK-FALCON-2-LE	FLOCK GROUP FALCON INFRASTRUCTURE-FREE (SOLAR POWER + LTE), LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY + MACHINE LEARNING SOFTWARE AND REAL-TIME ALERTS FOR UNLIMITED USERS Coverage Dates: 26-OCT-2024 - 25-OCT-2025 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3319.99 Discount: 24.699%	6	2,500.00	15,000.00
FLCK-FALCONFLEX-LE	FLOCK GROUP INC LAW ENFORCEMENT GRADE TACTICAL DEPLOYMENT (PORTABLE + LTE) LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY (PROPRIETARY MACHINE LEARNING SOFTWARE) AND REAL-TIME ALERTS FOR UNLIMITED USERS.SOFTWARE SERVICES Coverage Dates: 26-OCT-2024 - 25-OCT-2025 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3873.99 Discount: 9.654%	1	3,500.00	3,500.00

FLCK-FALCON-2-LE	<p>FLOCK GROUP FALCON INFRASTRUCTURE-FREE (SOLAR POWER + LTE), LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY + MACHINE LEARNING SOFTWARE AND REAL-TIME ALERTS FOR UNLIMITED USERS</p> <p>Coverage Dates: 26-OCT-2025 - 25-OCT-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3319.99 Discount: 24.699%</p>	6	2,500.00	15,000.00
FLCK-FALCONFLEX-LE	<p>FLOCK GROUP INC LAW ENFORCEMENT GRADE TACTICAL DEPLOYMENT (PORTABLE + LTE) LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY (PROPRIETARY MACHINE LEARNING SOFTWARE) AND REAL-TIME ALERTS FOR UNLIMITED USERS.SOFTWARE SERVICES</p> <p>Coverage Dates: 26-OCT-2025 - 25-OCT-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3873.99 Discount: 9.654%</p>	1	3,500.00	3,500.00
FLCK-FALCON-2-LE	<p>FLOCK GROUP FALCON INFRASTRUCTURE-FREE (SOLAR POWER + LTE), LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY + MACHINE LEARNING SOFTWARE AND REAL-TIME ALERTS FOR UNLIMITED USERS</p> <p>Coverage Dates: 26-OCT-2026 - 25-OCT-2027 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3319.99 Discount: 24.699%</p>	6	2,500.00	15,000.00
FLCK-FALCONFLEX-LE	<p>FLOCK GROUP INC LAW ENFORCEMENT GRADE TACTICAL DEPLOYMENT (PORTABLE + LTE) LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY (PROPRIETARY MACHINE LEARNING SOFTWARE) AND REAL-TIME ALERTS FOR UNLIMITED USERS.SOFTWARE SERVICES</p> <p>Coverage Dates: 26-OCT-2026 - 25-OCT-2027 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3873.99 Discount: 9.654%</p>	1	3,500.00	3,500.00

Product	Quantity	Unit Price	Total Price
<u>FLCK-FALCON-2-LE</u> FLOCK GROUP FALCON INFRASTRUCTURE-FREE (SOLAR POWER + LTE), LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY + MACHINE LEARNING SOFTWARE AND REAL-TIME ALERTS FOR UNLIMITED USERS Coverage Dates: 26-OCT-2027 - 25-OCT-2028 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3319.99 Discount: 24.699%	6	2,500.00	15,000.00
<u>FLCK-FALCONFLEX-LE</u> FLOCK GROUP INC LAW ENFORCEMENT GRADE TACTICAL DEPLOYMENT (PORTABLE + LTE) LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY (PROPRIETARY MACHINE LEARNING SOFTWARE) AND REAL-TIME ALERTS FOR UNLIMITED USERS.SERVICE SERVICES Coverage Dates: 26-OCT-2027 - 25-OCT-2028 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3873.99 Discount: 9.654%	1	3,500.00	3,500.00
		Product Subtotal	92,500.00
		Services Subtotal	1,300.00
		TAX	0.00
		Total	93,800.00

Thank you for choosing Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,

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+14804096992
RICARDO.PRYOR@INSIGHT.COM
Fax 4807607266

Margery Murphy
+19374159418
MARGERY.MURPHY@INSIGHT.COM

[illegible]

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by you and Insight, in which case, that separate agreement will govern. Insight's online Terms of Sale can be found at the "terms-and-policies" link below.

SOFTWARE AND CLOUD SERVICES PURCHASES: If your purchase contains any software or cloud computing offerings ("Software and Cloud Offerings"), each offering will be subject to the applicable supplier's end user license and use terms ("Supplier Terms") made available by the supplier or which can be found at the "terms-and-policies" link below. By ordering, paying for, receiving or using Software and Cloud Offerings, you agree to be bound by and accept the Supplier Terms unless you and the applicable supplier have a separate agreement which governs.
<https://www.insight.com/terms-and-policies>



Technology Product Solutions and Related Services
Executive Summary

Lead Agency: Cobb County, GA

Solicitation: 23-6692

RFP Issued: August 26, 2022

Pre-Proposal Date: September 14, 2022

Response Due Date: October 13, 2022

Proposals Received: 18



Awarded to:

Contract #: 23-6692-03

The Cobb County Purchasing Department issued RFP 23-6692 on August 26, 2022, to establish a national cooperative contract for Technology Product Solutions and Related Services.

The solicitation included cooperative purchasing language in **National Contract** section as stated below:

"Cobb County, GA, as the Principal Procurement Agency, defined in Attachment A, has partnered with OMNIA Partners, Public Sector ("OMNIA Partners") to make the resultant contract (also known as the "Master Agreement" in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through OMNIA Partners' cooperative purchasing program. Cobb County, GA is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a "Participating Public Agency") and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on Attachment A, or as otherwise agreed to. Attachment A contains additional information about OMNIA Partners and the cooperative purchasing program".

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Cobb County Purchasing website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal/Morning Sentinel, ME

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses were notified of the Request for Proposal.

On October 13, 2022, proposals were received from the following offerors:

- Alegna Technologies, Inc.
- SHI International Corp.
- Carbyne, Inc.
- Insight Public Sector, Inc.
- Audio Enhancement, Inc.
- Emergent, LLC
- Govconnection, Inc. dba Connection - Public Sector Solutions
- Iron Bow Technologies, LLC
- DLT Solutions, LLC
- Vertosoft, LLC
- Presidio Networked Solutions, LLC
- Virtual Technologies Inc.
- CDW Government LLC
- Carahsoft Technology Corporation
- Vurkada, Inc. Fiscal Note Inc.
- AGParts Worldwide Inc.
- Virtucom, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with **Insight Public Sector, Inc.** and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: Cobb County included a geographic preference, but it did not impact the score for the national award.

The Cobb County, GA, OMNIA Partners and Insight Public Sector successfully negotiated a contract, and the Cobb County executed the agreement with a contract effective date of May 1, 2023.

Diversity Certification: IPS prefers to meet diversity requirements for services opportunities where they're able to subcontract out to the diversity partner.

Contract includes: A comprehensive range of solutions providing a broad range of technology products and services including but not limited to:

- Hardware Product Offering with hundreds of leading industry manufacturers
- Software applications through licensing agreements with software publishers or boxed products
- Solutions & Service Offerings; As a comprehensive Solutions Integrator (SI), Insight takes a client-focused approach to helping organizations identify, adopt, and manage the most appropriate solutions to drive digital transformation and modernization for innovation.

Supplier provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial thirty-six-month agreement from May 1, 2023 through April 30, 2026 with the option to renew two (2) additional one-year periods through April 30, 2028.

Pricing/Discount:

Pricing structure for products is based on a discount off the Insight list price.

OMNIA Public Sector, web landing page:

[Insight Public Sector, Inc. Cooperative Contract | Overview \(omniapartners.com\)](https://omniapartners.com/insight-public-sector-cooperative-contract-overview)