



Waterford Police Department
5150 Civic Center Drive
Waterford, MI 48329
www.waterfordmi.gov/police
248-674-0351

December 30, 2025

Anthony Bartolotta
Honorable Board of Trustees
5200 Civic Center Drive
Waterford MI 48329

RE; Addition of Flock OS-Plus – 3 Year Agreement

Dear Mr. Bartolotta and Honorable Board Members,

Our partnership with Flock-Safety started in January of 2022 with the initial deployment of 8 License Plate Reader (LPR) cameras. We currently deploy 12 LPR cameras strategically located at key roadways and intersections for public safety and evidence collection, and expect to increase that number to 16 in 2026. We expect our Drone-First Responder (DFR) program to launch in the first quarter of 2026 as well.

We have had positive results using Flock-Safety technology to investigate and solve a variety of crimes. We see high utilization within our department by Officers, Detectives, and Dispatchers.

Our LPR technology is single-stream evidence collection, limited to select areas such as known criminal routes and high traffic roadways. LPR and other technologies has proven to increase the effectiveness of law enforcement agencies.

The effectiveness of our Flock partnership has been firmly established. Each new tool exponentially increases our value in the fight against local and transient criminal elements.

Crime Trends Demand Urgent Solutions

Michigan continues to experience rising vehicle theft, violence and property crimes, while national trends have returned to pre-Covid rates over the last five years.

Public Safety Drives Economic Growth

Communities that prioritize public safety are more attractive to families and businesses, supporting long-term economic development and community well-being.

“to protect and to serve”

The Regional Safety Landscape is Shifting

As neighboring agencies adopt advanced safety technologies, crime can shift to less protected areas. Proactive investment in public safety is essential to stay ahead of these trends.

To that end, our next step is to add Flock OS-Plus to our existing technology. Flock OS-Plus provides video integration, map attachments, customizable and scalable from individual user-based operations.

Increasing our partnership with Flock-Safety ensures we remain part of a network of aligned cities (Townships) and law enforcement agencies, creating a united front that strengthens public safety, not one that falls behind.

Waterford Police – Existing Deployment

12 LPR Cameras

3 DFR Drones (pending)

Projected Deployment Plan

Detect

→ 16 LPR (+4)

→ 10 Community Gateway, 16 streams each (+160)

→ Flock OS-Plus

Investigate AI

→ Enhanced LPR

→ FreeForm Search

Respond

→ Flock Aerodome DFR | 3 *Drones* + 3 *Docks* + *Radar to fly at 400ft*

→ Flock 911

Strategy

To cement Waterford Township as a “Safe City” (Township) for years to come with;

Increased Situational Awareness

Expanded Directional Intelligence

Increased Apprehension

We have negotiated a 3-year agreement for Flock to provide the Flock OS-Plus platform at a cost of \$20,000.00 per year, including all product, services, and features. Flock OS-Plus allows for seamless integration of our existing Flock Safety technology as well as our other existing platforms such as AXON body worn and mobile video, CAD data, campus security video, and WSD video, to name a few.

This cost represents an overall negotiated discount of \$27,500.00. Funds for this expenditure are available in the Police Department's restricted-use federal drug forfeiture account. This is a permissible use of those funds as outlined in the Department of Justice Equitable Sharing Guidelines.

We respectfully request this honorable body approve this 3-year agreement, total cost of \$60,000.00, based on facts and information set forth above. As always, please do not hesitate to contact me if you have any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read "Scott Underwood", is written over the printed name.

Scott Underwood
Chief of Police

**Flock Safety + MI - Waterford
Township PD (Oakland County)**

Flock Group Inc.
1170 Howell Mill Rd, Suite 210
Atlanta, GA 30318

MAIN CONTACT:
Mike Dushane
mike.dushane@flocksafety.com
7347907089

Quote Number: Q-179309
Expiration Date: 01/15/2026

flock safety

flock safety

ORDER FORM

This order form ("Order Form") hereby incorporates and includes the terms of the previously executed agreement (the "Terms") which describe and set forth the general legal terms governing the relationship (collectively, the "Agreement"). The Terms contain, among other things, warranty disclaimers, liability limitations and use limitations.

This additional services Agreement will be effective when this Order Form is executed by both Parties (the "Effective Date")

Customer:	MI - Waterford Township PD (Oakland County)	Initial Term:	36 Months
Legal Entity Name:	MI - Waterford Township PD (Oakland County)	Renewal Term:	36 Months
Accounts Payable Email:	sunderwood@waterfordmi.gov	Payment Terms:	Net 30
Address:	5150 Civic Center Dr Waterford, Michigan 48329	Billing Frequency:	Annual Plan - First Year Invoiced at Signing.
		Retention Period:	30 Days

Hardware and Software Products

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
Flock Safety Platform			\$20,000.00
Flock Safety Flock OS			
FlockOS Plus Solution	Included	1	Included
FlockOS Plus	Included	1	Included
Flock Safety Video Products			
Flock Safety Video Integration Gateway - 128 Streams, fka Wing	Included	1	Included

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
One Time Fees			
Flock Safety Professional Services			
Professional Services - Video Integration Gateway Implementation Fee	\$0.00	1	\$0.00
Subtotal Year 1:			\$20,000.00
Annual Recurring Subtotal:			\$20,000.00
Discounts:			\$27,500.00
Estimated Tax:			\$0.00
Contract Total:			\$60,000.00

Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer. This Agreement will automatically renew for successive renewal terms of the greater of one year or the length set forth on the Order Form (each, a "Renewal Term") unless either Party gives the other Party notice of non-renewal at least thirty (30) days prior to the end of the then-current term.

The Term for Flock Hardware shall commence upon first installation and validation, except that the Term for any Flock Hardware that requires self-installation shall commence upon execution of the Agreement. In the event a Customer purchases more than one type of Flock Hardware, the earliest Term start date shall control. In the event a Customer purchases software only, the Term shall commence upon execution of the Agreement.

Billing Schedule

Billing Schedule	Amount (USD)
Year 1	
At Contract Signing	\$20,000.00
Annual Recurring after Year 1	\$20,000.00
Contract Total	\$60,000.00

*Tax not included

Discounts

Discounts Applied	Amount (USD)
Flock Safety Platform	\$27,000.00
Flock Safety Add-ons	\$0.00
Flock Safety Professional Services	\$500.00