

**Flock Safety + CA - City of Salinas**

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

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**MAIN CONTACT:**

Libby Landers  
libby.landiers@flocksafety.com  
7022057467

**flock safety**



EXHIBIT A  
**ORDER FORM**

Customer: CA - City of Salinas  
Legal Entity Name: CA - City of Salinas  
Accounts Payable Email: spdfinance@ci.salinas.ca.us  
Address: 312 E Alisal St Salinas, California 93901

Initial Term: 60 Months  
Renewal Term: 24 Months  
Payment Terms: Net 30  
Billing Frequency: Annual - First Year at Signing.  
Retention Period: 30 Days

**Hardware and Software Products**  
Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
<b>Flock Safety Platform</b>			<b>\$50,000.00</b>
<b>Flock Safety Flock OS</b>			
FlockOS™	Included	1	Included
<b>Flock Safety LPR Products</b>			
Flock Safety Falcon®	Included	20	Included

**Professional Services and One Time Purchases**

Item	Cost	Quantity	Total
<b>One Time Fees</b>			

<b>Subtotal Year 1:</b>	\$50,000.00
<b>Annual Recurring Subtotal:</b>	\$50,000.00
<b>Discounts:</b>	\$50,000.00
<b>Estimated Tax:</b>	\$0.00
<b>Contract Total:</b>	\$250,000.00

## Billing Schedule

Billing Schedule	Amount (USD)
<b>Year 1</b>	
At Contract Signing	\$50,000.00
<b>Annual Recurring after Year 1</b>	\$50,000.00
<b>Contract Total</b>	<b>\$250,000.00</b>

\*Tax not included

## Discounts

Discounts Applied	Amount (USD)
Flock Safety Platform	\$50,000.00
Flock Safety Add-ons	\$0.00
Flock Safety Professional Services	\$0.00

City of Salinas				
Item	Qty	Total		
Flock Safety Falcon ®	20	\$50,000.00	<b>Year 1</b>	<b>\$50,000.00</b>
			<b>Year 2</b>	<b>\$50,000.00</b>
			<b>Year 3</b>	<b>\$50,000.00</b>
Flock Safety Falcon ®	80	\$200,000.00	<b>Year 4</b>	<b>\$236,000.00</b>
Flock Safety Condor™ PTZ w/ LTE Service	12	\$36,000.00	<b>Year 5</b>	<b>\$236,000.00</b>
			<b>Total:</b>	<b>\$622,000.00</b>
New Products (ORC Grant)				
Item	Qty	Total		
Flock Safety Falcon ®	60	\$150,000.00	<b>Year 1</b>	<b>\$204,000.00</b>
Flock Safety Condor™ PTZ w/ LTE Service	12	\$36,000.00	<b>Year 2</b>	<b>\$186,000.00</b>
Professional Services - Existing Infrastructure Implementation Fee	60	\$9,000.00	<b>Year 3</b>	<b>\$186,000.00</b>
Condor Professional Services - Standard Implementation Fee	12	\$9,000.00		
			<b>Total:</b>	<b>\$576,000.00</b>

## Product and Services Description

Flock Safety Platform Items	Product Description	Terms
Flock Safety Falcon ®	An infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint® technology to capture vehicular attributes.	The Term shall commence upon first installation and validation of Flock Hardware.

One-Time Fees	Service Description
Installation on existing infrastructure	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.
Professional Services - Standard Implementation Fee	One-time Professional Services engagement. Includes site and safety assessment, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.
Professional Services - Advanced Implementation Fee	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.

### FlockOS Features & Description

#### Package: Essentials

FlockOS Features	Description
Community Cameras (Full Access)	Access to all privately owned Flock devices within your jurisdiction that have been shared with you.
Unlimited Users	Unlimited users for FlockOS
State Network (LP Lookup Only)	Allows agencies to look up license plates on all cameras opted in to the statewide Flock network.
Nationwide Network (LP Lookup Only)	Allows agencies to look up license plates on all cameras opted in to the nationwide Flock network.
Direct Share - Surrounding Jurisdiction (Full Access)	Access to all Flock devices owned by law enforcement that have been directly shared with you. Have ability to search by vehicle fingerprint, receive hot list alerts, and view devices on the map.
Time & Location Based Search	Search full, partial, and temporary plates by time at particular device locations
License Plate Lookup	Look up specific license plate location history captured on Flock devices
Vehicle Fingerprint Search	Search footage using Vehicle Fingerprint™ technology. Access vehicle type, make, color, license plate state, missing / covered plates, and other unique features like bumper stickers, decals, and roof racks.
Flock Insights/Analytics page	Reporting tool to help administrators manage their LPR program with device performance data, user and network audits, plate read reports, hot list alert reports, event logs, and outcome reports.
ESRI Based Map Interface	Flock Safety's maps are powered by ESRI, which offers the ability for 3D visualization, viewing of floor plans, and layering of external GIS data, such as City infrastructure (i.e., public facilities, transit systems, utilities), Boundary mapping (i.e., precincts, county lines, beat maps), and Interior floor plans (i.e., hospitals, corporate campuses, universities)
Real-Time NCIC Alerts on Flock ALPR Cameras	Alert sent when a vehicle entered into the NCIC crime database passes by a Flock camera
Unlimited Custom Hot Lists	Ability to add a suspect's license plate to a custom list and get alerted when it passes by a Flock camera

**By executing this Order Form, Customer represents and warrants that it has read and agrees all of the terms and conditions contained in the Terms of Service located at <https://www.flocksafety.com/terms-and-conditions>**

The Parties have executed this Agreement as of the dates set forth below.

**FLOCK GROUP, INC.**

**Customer: CA - City of Salinas**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

PO Number: \_\_\_\_\_