

Number of Settlement Homeshouseholds							
763		Sentriforce			Flock		
Cost Installation (Funded from Reserve)	Per entrance	2 Cameras+ALPR \$500.00	Installation (Funded from Reserve)	Per camera	1 Camera+ALPR \$650.00	2 Cameras+ALPR \$1,300.00	
	Total installation	\$2,500.00		Total	\$3,250.00	\$6,500.00	
Would also require new electrical supply at Earl of Dunmore Entrance				*ALPR = Automatic license plate recognition camera			
Operation	Per Month cost for 5 entrances	\$3,250.00	Operation	Per year cost for one entrance	\$2,500.00	\$4,750.00	
	Camera cost Per Year	\$39,000.00		Camera cost Per Year	\$12,500.00	\$23,750.00	
	Annual Cost Per Home	\$51.11		Annual Cost Per Home	\$16.38	\$31.13	
				Video of Flock Installation	https://www.youtube.com/watch?v=JwizvTebxmg		
		Details			Details		
		Sentriforce	Notes		Flock		Notes
Sales Rep		Joshua Post	jpost@sentriforce.com		Lupe Wood		lupe.wood@flocksafet.com
		Camera option			Camera Options		
		2	1 inbound video camera and one video camera outbound; includes 1 ALPR	Number of cameras per entry/exit point	1 inbound ALPR camera	2 1 ALPR cameras (1 inbound/1 outbound)	
Number of cameras per entry/exit point							
Minimum Contract		12 months		Minimum Contract	24 months		
Cameras assembled		Texas	Parts probably outsourced to another country	Cameras assembled	Atlanta		Parts probably outsourced to another country
Image capture		Continuous Video	Also includes ALPR	Image capture	10 still images	10 still images	Motion activated; Flock's vehicle fingerprint reading software allows quick filter vehicle matches
Power		Electric	Option for Solar, however single 360 camera no ALPR	Power	Solar		Back up battery 5-7 days
AI search alogrithms		2 cameras and license plate reader	Video surveillance capabilities	AI search alogrithms	ALPR	ALPR	Significant market share

Data		Cloud storage 30 days	Retain footage for 30 days unless there is an active investigation with law enforcement. Data will be overwritten with new data		Cloud storage 30 days	Permanently deleting all data after 30 days on a rolling basis.
Maintenance		Included	Ping and remote fix; dispatch technician		Included	Ping and remote fix; dispatch technician
Notes		Over past 3 years , 45% increase/month	* yet in another email stated "We've discussed the topic before and have loosely determined a 5% increase year over year. Of course that's if it happens. I can say though that we've agreed to terms longer than 12 months to lock in the rate."		over 3 years, 5 percent increase per a camera	2021: \$2400; 2022: \$2400; 2023: \$2500
Data Privacy		<p>"SentriForce prioritizes data privacy and security when it comes to data access. We have strict protocols in place to ensure that only authorized personnel within our organization have access to the data collected by our systems. Our commitment to data protection extends to complying with stringent regulations and implementing robust security measures to safeguard the information. To ensure ongoing compliance and accountability, we conduct regular audits that assess our adherence to rules and limitations governing data usage. We do, however, collaborate and share relevant information with local law enforcement agencies.</p> <p>This collaboration serves as a force multiplier, meaning it enhances the effectiveness and impact of our services. By providing valuable data and insights to law enforcement, we contribute to their efforts in maintaining public safety and deterring criminal activities. This partnership strengthens the overall security ecosystem and helps maximize the benefits of our solutions for the community."</p>			<p>"Flock Safety data and footage is encrypted throughout its entire lifecycle. All data is securely stored with AES256 encryption with our cloud provider, Amazon Web Services. On-device, data is only stored temporarily for a short time until it is uploaded to the cloud, at which point it is removed automatically from the local device. This means the data is secure from when it is on the Flock Safety device to when it is transferred to the cloud, using a secure connection to Flock Safety servers. While stored in the cloud, all data (both footage and metadata) is fully encrypted at rest. Flock Safety defaults to permanently deleting all data after 30 days on a rolling basis, setting a new standard in the industry."</p>	