



2025 Sole Source Letter for Flock Safety® Public Safety Solutions

December 16, 2025

City of Manhattan Beach
420 15th St
Manhattan Beach, CA, 90266

Dear Rachel Johnson,

This letter serves to confirm that Flock Group Inc. d/b/a Flock Safety is the sole provider of our proprietary public safety technology solution specifically designed for use by law enforcement, communities, and private entities to increase safety and reduce crime. Flock Safety's unique system integrates hardware and cloud-based software to enable real-time data processing and secure data sharing capabilities that are unavailable through other providers.

As the sole developer and provider of this proprietary technology, Flock Safety retains exclusive rights to manufacture, license, and support the products and software we offer. Our solutions include cutting-edge features such as machine learning analytics, CJIS-compliant data storage, and a centralized system that facilitates collaboration across multiple jurisdictions, supporting a more robust and efficient public safety network. Specifically, Flock Safety provides the ability to access additional cameras from Flock customers, including: Azusa, Alhambra, El Segundo, Hawthorne, Redondo Beach, Corona, at no additional cost.

No other vendor offers the specific combination of hardware and cloud-based features, CJIS-compliant data handling, or the national network capabilities that Flock Safety provides. For these reasons, Flock Safety is the only source available for these services.

Thank you,

A handwritten signature in black ink, appearing to read "G. Langley".

Garrett Langley CEO, Flock Safety®

Flock Safety® Drone-as-First Responder ("DFR")

Flock Safety® has the sole distribution rights to distribute the Flock Safety® Drone-as-First



Responder Platform

The Flock Safety® Drone-as-First Responder Platform is the only Law Enforcement Grade drone-as-a-first response and docking devices to offer the following combination of proprietary features:

To the best of our knowledge, Flock Safety is currently the sole source of the suite of products and services listed below, and no other company or firm sources and sells or licenses such a comprehensive, integrated suite of products and services at price level quoted as Flock universal sales price (USP).

Flock Aerodome DFR 2.0

DFR Drone Hardware

- DJI M350 RTK + RC Plus
- DJI H30T payload
- 16 TB65 Batteries and BS65 Charging Case on an annual basis
- DJI Dock 3 + M4TD integration with Flock ALPR and Flock911
- DJI Dock 3 + M4TD increased flight speeds to 47 mph
- Proprietary RC box and omnidirectional antenna array
- In year 2 of the contract, Flock will swap out the old hardware for the newest version of each product on the market with no change in price.

Atlas 350 Drone Dock

- Exclusively distributed by Flock for the public safety market
- Automated, robotic, battery-swapping drone nest for heavy payload UAS
- Not reliant on contact charging
- Houses 8 batteries for more than 2,000 cycles
- Exclusive integration of the DJI M350 and H30T
- Exclusively provided law enforcement features and upgrades
- Landing platform level with the roof 17 cm of radial landing error recovery.
- Proprietary precision landing algorithms.
- Integrated HVAC to maintain system health.
- Integrated interior cameras for diagnostics and virtual pre-flight checklist
- Fully remote operations through the Flock Flight Operations Module

Flock Aerodome 3D Digital Radar Station

- Multi-beamforming surveillance radar with long-range capabilities and all-weather situational awareness.
- 360 degree 3D detection, tracking, and classification of manned aircraft and sUAS.

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- Detects Phantom-sized drones at 2.25-2.5 km ranges, Cessna-sized aircraft at 7 km range, and humans at 3 km range
- Layered security approach with target classification, detection and data updates for accuracy and reliability
- Exclusively integrated into the Flock Air Traffic Awareness Module(Aeromap)
- Exclusively provided by Flock for the public safety market

Flock Software

Flight Operations Module

- Exclusively provided augmented reality overlays
- 1080p video feed with proprietary video codec, requiring only 3mbps for streaming
- One-time streaming links immediately available to be sent via email and SMS through the platform
- Images taken and immediately available to be sent via email and SMS through the platform, mid-flight
- Detailed telemetry and system health data
- Dock and drone management from a single interface
- Multiple drone station and drone control support via picture-in-picture
- Command and control
- CAD, ALPR, Flock911 and audio detection integration, allowing for tracking of calls-for-service directly in the platform
- Laser-range finder support, allowing for real-time identification at camera targets
- Camera and payload management
- Address based automated waypoint flight control
- Current weather data
- Detailed connectivity data
- Mouse and keyboard control
- Gamepad control
- iOS app for live video streaming
- Drone summoning capability to allow for one drone to follow or meet another drone for battery swapping

Flock Aerodome Integrations

- Flock911 - This allows for a live transcript of a 911 call to populate directly in the flight platform, notifying the pilot of a call and allowing them to deploy to it potentially minutes before it's ever dispatched.
- Flock OS / Fusus - This allows the drone telemetry and video feed to be ingested by popular RTIC software platforms.
- Flock Nova - This combines Flock's powerful Nova platform with the flight operations module so pilots can get critical information about involved parties, potential residents nearby, and other information that provides the ultimate situational awareness tool.
- Flock ALPR Response - the flight operations ingests Flock LPR hits into the system, so the pilot can click one button and deploy directly to the last location while also receiving

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vehicle information, a photo of the vehicle, and last known Flock hits.

- Flock Audio Response - similar to ALPR response, when Flock Audio triggers an alert, directly in our platform, we can click one button, dispatch the drone, and see in real-time a radius signifying where the audio may have originated from.
- Flock Inflight LPR - the camera on our aircraft acts as an ALPR camera. From hundreds to over a thousand feet away, we can read a license plate and run it through the Flock ALPR system.
- Evidence.com - we can upload data directly into Evidence.com
- CAD Integrations - we can integrate with a variety of CAD vendors and populate calls for service in our flight operations software.

Flock Aerodome Air Traffic Awareness Module (Aeromap)

- 360 degree visibility of local airspace and movement of manned aircraft and sUAS.
- Integration with Flight Operations Module for notifications of incursions.
- Direct communication with drones to allow for emergency collision mitigation
- ADS-B in and live telemetry data from multiple sources.
- Integrated 3D radar, RF, and Remote ID data in a single common operating picture.
- Call for service information on screen
- Multi-station and multi-drone support

Flock Aerodome Spectator Module

- 1080p video feed with proprietary video codec, requiring only 3mbps for streaming
- Optimized for streaming live mission video to internal and external stakeholders
- Monitor multiple flight missions at once using split screen functionality
- Seamless link sharing via text message or email directly in the Flock Aerodome system
- Live CFS updates and visibility
- Basic flight and telemetry data
- CAD integration to show which call-for-service the drone is responding to

Flock Aerodome Flight Log Module

- Automated flight logging and mission reports.
- Native 1440p video uploaded for each flight from the drone without manual uploading required
- Effortlessly export mission reports in PDF format for evidence management.
- Download cloud based and onboard imagery and video.
- CFS data auto populated via CAD integration
- Configurable DFR mission success metrics.
- Configurable mission reports based on agency needs and data retention policies.
- Drone path and location at timestamp, visualized with video
- Filtering and searching functionality

Flock Aerodome Mission Reporting and Community Engagement Module

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- Automatically display DFR success metrics including average response times, number of missions conducted, number of suspects apprehended with the support of DFR, reduction in response times, calls cleared without the use of patrol resources, and a breakdown of the types of calls that DFR has supported.
- Visualization of the flight path of the drone combined with the call for service the drone was responding to. Designed to seamlessly integrate and display on the agency's website.

Flock Aerodome Services:

- Equipment infrastructure
- Acquisition of appropriate FAA regulatory waivers
- Department policy and SOP consulting
- Community engagement consulting
- Comprehensive training
- Hardware warranties

Partnerships:

- Flock Safety® is the only LPR provider to officially partner with Prepared911 to distribute 911 call audio and transcripts to law enforcement agencies
- Through FlockOS®, Flock Safety® is the only LPR provider to officially partner with FirstTwo to enable clicking anywhere on a display map to display the relevant information from FirstTwo
- Access to additional cameras purchased by Flock's HOA and private business partners, means an ever-increasing amount of cameras and data at no additional cost
- Flock Safety® is the only LPR provider to officially partner with Wanco, Inc. to offer the Flock Safety's Mobile Security Trailer, an infrastructure-free solution designed to provide a movable public safety presence.
- The Flock Safety Mobile Security Trailer combines:
 - Two (2) PTZ video cameras that are equipped with remote controls for live and recorded video
 - One (1) multi-sensor 360 panoramic camera that offers situational awareness with live views from four different angles for comprehensive coverage
 - Flashing Blue Lights that provides a clear signal that law enforcement is monitoring the area, acting as a visual crime deterrent
 - Integration with the FlockOS platform, centralizing live monitoring, evidence capture, and case management across all locations
 - Optional feature: Can include LPR functionality, which is compatible with the FlockOS platform
 - 24/7 real-time alerts, notifying law enforcement of incidents and allowing for customizable monitoring during off-hours using advanced AI for human and vehicle detection

