

REPORT TO THE BOARD OF MAYOR & ALDERMEN

DATE: October 13, 2025

FROM: Dale Lane, Police Chief

SUBJECT: Contract with Flock Safety for License Plate Reader Service

INTRODUCTION:

This agenda item addresses the Collierville Police Department's proposal to transition from the current Rekor, Inc. license plate reader (LPR) system to Flock Safety's LPR platform. The report provides background on the Town's existing LPR infrastructure, outlines performance and operational challenges with the Rekor system, and presents the scope, costs, and contract review status for the proposed Flock system. The purpose of this agenda item is to inform the Board of Mayor and Aldermen and seek approval to implement the recommended solution.

BACKGROUND:

Prior to 2020, law enforcement agencies across Shelby County had been studying the use of security cameras and license plate reader (LPR) systems to help solve crimes and improve public safety. LPR systems have become one of the most powerful tools available to law enforcement, as they allow officers to quickly identify vehicles that may have active warrants, are listed as stolen, or are connected to missing persons cases. These systems serve as a force multiplier by improving efficiency, reducing investigative time, and providing real-time information that supports officer safety and community protection.

Beyond real-time alerts, LPR technology is also a valuable resource in criminal investigations. Historical data from LPR cameras can assist detectives in tracking vehicle movements, identifying patterns, corroborating witness statements, and placing suspects or vehicles at specific locations during the course of an investigation. This evidence has proven instrumental in solving crimes ranging from theft and burglary to violent offenses. LPR historical data is retained for 90 days or less, which provides investigators a limited but valuable window to access records while still safeguarding privacy. Prior to 2020, the Collierville Police Department (CPD) deployed four LPR cameras from Flock Safety. In 2022, following a formal Request for Proposal process, CPD selected Rekor, Inc. to implement a town-wide LPR system designed to "geofence" Collierville's borders. In addition to the Town's LPR infrastructure, more than 75 cameras have been privately purchased by neighborhood homeowner associations and local businesses. These organizations have granted CPD access to their Flock cameras, further expanding the network of resources available to officers in the prevention and investigation of crime.

DISCUSSION:

Since the implementation of Rekor, Inc.'s system in 2022, the Town's LPR network has grown from approximately 20 cameras to 28 strategically placed across Collierville. While Rekor initially provided a solid platform, significant challenges have emerged affecting the system's effectiveness. Most notably, the rollout of Tennessee's blue license plates created persistent difficulties for Rekor's software, which has not kept pace with these changes. As a result, CPD has continued to track numerous issues with improper reads and inaccurate data.

The department has invested substantial time and effort working with Rekor to address these concerns, including providing extensive examples and detailed feedback. Despite these efforts, little progress has been made to correct the deficiencies. The continued issues have limited the value of the system as both a real-time enforcement tool and an investigative resource.

Given these concerns, CPD has requested cancellation of the Rekor contract and a transition to Flock Safety's LPR system. Flock has demonstrated reliability in adapting to evolving license plate formats and vehicle recognition requirements. Additionally, CPD already benefits from access to more than 75 privately purchased Flock cameras owned by local homeowner associations and businesses, and Flock's nationwide network extends this access to partner agencies throughout the Mid-South and across the country. Based on research and performance reviews by CPD staff, Flock has made significant strides in ensuring accurate reads and providing dependable technology that keeps pace with the changing LPR environment.

The initial purchase with Flock Safety would total \$89,958, which includes the installation of 28 cameras at the same locations currently covered by Rekor, along with securing all necessary permits to comply with state requirements. The proposed agreement is a three-year contract with an annual cost of \$89,958. While the agreement does allow for cancellation, it remains in effect through the end of the then-current renewal period. Pricing for the system is provided through the Omnia cooperative purchasing contract.

Purchasing has reviewed the Flock Safety contract and approved it, confirming the terms, pricing, and cooperative purchasing process comply with the Town's procurement requirements.

The current Rekor contract will remain in effect until December, and the department will continue to utilize the existing Rekor system until that time to ensure uninterrupted LPR coverage. Implementation of the Flock Safety LPR system is expected to take between 6 to 8 weeks upon contract approval.

**BUDGET IMPACT:
FY 2026**

Fund	Dept.	Obj. Code	Description	Approved Line Item Budget	Previous Expenses	Proposed Expense	Balance	Budget Impact
110	42100	294	Machine/Equip Rental/Lease	\$92,000.00	\$0.00	\$89,958.00	\$2,042.00	\$17,958.00 inc. in FYs 2027 and 2028

ATTACHMENTS:

[Service Agreement - Law Enforcement.pdf](#)

[Flock Safety - 9-10-25.pdf](#)

PROPOSED MOTION:

To approve the contract with Flock Safety for the installation and service of 28 license plate reader cameras, including a three-year service agreement at an annual cost of \$89,958.

Board Action: Motion By _____ Seconded By _____

Vote Total	Hall	Jordan	Robbins	Marshall	Stamps	Fraser
Yes						
No						
Abstain						