

**From:** Derek Johns <derek.johns@flocksafety.com>  
**Date:** August 22, 2023 at 9:31:26 AM EDT  
**To:** Unit 6 Deputy Chief Jarrod Millsaps <jmillsaps@bcso.com>  
**Subject:** Flock Safety Renewal

Good morning,

I hope you're doing well!

As you may have already heard, Flock will be making some adjustments to our product offerings and pricing structure in order to continue bringing the best products and services to you. With your Flock Safety contract coming up for renewal in the next few months, we are offering the opportunity to avoid a price increase and **lock in your pricing at \$2500 per camera for the next 5 years**, with the option to add additional cameras at \$2,500.

We understand that this option may not be for everyone, but we wanted to extend it as a token of our appreciation for your loyalty and partnership. I've attached an FAQ document to this email that may help you determine if this will be a good fit for you.

As your internal advocate here at Flock, I am here to assist you through this process! When you have a moment in the coming days or weeks, **please send me a response letting me know which of the following options will be best for you:**

1. You're interested in a 5 year contract with your current number of devices
2. You're interested in a 5 year contract AND would like to add additional devices
3. You're NOT interested in a 5 year contract at this time and would prefer to keep your existing renewal terms
4. You have additional questions and would like to know more before making a decision

Thank you again for being a valued part of our community, and I look forward to hearing from you!

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**Derek Johns**

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**Customer Success Manager**



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