

Rod M. Fernandez

From: Alex Guth <alex.guth@flocksafety.com>
Sent: Tuesday, April 1, 2025 12:47 PM
To: Tony Crisp
Subject: Re: Flock Drones

[CAUTION:EXTERNAL SENDER]

Hey, Good Afternoon Sir,

I just got off a call with the county, 911 center and PD discussing locations and strategy with the focus of covering Alcoa, Maryville, and some of Blount County while covering as many schools as possible.

We came up with a design that would accomplish this but does require 2 radars instead of 1 radar.

Pricing to accomplish this (2 drones/dock with 2 radars)

Year 1 - \$300k

Year 2 - \$600k

Year 3 - \$600k

We are giving the radars free for year 1.

I will be sending paper quotes and maps to you shortly after the team makes them.

Respectfully
Alex Guth

On Sat, Mar 29, 2025 at 8:56 AM Tony Crisp <tjcrisp@maryville-tn.gov> wrote:

Good morning,

Thank you and hope you have a great weekend!

Sent from my iPhone

On Mar 27, 2025, at 5:22 PM, Alex Guth <alex.guth@flocksafety.com> wrote:

[CAUTION:EXTERNAL SENDER]

If Maryville did this themselves.

There would be 1 dock, drone and radar

Year 1 would be \$150k and Year 2 would be \$300k. Everything else would be the same.

Respectfully
Alex Guth

On Thu, Mar 27, 2025 at 4:02 PM Alex Guth <alex.guth@flocksafety.com> wrote:

I also forgot to add the above includes dock, radar etc.

-AG

On Thu, Mar 27, 2025 at 3:44 PM Alex Guth <alex.guth@flocksafety.com> wrote:

Chief Crisp,

Thank you for the hospitality last week. It was a blast!

A preliminary review of Maryville, Alcoa and Blount County team feels that starting with 2 launch locations and 1 radar would be the most cost effective way to cover Maryville, Alcoa, and parts of the County.

The idea is that Alcoa PD, Maryville PD, Blount County SO and Blount 911 would split the cost of this. Once the project is successful, the addition of a fixed wing drone that flies 2-3 hours at a time would be the best to start to reach far out into the county like friendsville for example.

The cost of 2 launch stations and 1 radar for year 1 is \$300k and for year 2 is \$450k. We upgrade all equipment at year 2, everything is covered under flock we over night new equipment if anything breaks. We take care of all FAA waivers and will provide a pilot 40 hours a week to fly until the waiver is in.

There are no other cost besides above.

Respectfully
Alex Guth

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"The certainty of being caught is a vastly more powerful deterrent than punishment"



Alex Guth

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