

From: [Long, Sandy \(MSP\)](#)
To: [Vansipe, Russel - HD](#)
Subject: RE: FW: Flock Invoices
Date: Friday, October 11, 2024 7:51:38 AM
Attachments: [image001.png](#)

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Good morning and Happy Friday!

This is frustrating because we have gone over the grant performance period with Flock numerous times, and they are still crossing grant years. I believe we have paid their invoices despite crossing grant years; to get us caught up so the Flock contract will mimic our grant period. Am I correct? If so, I am fine with doing that for this invoice, but starting with FY25 we will only pay what is in our grant period. Flock is well aware of this so moving forward with should not surprise them. You can submit that invoice along with the 4th qtr, just make sure Tyler separates the request using the form GRANTS-041 so I know it is to be reimbursed at 100%. If you have any further questions, please let me know.

Thank you!
Sandy

Sandy Long
Financial Specialist
Auto Theft Prevention Authority Section
Grants and Community Services Division
Michigan State Police
7150 Harris Drive
Dimondale, MI 48821
Cell Phone: 517-281-6714

MAILING ADDRESS

P.O. Box 30634
Lansing, MI 48909

“A PROUD tradition of SERVICE through EXCELLENCE, INTEGRITY, and COURTESY”

From: Vansipe, Russel - HD <RVansipe@geneseecountymi.gov>
Sent: Thursday, October 10, 2024 5:18 PM
To: Long, Sandy (MSP) <LongS7@michigan.gov>
Subject: FW: FW: Flock Invoices

CAUTION: This is an External email. Please send suspicious emails to abuse@michigan.gov
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Hey Sandy,

Turns out I was right, Flock didn't bill for an entire year of service.

Just like last year as we were aware these crosses grant years, the service dates on this one are 7/1/23-6/30/24. It's full cost was included in the application for FY24. Is ATPA still covering these invoices outside of performance period this year because they were included in the grant application? Or am I only going to have Tyler request reimbursement for 10/1/23-6/30/24?

Thanks!

Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430
rvansipe@geneseecountymi.gov



From: Frank DePhillips <frank.dephillips@flocksafety.com>

Sent: Thursday, October 10, 2024 3:37 PM

To: Vansipe, Russel - HD <RVansipe@geneseecountymi.gov>; Matt Wayne <matt.wayne@flocksafety.com>; Gwen Saltal <gwen.saltal@flocksafety.com>; Ellen Ziegler <ellen.ziegler@flocksafety.com>

Subject: Re: FW: Flock Invoices

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Hi Russel,

I wanted to give you an update on the year 2 invoice for your original agreement. It was determined that the system did not bill it out when it should have so I have attached that invoice INV-49525 to this email. As to your questions below- I will have time to review that information tomorrow morning and get back to you as soon as possible.

Thank you,

On Thu, Oct 10, 2024 at 1:25 PM Vansipe, Russel - HD
<RVansipe@geneseecountymi.gov> wrote:

Hey Frank,

When I looked at INV-34735, It doesn't seem right to me.

It is my understanding contract term starts at install date. I understand the contract was signed by the Sheriff in February. How I backed into the prorated amounts would put the start date at 6/21/24.

Assuming the \$3,500 installation fee is paid in full and assuming the prorated amount should be through 9/30/24.

30,000	1 year of Service
365	days
82.19	Per day cost
11,883.56	Prorated invoice amount
3,500.00	Less installation
8,383.56	Service cost
102	Service cost divided by per day cost for number of days in this invoice.
30	Days of September
31	Days of August
31	Days of July
10	Days of June (21st-30th)
102	

I applied the same logic to the other invoice and it matched to the day. If this is not how it was done please let me know. Even applying a rough percentage for feb24-feb25 would put 8ish months that should be on this invoice if that were the case, so 75% of 30,000, that would be 22,500+the install fee.

Thanks,
 Russel Van Sipe
 Deputy Finance Officer
 Genesee County Fiscal Services
 (810) 341-5430
rvansipe@geneseecountymi.gov



From: Frank DePhillips <frank.dephillips@flocksafety.com>
Sent: Thursday, October 10, 2024 2:04 PM
To: Vansipe, Russel - HD <RVansipe@geneseecountymi.gov>
Cc: Ellen Ziegler <ellen.ziegler@flocksafety.com>; Matt Wayne <matt.wayne@flocksafety.com>; Gwen Saltal <gwen.saltal@flocksafety.com>
Subject: Re: FW: Flock Invoices

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Hi Russel,

Thank you for taking my call this afternoon. As discussed I have attached updated invoices including the service dates for INV-34735 and INV-43200 and included additional details below:

Invoice INV-34735
 Service Dates 2/27/2024-2/26/2025

Credit on invoice of \$21,616.44 is not a true credit owed to customer, but added to account for new Co-Term of account with start date of 9/30/2024.

Invoice INV-43200

Service Dates 7/1/2024-6/30/2025

Credit of invoice of \$22,356.16 is not a true credit owed to the customer, but added to account for new Co-Term of account with start date of 9/30/2024.

We are also researching your inquiry as to year 2 of your original agreement with us and hope to have a response to you soon. I am waiting on our internal team to verify.

Thank you,

On Thu, Oct 10, 2024 at 11:48 AM Gwen Saltal <gwen.saltal@flocksafety.com> wrote:

Russell,

Attached please find the invoice for Metro Police Authority.

Gwen

On Thu, Oct 10, 2024 at 7:18 AM Vansipe, Russel - HD
<RVansipe@geneseecountymi.gov> wrote:

Good Morning Gwen,

Sorry I missed your call yesterday. I have a couple of meetings today that are yet to be scheduled, if you can give me a time that you are available for a few minutes I will block off my calendar and give you a call.

Thank you!

Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430
rvansipe@geneseecountymi.gov



GENESEE COUNTY
OFFICE OF FISCAL SERVICES

From: Gwen Saltal <gwen.saltal@flocksafety.com>

Sent: Wednesday, October 9, 2024 12:11 PM

To: Vansipe, Russel - HD <RVansipe@geneseecountymi.gov>

Cc: Matt Wayne <matt.wayne@flocksafety.com>; Frank DePhillips
<frank.dephillips@flocksafety.com>; Ellen Ziegler <ellen.ziegler@flocksafety.com>

Subject: Re: FW: Flock Invoices

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Good afternoon Russel,

As Matt indicated, we need to have the amendments signed and returned in order to process the invoices. Once we get them back, we will work on getting this expedited. We resent the amendments to all of the outstanding accounts again yesterday. I will send you invoices as they become available.

Thus far, I have the invoice for Flushing. Please see the attached and let me know if you have any questions.

Gwen

On Tue, Oct 8, 2024 at 10:16 AM Vansipe, Russel - HD
<RVansipe@geneseecountymi.gov> wrote:

Good Morning,

Following up again. I have not been able to locate any new updated invoices, do you know who they were sent to? Also in those invoices was there anything for year 2 of the original contract?

I cannot stress enough that this matter needs to be resolved as quickly as possible. These invoices are meant to be paid with grant funds that the period of performance has now past and we are required to complete the final report at the end of this week. We still have several steps to take internally before we can get these invoices on the books and accounted for to get reimbursement of funds.

I need corrected invoices and an answer/confirmation/invoices for the year 2 invoices for the initial contract by the end of the day.

Please do not hesitate to reach out with any questions.

Thanks,
Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430
rvansipe@geneseecountymi.gov



GENESEE COUNTY
OFFICE OF FISCAL SERVICES

From: Vansipe, Russel - HD

Sent: Friday, October 4, 2024 11:51 AM

To: Matt Wayne <matt.wayne@flocksafety.com>

Cc: Frank DePhillips <frank.dephillips@flocksafety.com>; Gwen Saltal <gwen.saltal@flocksafety.com>; Grant Markin <grant.markin@flocksafety.com>; Ellen Ziegler <ellen.ziegler@flocksafety.com>

Subject: RE: FW: Flock Invoices

Thank you,

Who did you send the invoices to?

Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430
rvansipe@geneseecountymi.gov



GENESEE COUNTY
OFFICE OF FISCAL SERVICES

From: Matt Wayne <matt.wayne@flocksafety.com>

Sent: Friday, October 4, 2024 11:37 AM

To: Vansipe, Russel - HD <RVansipe@geneseecountymi.gov>

Cc: Frank DePhillips <frank.dephillips@flocksafety.com>; Gwen Saltal <gwen.saltal@flocksafety.com>; Grant Markin <grant.markin@flocksafety.com>; Ellen Ziegler <ellen.ziegler@flocksafety.com>

Subject: Re: FW: Flock Invoices

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Good Morning Russel,

Thank you for following up. I sent over the revised invoices for the amount discussed, but what we are working on is the amendments to the contracts.

I thought Mike Dushane had sent out the amendment contracts to each agency before his final day at Flock Safety. It turns out that he did not.

Since Each agency signed for Flock and then was reimbursed by GAIN/APTA we still needed each amendment to be signed by each agency.

We need amendments for:
Genesee County Sheriff's Office
Burton
Flint Twp
Flushing
Metro Police Authority of Genesee County

I have CCed a few others from Flock to be able to help with this.

Thanks,
Matt

On Fri, Oct 4, 2024 at 9:22 AM Vansipe, Russel - HD
<RVansipe@geneseecountymi.gov> wrote:

Good Morning,

Following up again, this has become quite the urgent item. These cameras are grant funded and that grant ended on Monday.

I wanted to follow up for clarity as well. I haven't seen a response about the original contract invoices. We need all of these invoices ASAP:

All invoices for Year 2 of the first 10 cameras.

Install through 9/30/24 for the new cameras.

7/1/24-9/30/24 for the initial 10 cameras.

Grant reporting is due next week, and we need to have these invoices in hand and accrued by then.

Thank you,

Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430
rvansipe@geneseecountymi.gov



GENESEE COUNTY
OFFICE OF FISCAL SERVICES

From: Vansipe, Russel - HD
Sent: Wednesday, September 25, 2024 2:03 PM
To: Matt Wayne <matt.wayne@flocksafety.com>
Cc: Frank DePhillips <frank.dephillips@flocksafety.com>
Subject: RE: FW: Flock Invoices

Thank you!

Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430
rvansipe@geneseecountymi.gov



GENESEE COUNTY
OFFICE OF FISCAL SERVICES

From: Matt Wayne <matt.wayne@flocksafety.com>

Sent: Wednesday, September 25, 2024 12:31 PM
To: Vansipe, Russel - HD <RVansipe@geneseecountymi.gov>
Cc: Frank DePhillips <frank.dephillips@flocksafety.com>
Subject: Re: FW: Flock Invoices

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Good Afternoon Russel,

Our team is currently working on the amendments that will need to be signed. I was under the impression Mike sent them out before his last day, but it appears he did not. I am looping in a few others internally to help me with these tasks. Once the amendments to the contracts are signed, Frank and his team will be able to work on the billing modifications.

Thanks,
Matt

On Wed, Sep 25, 2024 at 11:46 AM Vansipe, Russel - HD <RVansipe@geneseecountymi.gov> wrote:

Good Morning,

Following up on my communication from last week.

Please review below. and let me know if you have any questions.

Thank you,

Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430
rvansipe@geneseecountymi.gov



GENESEE COUNTY
OFFICE OF FISCAL SERVICES

From: Vansipe, Russel - HD
Sent: Friday, September 20, 2024 9:54 AM
To: Frank DePhillips <frank.dephillips@flocksafety.com>
Cc: Matt Wayne <matt.wayne@flocksafety.com>
Subject: RE: FW: Flock Invoices

Good Morning,

I am removing all other folks from the county off the email to address this as quickly and efficiently as possible. I am recopying my original email here, as all these items need to be addressed as quickly as we can.

Good Morning,

There have been a lot of questions about these invoices lately. I was asked to get involved and see if I can resolve the issue. My apologies in advance as it is lengthy and is additional asks from your billing staff.

For Starters: The way these 2 attached invoices are presented are causing a lot of questions in the approval process. It is my understanding that we are being invoiced only for the services provided during the county's fiscal year under our new path forward, with agreements for 1-year terms matching the grant cycle and county fiscal year, starting 10/1/24 ending 9/30/25. I believe that this is an attempt at what these 2 attached invoices are trying to do.

INV-34735 for the implementation costs and services from install date-9/30/2024?

-If I am correct, we need the invoice to clearly reflect that. What the start date is, when the end date is how that is broken out. Doing the math myself I would expect a start date on 6/21/24? Is that correct? I would not expect others involved in the payables process to be able to easily figure it out, nor should they have to in my opinion. Something like this:

Implementation Fees- 10@	\$350	\$3,500.00
Services from 6/21/24-9/30/24		\$8,383.56
Total		\$11,883.56

In my opinion there should not be a credit on the invoice. As far as the county knows, we do not have an agreement for 33,500, we should have an invoice for 3,500 implementation fees plus services prorated from install to year end determined at install.

The same can be said for INV-43200. This should be a renewal of services on the 10 cameras already installed from only the end of the last term to 9/30/24. This invoice also has the note for a term of "Year 1 of 24-month Term, 2024-2025" Again this was not our understanding of the new arrangement. We need an invoice stating:

Services from - Start date (I believe it should be 6/30/24) through 9/30/24- \$7,643.84

Because the same as above we do not have an agreement for 30,000 for a full year, the credit is not a real credit, it is misleading.

Having no service dates and these credits will conflict with the new invoices for 10/1/24-9/30/24. I imagine auditors or staff looking back; it would appear we have a credit to apply or would be paying/had paid for the same service during the same time-period twice. That is why these service dates need to be clearly stated on the invoice, and the misleading credits removed.

This brings me to the next potential issue I uncovered this morning. When I started pulling all these invoices, past invoice, emails, and reports. I only see invoices paid to Flock in the Total of \$28,000.

3 different invoices (1204/7811/13580) making up the total of \$27,500 for the install and first year of the first set of cameras. Which if what Matt Wayne provided previously is correct was 7/1/22-6/30/23. (Per the attached email). INV-27810 for \$500 to move one camera.

Do you show outstanding invoices for 7/1/23-6/30/24? We have had several staffing changes over the past year; multiple on the sheriff's side who receive and enter the invoice, and one on the accounting side who reviews. I am wondering if those invoices were ever sent or if they were possibly sent to an email no longer active, or if they fell through the cracks during transitions?

Please let me know if you have any questions or if there is anything else needed feel free to reach out. This is somewhat of an urgent matter as our year end is rapidly approaching.

After this Matt did respond noting the Sheriff signed a 2-year contract. Is this a contract for the 10 new cameras? If that is the case, can I please have a copy? Also note only the Chair of the Genesee County Board of Commissioners, or their representative can enter into a contract on behalf of the county. That is county policy. You should not be providing services or performing work without a Purchase Order from Genesee County.

If either of you need further clarification please feel free to reach out to me directly.

Thank you,
Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430

rvansipe@geneseecountymi.gov



GENESEE COUNTY
OFFICE OF FISCAL SERVICES

From: Vansipe, Russel - HD <RVansipe@geneseecountymi.gov>

Sent: Wednesday, September 18, 2024 7:36 AM

To: Matt Wayne <matt.wayne@flocksafety.com>

Cc: Swoffer, Tyler <TSwoffer@geneseecountymi.gov>; Zak, Lt. Thomas <TZak@geneseecountymi.gov>; Kline, Shelly <SKline@geneseecountymi.gov>

Subject: RE: FW: Flock Invoices

Good Morning Matt,

Thanks for getting back to me. Sorry to hear of the circumstances you are in personnel wise. That sentiment is being felt all over unfortunately, the County included.

A couple of quick items:

When you meet with your billing team, please be sure to check on the year 2 of the first 10 cameras invoicing. As noted before I do not see those invoices, nor do I see payments to Flock in our system beyond the first year. Is there any chance there was a name change for Flock or a W9 change and Flock could be listed as a different vendor in our system than what was originally set up?

"As for the credit, since the Sheriff did sign a two year contract with our standard terms and conditions that is the amount our billing system generates. I will see if there is a way we can manually override that."

Relating to your comment above: The only contract I ever saw was the initial contract for 2 years for the first 10 cameras which I believe ended 6/30/24. The two invoices with the credits are the new install of the next 10 cameras that I believe were just finished installed and the "gap" invoice to get the original contract from 7/1/24-9/30/24.

If you have other signed contracts, could you please provide those? I have not seen them, and when I inquired internally no one was able to provide or confirm they existed. One note I would like to add, the Chair of the County Board of Commissioners is the only individual authorized to enter the county into contractual agreements, if you are getting contracts not signed by our Board Chair please do not accept them, they need to flow through the proper channels here, and this could be part of the issues.

"Before Mike left he sent amendments to all of the GAIN agencies that are being reimbursed for Flock with amendments to change their term date to 1 year 10/1/24 - 9/30/25. I don't believe we have any signed and returned just yet."

As for the next comment I reached out to Lt. Zak to see if these had been distributed last week and as far as he knew at that time (I believe this was 9/13/24) we had not received those.

Thanks again, please let me know if you have any questions.

Russel Van Sipe
Deputy Finance Officer
Genesee County Fiscal Services
(810) 341-5430
rvansipe@geneseecountymi.gov



GENESEE COUNTY
OFFICE OF FISCAL SERVICES

From: Matt Wayne <matt.wayne@flocksafety.com>
Sent: Tuesday, September 17, 2024 8:55 PM
To: Vansipe, Russel - HD <RVansipe@geneseecountymi.gov>
Cc: Swoffer, Tyler <TSwoffer@geneseecountymi.gov>; Zak, Lt. Thomas <TZak@geneseecountymi.gov>; Kline, Shelly <SKline@geneseecountymi.gov>
Subject: Re: FW: Flock Invoices

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Good Evening Russel,

Thanks for reaching out. You will have to forgive me as we are a little short handed in Michigan with Mike leaving. I know this is of urgent priority with your fiscal year of 10/1 fast approaching. I have an internal meeting with our billing team this week to see if I am able to get some dedicated billing support for the GAIN/ATPA agencies. I am hoping they can accommodate. We are doing our absolute best to work with your requests.

As for the credit, since the Sheriff did sign a two year contract with our standard terms and conditions that is the amount our billing system generates. I will see if there is a way we can manually override that.

Before Mike left he sent amendments to all of the GAIN agencies that are being reimbursed for Flock with amendments to change their term date to 1 year 10/1/24 - 9/30/25. I don't believe we have any signed and returned just yet.

Also as for any unpaid invoices I am not sure, but I will look into it.

Thank you,
Matt

--

Matt Wayne
Regional Sales Director



 734-558-6000  flocksafety.com

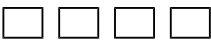
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Matt Wayne
Regional Sales Director

[734-558-6000](tel:734-558-6000) flocksafety.com

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Frank DePhillips
Billing Manager





 706-675-5740  flocksafety.com

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Frank DePhillips
Billing Manager



 706-675-5740  flocksafety.com
