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File #: 25-1710 Name:
Type: Consent Item Status: Agenda Ready
File created: 12/16/2025 In control: [Broken Arrow City Council](#)
On agenda: 12/16/2025 Final action:
Title: Approval of and authorization to purchase upgrade of LPR cameras for the police department from Orion Security Solutions, pursuant to Oklahoma Statewide Security Equipment Contract No. 0900000569
Attachments: 1. [Orion Quote No. 175617_21-11-2025_1121 \(PD Change to PNO-A9311RLP\)](#)

History (0) Fact Sheet

Broken Arrow City Council
Meeting of: 12-16-2025

Title:
title

Approval of and authorization to purchase upgrade of LPR cameras for the police department from Orion Security Solutions, pursuant to Oklahoma Statewide Security Equipment Contract No. 0900000569

End

Background:

Law enforcement agencies throughout the State of Oklahoma are able to purchase equipment at the state contract price, which is advantageous to the political subdivisions by allowing them to make purchases at lower prices. The Police Department purchased thirty-one (31) License Plate Reader cameras (LPRs) in May of this year. The intent was to pay the current LPR service vendor (ELSAG) to process the data. Since this time the camera manufacturer has moved toward providing a full-service Law Enforcement LPR software solution at no recurring cost. This requires the purchase of an upgraded camera at a higher cost; however, the additional purchase cost equals only one year of software maintenance from ELSAG. This generates savings of approximately \$3,600.00 per camera over a seven-year camera life. The police department is seeking to purchase the upgraded cameras to capitalize on significant long-term savings.

The original purchase cost of the original cameras was \$43,393.80. The purchase cost of the upgraded cameras is \$61,806.80. Since we've already paid the \$43,393.80, our expense for the upgrade is \$18,413.00.

Orion Security Solutions state bid for this equipment upgrade is \$18,413.00.

Funds have been appropriated and are available in the Police Department's portion of the Public Safety Sales Tax Fund and the Street Department's portion of Sales Tax Capital Improvement Fund.

Cost: \$61,806.80

Funding Source: Public Safety Sales Tax Project 2530070

Requested By: Lance Arnold, Chief of Police

Approved By: City Manager's Office

Attachments: Orion Security Systems Quote

Recommendation:
recommend

Approve of and authorize the purchase upgrade of LPR cameras for the police department from Orion Security Solutions, pursuant to the Oklahoma Statewide Security Equipment Contract #0900000569

end

- T. 25-1743 Approval of and authorization to execute the Tyler Technologies quote for Vendor Access
- U. 25-1710 Approval of and authorization to purchase upgrade of LPR cameras for the police department from Orion Security Solutions, pursuant to Oklahoma Statewide Security Equipment Contract No. 0900000569
- V. 25-1717 Approval of and authorization to execute the Purchase of one (1) Ford Crew Cab F 250 from Vance Country Ford pursuant to the Oklahoma State purchasing contract SW0035 for the Solid Waste and Recycling Department
- W. 25-1668 Approval of the appointment of Ben Buie and Davis Robson to the Broken Arrow Economic Development Corporation (BAEDC) Board of Directors for a term beginning January 1, 2026, and expiring December 31, 2028
- X. 25-1657 Approval of and authorization to execute Change Order No. 1 with Ira M. Green Construction for the Highland Park Rugby Fields (22501871)
- Y. 25-1749 Approval of PT 002515 2025|PR 000629 2025 (Conditional Final Plat), Oklahoma IOS Land Company Re Do, approximately 40.14 acres, 2 Lots, IL (Industrial Light)/PUD 001785 2024, located approximately one quarter mile west of 23rd Street (S. 193rd E. Ave/County Line Rd) and north of Houston Street (81st Street)
- Z. 25-1739 Approval of and authorization of Final Acceptance for the public improvements at Antler Falls located at 25900 East 81st Street South
- AA. 25-1736 Approval of and authorization of Final Acceptance for the public improvements at Creekside at Forest Ridge Phase 2, located at 7200 East Kenosha Street
- AB. 25-1737 Approval of and authorization of Final Acceptance for the public improvements at Elysian Fields Phase 2, located at East 121st Street and Garnett Road
- AC. 25-1738 Approval of and authorization of Final Acceptance for the public improvements at Evergreen Baptist Church Phase 5, located at 5900 West Florence Street
- AD. 25-1696 Approval of and authorization of Final Acceptance for the public improvements at McDonald's USA, LLC at Dearborn located at 3755 East Dearborn Street
- AE. 25-1695 Approval of and authorization of Final Acceptance for the public improvements at South Park Commercial located at 904 West Jasper Street
- AF. 25-1697 Approval of and authorization of Final Acceptance for the public improvements at West Oakland Place Extension located at 500 West Oakland Place
- AG. 25-1742 Ratification of the Claims List Check Register Dated December 08, 2025

MOTION: A motion was made by Lisa Ford, seconded by Justin Green
Move to Approve Consent Agenda minus Item M. 25-1765

The motion carried by the following vote:

Aye: 5 -

David Pickel, Justin Green, Lisa Ford, Johnnie Parks, Debra Wimpee



Security Proposal 175617

By Orion Security Solutions

Date: 11/21/2025

Client: City of Broken Arrow

Client Corporate Address: 220 S 1st St, Broken Arrow, OK, 74012

Project Site: Broken Arrow Police Department

Project Site Address: 1101 North 6th Street, Broken Arrow, OK, 74012

Client Point of Contact: Brandon Tener 918.451.8200 ext.8713

Orion Account Executive: Steven Embrey sembrey@orionsecuritysolutions.com

Scope of Work

Orion Security Solutions (OSS) proposes to provide the materials listed in the BOM below as a box sale only.

This box sale will be a new order that reflects the requested camera model change associated with **OSS Box Sale Job #16148** and **Proposal #173918**, purchased under **City of Broken Arrow PO #22503367**.

The client has requested to substitute the originally purchased **(31) Hanwha PNO-A9311R** cameras with **(31) Hanwha PNO-A9311RLP** cameras, which include the Road AI analytics.

The original units were already purchased and received by BAPD. To support the client's request, OSS has submitted an RMA through Hanwha and Graybar. Graybar has approved the return and will restock the (31) PNO-A9311R cameras at no additional cost. They will schedule pickup directly from BAPD.

Below, you will see:

- The credit amount based on **OSS Invoice #53596 (dated 6/27/2025)**
- The cost of the upgraded replacement units
- The resulting price difference

Since the original job has been fully paid, OSS will issue a new box sale for the cost difference only—eliminating the need to reopen the original project or process a formal change order.



PNO-A9311R Model Change to PNO-A9311RLP from Job #16148

EQUIPMENT	MODEL NUMBER	QTY	UNIT PRICE	EXTENDED PRICE
4K Network AI IR Zoom (31x) Bullet Camera	PNO-A9311R	-31.00	\$1,399.80	\$43,393.80
4K, AI IR Zoom (31x), Bullet Camera with Wisenet Road AI	PNO-A9311RLP	31.00	\$1,993.76	\$61,806.80
Taxes	Taxes	1.00	\$0.00	\$0.00
TOTAL				\$18,413.00

The new laws from the federal government may result in tariffs being applied to orders. OSS will make reasonable efforts to stay informed of the tariffs that affect its orders. However, with the rapidly changing laws, OSS is not responsible for unknown tariff costs. This proposal does not include tariff costs other than ones that are explicitly listed. If additional tariffs are applied for an order, then OSS will add the cost to the invoice as a separate line item as an additional cost.

OSS is not responsible for delays outside of its control.

OSS is not responsible for the time and expense of any additional permit or other fees that may be required in the project location.

Warranties

Manufacturer warranty for the equipment will be passed onto the customer.