REQUEST FOR OFFER
THRU
H-GAC

RFP NUMBER: 10-0119

PROPOSAL FOR: Automated License Plate Recognition System

DUE DATE: April 8, 2010

DUE TIME: 2:00 PM CST

CONTACT: Janice K. Hughes, CPPB
Sr. Purchasing Agent
E-mail: Janice.hughes@arlingtontx.gov
Telephone: 817-459-6304
Fax: 817-459-6334

Sealed proposals, one (1) original and 10 copies, subject to the Terms and Conditions of this RFP and other contract provisions, will be received in the Purchasing Division, 101 S. Mesquite Street, Suite 800, Arlington, Texas 76010, before the due date and time shown above. Proposals must be returned in a sealed envelope or other appropriate package, addressed to the Purchasing Agent, City of Arlington and have the proposal number, due date, and company name clearly marked on the outside envelope. Late proposals will be returned to the Vendor unopened. Proposals may be withdrawn at any time prior to the due date and time shown above. Proposals may not be altered, amended or withdrawn after the due date and time without the recommendation and approval of the Purchasing Agent. The undersigned agrees, if the proposal is accepted, to furnish any and all items upon which prices are offered, at the price(s) and upon the terms and conditions contained in the specifications. The period for acceptance of this proposal shall be 90 calendar days.

THE UNDERSIGNED, BY HIS/HER SIGNATURE, REPRESENTS THAT HE/SHE IS AUTHORIZED TO BIND THE PROPOSING VENDOR FOR THE AMOUNT SHOWN ON THE ACCOMPANYING PROPOSAL SHEETS AND HEREBY CERTIFIES FULL COMPLIANCE WITH THE TERMS AND CONDITIONS, SPECIFICATIONS AND SPECIAL PROVISIONS OF THE RFP. BY SIGNING BELOW, YOU SIGNIFY THAT YOU HAVE READ THE ENTIRE DOCUMENT AND AGREE TO THE TERMS AND CONDITIONS THEREIN. BY SIGNING BELOW, YOU ALSO CERTIFY THAT IF A TEXAS ADDRESS IS SHOWN AS THE ADDRESS OF THE PROPOSING VENDOR, THE VENDOR QUALIFIES AS A TEXAS "RESIDENT BIDDER" AS DEFINED IN RULE 1 TAC 111.2.

<table>
<thead>
<tr>
<th>Company Name and Address</th>
<th>Company’s Authorized Agent:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Signature</td>
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<td></td>
<td>Name and Title (Typed or Printed)</td>
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<tr>
<td>Federal ID Number (TIN) or SSN and Name</td>
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<tr>
<td>Telephone No.</td>
<td>Date</td>
</tr>
<tr>
<td>Fax No.</td>
<td>Email address:</td>
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</table>

- 9669 -
Introduction

The City of Arlington is requesting proposals from the manufacturer’s authorized reseller for four automated license plate recognition systems based on their company’s authorized HGAC Contract.

The Vendor’s work plan should give priority to

Point of Contact

The Purchasing Agent, identified below, is the sole point of contact regarding the bidding documents from the date of issuance until selection of the successful Vendor is:

Janice K. Hughes, CPPB
Purchasing Agent
City of Arlington
101 S. Mesquite Street, Suite 800
Arlington, Texas 76010
817.459.6304, Fax 817.459.6334
Janice.Hughes@arlingtontx.gov

Restriction on Communication

All communications relating to this project must be directed to the City’s contact person named above. All other communications between a Vendor and City Staff, and public officials concerning this procurement are prohibited. Failure to comply with this section may result in the City disqualifying the Vendor’s offer.

Procurement Schedule

The following dates are set forth for informational and planning purposes; however, the City reserves the right to change the dates.

<table>
<thead>
<tr>
<th>RFP Schedule</th>
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</thead>
<tbody>
<tr>
<td>Release Date</td>
</tr>
<tr>
<td>First Set of Questions Due</td>
</tr>
<tr>
<td>Release of Addendum 1</td>
</tr>
<tr>
<td>Last day for Questions Due</td>
</tr>
<tr>
<td>Release of Addendum 2</td>
</tr>
<tr>
<td>Proposals Due</td>
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<tr>
<td>Committee Review</td>
</tr>
<tr>
<td>Mayor and Council Approval</td>
</tr>
<tr>
<td>Contract Term</td>
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</tbody>
</table>
Questions, Requests for Clarification, and Suggested Changes

Vendors are invited to submit written questions and requests for clarifications regarding the request. The questions, requests for clarifications, or suggestions must be in writing and received on or before 5pm., 3/25/10. If a vendor discovers any significant ambiguity, error, conflict, discrepancy, omission, or other deficiency in this request, the vendor should immediately notify the Purchasing Agent in writing of such error and request modification or clarification of the document(s).

Submission of Offers

Vendors must complete the questionnaire. This questionnaire will be used to evaluate your company’s proposal. Verbal information provided by the Vendor shall not be considered part of the Vendor’s proposal.

Costs of Preparing the Offer

The costs of preparation and delivery of the vendor’s proposal is solely the responsibility of the Vendor. No payments shall be made by the City to cover costs incurred by any Vendor in the preparation of or the submission of this offer or any other associated costs.

The City reserves the right to contact any reference to assist in the evaluation of the bid proposal, to verify information contained in the bid proposal and to discuss the Vendor’s qualifications and the qualifications of any subcontractor identified in the bid proposal.

Information from Other Sources

The City reserves the right to obtain and consider information from other sources concerning a Vendor, such as the Vendor’s capability and performance under other contracts. The content of a bid proposal submitted by a respondent is subject to verification. Misleading or inaccurate responses shall result in disqualification.

Criminal History and Background Investigation

The City reserves the right to conduct criminal history and other background investigations of the Vendor, its officers, directors, shareholders, or partners and managerial and supervisory personnel retained by the Vendor for the performance of the contract.

Clarification Process

The City reserves the right to contact a Vendor after the submission of offer for the purpose of clarifying a proposal to ensure mutual understanding. This contact may include written questions, interviews, site visits, a review of past performance if the Vendor has provided goods or services to the City or any other political subdivision wherever located, or requests for corrective pages in the Vendor’s bid proposal.

An individual authorized to legally bind the Vendor shall sign responses to any request for clarification. Responses shall be submitted to the City within the time specified in the City’s request. Failure to comply with requests for additional information may result in rejection of the offer as non-compliant.
Security of Premises, Equipment, Data and Personnel

Manufacturer and/or authorized reseller may, from time to time during the performance of the Contract, have access to the personnel, premises, equipment, and other property, including data, files and/or materials (collectively referred to as “Data”) belonging to the Customer. Manufacturer and/or authorized reseller shall preserve the safety, security, and the integrity of the personnel, premises, equipment, Data and other property of the Customer. Manufacturer and/or authorized reseller shall be responsible for damage to Customer’s equipment, workplace, and its contents when such damage is caused by its employees or subcontractors.

Manufacturer Certifications

Manufacturer certifies that it and its designated authorized reseller

(i) have not given, offered to give, and do not intend to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the Contract,

(ii) neither they, nor anyone acting for them, have violated the antitrust laws of the United States or the State of Texas, nor communicated directly or indirectly to any competitor or any other person engaged in such line of business for the purpose of obtaining an unfair price advantage,

(iii) to the best of their knowledge and belief, there are no suits or proceedings pending or threatened against or affecting them, which if determined adversely to them will have a material adverse effect on the ability to fulfill their obligations under the Contract,

(iv) are not suspended or debarred from doing business with the federal government as listed in the Excluded Parties List System (EPLS) maintained by the General Services Administration, and (viii) as of the effective date of the Contract, are not listed in the prohibited vendors list authorized by Executive Order #13224, “Blocking Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism”, published by the United States Department of the Treasury, Office of Foreign Assets Control.

Evaluation of Offers Submitted

The evaluation and selection of a contractor will be based on the information submitted in the proposal, questionnaire, references. Specific selection criteria and weight factors are provided below.

<table>
<thead>
<tr>
<th>Proposed Solution</th>
<th>25%</th>
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<tbody>
<tr>
<td>Phased Implementation Plan</td>
<td>15%</td>
</tr>
<tr>
<td>Vendor/Reseller</td>
<td>10%</td>
</tr>
<tr>
<td>Support/Maintenance</td>
<td>30%</td>
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<tr>
<td>Cost</td>
<td>20%</td>
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</table>
Vendors are to provide a complete solution, ready for customer use. This includes:

- all engineering/design services to support LPR operation within the existing city/PD software and hardware environment,
- complete equipment installation,
- software set-up configuration for MDCs, all client workstations, servers and any other support or communications software,
- complete wireless communication set-up and configuration for file upload/download to and from vehicles,
- comprehensive functional test and demonstration prior to go-live,
- training, user manuals and go-live support,
- all work performed at the customer site in the city of Arlington (the PD does not have a garage or shop...the vendor will provide a shop or installation facility locally, as needed)
- one year equipment, parts and labor warranty...repair work performed on-site.

The city of Arlington will provide:

- vehicles (2-Chevrolet Tahoes and 2-Dodge Chargers) - equipped with MW810 MDCs and AT&T wires cards.
- back-end server/host environment and desktop computers (per vendor specifications),
- assistance in installing software (server and desktop client),
- staff to work with vendors in testing/verifying system operation,
- remote server access for maintenance and troubleshooting.

The city is requesting offers for the purchase of four in-car systems and one mobile system.

- The in-car systems will consist of a 4 dual lens IR/color camera package and all associated software, hardware and equipment. The proposed solution will be the latest production version of PIPS (Federal Signal) technology. The in-car software will display on an existing MW 810 MDC installed in the vehicle.

- The mobile system will provide a two-camera system and all supporting equipment in a ruggedized case. The system will run off a 12-volt or 110-volt power supply. The camera system will run on a city-provided laptop computer from DELL.

- The back-end software will provide five concurrent users licenses and an advanced mapping utility using Google Earth or similar platform.

Bidders will use the tabulation format listed below. Any exceptions, exclusions or qualifications shall be listed separately.
<table>
<thead>
<tr>
<th>Description</th>
<th>Unit Cost</th>
<th>Total Cost</th>
</tr>
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<tbody>
<tr>
<td><strong>Products</strong></td>
<td></td>
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<tr>
<td>Platinum Mobile Law Enforcement Package – Four Slate IR/color cameras, SupeRex processor, camera cable/connector pkg, GPS module, PAGIS software and dongle, PIPS ALPR/OCR Engine, Client/Server architecture, Camera Bracket Mount Assembly.</td>
<td></td>
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<tr>
<td>Back Office System Software for PAGIS User Administration, Data Analysis and Database Management using MSDE, providing administrator and one concurrent user.</td>
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<tr>
<td>Five concurrent user licenses for desktop users</td>
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<tr>
<td>Mapping Utility</td>
<td></td>
<td></td>
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<tr>
<td>Two years on-site maintenance and support</td>
<td></td>
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<tr>
<td>Annual software support</td>
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<td></td>
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<tr>
<td>Two camera mobile system in ruggedized case</td>
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<tr>
<td><strong>Services</strong></td>
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<tr>
<td>Complete design, engineering, project management, installation, configuration, testing, go-live support and technical documentation for complete system operational in city environment.</td>
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<tr>
<td>System administration and end user training (two days)</td>
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RECOMMENDATION
Authorize the City Manager or his designee to approve the purchase of five mobile automated license plate recognition (ALPR) systems with BearCom Operating LLC through the Houston-Galveston Area Council (H-GAC) Cooperative Purchasing Program in the estimated amount of $107,478.

PRIOR BOARD OR COUNCIL ACTION
On December 2, 2008, the City Council approved Resolution 08-450, authorizing the City of Arlington to enter into an agreement with the Office of Domestic Preparedness/Department of Homeland Security to accept $3,470,263.17 in Urban Area Security Initiative (UASI) grant funding.

On June 24, 1997, City Council adopted Resolution 97-411, authorizing City participation in the Houston-Galveston Area Council (H-GAC) Cooperative Purchasing Program.

ANALYSIS
The purchase is for five mobile automated license plate recognition systems, installation and training. ALPR will be installed in police vehicles that are deployed to strategic locations that have significant vehicular traffic (retail areas, shopping centers, entertainment venues, Interstate highways etc.). The ALPR system electronically captures vehicle license plates and compares the license plate to a database of stolen vehicles, wanted vehicles and vehicles associated with people who have active warrants. Officers are alerted when a match is made, giving them probable cause to stop the vehicle and investigate. ALPR is widely used in the US and overseas and has reduced crime and recovered stolen vehicles.

FINANCIAL IMPACT
This is a one-time purchase; The maintenance agreement is negotiated annually; therefore, no financial impact is anticipated in future fiscal years directly related to this purchase.

<table>
<thead>
<tr>
<th>FY 2011</th>
<th>FY 2012</th>
<th>FY 2013</th>
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<tr>
<td>$0</td>
<td>$0</td>
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Funds for the purchase are budgeted in the UASI Grant 228601 68900 228853.

ADDITIONAL INFORMATION
Attachments: None
Under separate cover: None
Available in the Purchasing Division: Bid file

STAFF CONTACT(S)
Theron Bowman, Ph.D. Police Chief
817-459-5701
Theron.Bowman@arlingtontx.gov
Janice Hughes Sr. Purchasing Agent
817-459-6304
Janice.Hughes@arlingtontx.gov
April Nixon, Director
Financial & Mgmt. Resources
817-459-6403
April.Nixon@arlingtontx.gov
Purchase of Mobile Automated License Plate Recognition Systems, Bid Project 10-0119

City Council Meeting Date: 6-22-10  Action Being Considered: Minute Order

For Departmental Use Only:

Cc: Don Crowson, Fire
    Irish Hancock, Fire
    Theron Bowman, Police
    Larry Barclay, Police
STAFF REPORT DATA SHEET

AGENDA DATE: June 22, 2010

ITEM: 10-0119
Purchase of Mobile Automated License Plate Recognition System

NOTICES DISTRIBUTED: N/A

DOCUMENTS REQUESTED: N/A

BIDS RECEIVED: N/A

ISSUES:

• The purchase is for five mobile automated license plate recognition (ALPR) systems, installation and training.

• ALPR will be installed in police vehicles that are deployed to strategic locations that have significant vehicular traffic such as retail areas, shopping centers, entertainment venues and Interstate highways.

• The ALPR system electronically captures vehicle license plates and compares the license plate to a database of stolen vehicles, wanted vehicles and vehicles associated with people who have active warrants.

• Officers are alerted when a match is made, giving the officer probable cause to stop the vehicle and investigate.

• ALPR is widely used in the US and overseas and has great success in reducing crime and recovering stolen vehicles.

• BearCom Operating LLC is not a HUB vendor in accordance with TLGC 252.
1.0 PURPOSE

This Statement of Work (SOW) defines the scope of the services and the deliverables that BearCom/PIPS will provide to the Arlington Police Department (APD)/City of Arlington (COA). This SOW further identifies the tasks and services related to the supply, installation, and testing of new License Plate Recognition equipment.

2.0 GENERAL SOW TASKS

The following is a general description of the tasks and responsibilities associated with the total project and tasks performed at all facilities:

2.1 Inventory Control
- BearCom will develop an inventory control system to track order date, order status, delivery date, destination facility, staging status, and testing status.
- BearCom will be able to supply inventory control reports to APD/COA upon request.
- BearCom will provide warehouse space for the delivery and storage of all equipment.

2.2 Bill of Materials (BOM)
- BearCom will develop the BOM necessary to supply and install the required ALPR equipment for each facility covered under this SOW.
- BearCom will be responsible for verifying that the BOM is complete and accurate.

2.3 Stage Equipment
- All staging activities will occur at facilities provided by BearCom.
- BearCom will power up equipment observing for signs of failure or improper operation.
- BearCom will label equipment and cabling as necessary to ensure an efficient installation.
- BearCom will repack equipment for delivery to APD/COA facilities.
- Based on information gathered from APD/COA on the PIPS Mobile ALPR Customer Survey, BearCom/PIPS will be equipped to support the engineering and design of the ALPR solution necessary to support the operation of the ALPR systems within the existing APD/COA software and hardware environments.

2.4 Shipping of Equipment
- BearCom will transport equipment from the staging location to APD/COA.

2.5 Access to Facilities
- APD/COA will be responsible for providing BearCom with reasonable access to facilities as necessary to perform installation and testing.
• APD/COA will be responsible for providing a temporary storage location on-site to house equipment during the installation and testing process, as well providing electrical outlets as needed. If agreed upon by BearCom/PIPS & APD/COA installation of mobile systems can also be conducted at BearCom HQ in Garland in their covered facility.

2.6 Install Equipment
• BearCom/PIPS will provide all tools needed to install equipment.
• BearCom/PIPS will mount the processor in the trunk on a slide out equipment rack in the Dodge Chargers and behind the second row seating in the Chevy Tahoes.

2.7 Equipment Programming & Alignment
• BearCom/PIPS will install all necessary software - PAGIS on MDC and BOSS on supplied server as specified by the manufacture’s installation procedures, and SOW documents. This will include set up and configuration for MDC’s, client workstations and servers.

2.8 Post-Installation Inspection
• BearCom will accompany and support the APD/COA Project Manager or appointed representative with a post-installation inspection. All installations will be physically inspected for completeness, professional appearance, compliance with PIPS standards, and consistency with industry practices.
• APD/COA will prepare a punch-list to document any discrepancies and necessary corrections identified during the Post-Installation Inspection.
• BearCom/PIPS will correct all punch-list items to the reasonable satisfaction of the APD/COA Project Manager.

2.9 Installation Testing
• BearCom/PIPS will execute a pre-approved test plan and documentation procedure to ensure that all equipment is properly installed, aligned, programmed, and functioning. Test items will include functional demonstrations. All testing will be witnessed by the APD/COA Project Manager or appointed representative.
• BearCom/PIPS will be responsible for repairing any installation failures discovered during testing.
• BearCom/PIPS will submit the documented findings as a result of the inspection of testing, installation and programming accuracies to APD/COA for final approval. APD/COA will review the documented results and provide approval or request reasonable changes within 14 days of install.
• Once all testing is complete and verified, operations and users will be migrated (cutover) to the new systems.

2.10 Final System Acceptance
• BearCom/PIPS shall submit As-built Documentation to APD/COA Project Manager prior to Final System Acceptance.
• Following successful completion of all installations, punch-list modifications, and testing, the system shall be considered accepted.
3.0 SITE-SPECIFIC SOW TASKS

The following is a description of the SOW tasks to be performed. The equipment descriptions are general in nature. A detailed listing of the equipment provided and installation process for each mobile is provided in the SOW Mobile Installation PDF.

3.1 Mobile Install-to include complete installation of all mobile components.
   - BearCom/PIPS will install PIPS ALPR Mobile systems in APD/COA vehicles.
   - BearCom/PIPS will install a Processor in the trunk of the Chargers and behind the back seat of the Tahoes.
   - BearCom/PIPS will run cable from the processor to the roof of the vehicles, where the cables will penetrate the top roof and be connected to the ALPR cameras, which will be connected to mounting brackets attached to the APD/COA light bars. All roof penetrations will be completely sealed.
   - BearCom/PIPS will be utilizing APD/COA’s existing MDC’s (MW-810) as monitors for the system and will load the PIPS PAGIS software onto APD/COA’s MDC

3.2 Boss Install
   - BearCom/PIPS will install the PIPS BOSS – Back Office Software onto a APD/COA provided server.

3.3 Configuration and Testing
   - BearCom/PIPS will conduct tests; determine setup and configuration for file upload/download to and from the vehicles with the BOSS server. This wireless communications set up is based upon the APD/COA providing the wireless infrastructure via Hotspot, MESH, AircardsWWAN, etc.

3.4 Testing, Demonstrations and User Support
   - Upon completion of installation of all hardware, software and network configuration, BearCom/PIPS will conduct comprehensive functional testing, followed by demonstrations of PIPS ALPR mobile systems.
   - Once the initial demonstrations have been completed; training, user manual instruction and go-live support will begin.

3.5 Data File Transfers
   - BearCom/PIPS will assist in the migration of information from APD/COA network files to BOSS Server files. The files/data used for implementation of the PIPS ALPR system are the responsibility of the APD/COA. BearCom/PIPS is not responsible for the files, only the migration of the files to the BOSS server. The files must be capable of being formatted in .csv formatting to ensure transfer to the in car PAGIS system. This is the responsibility of the APD/COA staff.

3.6 Warranties
   - All PIPS hardware and software includes a 1 year parts and labor warranty. BearCom/PIPS will perform warranty claims at the APD/COA site.
4.0 SITE-SPECIFIC TASKS-Arlington Police Dept (APD)/City of Arlington (COA)

The Following is a description of the tasks to be performed/provided by APD/COA.

4.1 Vehicles
- APD/COA to provide two Dodge Chargers and two Chevy Tahoes for the installation of above referenced mobile units. As well, the availability at initial install or at a later date of an additional vehicle for the installation of a portable unit.
- The APD/COA vehicles will be provided to BearCom/PIPS with working MW810's (MDC) and working AT&T wireless air cards.

4.2 Computer Equipment
- APD/COA will provide BearCom/PIPS with the back-end server for the BOSS installation, access to desktop computers as needed for BOSS server and access/client and data query training for end users.
- APD/COA will provide on-site personnel for BearCom/PIPS as needed for assistance in accessing server, desktop computers, firewall passage and AT&T networking support as needed. Password, Login credentials, assistance as needed.

4.3 Staff Assistance
- APD/COA staff to assist and participate in testing and system operation verification procedures and documentation of system operation.
- APD/COA staff to assist BearCom/PIPS with remote server access for as needed maintenance and troubleshooting during install, testing, training and as needed while PIPS ALPR units are in APD/COA operation.

5.0 Proposed equipment

The Following proposed equipment is an abbreviated/summary list of equipment. Please refer to HGAC Contract Bid Proposal for complete equipment proposal and itemization of products listing.

5.1 System Offered
- The BearCom/PIPS systems offered are 4 mobile in-car systems (stated as in-car system in APD/COA specifications) and one portable system (stated as one mobile system in the APD/COA specifications).
- The proposed systems are the latest offerings from PIPS Technologies. To include the latest mobile cameras – The Edge (also referred to as SLATE) Dual-Lens cameras. Each camera to include an IR and Color Camera.
- The system will also include all necessary and current model hardware (processors), server and client server software, cable, connectors, and mounting brackets.
• The system will be installed with the necessary configuration as needed for use with the MW810's currently installed in the APD/COA vehicles. The PIPS vehicle in-car software known as PAGIS – will be configured as to display on the existing MW810's currently installed in the APD/COA vehicles.

• The portable system (referred to as mobile system in APD/COA specifications) will be installed as to operate off of 12v or 110-volt power supply as is available for connection in the vehicle.

• The portable system will be configured to display the PAGIS software on the vehicles provided DELL laptop computer.

• The portable system will include all necessary hardware and software to include a portable PIPS SupeRex processor in a contained portable hard case – complete with 2 Dual Lens current EDGE/SLATE PIPS cameras – including IR and Color Cameras. The system will also include necessary cables and magnet mounting brackets for the portable use vehicle. PAGIS software will also be loaded onto the provided DELL laptop computer.

• BOSS – Back end software will include as proposed on the HGAC Contract a BOSS User license for 5 concurrent users with advanced mapping using the Microsoft BING mapping platform.

To further clarify and as to eliminate any mis-information:

A PIPS mobile system is considered that which integrates the PIPS EDGE/SLATE cameras with the PIPS Processor and utilizes the PIPS in-car software referred to as PAGIS.

A PIPS portable system includes all of the above, with exception to the following:
The processor is not hard installed and is contained within a locked silver hard shell case. The cameras are not installed on brackets attached to an existing light bar and are instead attached to magnet mounts which allow for the unit to be moved from one vehicle to another – assuming the laptop with PAGIS installed is also moved - or the PAGIS software is then installed on the replacement vehicles laptop computer (MDC).

Content provided by:

Patrick Brady
For BearCom/PIPS
BearCom – Texas MR for PIPS Technologies
RE: Bid/Project No. 10-0119, Purchase of Mobile Automated License Plate Recognition Systems

Dear Patrick Brady,

The City of Arlington is pleased to inform you that your company has been awarded the contract for the bid/project noted above in accordance with your company’s contract with Houston-Galveston Area Council (H-GAC) Cooperative Purchasing Program.

The contract administrator for this contract is Larry Barclay or his designee. He can be reached at 817-459-5705 or by email larry.barclay@arlingtontx.gov

As this project is funded with Urban Area Security Initiative (UASI) Grant funds thru the Office of Domestic Preparedness/Department of Homeland Security all terms and conditions must be adhered to; prior to the Purchase Order/Notice to Proceed is issued; an insurance accord is required and the attached form acknowledge the federal clauses must be returned,

Please forward evidence of insurance on an original Accord certificate. The certificate should also reference the bid number shown above. The certificate must list the City of Arlington as additional insured and must indicate a waiver of subrogation with regard to workers’ compensation coverage. Failure to provide certificate may delay start of contract.

Please acknowledge receipt of this letter on the space provided below and return via fax, to 817-459-6334. The City of Arlington anticipates a successful contract. If I can be of further assistance, please contact me at 817-459-6304 or janice.hughes@arlingtontx.gov.

Sincerely,

Janice K. Hughes
Janice K. Hughes, CPPB
Sr. Purchasing Agent

Enc: 1. Insurance Requirements
     2. USASI Federal Clauses

The above Notice to Proceed/Award letter was received by BEARCOM Operating LLC on this _______ day of _________, 2010.

______________________________________________
Signature of Authorized Contracting Officer    Title
INSURANCE REQUIREMENTS (IN THE MINIMUM OF)

The successful bidder shall submit evidence of required insurance on an original ACORD certificate not later than fifteen (15) working days following notification of intent to award. Failure to submit the required document(s) may result in rescinding the award. The bid may thereafter be awarded to the next lowest responsible bidder.

A certificate of insurance is not required at the time of the bid. However, an insurance certificate is required to be on file prior to the start of any work.

1. **Commercial General Liability:** $500,000.00 per occurrence, $500,000.00 products/completed operations and $1,000,000.00 general aggregate for bodily injury, personal injury and property damage. This policy shall have no coverages removed by exclusions.

2. **Automobile Liability:** $500,000.00 combined single limit per accident for bodily injury and property damage. Coverage should be provided as a “Code 1,” any auto.

3. **Workers’ Compensation and Employers’ Liability:** Statutory. Employers Liability policy limits of $100,000.00 for each accident, $500,000.00 policy limit - Disease.

Other Insurance Provisions

1. The City, its officials, employees and volunteers shall be named as an additional insured on the Commercial General Liability and Automobile Liability Insurance policies. These insurance policies shall contain the appropriate additional insured endorsement signed by a person authorized by that insurer to bind coverage on its behalf.

2. Each insurance policy required by this clause shall be endorsed to state that coverage shall not be suspended, voided, canceled, reduced in coverage or in limits except after thirty (30) days prior written notice has been provided to the City. If the policy is cancelled for non-payment of premium, only ten (10) days notice is required.

3. Insurance is to be placed with insurers with a Best rating of no less than A:VII. The company must also be duly authorized to transact business in the State of Texas.

4. Workers’ Compensation and Employers’ Liability Coverage: The insurer shall agree to waive all rights of subrogation against the City, its officials, employees and volunteers for losses arising from the activities under this contract.

5. Certificates of Insurance and Endorsements effecting coverage required by this clause shall be forwarded to:
   
   Finance Department/Purchasing Division - Bid No. 10-0119
   Mail stop 63-0810
   City of Arlington
   P. O. Box 90231
   Arlington, Texas 76004-3231

6. Workers’ Compensation Insurance Coverage

   a. Certificate of coverage (“certificate”) - A copy of a certificate of insurance, a certificate of authority to self-insure issued by the commission, or a coverage agreement (TWCC-81, TWCC-82, TWCC-83 or TWCC-84), showing statutory workers’ compensation insurance coverage for the person’s or entity’s employees providing services on a project, for the duration of the project.
b. **Duration of the project** - Includes the time from the beginning of the work on the project until the contractor's/person's work on the project has been completed and accepted by the governmental entity.

7. Persons providing services on the project ("subcontractor" in Section 406.096) - Includes all persons or entities performing all or part of the services the contractor has undertaken to perform on the project, regardless of whether that person contracted directly with the contractor and regardless of whether that person has employees. This includes, without limitation, independent contractors, subcontractors, leasing companies, motor carriers, owner-operators, employees of any such entity, or employees of any entity which furnishes persons to provide services on the project. "Services" include, without limitation, providing, hauling, or delivering equipment or materials, or providing labor, transportation or other service related to a project. "Services" does not include activities unrelated to the project, such as food/beverage vendors, office supply deliveries and delivery of portable toilets.

8. The contractor shall provide coverage, based on proper reporting of classification codes and payroll amounts and filing of any coverage agreements, which meets the statutory requirements of Texas Labor Code, Section 401.011(44) for all employees of the contractor providing services on the project, for the duration of the project.

9. The contractor must provide a certificate of coverage to the City prior to beginning work on the contract.

10. If the coverage period shown on the contractor's current certificate of coverage ends during the duration of the project, the contractor must, prior to the end of the coverage period, file a new certificate of coverage with the City showing that coverage has been extended.

11. The contractor shall obtain from each person providing services on a project, and provide to the City:

   a. a certificate of coverage, prior to that person beginning work on the project, so the City will have on file certificates of coverage showing coverage for all persons providing services on the project; and

   b. no later than seven (7) days after receipt by the contractor, a new certificate of coverage showing extension of coverage, if the coverage period shown on the current certificate of coverage ends during the duration of the project.

   c. The contractor shall retain all required certificates of coverage for the duration of the project and for one (1) year thereafter.

   d. The contractor shall notify the City in writing by certified mail or personal delivery, within ten (10) days after the contractor knew or should have known, of any change that materially affects the provision of coverage of any person providing services on the project.

   e. The contractor shall post on each project site a notice, in the text, form and manner prescribed by the Texas Workers' Compensation Commission, informing all persons providing services on the project that they are required to be covered, and stating how a person may verify coverage and report lack of coverage.

   f. The contractor shall contractually require each person with whom it contracts to provide services on a project, to:
1. provide coverage, based on proper reporting of classification codes and payroll amounts and filing of any coverage agreements, which meets the statutory requirements of Texas Labor Code, Section 401.011(44) for all of its employees providing services on the project, for the duration of the project;

2. provide to the contractor, prior to that person beginning work on the project, a certificate of coverage showing that coverage is being provided for all employees of the person providing services on the project, for the duration of the project;

3. provide the contractor, prior to the end of the coverage period, a new certificate of coverage showing extension of coverage, if the coverage period shown on the current certificate of coverage ends during the duration of the project;

4. obtain from each other person with whom it contracts, and provide to the contractor a certificate of coverage, prior to the other person beginning work on the project; and a new certificate of coverage showing extension of coverage, prior to the end of the coverage period, if the coverage period shown on the current certificate of coverage ends during the duration of the project;

5. retain all required certificates of coverage on file for the duration of the project and for one (1) year thereafter;

6. notify the governmental entity in writing by certified mail or personal delivery, within ten (10) days after the person knew or should have known, of any change that materially affects the provision of coverage of any person providing services on the project; and

7. contractually require each person with whom it contracts, to perform as required by paragraphs (1)-(7), with the certificates of coverage to be provided to the person for whom they are providing services.

12. By signing this contract or providing or causing to be provided a certificate of coverage, the contractor is representing to the City that all employees of the contractor who will provide services on the project will be covered by workers' compensation coverage for the duration of the project, that the coverage will be based on proper reporting of classification codes and payroll amounts, and that all coverage agreements will be filed with the appropriate insurance carrier or, in the case of a self-insured, with the commission's Division of Self-Insurance Regulation. Providing false or misleading information may subject the contractor to administrative penalties, criminal penalties, civil penalties, or other civil actions.

13. The contractor's failure to comply with any of these provisions is a breach of contract by the contractor which entitles the City to declare the contract void if the contractor does not remedy the breach within ten (10) days after receipt of notice of breach from the City.
City of Arlington will be utilizing federal funding for this project, all bids and contracts must include certifications that the following provisions will be complied with. Please read the attached UASI Contract Provisions, and certify by checking each box below:

- 1. Equal Employment Opportunity
- 2. Copeland Anti-Kickback Act
- 3. Davis-Bacon Act and Federal Wage Rates (ATTACHED - READ CAREFULLY)
- 4. Contract Work Hours and Safety Standards
- 5. Rights to Inventions Made Under a Contract or Agreement
- 6. Compliance with Clean Air and Water Acts
- 7. Byrd Anti-Lobbying Amendment
- 8. Debarment and Suspension
- 9. Drug-Free Workplace Requirements

In addition to the above-mentioned provisions, I also agree to the following:

- Provide access to the City of Arlington, HUD, the Comptroller General of the United States or any of their duly authorized representatives to any books, documents, papers, and records of the contractor which are directly pertinent to that specific contract for purposes of making audit, examination, excerpts and transcriptions. Retention of these records is required for three years following final payment.

- The contractor shall submit evidence of: a) general liability insurance covering the funded activity; and b) bonding of all officials who are responsible for financial transactions relating to this project.

By placing an X in each box above, I am acknowledging that I have received and I agree to comply with the provisions included in the attached and above listed documents.

__________________________  ________________
Name and Title of Signer (Please Print or Type)  Date

__________________________
Signature

City of Arlington UASI Contact Person:  Don Crowson
PO Box 90321
Arlington, TX 76004-3234
UASI Contract Provisions

All contracts, awarded by a recipient including small purchases, shall contain the following provisions as applicable:


2. Copeland “Anti-Kickback” Act (18 U.S.C. 874 and 40 U.S.C. 276c)—All contracts and subawards in excess of $2000 for construction or repair awarded by recipients and subrecipients must include a provision for compliance with the Copeland “Anti-Kickback” Act (18 U.S.C. 874), as supplemented by Department of Labor regulations (29 CFR part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he is otherwise entitled. The recipient must report all suspected or reported violations to the Department.

3. Davis-Bacon Act, as amended (40 U.S.C. 276a to a-7)—When required by Federal program legislation, all construction contracts awarded by the recipients and subrecipients of more than $2000 must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 276a to a-7) and as supplemented by Department of Labor regulations (29 CFR part 5, “Labor Standards Provisions Applicable to Contracts Governing Federally Financed and Assisted Construction”). Under this Act, contractors must be required to pay wages to laborers and mechanics at a rate not less than the minimum wages specified in a wage determination made by the Secretary of Labor. In addition, contractors are required to pay wages not less than once a week. The recipient must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation and the award of a contract must be conditioned upon the acceptance of the wage determination. The recipient must report all suspected or reported violations to the Department.

4. Contract Work Hours and Safety Standards Act (40 U.S.C. 327-333)—Where applicable, all contracts awarded by recipients in excess of $2000 for construction contracts and in excess of $2500 for other contracts that involve the employment of mechanics or laborers must include a provision for compliance with sections 102 and 107 of the Contract Work Hours and Safety Standards Act (40 U.S.C. 327-333), as supplemented by Department of Labor regulations (29 CFR part 5). Under section 102 of the Act, each contractor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of forty hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in the work week. Section 107 of the Act is applicable to construction work and provides that no laborer or mechanic shall be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

5. Rights to Inventions Made Under a Contract or Agreement—Contracts or agreements for the performance of experimental, developmental, or research work must provide for the rights of the Federal Government and the recipient in any resulting invention in accordance with 37 CFR part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.
6. Clean Air Act (42 U.S.C. 7401 et seq.) and the Federal Water Pollution Control Act (33 U.S.C. 1251 et seq.), as amended—Contracts and subawards of amounts in excess of $100,000 must contain a provision that requires the recipient to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401 et seq.) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.). Violations must be reported to the Department and the Regional Office of the Environmental Protection Agency (EPA).

7. Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors who apply or bid for an award of $100,000 or more must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, officer or employee of Congress, or an employee of a Member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the recipient.

8. Debarment and Suspension (Exec. Order No. 12549 and 12689)—No contract shall be made to parties listed on the General Services Administration's List of Parties Excluded from Federal Procurement or Nonprocurement Programs in accordance with Exec. Order No. 12549 and 12689, “Debarment and Suspension.” This list contains the names of parties debarred, suspended, or otherwise excluded by agencies, and contractors declared ineligible under statutory or regulatory authority other than Exec. Order No. 12549. Contractors with awards that exceed the small purchase threshold must provide the required certification regarding its exclusion status and that of its principal employees.

9. Drug-Free Workplace Requirements—The Drug-Free Workplace Act of 1988 (42 U.S.C. 701) requires grantees (including individuals) of federal agencies, as a prior condition of being awarded a grant, to certify that they will provide drug-free workplaces. Each potential recipient must certify that it will comply with drug-free workplace requirements in accordance with the Act and with HUD's rules at 24 CFR Part 24, subpart F.
Arlington Police Department
Informational Memorandum

To: Will Johnson, Assistant Police Chief

From: Larry Barclay, Research and Development Manager

Date: February 26, 2010

Ref: Expenditure Request

The purpose of this memo is to request funding for two technology initiatives in support of on-going Homeland Security initiatives.

License Plate Recognition (LPR)

An assessment/evaluation team has spent the past several months exploring license plate recognition systems and its applicability to police operations and homeland security. It has become apparent that LPR will enhance our enforcement efforts in identifying and apprehending individuals who pose (or potentially pose) threats to homeland security. LPR systems will be deployed in high value target areas (entertainment and retail venues) and on major arterial roadways and interstates. In additional to locating and altering officers to vehicles of interest from intelligence reports and watch lists, LPR is an invaluable tool for collecting intelligence to track the movement of vehicles of interest throughout the city. This data will be shared with other agencies through the North Texas Fusion Center and State Fusion Center.

Below is the estimated cost to equip five vehicles with LPR systems, purchase one deployable unit and acquire other required technology to host the system.

<table>
<thead>
<tr>
<th>LPR Cost Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Four camera LPR system/software/accessories, back-office software, installation, engineering services, training and two years software support from PIPS technology</td>
</tr>
<tr>
<td>Single camera deployable LPR system with mobile computer from PIPS Technologies</td>
</tr>
<tr>
<td>Server, communications support and network infrastructure from city IT department to support LPR technology implementation</td>
</tr>
<tr>
<td>TOTAL COST</td>
</tr>
</tbody>
</table>
Costs are based on preliminary proposals from vendors and pre-negotiated cooperative purchasing contract prices. Exact costs will be based on further analysis and engineering with selected supplier and city IT department.

**Wireless Broadband**

The city's existing Motorola PD Lap private wireless data network is outdated and cannot support expansion or upgrade. More importantly, the limited bandwidth and throughput of the network do not support critical communications needs for first responders and the mobile workforce. Over the past several months, the PD has conducted a pilot project using AT&T wireless broadband communications in lieu of the private data network. The pilot is very successful, providing mobile users with fast, reliable communications throughout the city and anywhere in the nation that has AT&T coverage.

Broadband provides first responders with access to critical information not otherwise accessible with the current data network, including: web applications (internal and internet based reference material), e-mail and chat communications, data sharing via TDEX and the Fusion Center, access to maps and graphic material, access to mugshots and photographs. Officers and other first responders will also have the ability leverage previous UASI investments in CCTV by accessing live video feeds from cameras installed in and around critical infrastructure areas.

Below is the cost to deploy AT&T wireless to 200 public safety computers installed in police, fire, EMS and other first responder vehicles and laptops.

**Wireless Broadband Cost Summary**

<table>
<thead>
<tr>
<th>On-Going Annual Costs</th>
<th>200 subscribers at $540 per year</th>
<th>$108,000</th>
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</thead>
<tbody>
<tr>
<td>AT&amp;T wireless subscriber fees</td>
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<tr>
<td>AT&amp;T Dedicated Telecommunication Circuits to Support</td>
<td>$25,100 per year</td>
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<td>Connectivity and Data Security</td>
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<tr>
<th>One-Time Set-Up Costs</th>
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<tr>
<td>Reimage Computers, Configure Network and Enhance Virus</td>
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<td>$26,400</td>
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<tr>
<td>Security Patches</td>
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**TOTAL** $159,500

Both of these projects provide benefit to on-going efforts to enhance security through use of proven, cost-effective, sustainable technology. Please contact me if you have questions regarding these proposals.
# PURCHASE ORDER

**INVOICE TO:**
ATTN Accounts Payable  
City of Arlington  
PO Box 30143  
College Station, TX 77842

**VENOR ADDRESS**  
BEARCOM OPERATING, LLC  
P O BOX 200600  
DALLAS TX 75230-0600

**DELIVER TO**  
ARLINGTON POLICE DEPARTMENT  
CITY OF ARLINGTON  
620 W DIVISION STREET  
ARLINGTON TX 76011

**PO DATE**  
07/21/2010

**PO NUMBER**  
100506

**PO REVISION #**  
PO REVISION MESSAGE

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<th>VENDOR CONTACT &amp; PHONE #</th>
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<tr>
<td>KATHY 214-340-8876</td>
<td>1771</td>
<td>Janice Hughes Phone: 817-459-6304</td>
<td>Not Applicable</td>
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THIS PO IS NOT VALID WITHOUT THE ATTACHED COMPLETED PRICING WORKSHEET, HGAC CONTRACT EF04-09, PREPARED 7/16/2010 FOR A CA11-PIPS-EDGE-810-P 4 CAMERA MOBILE LICENSE PLATE RECOGNITION SYSTEM.

CITYS POINT OF CONTACT  
LARRY BARCLAY  
817-459-5705  
LARRY.BARCLAY@ARLINGTONTX.GOV

ALL DELIVERIES/INSTALLATION ARE TO BE COORDINATED WITH LARRY BARCLAY OR HIS DESIGNEE.

1. **CA11-PIPS-EDGE-810-P 4 CAMERA**  
   - HGAC CONTRACT EF04-09  
   - Vendor Item Number: COA #10-0119  
   - Item Detail: CA11-PIPS-EDGE-810-P 4 CAMERA

2. **BOSS ADMIN LICENSE**  
   - HGAC CONTRACT EF04-09  
   - Vendor Item Number: COA #10-0119  
   - Item Detail: BOSS ADMIN LICENSE

3. **BOSS-10 (BLOCK OF 5)**  
   - HGAC CONTRACT EF04-09  
   - Vendor Item Number: COA #10-0119  
   - Item Detail: BOSS-10 (BLOCK OF 5)

4. **PIPS MOBILE PORTABLE SYSTEM**  
   - HGAC CONTRACT EF04-09  
   - Vendor Item Number: COA #10-0119  
   - Item Detail: PIPS MOBILE PORTABLE SYSTEM

5. **PIPS-SRVC-MAINT MOBILE**  
   - HGAC CONTRACT EF04-09  
   - Vendor Item Number: COA #10-0119  
   - Item Detail: PIPS-SRVC-MAINT MOBILE

6. **INSTALLATION & TRAINING**  
   - HGAC CONTRACT EF04-09  
   - Vendor Item Number: COA #10-0119  
   - Item Detail: INSTALLATION & TRAINING

---

The City of Arlington will not be responsible for any goods or services delivered without a purchase order.  
The original invoice shall be sent to City of Arlington, Accounts Payable, PO Box 30143, College Station, TX 76011. A valid purchase order number must be included on all invoices. Failure to do so will result in either a delay in payment or the invoice will be returned for correction.  
The City of Arlington, Limited Sales Tax No. 1-75-0600450-3, is exempt from federal and state sales tax.  
Tax shall not be included in the price billed. A Tax Exempt Certificate will be provided upon request.  
Terms are Net 30 unless otherwise specified on the Purchase Order.  
Shipping is FOB Destination prepaid unless otherwise specified on this Purchase Order.

If you do not have internet access, you may contact the Purchasing Division at 817-459-6930 to obtain a copy of the Standard Terms and Conditions.
**INVOICE TO:**
ATTN Accounts Payable
City of Arlington
PO Box 30143
College Station, TX 77842

**PO Number must appear on all invoices, delivery slips, cases, cartons, packing slips and bills of lading.**

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<td>ARLINGTON TX 76011</td>
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**vendor CONTACT & PHONE # | VENDOR # | CITY CONTACT & PHONE # | FREIGHT TERMS | PYMT. TERMS**

| KATHY | 1771 | Janice Hughes | Phone: 817-459-6304 | Not Applicable | Net 30 |
| 214-340-8876 | | | | |

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- The City of Arlington will not be responsible for any goods or services delivered without a purchase order.
- The original invoice shall be sent to City of Arlington, Accounts Payable, PO Box 30143, College Station, TX 77842 (979) 629-6295. A valid purchase order number must be included on all invoices. Failure to do so will result in either a delay in payment or the invoice will be returned for correction.
- The City of Arlington, United States Sales Tax No. 1-75-6000450-3, is exempt from federal and state sales tax. Tax shall not be included in the price billed. A Tax Exempt Certificate will be provided upon request.
- Terms are Net 30 unless otherwise specified on the Purchase Order.
- Shipping is FOB Destination prepaid unless otherwise specified on this Purchase Order.

SubTotal | 109,222.00
Extended PO Total | 109,222.00


If you do not have internet access, you may contact the Purchasing Division at 817-454-6300 to obtain a copy of the Standard Terms and Conditions.

[Signature]
Purchasing Manager

---

-9693-
**CONTRACT PRICING WORKSHEET**

For Catalog & Price Sheet Type Purchases

**Contract No.:** EF04-09  **Date Prepared:** 7/16/2010

---

**Buying Agency:** ARLINGTON POLICE DEPT  **Contractor:** BEARCOM

**Contact Person:** JANICE HUGHES  **Prepared By:** PAT BRADY

**Phone:** 817.459.6304  **Phone:** 214.869.8210

**Fax:** 214.355.4955  **Email:** Janice.K.Hughes@arlingtontx.gov

**Catalog / Price Sheet Name:** CA11  **Email:** PATRICK.BRADY@BEARCOM.COM

**General Description of Product:** CA11 - PIPS-EDGE-810-P 4 CAMERA MOBILE LICENSE PLATE RECOGNITION SYSTEM

---

**A. Catalog / Price Sheet Items being purchased - Itemize Below - Attach Additional Sheet If Necessary**

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<td>CA11 - PIPS-EDGE-810-P 4 CAMERA ALPR SYSTEM</td>
<td>17100</td>
<td>68400</td>
</tr>
<tr>
<td>1</td>
<td>BOSS ADMIN LICENSE</td>
<td>995</td>
<td>995</td>
</tr>
<tr>
<td>1</td>
<td>BOSS-10 (downgraded to a block of 5)</td>
<td>2250</td>
<td>2250</td>
</tr>
<tr>
<td>5</td>
<td>PIPS-SRVC-MAINT MOBILE (5 VEHICLES FOR 1 ADDL YEARS-YRS)</td>
<td>1900</td>
<td>9500</td>
</tr>
<tr>
<td>1</td>
<td>PIPS MOBILE PORTABLE SYSTEM</td>
<td>16500</td>
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</tr>
</tbody>
</table>

**Total From Other Sheets, If Any:** 0

**Subtotal A:** 97645

---

**B. Unpublished Options, Accessory or Service Items - Itemize Below - Attach Additional Sheet If Necessary**

(Not Unpublished Items are any which were not submitted and priced in contractor's bid.)

<table>
<thead>
<tr>
<th>Quan</th>
<th>Description</th>
<th>Unit Pr</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.5</td>
<td>INSTALLATION AND TRAINING</td>
<td>1600</td>
<td>8800</td>
</tr>
<tr>
<td>1</td>
<td>BOSS MAP</td>
<td>795</td>
<td>795</td>
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<tr>
<td>1</td>
<td>CONTRACT SVCS PROGRAM</td>
<td>1592</td>
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<tr>
<td>1</td>
<td>PIPS-SRVC-MAINT-BOSS (12% PER ANNUM FOR YRS 2)</td>
<td>390</td>
<td>390</td>
</tr>
</tbody>
</table>

**Total From Other Sheets, If Any:** 0

**Subtotal B:** 11577

---

**Check:** Total cost of Unpublished Options (B) cannot exceed 25% of the total of
the Base Unit Price plus Published Options (A+B).

For this transaction the percentage is: 12%

---

**C. Other Allowances; Discounts, Trade-Ins; Freight, Make Ready or Miscellaneous Charges:**

---

**Subtotal C:** 0

---

**Delivery Date:** 10/1/2010  **D. Total Purchase Price (A+B+C):** 109222
System Acceptance Certificate

The purpose of this document is to provide confirmation that Federal Signal (FSC) has completed the project with the following punch list items. By signing this document, the customer accepts the system and acknowledges:

✓ If applicable, warranties and/or service agreements will be effective the date this confirmation form is completed by both parties.

Customer Name: Bearcom - Arlington PD (TX)
Customer PO #: 255219 OP
FS Sales Order/Quote #: Sales order 4253

### Sign Off

<table>
<thead>
<tr>
<th>Is the installation complete?</th>
<th>☐ Yes ☐ No ☐ Not applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are the systems optimized?</td>
<td>☐ Yes ☐ No ☐ Not applicable</td>
</tr>
</tbody>
</table>

Customer Rep Signature: ___________________________ Date: ____________
Customer Rep Name: ________________________________
FSC Rep Signature: ________________________________ Date: ____________
FSC Rep Name: ________________________________

### Punch list items

<table>
<thead>
<tr>
<th>Punch list items</th>
<th>Ownership</th>
<th>Anticipated completion date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Complete installation for four Slate ALPR mobile systems</td>
<td>Steve Shults</td>
<td>10/8/10</td>
</tr>
<tr>
<td>2. Set up one portable Slate ALPR system</td>
<td>Michael Roth</td>
<td>10/21/10</td>
</tr>
<tr>
<td>3. Complete BOSS software installation and training</td>
<td>Michael Roth</td>
<td>10/21/10</td>
</tr>
<tr>
<td>4.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Attached is rough numbers for the Automatic License Plate recognition, however I have not seen or heard of how successful this technology is today. I know in the past it has been kind of hit and miss. Those lizards look like big fat 3's.

I did let Motorola know that we would be interested in testing a unit of which they agreed. (don't know when)

---

Budgetary not a offer for Sales.

Automatic License Plate Recognition (ALPR) helps police and other security personnel do their jobs more effectively. Every day, in every jurisdiction, there is a list of license numbers to watch for. Stolen cars, suspended licenses, escaping suspects, possible kidnappings, persons of interest... they are on the streets, and they could be identified by their plates. However, officers on patrol simply don't have the time to check the license on every car they see. This is a job for ALPR.

Value to the Customer

Public safety departments know all too well that resources are tight while the need to protect the public never ceases. Any new technology that enables them to "do more with less" has great value to the department and to the community it serves.

ALPR is a cost-effective way to give patrol officers an extra assist. In effect, ALPR is a partner whose sole job is to watch for wanted plates. It puts more eyes on the streets without adding personnel. ALPR can have a positive impact on many pressing concerns including:

- Officer safety: Personnel can take steps to protect their own safety when they are alerted that a nearby car may present a risk.
- Arrest rates: More perpetrators will be identified, and they'll be identified sooner, because every ALPR-equipped car is on the lookout for every suspect.
- Accountability: Detailed records, including photos of cars that registered a hit on the database, can be stored and retrieved at a later time to document events.
- Efficiency: Personnel can spend less time worrying about reading and remembering license numbers, and more time on the tasks that require their expertise and training.
- Homeland security: Local first responders can compare plates to wanted lists issued by state and federal agencies including the Dept. of Homeland Security, thus enabling them to identify suspects wanted outside the local jurisdiction.

ALPR is a flexible investment. Departments can deploy it gradually, starting with just one or a few vehicles and adding more as funds become available.

Applications

ALPR can assist in a wide variety of missions that use license numbers to identify cars and drivers. These include:

- Highway patrol
- Traffic enforcement
- Parking enforcement
- Searching for stolen or wanted vehicles
- Controlling vehicle access to restricted areas (future release)
- Toll booth and traffic light enforcement (future release)
<table>
<thead>
<tr>
<th>Qty.</th>
<th>Model</th>
<th>Description</th>
<th>Unit List Price</th>
<th>Total Price</th>
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<tbody>
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<tr>
<td>2</td>
<td>DDN8484</td>
<td>2 ALPR MOUNT KIT(S)</td>
<td>$470.00</td>
<td>$940.00</td>
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<td>$1,300.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>TOTAL COST PER VEHICLE</td>
<td></td>
<td>$25,640.00</td>
</tr>
<tr>
<td>1</td>
<td></td>
<td>Server</td>
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<tr>
<td>1</td>
<td>DDN8675</td>
<td>ALPR BOSS SOFTWARE &amp; LICENSE</td>
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<td>$5,000.00</td>
</tr>
<tr>
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<td>THIS IS A ONE TIME PURCHASE OF THE SERVER SOFTWARE, ADDITIONAL VEHICLE COST ABOVE</td>
<td></td>
<td></td>
</tr>
<tr>
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<td>INSTALL</td>
<td>INSTALLATION</td>
<td>$10,000.00</td>
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<td></td>
<td></td>
<td>Estimated Backroom cost</td>
<td></td>
<td>$25,250.00</td>
</tr>
</tbody>
</table>

**If you need more pages just drag the blue line down.**
Key Benefits

- Expands the capability of your force by allowing plates to be checked automatically and continuously, alerting the officer of potential "hits" as they occur.
- Delivers revenue generating opportunities from parking tickets, vehicle registrations, and drug busts.
- Increases officer safety by alerting officers to vehicles connected with warrants and amber alerts.
- Highest accuracy rate among license plate recognition solutions tested.
- Highest capture speed (130 mph).

Why Motorola

Over 65 Years of Understanding the Needs of Government Agencies.

Over 65 Years of Wireless Communications

Motorola is known around the world for innovation and leadership in wireless and broadband communications. Inspired by our vision of Seamless Mobility, the people of Motorola are committed to helping you get and stay connected simply and seamlessly to the information you need. We have implemented over 10,000 networks for customers around the world. Along the way we have developed unmatched expertise in wireless networks and systems integration. In 2004 alone, we spent $3.7 billion on research and development, receiving 21,000 patents along the way.

In Public Safety, you need a partner who understands what Mission Critical is all about: the lives and well-being of your employees and the citizens they protect. Our experience, along with our skills, people, partnerships and alliances, allow us to provide innovative, fully integrated technologies that help organizations like yours share vital information with ease and confidence.

These technologies are supported by unparalleled support network, enabling you to maximize the utility of your investment. We've been doing it for 65 years, and we'll be standing by our customers for years to come.

We are committed to bring all of our knowledge and technical expertise to bear on the problems you face so you can focus on what you do best—serving and protecting the public.
There are over 25,000 vehicles stolen in Chicago every year. On average, 30 stolen vehicles are recovered each month. If ALPR can read up to 10,000 license plates in an eight-hour shift, what do you think it can do for your stolen vehicle recovery rate?

Automatic License Plate Recognition from Motorola brings you a faster and easier way to improve productivity, generate revenue, and increase officer safety. ALPR continuously scans license plates and automatically reads them under varied lighting and weather conditions. Officers are notified when there is a "hit".

**Multiplier**

The primary benefit of ALPR is enhancing the productivity of the officer on the street. The sheer numbers are astonishing – plates can be read and analyzed every 2 seconds. So in a typical shift, more than 10,000 plates can be read using a roving patrol car. Compare that to the usual 10–49 plates per, and only on suspicious vehicles, you can see the productivity improvement. It’s like having a vigilant, silent partner in the patrol car who is just watching plates and knows which are suspect. It also frees the officer to concentrate on other police work.

ALPR helps improve the officer's effectiveness. In addition to National Crime Information Center (NCIC) database integration, the customer can also include state and local warrants and warrants for various violations in the database – the searchable database can be customized. More plates read against the hot sheet can yield more stolen cars recovered, more arrests made, and better surveillance techniques. Officers can easily enter plate numbers into the system for Amber alerts and other immediate alerts.

**Maximizes Revenue**

Dedicated units can use ALPR to maximize revenues from collection of unpaid parking tickets, license and permits. ALPR can also assist in identifying improperly registered vehicles and capture lost registration revenue.

**Increase Officer and Public Safety**

As a result of improving the efficiency of officers on the street, ALPR becomes a powerful tool to enhance the safety of your personnel and the people they work to protect. The information supplied by Motorola's ALPR system gives officers the prescriptive information they need – officers know who they might be dealing with before they step out of their vehicles.

The public benefits because departments have more eyes on the street. That's especially important for Amber alerts. Replacing suspects, and other situations when time is of the essence.

**The Solution**

Automatic license plate recognition or ALPR is a mobile application that captures an image of license plates in its view, processes it using an Optical Character Recognition (OCR) engine and compares the plate number against an onboard violations data base or hot list. If there is a matching number or hit, the software notifies the officer detailing the make, model and color of the vehicle along with the information needed to appropriately handle the situation.

Usually, the officer will send the data in for verification.

Each ALPR camera contains both an infrared camera and an optical camera contained in the same camera housing which allows the capture of the plate and color image of the vehicle.

ALPR software analyses the data and displays the results in a simple, easily read user interface.

**Stolen Vehicles Recovery**

Another typical application of ALPR is stolen vehicle recovery. Units installed with this technology can recover 1 to 2 stolen vehicles recovered per day. Special units that know where to look can be even more effective. The California Highway Patrol tested the technology in the car-theft haven of San Fernando Valley and recovered 17 stolen vehicles in just a few days, according to the LA Times.

In some cases, part of the cost of introducing such programs can be underwritten by grants from the National Insurance Board or the federal government.
Thank you for your reply and for your interest in PIPS Technology. Headquartered in Knoxville, TN, PIPS is a world leader in automated license plate recognition (ALPR) technology. As requested, I have attached some additional materials on PIPS License Plate Recognition for Law Enforcement including a case study from one of our customers.

FYI – We recently submitted a response to a request for proposal in Mesquite that would allow for Arlington (or any other agency in TX for that matter) to purchase from the same contract. Bryan Sturgill is the sales representative for your area, and can tell you more about this.

Let me know if you need additional information, or if you’d like Bryan contact you.

Brian Shockley
Director of Marketing
PIPS Technology
(865) 693-4432 ext 231

Brian,

I am interested, please send me more information on your PIPS LPR product.

Thank you.

Sgt. Eric Borton
Research & Development Division
Arlington, TX, Police Department
Office: 817-459-5563
Pager: 817-434-3205
bortone@ci.arlington.tx.us
www.arlingtonpd.org

Dear Sergeant Borton,

PIPS Technology License Plate Recognition - LEIM Conference
Following the recent LEIM Conference in Dallas, I wanted to send you some information on PIPS Technology’s leading line of Automated License Plate Recognition (ALPR) products for law enforcement.

ALPR is being used in law enforcement and homeland security in a variety of ways. While stolen vehicle recovery is the more widely publicized use of the technology, we also have numerous success stories related to the apprehension of robbery and rape suspects, identity theft rings, drug trafficking, wanted felons, and more.

Here are some actual results from an agency using PIPS award-winning law enforcement system, PAGIS:

- 6 months in operation
- 1.4 million plates read
- 275 vehicle recoveries
- 50 arrests

How many officers do you have that can make claims like that?

You’ll find that PAGIS is a tremendous “force multiplier,” enhancing the efficiency of each officer, allowing them to focus on other tasks, alerting them to potentially dangerous vehicles prior to a traffic stop, and eliminating any claims of profiling since every plate is now checked.

Perhaps the most powerful use of PIPS Technology ALPR is the ability to query and mine the collected data, to determine vehicles seen in a given radius around the scene of a crime, to allow sharing of data across agencies, and many more intelligence functions. This is all possible through BOSS, the Back Office System Server software also from PIPS.

Just a quick word on the company... Unlike many companies out there promoting ALPR, PIPS is headquartered in the US, has been in the ALPR business for over 14 years, and has over 10,000 cameras deployed worldwide in a variety of applications. PIPS’ sole focus is ALPR; we design, manufacture, and support all components from a system approach... so you can be confident that you are getting a proven system that will provide excellent performance.

If you’d like to learn more about PIPS or our products, have questions about how ALPR works, or how it could benefit your agency... please shoot me an email or give me a call. I’ll look forward to hearing from you.

Thanks,

Brian Shockley
Director of Marketing
PIPS Technology
(865) 693-4432 ext 231
brian.shockley@pipstechnology.com

Confidentiality Notice

This message contains confidential information and is intended only for the individual named. If you are not the named addressee you should not disseminate, distribute or copy this e-mail. Please notify the sender immediately by e-mail if you have received this e-mail by mistake and delete this e-mail from your system. E-mail transmission cannot be guaranteed to be secure or error-free as information could be intercepted, corrupted, lost, destroyed, arrive late or incomplete, or contain viruses. The sender therefore does not accept liability for any errors or omissions in the contents of this message, which arise as a result of e-mail transmission.
Automatic License Plate Recognition

the silent partner

LAW ENFORCEMENT SOLUTIONS
Automated License Plate Recognition (ALPR) from PIPS Technology is rapidly growing as an effective tool to combat criminal activity, enhance productivity and improve officer safety.

Local, state and federal agencies worldwide have adopted ALPR systems to improve the efficiency and effectiveness of their enforcement efforts.

ALPR works day or night, and in adverse weather conditions, by using an infrared camera to capture images of plates. Using Optical Character Recognition, the plate image is then translated into text which can be used for database matching purposes.

APPLICATIONS

- Stolen Vehicle Recovery
- Identification of Felons or Wanted Individuals
- Monitoring School and Playground Perimeters for Sexual Predators
- Amber Alerts
- Identification of Delinquent Citations for Revenue Enforcement
- BOLO Suspects
- Crime Scene Intelligence and Surveillance
- Monitoring of Gang Activity and Locations
- Drug Enforcement

Using PIPS Technology as your source for ALPR will put you in good company. Agencies across the nation and around the world have adopted PIPS Technology as the standard for ALPR technology solutions.

With offices and support personnel in two US locations and one in Europe, PIPS Technology is always there to provide its customers with the support they expect and deserve.

www.pipsTechnology.com
REVENUE GENERATION

Improve collection of unpaid citations and taxes by utilizing the system to identify vehicles with outstanding traffic and parking violations. When used for revenue generation, many agencies will achieve ROI in 90 days or less!

ENHANCED EVIDENCE and DOCUMENTATION

The system captures and stores a permanent record of everything it sees. The data is encrypted, automatically dismissing any claims of evidence tampering.

ELIMINATION of DISCRIMINATION CLAIMS

Because the system sees and reads every plate – not just those of suspicious looking vehicles or persons, discrimination claims may be laid to rest.

INCREASE PRODUCTIVITY

Each PIPS Technology ALPR system acts as a force multiplier... an aggressive officer could enter in a few hundred plates per day while the system is capable of logging thousands.

With remarkable capture and read rates, even at vehicle speeds over 130 miles per hour, the system can check 3000 to 4000 plates per shift, freeing up the officer for other duties.

IMPROVE OFFICER SAFETY

The system provides historical data associated with a license plate.

By making officers aware of their surroundings and alerting them to potentially dangerous situations before they happen ... ALPR can help to avoid conflicts and save lives.

BOOST IDENTIFICATION SPEED and ACCURACY

While ALPR technology is an investment, many customers find that it quickly pays for itself.

PIPS Technology is able to provide the highest quality equipment and service at a competitive price by configuring a system from its broad product range that best meets the client agency’s needs.

With PIPS Technology ALPR solutions, integration and accessing up-to-the-minute data is fast and seamless.

Databases can be easily maintained and new information can be quickly uploaded across all deployed units for improved enforcement with a PIPS Technology back office system.
FOR MORE INFORMATION

Please call one of our offices or visit us online for details on PIPS Technology ALPR solutions for law enforcement and our complete line of automatic license plate recognition technology.

PIPS Technology...the most advanced license plate recognition systems in the world

Worldwide/USA Headquarters
PIPS Technology Inc.
10511 Hardin Valley Road
Building C
Knoxville, TN 37932-1565 USA
Tel +1 865 693 4432
Fax +1 865 693 4896
Email info@pipstechnology.com

West Coast Office (USA)
PIPS Technology Inc.
Trillium Towers Center
6320 Canoga Avenue, Ste 1500
Woodland Hills, CA 91367 USA
Tel +1 818 615 2018

European Union Headquarters
PIPS Technology Ltd
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Eastleigh
Hampshire SO53 4DG
United Kingdom
Tel +44 (0) 2380 240 250
Fax +44 (0) 2380 240 251
Email info@pipstechnology.co.uk

www.pipstechnology.com
Mobile License Plate Recognition System

Following an extensive evaluation process, Long Beach Police Department acquired four (4) PIPS' mobile automated license plate recognition (ALPR) systems in December 2005. Despite other crime rates decreasing in Long Beach, auto theft rates have been on the rise for the past three years. The ALPR systems were acquired primarily to combat this trend.

The first six months have produced amazing results:
- 1.4 million plates read
- 929 lost or stolen plates identified
- 275 vehicle recoveries
- 50 arrests

"The ALPR system does not discriminate," states Sergeant Chris Morgan. "It almost eliminates any problems with profiling. The camera doesn't distinguish the color of a driver's skin or the condition of the car."

LBPD Sergeant Chris Morgan

Stolen Vehicles

An LBPD officer received a stolen vehicle alert from the ALPR system. The Night Auto Theft Detail set up surveillance on the stolen vehicle until the suspects arrived. An arrest was made and five high value cars were recovered.

Drug and Identity Theft

A stolen vehicle alert notified an LBPD officer that the suspect traveling in the vehicle should be considered armed and dangerous. Surveillance was established on the vehicle, the suspect was followed to an apartment where an arrest was made. Large amounts of methamphetamine, marijuana, and identity theft profiles were recovered.

Carjacking

An off-duty officer was the victim of a carjacking with limited information on suspects. After the ALPR system identified another stolen vehicle, surveillance led the LBPD Career Criminal Apprehension Team to identify the suspect as the perpetrator of the carjacking. An arrest was made.

For additional information about this and our complete range of ALPR products and traffic technology solutions, call or visit us on-line.

PIPS Technology
"the most advanced license plate recognition systems in the world"

PIPS Technology Inc.
World Headquarters
10511 Hardin Valley Road
Building C
Knoxville TN 37932-1565 USA
Tel +1 865 693 4432
Fax +1 865 693 4896
info@pipstechnology.com

PIPS Technology Inc.
West Coast Office (USA)
Trillium Towers Center
6320 Canoga Avenue, Ste1500
Woodland Hills CA 91367 USA
Tel +1 818 615 2018
Dear Eric,

I wanted to send you this email on a couple of important topics including the IACP's recent resolution on Automated License Plate Recognition (ALPR) technology, as well as PIPS' leadership efforts for ALPR interoperability.

In October, at the 114th Annual Conference of the International Association of Chiefs of Police (IACP), the IACP adopted a resolution to support the use of license plate recognition. This resolution outlined several benefits of ALPR technology, encouraged its use, and prompted the U.S. Congress to supply adequate funding opportunities for agencies interested in deploying ALPR technology in their communities.

PIPS, as the worldwide leader of ALPR, is announcing today its plans to establish an industry consortium to develop a data exchange protocol to enable interoperability and data sharing among the various automatic license plate recognition (ALPR) systems on the market. The PIPS' Back Office System Software (BOSS) currently enables inter-agency data sharing between PIPS systems; this benefit will be further enhanced as the consortium defines this data standard. Defining this standard will result in improved data mining and analysis capabilities across various vendor systems within the law enforcement community.

Please feel free to contact me, or visit www.pipstechnology.com for more information about PIPS.

Best Regards,

Brian Shockley
Vice President of Marketing
(865) 392-5546

Note: If you no longer wish to receive emails from PIPS, please reply with "Unsubscribe" in the Subject line.
Thought the following link to actual PIPS Automatic License Plate Recognition camera users might be of interest to you.

Please take a moment to review several of the actual end users positive remarks after having installed PIPS ALPR systems.

www.youtube.com/platereader  this link will take you to a favorites list that includes video supplied by end users from a variety of city/states who are already using the PIPS system to combat crime and keep safe.

Please feel free to contact Lisa or I with any questions and or to obtain more information.

Regards,

Patrick

Patrick Brady
BearCom Worldwide
C: 214-869-8210
W: 800-273-6154
F: 214-355-4955
Guys –

I am completing the UASI grant application and I know you two have been working on ALPR and portable camera projects. I need to get some ballpark figures on what it would take become operational for both of these projects. A conversation may be easier than e-mail so let me know when you are available. Hopefully we can meet tomorrow, shouldn’t take long. 15 minutes.

Will Johnson, Deputy Chief
Operations Support
Arlington Police Department
817-459-5583

"Working Together to Make Arlington Better."
Dear Eric Borton,

As a law enforcement professional, you're probably aware of how automated license plate recognition (ALPR) is being called one of the most revolutionary tools for law enforcement since the two-way radio. Last October, the IACP endorsed the technology as an effective tool and encouraged its use. Agencies around the world are now using PIPS Technology ALPR with incredible results. Agencies around you such as San Antonio and the Texas Sheriffs Association have already standardized on PIPS.

A Federal Signal Company, PIPS Technology is the only US-headquartered company offering design, manufacture, and support of a complete ALPR solution including fixed and mobile cameras, processors, software applications, and optical character recognition. PIPS is the world leader of ALPR, both in terms of the number of systems deployed, innovative features, and performance.

Many agencies such as Phoenix, Las Vegas, Chicago, Los Angeles, Cincinnati, and literally hundreds of others have already done their homework and selected PIPS as the supplier of choice. I can share numerous success stories, references, and results of other agency's evaluations. In the meantime, you can see several exciting videos of our technology in action by visiting

---

**Key benefits include:**
- Day and night operation
- Capture data for later investigations
- Check tens of thousands of plates per shift (versus the typical 50-75)
- Recover revenue due to your city /
The new Federal Signal Public Safety Systems Group is also a provider of 4.9GHz Public Safety Wireless Broadband, Radio Interoperability, In-Car Video, CAD and RMS, mobile data systems, citizen alerting and much more.

Please give a call at your convenience to discuss.

Best Regards

Dean Wiesmann
Regional Manager

PIPS Technology - A Federal Signal Company

www.pipstechnology.com
(936) 697-6248

Federal Signal does limit the amount of unsolicited email that it sends, so rest assured that we will not abuse this privilege to communicate to you about our exciting new products. If however you would prefer not to receive emails such as this, please reply to this email with “Unsubscribe” in the Subject Line.

county through identification of scofflaw vehicles
• Eliminate profiling claims by looking at all vehicles equally...not just the ones that an officer would pick out.
• Recover more stolen vehicles and bring more wanted felons into custody
• Improve officer safety
• Improve the safety and security of your community
Eric,

Thank you for talking with me on the phone about the Cylon Body Worn Surveillance System. I will document your comments and send them to Steve Rogers at Audax in the UK. They use the feedback to improve the product.

We also have some other products that you may be interested in:
- Automatic License Plate Recognition
- In-Vehicle Surveillance (for transporting prisoners or for use in taxis, busses, and so forth)
- Mobile Interview Suite (briefcase sized interview setup that allows you to record the interviewer and the interviewee simultaneously)

I've included a brochure for the ALPR. I also have a training video that I can provide you (so you can see the ease of operation) and I can get you other documentation as needed.

The website for the other products is:
www.audaxuk.com

Respectfully,
Cynthia Towers
434.983.9308
cynthia.towers@hughes.net
A-CAP™ Mobile
Automatic Licence Plate Recognition (ALPR)

A-CAP™ ALPR delivering superior technology

Designed with E-Marking, NPIA certification, and full NAAS compliance as a prerequisite

Tried and tested ALPR engine operational in over 3000 locations

A-CAP™ Mobile ALPR has been designed and developed in conjunction with serving ALPR officers. The system exceeds all expectations and is adaptable to continuously evolving technology as well as customer preferences.

- Clean and simple to use front end
- Designed in conjunction with ALPR professionals
- Front end can be customized to meet user requirements
- No annual licence fee
- MDT 2 year back to base warranty
- Free software upgrades for life of system

Audax
www.audaxuk.com
Tel: (+44) 01752 334400
info@audaxuk.com
## Hardware
- Audax designed and built MDT
- Windows XP Embedded
- Shock mounted and built for the mobile environment
- MDT 2 year back to base warranty
- Small footprint

## Options
- GPRS/G3 modem
- GPS receiver
- Additional ALPR cameras
- Transreflective touch screen monitor
- Mobile Digital Video Recorder
  - 1 to 4 channels
- Real time recording (25 fps per channel)
- Front and rear overview and internal cameras
- Sound recording

## Software
- Audax A-CAP™ Software Suite
- Intrada ALPR engine
- Full European Licence
- Free Software upgrades

## Options
- MDVR control and viewing interface
- Mapping software
- PNC interface
- Tracker
From: Steven Meyer
Sent: Thursday, January 08, 2009 8:19 PM
To: Carol Riddle
Subject: RE: License Plate Recognition Program

Awesome...Just what I needed! =)

From: Eric Borton
Sent: Thursday, January 08, 2009 5:13 PM
To: Carol Riddle
Subject: FW: License Plate Recognition Program

In case you didn't know it yet, you now have another project. I will contact you later with details.

Sgt. Eric Borton
Research & Development Division
Arlington, TX, Police Department
Office: 817-459-5553
Eric.Borton@ArlingtonTX.gov
www.arlingtonpd.org

From: Larry Barclay
Sent: Thursday, January 08, 2009 11:56 AM
To: Will Johnson; Steve Evans; James Hawthorne
Cc: Lauretta Hill
Subject: RE: License Plate Recognition Program

Very good sir...we will get in contact with Sgt Riddle.

Just so we are all clear regarding expectations, please understand that the folks who are to participate will do more than test. The objective is to form a work group of end users to participate in selection, acquisition, implementation and on-going program support. Participants will need to provide a vehicle for the equipment to reside in as well as staff to receive training, assist in trouble shooting & problem resolution, perform periodic updates to in-car equipment/computers and work with the vendor(s) for on-going support and maintenance.

This constitutes a partnership between my office, the selected operational work groups and the vendors that will sell and support the system. I don't want to create the expectation that there will not be some level of "overhead" associated with this (as any) technology implementation.

Thanks, LB

From: Will Johnson
Sent: Wednesday, January 07, 2009 8:10 PM
To: Steve Evans; James Hawthorne; Larry Barclay
Cc: Lauretta Hill
Subject: RE: License Plate Recognition Program
LPR Project Kick-Off Meeting
01/22/2009

Beth Ann Unger
Janice Hughes
Eric Borton
Lora Logan
Glenn Coles
Carol Riddle

Acquisition / Procurement Issues

- Sole source, cooperative contracts & GSA/HGAC catalogues
- Competitive bid requirements
- Request for Proposal
- JAG grant approval required
- Council approval over $50k
- Update documents from vendors: complete cost proposals, complete scope of work, contract for review & approval by City Legal

Due Diligence

- Vendor client lists & references
- Vendor demos and test units for APD
- Site visits
- DOJ and agency evaluation reports

Mobilization

- ITEC approval (IT)
- IT project plan (IT)
- Server / network requirements (IT and Vendor)
- Database creation (Vendor, IT & APD)
- Identify vehicles for equipment installation (APD)
- Identify APD personnel for product evaluation, testing, training & on-going support
- Other non-vendor supplied equipment/services, vehicle modifications, wireless communications requirements, etc.

Schedule
I need basic information on the LPR system that you would like to sell us.  
I need server information for Beth Ann in COA IT.

Sgt. Eric Borton
Research & Development Division
Arlington, TX, Police Department
Office: 817-459-5563
Cell:  
Eric.Borton@ArlingtonTX.gov
www.arlingtonpd.org
FYI..... Do you want me to check and see if we can get a demo.

Attached are the following product sheets for the PIPS Technology ALPR solution.

- P362 camera features and specs.
- PAGIS software features. This is the user interface that runs on a vehicle's MDT computer.
- SupeRex features. This is a processor with OCR engine that supports up to 4 cameras.
- BOSS features. This is the Back Office System Software, that allows for easy updating of hot-list databases and archiving hits.

Regards,
Bob Klawitter
Motorola Data Solutions Organization
847-576-4810
P362
Compact ALPR Image Capture System

- Complete image-capture system designed for use with automatic license plate recognition (ALPR)
- Patented filter and flash techniques provide excellent suppression of headlights and bright sunlight
- Small size coupled with high performance makes it suitable for many applications

The P362 is a complete image-capture system designed for use with automatic license plate recognition (ALPR) systems. Although primarily designed for mobile or portable applications, its small size coupled with high performance makes it suitable for many other applications, such as parking, law enforcement, and access control.

The unit consists of a monochrome CCD camera with high infra-red sensitivity, surrounded by an illuminator consisting of a ring of eye-safe, infra-red light-emitting diodes (LEDs). The rugged metal housing is completely waterproof, and the unit has no moving parts for high reliability. The built-in controller, 12V operation, and single connecting cable allow easy mobile or fixed system configuration and installation.

Patented filter and flash techniques provide excellent suppression of headlights, bright sunlight, etc.

Field-by-field control of camera parameters allows the use of PIPS Technology’s patented ‘triple-flash’ technique to reduce problems of plate-to-plate variation.

As an option, the P362 can be supplied with an integrated overview camera (color or monochrome), set either to the same focal length as the IR camera, or for a wider view. Thus an ALPR system using the P362 can always capture from the monochrome camera and, when suitable lighting conditions are available, a color overview image of the vehicle can be associated with the captured license plate image.

The overview camera can be a separate video feed, or the built-in multiplexer can send two signals on a single output. An integrated photocell can automatically activate separate night settings for the overview camera especially for high speed traffic.
# P362 Mobile ALPR Capture System Summary Specification

<table>
<thead>
<tr>
<th>Dimensions</th>
<th>112mm (4.4 inches) long, 107mm (4.2 inches) diameter, excluding hood.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weight</td>
<td>&lt;1.5 kg (3.31 pounds).</td>
</tr>
<tr>
<td>Power</td>
<td>8.5-15V d.c., 12 to 20 Watts.</td>
</tr>
<tr>
<td>Mechanics</td>
<td>Longitudinally-extruded finned case for excellent heat dissipation.</td>
</tr>
<tr>
<td>Optics</td>
<td>Clear IR-transmissive front window. Integral band-pass filter (IR camera). Integral IR-cut filter (color camera). 25, 12, 8, 7, 6, 4.9, 4mm and 2.9mm lenses available.</td>
</tr>
<tr>
<td>Illumination</td>
<td>High-power IR pulsed illuminator. PIPS Technology triple-flash illumination (patented).</td>
</tr>
<tr>
<td>Monochrome IR camera</td>
<td>Hi-sensitivity IR CCD 752 x 582 (CCIR) or 768 x 494 (EIA) 1/4-inch format.</td>
</tr>
<tr>
<td>Color camera (optional)</td>
<td>Exview-HADTM Colour CCD 752x582 (PAL) or 768 x 494 (NTSC) 1/4-inch format. Separate day / night settings (for high speed applications) with changeover from built-in photosensor.</td>
</tr>
<tr>
<td>Video output</td>
<td>Separate 75 ohm standard video output for infra-red monochrome and for color. Both cameras can be multiplexed to one output controlled by the flash table.</td>
</tr>
<tr>
<td>Synchronization</td>
<td>External video sync input; otherwise crystal-controlled internal sync (both cameras locked together).</td>
</tr>
<tr>
<td>Control</td>
<td>No external controller required; graphical or command-line interface control of: video-field table; flash (8 settings); gain (8 settings); shutter (4 settings); camera selection (2 settings) under RS 232 control; table depth, up to 8 Manual/auto-table (On/Off), plus engineering-only access to camera DSP internal settings, e.g. horizontal and vertical aperture correction, Gamma, etc.</td>
</tr>
<tr>
<td>Communications</td>
<td>RS232 &amp; RS485, Rx, Tx, Gnd, 19.2k, 8 bits, no-parity, 1 stop-bit Flash-table index encoded in top left-hand corner of image.</td>
</tr>
<tr>
<td>Cable</td>
<td>Twisted-pair with overall screen, standard length 16.4 feet (5 meters). Greater lengths achievable; including optional use of cable incorporating coaxial video.</td>
</tr>
<tr>
<td>Connectors</td>
<td>Metal IP67-sealed connectors.</td>
</tr>
<tr>
<td>Connections</td>
<td>750ohm standard video (infra-red monochrome and color); power supply (+ve/-ve); RS 232/RS485 communications; camera and overall screens; external sync; flash gnd and flash pulse.</td>
</tr>
<tr>
<td>Mounting</td>
<td>Integral 'T'-slot with captive floating retainer tapped for 1/4-inch UNC (standard tripod mount), or two M4 fixing holes for standard pan &amp; tilt mounting.</td>
</tr>
<tr>
<td>Sun shield</td>
<td>The use of a sun-shield is recommended where the unit is deployed externally. PIPS will supply a short sunshield. A long sunshield may be supplied as an alternative for permanent installations where it is required to keep contamination from the faceplate.</td>
</tr>
</tbody>
</table>

For additional information about this and our complete range of ALPR products and traffic technology solutions, call or visit us on-line.

www.pipstechnology.com

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Fax +1 865 392 5599
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Tel: +44 (0) 2380 240 250
Fax: +44 (0) 2380 240 251
info@pipstechnology.co.uk

PIPS Technology— most advanced license plate recognition systems in the world.
SupeRex™

Dedicated Processor Engineered
Specifically for the vehicle environment

Functionality to benefit mobile
or fixed applications

Provides Simple Interface and Control for up
to Four PIPS P362 Dual Lens ALPR Cameras

Features of SupeRex:

- 1.5 GHz Processor with 4-channel, 120 fps video
capture ability
- Intelligent Power Supply Unit with Integrated
Surge Protection tied to vehicle ignition to provide
safe, programmed, shut-down of system
- Ruggedized, shock-mounted internal hard drive (20GB)
- Recessed Connections to avoid crimping or
binding of connections
- Microsoft Windows® XPe embedded operating system
- General Purpose I/O for easy interface with
other devices (i.e. barriers)
- Industrial Temperature Range Computing
Components and Efficient Heat Management
- GPS input
- Combined serial and power cable
- Fanless system for improved reliability

Benefits:

- Versatility for a variety of applications
- Extended processor life
- Reliable performance
- Improved System Speed
- Ease of installation and connectivity
- Powerful processing of multiple ALPR
images and reads
- Durability / reliability in rugged
environments
SupeRex Summary Specifications
Additional specifications may be found in the User Manual, or provided upon request

<table>
<thead>
<tr>
<th>Model #</th>
<th>AP400HD20FS1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dimensions</td>
<td>5&quot; x 9.25&quot; x 16&quot; (127 x 235 x 406 mm)</td>
</tr>
<tr>
<td>Weight</td>
<td>15 lbs (6.8 kg)</td>
</tr>
<tr>
<td>Processor</td>
<td>High performance 1.2 GHz processor, 4-channel, 120 fps video capture</td>
</tr>
<tr>
<td>Hard Drive</td>
<td>Automotive 20GB extreme environment hard drive, -4° to 185° F (-20° to 85° C) operating environment, able to withstand harsh vibrations and shock with dual-layer shock self defense</td>
</tr>
<tr>
<td>Intelligent Power Supply</td>
<td>Surge protection, monitoring of automobile battery to protect against deep discharge, integration with vehicle ignition for safe, programmed startup and shutdown, supports stand-by and hibernate modes from OS</td>
</tr>
<tr>
<td>Operating System (OS)</td>
<td>Windows® XPe (embedded)</td>
</tr>
<tr>
<td>Interfaces</td>
<td>4 camera ports, GPS input, camera pan and tilt, power / serial, general purpose I/O, 12V power / ignition input, quick-change fuse, 2 PS2 ports, 2 USB ports, RJ45 port, S-Video, RCA, microphone, audio in, audio out, 1394</td>
</tr>
</tbody>
</table>

Applications:
Law Enforcement, Parking and Access Control
PAGIS®
Police ALPR Graphical Interface System

PAGIS packages PIPS' industry leading ALPR technology and superior performance into a complete mobile law enforcement solution

- High volume, accurate, license plate capture at speeds of up to 160 mph
- Instant plate check against any number of specified databases, (NCIC Stolen, Felony Warrants, Amber Alerts, local hot lists, etc) with immediate alerts to the officer of any “hits”
- Seamless operation with PIPS’ Back Office System Software (BOSS) for data management, querying and mining, mapping, and networking with other agencies.

PIPS is the only ALPR provider in North or South America to design, manufacture, and support a complete range of ALPR equipment, software, and services – the result is a unique engineered solution designed to provide superior performance even in the harsh environments of a patrol application.

Field Application

- **SupReX Processor**
- **P362 Mobile ALPR Camera**
  - Dual lens, infrared and color ALPR camera
  - Works in tandem with PIPS standards
  -我校人/OCR read and Database matching
  - Sends alerts to SUV/laptop
  - Stores collected data and sends back to BOSS
- **PAGIS Software on Existing MOT or Laptop**
  - Provides officer with “hits” with mobile and e-mail alerts
  - Allows for mobile backhaul (SIM)
  - Runs in background with intervention needed only at the event of a hit
  - Search and mining capability

System Overview

The PAGIS system consists of up to four PIPS P362 dual-channel (color and infrared) cameras connected to a PIPS SupReX trunk-mounted processor, and the PAGIS in-car officer software interface.

Patented PIPS Platefinder and Triple Flash technologies, along with proprietary PIPS advanced OCR engines tailored to the state or region of interest, complete the package. PAGIS is the only solution to offer seamless integration with PIPS Back Office System Software (BOSS).
Features of PAGIS® include:

- Simultaneous monitoring of up to four dual-lens cameras
- Vehicle record contains infrared image of plate with corresponding OCR translation, color image of vehicle, date and time stamp, GPS coordinate, and relevant information from the database (in the event of a hit)
- User configurable audio and visual alarms
- Integration with existing MDT / laptop, or touch screen monitor with on screen keyboard
- Support of wireless data transfer to/from BOSS for more frequently updated hotlists, and to offload captured data for immediate intelligence usage
- Ability to prioritize databases such that simultaneous hits are displayed by order of priority
- Data encryption to eliminate possibility of evidence tampering
- Ability to manually enter data allows for immediate use of new intelligence

Primary Benefits:

Officer Efficiency – exponential productivity improvement as the system can capture up to 3,600 plates per hour

Officer Safety – providing officers with better awareness of their surroundings and of vehicles they are approaching

Intelligence – through BOSS the intelligence possibilities are expanded as multiple patrol deployments, fixed site cameras, and other agencies are networked

Elimination of Profiling Claims – the system looks at every vehicle regardless of the condition or the driver

Improved Enforcement – better enforcement results due to identification of more suspect vehicles

Sample results (actual customers):

- 2 agencies combined stolen vehicle recoveries of 901 vehicles for a total of almost $7.8 million
- Drug Trafficking and Identity Theft arrests made due to surveillance on suspect vehicles
- Suspect of robbery at a popular national coffee chain apprehended
- Suspects in triple homicide identified prior to officer making routine traffic stop, prompting backup call
BOSS®
Back Office System Server

Manage users and data from both Mobile and Fixed Automated License Plate Recognition (ALPR) deployments

Provides a central repository for all captured license plate data as well as the tools to support data analysis, data queries and reporting (inter- or intra-agency)

Features

- Search across multiple BOSS deployments (inter- and intra-agency), using basic parameters such as time and date, plate number (full or partial), or search a radius around a known address to identify potential suspects

- Add, delete, or modify user privileges for security reasons

- Add databases of interest and synchronize data across deployments

- Allow data sharing privileges with other agencies

- Setup instant remote notifications of database hits via email or text messaging

- Mapping of reads and hits based on GPS coordinates

- Data networking and dispatch client
BOSS
Back Office System Server

ALPR systems can generate vast amounts of data. BOSS is designed to enable law enforcement agencies to organize and archive data collected from multiple mobile and fixed site ALPR deployments.

In fixed site applications, license plate data is fed directly into BOSS. If a database match occurs, alerts are sent out via the BOSS dispatch client to others in agency as authorized by the system administrator.

Data synchronization between a mobile system and BOSS normally takes place at the beginning and the ending of a shift via a USB memory stick or wireless LAN is available.

BOSS also includes user and database management. The user administration functions allow the administrator to set different system access levels based on user responsibility. Within BOSS, new users can be created and existing users can be deleted or modified. Additionally, BOSS is used to import, update and create databases.

Within BOSS, users can query the data against multiple search parameters including time, date, full or partial plate, location and user. BOSS can also map all locations related to a single plate to track vehicle movements. The BOSS web interface allows data to be easily shared across multiple locations and agencies.

Contact PIPS for additional information about PAGIS or Spike+, two award winning products from PIPS with applications in law enforcement and homeland security.
FYI...additional info regarding PIPS.

I am still awaiting answers from the JAG grant advisor regarding GSA contract purchasing.

LB

---

Larry and company,

I was hoping to get in touch with you discuss the latest improvements to the PIPS ALPR system.

The cameras are now smaller - made to fit below the latest low-profile light bars.

The BOSS back office software is also new and improved offering even more user flexibility.

Please let me know when you have some time in your calendar and I will stop by to catch up on the City of Arlington's needs.

Last time I spoke with you, it appeared funding would be available and all that was needed was the final steps of the trial and selection phase.

PIPS and BearCom would like to be the ALPR provider for Arlington.

Please see attached pdf for more information on the newer upgrades and the latest independent 3rd party field tests.

The best news is the lower pricing on the latest 3 and 4 camera systems. An approximately 25% drop in price.

We hope to have secured a sale within the next 30 days with another vital community in DFW and the opportunity to share data with others in DFW could provide the city with even more useful data to assist in finding stolen, murder suspects, gang members, Amber Alerts, predators and more.

Please remember that only PIPS ALPR systems have attained an accuracy rating of higher than 80% in 3 different independent tests - PIPS average for those 3 is 92.33%.
Another vendor in town has averaged 57.5%, that would equate to over 45% of the data being erroneous or worse - missing the opportunity to read the tag correctly nearly half the time.

With PIPS that wouldn't happen. PIPS latest 4 camera system will be available for well below $20,000.

When you have a moment, I hope that you will take a look at your calendar and we can schedule an appointment to discuss and demo the PIPS system for you and your staff.

Sincerely,

Pat

Patrick Brady  
Why PIPS? Leader - Design Expertise - Local Support

- Dedication - PIPS is the ONLY ALPR Provider in North or South America Offering Design, Manufacturing, and Support of Complete ALPR Systems
- OCR, Camera, Processors, Software...All Valued Components
- Not a joint venture - ALPR is in our business
- World Headquarters in Knoxville, TN
- Local hardware, software manufacture, development and support
- Experience - Over 12,000 installations worldwide
- ALPR for 19 years
- Rated Most Accurate
- Three independent customer led field evaluations
- OCR Expertise and various patents
- Back Office System Software - COMPLETELY UPDATED FOR 2009
- Intelligence, Data mining, Interoperability
- PIPS is the pioneer -
  - New VLS long camera - Spring 2009 - perfect for low profile light bars
  - First to offer standard dual lasers - Both Infrared and Color
  - First to offer integrated processor - Several patents, others pending

The most accurate system in the world

<table>
<thead>
<tr>
<th>Three Customer Led Studies Prove PIPS is #1</th>
</tr>
</thead>
<tbody>
<tr>
<td>PIPS</td>
</tr>
<tr>
<td>CHP Evaluations</td>
</tr>
<tr>
<td>Mexico City OF</td>
</tr>
<tr>
<td>DHS/PEMA</td>
</tr>
</tbody>
</table>

Why the Gap?
- Engineered Solution, Not Outsourced
- Patented Technology
- Platefinder
- Triple Flash
- OCR Expertise
- Camera Expertise and Design Options

Immediate & Impressive Results

- CHP (through Sept. 2006)
  - 28 Mobile Units and 8 Fixed Sites
  - 688 seized or recovered vehicles worth over $7M
  - 935 arrests
- LA County Sheriffs Department (First 30 days)
  - 83 stolen recovered, numerous assets
  - Two burglary suspects apprehended
  - Wanted gang members apprehended
  - Pedestrian apprehended
  - Weapons on/bound, narcotics seized
- Long Beach PD (1st 6 months)
  - 1.4 million plates read
  - 276 recovery / 102 arrests
  - Narcotics / ID Theft
  - 5 day roll out yield $46K in outstanding revenue due to City
  - Monteca PD
  - Bail and Run History arrest via BOSS

Applications of ALPR

- Amber Alerts
- Vehicle Harvets & BOLO
- Real Time / Pastic Monitorig
- Speed Enforcement
- Station Vehicle Selection
- Speed Enforcement System
- Crime Investigation / Analysis
- Drug Traffic
- Use Your Imagination

Spike+ Fixed ALPR Systems

- Cameras as PIDS Mobile Camera, with integrated ALPR Processor
- Provide high volume traffic data directly into BOSS for real time analysis
- May be licensed for various applications from 12-60" License Plate / PIDS Architecture
- Ultimate Storage Capabilities

- Most widely used camera in the type in the world

- 9732 -
License Plate Recognition Technology

With the ever-advancing capabilities of modern computing platforms, new tools are becoming available to law enforcement professionals. Specifically, Automated Video Surveillance (AVS) technologies are now capable of extracting text from images using Optical Character Recognition (OCR) technology. The combination of OCR with advanced heuristics (algorithms) within AVS technology has evolved into License Plate Recognition (LPR) technology, which can automatically identify license plates.

LPR technology (Figure 1) automates what is normally a tedious and labor-intensive process to provide information to law enforcement professionals. For example, LPR can be used for:
- Providing a list of all vehicles in a parking lot without requiring the positioning of guards at all entry and exit points
- Speed enforcement
- Access control gate control
- Customs immigration checkpoints
- Tracking and traffic management.

The Space and Naval Warfare Systems Center, Charleston, a SAVER Technical Agent, has published the License Plate Recognition TechNote, that details how LPR works and provides more specific example applications for this automated tool.

Documents are located on the SAVER website at https://saver.fema.gov as they become available. Reports on other technology being assessed in the SAVER Program can also be found on the website.

**Figure 1. License Plate Recognition Technology**

Information from DHS / FEMA SAVER Assessment of ALPR

NOTE: The report, as published by DHS / FEMA is available only to registered first responders. As such, the information presented is information that has been shared with us from a customer agency. To read the full report and validate this information, please visit https://saver.fema.gov and go to Information Technology / MediaDevices / Displays / Display, Video to download the document titled “Mobile License Plate Recognition – Assessment Report”.

Date of System Evaluation: July 2008

Overall Ratings:
Overall ratings were based on 20 different metrics falling into categories of Capability, Usability, Deployability, and Maintainability.

<table>
<thead>
<tr>
<th>System</th>
<th>Overall Rating (5.0 scale)</th>
</tr>
</thead>
<tbody>
<tr>
<td>PIPS PAGIS</td>
<td>4.4</td>
</tr>
<tr>
<td>Elsag MPH-900</td>
<td>4.0</td>
</tr>
<tr>
<td>Civica Platescan</td>
<td>3.5</td>
</tr>
<tr>
<td>Vigilant Video CarDetector</td>
<td>3.1</td>
</tr>
</tbody>
</table>

Despite PIPS and Elsag being rated as the top two solutions evaluated, there was a major difference between the two vendors in system accuracy. Had system accuracy been weighted higher (only 5% of the overall score), PIPS’ lead in the overall ratings would have been greatly extended. The same 48 plates were presented to all vendors in identical use cases, with the results as follows:

<table>
<thead>
<tr>
<th>System</th>
<th>Total Plates</th>
<th>Plates Captured</th>
<th>Accurate Reads</th>
<th>System Accuracy</th>
</tr>
</thead>
<tbody>
<tr>
<td>PIPS</td>
<td>48</td>
<td>47</td>
<td>44</td>
<td>91.7%</td>
</tr>
<tr>
<td>Elsag</td>
<td>48</td>
<td>32</td>
<td>31</td>
<td>64.6%</td>
</tr>
</tbody>
</table>

Specific comments related to PIPS:
“Of the assessed systems, the PAGIS system received the highest overall score. Evaluator feedback highlighted the system’s ability to capture most of the license plates encountered during the assessment. The evaluators also emphasized the PAGIS system’s ability to accurately recognize target license plates during the assessment. Evaluators commented that the system’s user interface and configurable features would help them work more efficiently.”

“Evaluators frequently commented on the system’s effective performance, efficient user interface, and durable equipment.”

“The evaluators considered the system highly effective, missing 1 out of 48 possible target plate captures, while also capturing almost every non-target vehicle plate parked or driving in the areas where the scenarios were conducted. The evaluators also considered the system to be highly accurate, correctly recognizing 44 of the 47 captured target plates. Only the partially obscured plate was not captured or was incorrectly recognized, but the evaluators agreed the system recognized the obscured target plate better than they had expected.”
Did you know?

-A publication by Federal Signal
December 2008

In this issue:
Automated License Plate Recognition

Federal Signal
Advancing security and well-being.
What is ALPR?

ALPR is a technology that captures images of license plates, and converts those images to useable data for public safety, tolling and other intelligent transportation applications. PIPS hold many patents and a wealth of optical character recognition (OCR) expertise to provide the most advanced ALPR in the world.

Platefinder is a patented analytic that locates the presence of a license plate in the camera’s field of view based on size, dimensions, and reflective properties.

OCR is used to address the variety of license plates (colors, fonts, syntax, special characters, etc) and the frequency of license plate changes, PIPS maintains a dedicated OCR development staff.

FEDERAL SIGNAL
Public Safety Systems
The World Leader

Federal Signal's PIPS Technology is the undisputed world leader in automated license plate recognition (ALPR) technology, both in terms of market share (IMS Research, 2006) and in performance (DHS SAVER Assessment).

The DHS SAVER Assessment contains their results of evaluating multiple ALPR systems in July 2008. This report is available to first responders only, however we were able to gather some basic information from a couple of customers who have read the report. Overall ratings were based on 20 different metrics falling into categories of capability, usability, deployability, and maintainability. Despite PIPS and Elsag being rated as the top two solutions evaluated, there was a major difference between the two vendors in system accuracy. The same 48 plates were presented to all vendors in identical use cases, with the results as follows:

<table>
<thead>
<tr>
<th>Overall Rating</th>
<th>System Accuracy</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total Plates</td>
</tr>
<tr>
<td>PIPS PAGIS</td>
<td>48</td>
</tr>
<tr>
<td>Elsag MPH-900</td>
<td>48</td>
</tr>
<tr>
<td>Civica Platescan</td>
<td>48</td>
</tr>
<tr>
<td>Vigilant Video CarDetector</td>
<td>48</td>
</tr>
</tbody>
</table>

Eligible first responders may download the report from [https://saver.fema.gov](https://saver.fema.gov) and go to Information Technology / MediaDevices / Displays / Display,Video and download the document titled “Mobile License Plate Recognition – Assessment Report”.

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[Logo]

FEDERAL SIGNAL
Public Safety Systems

- 9737 -
Customer Successes

Over 16,000 cameras installed around the world!

Los Angeles Sheriff’s Department
“...the use of the Federal Signal BOSS system, the ALPR system provides a second set of eyes for our officers in the field, and has enabled them to identify vehicles wanted in connection with gang activities, homicides, assaults, robberies, narcotics and much more. In many of these cases, our deputies have reported that they would not have noticed these vehicles were it not for the ALPR network.” Sgt. John Gaw


Cincinnati Police Department
“Throughout my career, I’ve always known Federal Signal as a trusted name in public safety but had always known them for their more traditional products. Our experience with their license plate recognition product has opened my eyes to their new capabilities, and I am looking forward to understanding more about their solutions and how they can help us protect our community.” Captain Jeff Butler


ALPR White Paper

See more at http://www.federalsignal.com/News_2620.asp
**BOSS® 3.0**

BOSS 3.0 is the new and improved version of PIPS Back Office System Software, the control center for PIPS mobile and fixed ALPR networks.

BOSS 3.0 provides the front-end administration of the network (setup of users, hotlists, remote notifications, etc) and also serves as the back-end data repository for enhanced data mining, investigations and data sharing with other agencies.

BOSS 3.0 features an enhanced database architecture for improved stability and performance in large deployments. It also features a redesigned user-friendly and intuitive interface, better security and user administration, hotlist sharing among agencies and improved mapping.
PAGIS®

PAGIS is the software application for the patrol vehicle. Designed for very simple and intuitive use by the officer, PAGIS provides the officer with audible and visual notifications of vehicles of interest. PAGIS uses hotlists supplied from BOSS, and matches reads from cameras against those hotlists. PAGIS can be run minimized, and requires almost no officer intervention outside of responding to hit alerts.

PAGIS can also automate parking enforcement and generate revenue for a city by alerting officers to scofflaws (vehicles with outstanding parking citation revenue) and also through “electronic chalking”, a new feature that monitors vehicles for length of stay in timed parking zones.

“In addition to recovering over 1,000 stolen vehicles and making almost 200 arrests, the system has helped us to improve the parking situation within the City by enabling us to better enforce the rules...Over 700 vehicles with almost $350,000 in outstanding parking citations have been identified and towed using the PIPS solution.”

-Sgt Chris Morgan, Long Beach CA
Low-Profile ALPR Camera

The PIPS low-profile ALPR camera system delivers the high performance expected from PIPS Technology in a compact, low-profile form factor. Designed for today's low-profile lightbars, this camera does not hinder visibility to the light bar.

In an extremely small package, this low-profile ALPR camera incorporates infrared illumination for high performance plate capture anywhere at anytime, an infrared camera for effective license plate imaging and a color camera for a vehicle overview image.

Using patented technologies and more than 20 years of infrared camera design experience, this low-profile ALPR camera continues PIPS tradition of providing the highest performance ALPR cameras available in the industry.
**SuperRex III**

For a turnkey mobile ALPR system unlike any other, PIPS has also released a smaller, more powerful processor to handle today’s tough mobile operating environments. The SupeRex™ III boasts increased processing power to handle up to four (4) low-profile ALPR cameras, while performing optical character recognition, hotlist matching, and alert notifications to the patrol car’s existing mobile data terminal (MDT). The PIPS SupeRex III mobile ALPR processor provides incredible versatility for a variety of applications.

Its extended processor life and reliable performance enable improved system speed and powerful processing of multiple ALRP images and reads. The unit is easy to install and offers multiple choices for connectivity. It is designed for durability and reliability even in the most rugged environments.
Sliver Portable System

Sliver is PIPS' ultra compact, portable ALPR (Automated License Plate Recognition) processor. Designed for quick and easy installation from vehicle to vehicle, the entire system is operational within minutes.

The Sliver portable ALPR processor is designed to work with up to two PIPS P362 dual-channel (color and infrared) cameras mounted with one of PIPS magnet mounts for temporary deployment. Ethernet communications to the officer's mobile data terminal (MDT) provide the interface to the system, while not consuming resources that may be needed for other mission-critical operations.
Federal Signal’s Public Safety Systems Division is a recognized leader and innovator in the industry, we have developed our expansive product line through working closely with our customers and partners using a collaborative product development approach. Designed for interoperability of devices, high-performance and prolonged use, our products offer state-of the-art features with quality you can rely on today and tomorrow.

With manufacturing operations, engineering, manufacturing and software development underway around the globe we bring together the best products and technologies to support our customers located in more than 100 countries. With our unique global footprint we provide localized solutions to support your needs.

From networked digital video and analytics systems, to intelligence center systems, to intelligent transportation systems, to alerting and notification systems, to in-car video and data systems, and much more, Public Safety Systems from Federal Signal is helping make the world safer, commerce move quicker, and your community a more secure place every day.

For more information please visit http://www.federalsignal.com/publicsafety or give us a call at 1-800-548-7229. We look forward to hearing from you.
Here is a brief letter describing Motorola, Inc. and Federal (PIPS) ALPR relationship. Thought you would like to know.
Motorola, Inc. is proud to offer automatic license plate recognition (ALPR) solutions for our Government and Public Safety partners.

Motorola re-sells the PIPS Technology, Inc. ALPR solution. PIPS Technology, Inc. was incorporated in 2001, though its predecessors were supplying traffic technology solutions even before PIPS acquired the technology. PIPS (Pearpoint Image Processing Systems) was purchased by Federal Signal Corporation (NYSE: FSS) of Oak Brook, Illinois in August of 2007. Motorola's partnership with PIPS began in 2006 with our re-seller relationship and is expected to expand soon with partnership on strategic technology-sharing projects.

As a re-seller, Motorola does not re-brand the PIPS Technology equipment. Therefore, the product literature and specification sheets are PIPS'. Motorola and PIPS have a close working relationship, from sale to installation and maintenance.

In a typical project, Motorola and PIPS will partner from the beginning. Motorola and PIPS do not compete against one another; instead, from the beginning of a project, we together develop our understanding of the customer's requirements and then specify a solution, regardless of who will lead the project.

In a project in which Motorola leads, the customer orders for ALPR would be placed through Motorola, Inc. In turn, the required product is drop-shipped through PIPS and shipped to the customer location for physical installation. Also, Motorola provided pre-sales and post-sales support for PIPS ALPR products.

The physical install is done by a trained and experienced local company such as a trained dealer or manufacturer's representative. PIPS has experienced installers throughout the country and Motorola as well has trained dealers and manufacturers representatives, so we can recommend an installer in your area.

Once installed, a standard Motorola service for each project is to configure and optimize the ALPR software, both in the vehicle and at the back office system server. In addition, user training is provided at this time. Often, Motorola will solicit PIPS for this software optimization and user training.

During the warranty period, Motorola standard system support and maintenance is provided for the ALPR system.

The following are some customers with the Motorola provided ALPR solution from PIPS:

Los Angeles Police Department
Broward Sheriff's Office
I think we can get these folks to bring over a demo car...are y'all interested in seeing this?

If so, I'll try to get something set-up for the middle of next week. Does anyone have a day that they won't be available?

Thanks, LB

From: Patrick Brady [mailto:patrick.brady@bearcom.com]
Sent: Tuesday, February 24, 2009 6:53 PM
To: Larry Barclay
Subject: Pips

Larry,

Pips direct has some brand new cameras and a new version of their BOSS software.

Dean from pips and I would like to meet with you to discuss the product and a special promotion.

FYI - we will be closing on a pretty big city here if dfw very soon, (likely 30 days) so it would be great for you to have a pips system and be able to share data with them.

This week or next would be great!

Pat

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210
http://www.cobantech.com/
Here is the latest presentation for your review....

LaMonica Archer
Coban Technologies, Inc.
12503 Exchange Drive, Suite #536
Stafford, TX 77477
Direct: 281-325-3706
Cell: 281-900-3500
Office: 281-277-8288
What is ALPR?

ALPR solutions vary from vendor to vendor. However, the basic 'concept' of the systems are quite similar. They usually entail anywhere from 1-4 cameras (Black and White, Color and sometimes infrared or IR) mounted on the interior or exterior of the vehicle. A computer then processes the images and some form of management software.

Hundreds and even in some cases thousands of images captured by the cameras are then processed by a separate computer and is typically housed in the trunk of the vehicle. This computer usually contains a dedicated ' Hayes' that are downloaded and can be downloaded in seconds. After the processing on the solution. There is no need for static, reliable, secure or fast data and other types of serviceable data that can be put to a full and automated plate trace.

What is ALPR? Continued

The cameras used in the ALPR solutions typically operate at rates between 60 and 100 frames per Second. Once a plate is identified, the computer then analyzes the image using Optical Character Recognition (OCR) software that determines the sequence of the letters and numbers of the plate and then compares that information against the various Hollis loaded on the processing computer. If a 'THIT' is found the system alerts the officer to the type of THIT that applies to that plate. A typical ALPR camera can process approximately 600 plates per hour per camera with the officer inputting a list of 'fines' or he/she is inputting the price on the spot. By implementing an ALPR System, the officer has a second set of eyes doing the processing for them, and it is a digital in car video system that will record each and every stop the officer makes and you now have rock solid evidence for each and every stop that is made from start to finish.
WHY A.L.P.R.?

- There has been a number of incidents that an agency should consider deploying an ALPR solution to their vehicle fleet to ensure a low number of errors occur.
- On average, each incident can take between 1-2 hours to resolve. This means manually in an 8 hour shift, you spend a total of 8 ALPR system sessions can run approximately 3.2 hours x 1 ALPR system x 30 sessions @ an average of approximately 7.5 hours total required per agency (30 days) per hour per ALPR system = 2.5 hours. The hours of vehicle time on the roads are difficult to determine and to be a "true multiplier." How many additional tickets/secondary violations and arrests inside would be resolved?
- By implementing an ALPR system, the department also allows the officer to focus on their job without having to view every ticket pending complaints because the ALPR systems scan the plates and not the drivers of those vehicles.

WHY ALPR Continued

- Increases Officer safety by scanning multiple "hotlists" containing vehicle information, suspect information, etc. and reporting that crucial information back to the officer. The ALPR system is conducting the stop, allowing the officer to assess the situation more effectively.
- Return on Investment (ROI) This is perhaps one of the most important and attractive factors when considering an ALPR solution. Agencies that have building department by "picking" having officers to do the job, officers waste time on the roads, issuing tickets or other citations that deter the department to boot a law enforcement vehicle. The ALPR system is an "active" generator. There is an ability to get more officers that can deploy the ALPR systems in parking enforcement vehicles and focused on a limited number of vehicles in approximately 100 hours of use. The value generated from these 350 vehicles is estimated at $300,000. That averages out to around $1,112.00 PER HOUR OF USE of the ALPR system.

Coban ALPR – “Your Force Multiplier…”

Coban has been a leader in the Digital in car video industry over the past 7 years. Thousands of our in car video and ruggedized mobile data computer solutions have been deployed to agencies across the country. One of the largest "selling" points that we are sold to agencies that currently use our systems is the flexibility and adaptability of our systems regarding the equipment that can be used with our system.

Taking this into account, Coban has partnered with Presidency in order to develop an affordable, ALPR enabling alternative to be equipment intensive $20,000 per unit solution that is on the market currently. A solution that can be integrated with part of the digital video systems of stand-alone mobile Data Computer systems to a fraction of the cost.

A little about CitySync...

- CitySync was established in 1999.
- They have over 12,000 systems installed worldwide in over 50 countries.
- They have an "In house" focused development team.
- Uses one of, if not the best, Recognition Engines in the industry.
The CitySync Difference....

- Simple entry level systems as well as mid range and high end systems.
- Available to existing COBAN Customers or easily installed on Existing In-Car Laptop instead of requiring a separate computer to process and store the plate data, a Significant Cost Advantage.
- Total Data Management & Notification Solution.

Competitors....

- Requires Expensive Custom or Intra Red Cameras to read License Plates.
- Focuses on Expensive, Complicated Solutions for Law Enforcement that can cost upwards of $30,000 per Vehicle, basically making ALPR technology only available to large agencies with the budget for those systems.
- COBAN ALPR is Simple, Accurate and Easy to Use for Under $3,000.
- Require a separate "processing" computer in addition to the Laptop or Mobile Data Computer.

Cobans Solution....

- COBAN ALPR is Simple, Accurate and Easy to Use for Under $3,000.
- Can easily be integrated with Cobans Digital In car video solutions or existing Ruggedized Mobile Data Computers.
- Plate Data is managed by the same software management solution as the digital videos and snapshots. (If agency currently uses Cobans Digital In Car Video Solutions.)

User Interface...

Mobile ALPR For Law Enforcement
Prioritize Databases...

- This ability allows the officer to prioritize the "hotlist" databases based on the importance of each database.

- This feature also allows "custom" hotlists that can be created by the department and loaded to the system in the vehicle.
Plate Search via Mapping...

- Cobans ALPR solution allows officers to search for scanned plates via a map-based interface and provides "pinning" location results on a map that the officer can select to review where the plate was scanned and information on the Vehicle of Interest (VOI).
- The officer can search by date and area or date and plate number.

ALPR RESULTS...

One PD Booted Vehicles Owing $120,000 in unpaid parking tickets in the first 5 days using 1 system.
A second PD is booting 5-10 vehicles per day with 1 system.
A single State Police Agency’s Florida Vehicle Task Force has seized 55 stolen vehicles and more 1 felony arrest in the first 5 months of use.
A system was deployed at an agency to recover over 25 year old stolen tickets and the department woke 54 tickets over the weekend recovering $5,970 in two days.

Question and Answer...

Thank you for the opportunity to allow us to present our ALPR solution to you. If you have any questions or would like a quote for systems or information on our Digital In Car Video solutions, please contact LaMonica Archer at 281-277-8288 ext. 139 or email.

lmonica@cobiansafety.com
Eric,

Thank you for meeting with me yesterday. I know you had a lot going on with your child being sick, and your co-worker being out. It means a lot that you did not cancel the appointment! Thank you!

I enjoyed meeting you and of course seeing the new stadium.

I just want to make sure that I am on-track to go ahead and request a pilot for your department to demo our TopCam/ALPR and a VMDT/ALPR.

Is it ok to go ahead and send you the paperwork to get the ball rolling on the test?

Warmest regards,

LaMonica Archer

Coban Technologies, Inc.
12503 Exchange Drive, Suite #536
Stafford, TX 77477
Direct: 281-325-3706
Cell: 281-900-3500
Office: 281-277-8288
Looking forward to it. I am doing the same thing and taking my family to Six Flags to brave the Spring Break Crowds. Talk to you next week.

Ken MacKenzie
Southwest Regional Law Enforcement Liaison
3767 Forest Lane, Suite 124-1162
Dallas, TX 75244
214-882-3877
214-594-5588 (Fax)
kmackenzie@platescan.com
www.platescan.com

From: Eric Borton [mailto:Eric.Borton@ArlingtonTX.gov]
Sent: Thursday, March 19, 2009 5:49 PM
To: Ken Mackenzie
Cc: Larry Barclay; Brian Johnson (Police)
Subject: RE: PlateScan ALPR Systems

Ken,

We will talk next week.

I was in meetings all day today and I am off tomorrow.

Sgt. Eric Borton
Research & Development Division
Arlington, TX, Police Department
Office: 817-459-5563
Cell: Eric.Borton@ArlingtonTX.gov
www.arlingtonpd.org

From: Ken Mackenzie [mailto:kmackenzie@Platescan.com]
Sent: Wednesday, March 18, 2009 3:16 PM
To: Eric Borton
Cc: Jesse Minton; Brian Johnson (Police)
Subject: PlateScan ALPR Systems

Sgt. Borton:

I received your name from Portable Computer Systems and was told that Arlington PD was currently exploring their ALPR options. I had been in communication with Sgt. Johnson in the past, but was unaware that a formal announcement for presentations had been made. Hopefully, I am not too late
and hereby request an appointment to do a presentation/demo for your agency. I welcome an opportunity to show you why PlateScan is the leading provider of ALPR in Texas. I recently retired from Richardson, TX PD after 31 years as a Detective to accept the position of Law Enforcement Liaison with PlateScan, an automated license plate reader (ALPR) company. Many agencies are not familiar with ALPR technology, so please feel free to check out our website www.platescan.com for information on ALPR technology. I think you will find it very thorough and informative. Many agencies think that ALPR systems are way beyond their budget, but with PlateScan, an agency can purchase an ALPR system for as little as $4,500 for a basic 1 color camera system and believe it or not, even less if your agency uses the Panasonic “Arbitrator” in-car video system. Panasonic and PlateScan have partnered together to make the Arbitrator an ALPR system, whenever it isn’t in the record mode. Of course, PlateScan also has the full range of infra-red systems for which it is known for throughout the country and was even recently highlighted on the new TV series “Jacked”. PlateScan has also recently partnered with RedFlex Traffic Systems, which will soon be offering ALPR systems integrated into their traffic camera systems at no outlay cost to police agencies.

A couple of years before I retired, I was on the ALPR selection committee for my own Department, so I have been where you are now. If you wish, I would be happy to provide you with a list of questions that you should ask each vendor that you look at. One of the most important factors, where we all made mistakes in the beginning, is not to underestimate the crime analyst value of an ALPR system and its back-office software. Most law enforcement agencies initially saw it only as a way to increase their stolen vehicle arrests/recoveries, felony warrant arrests, locating vehicles on BOLO lists, locating Amber Alert Vehicles, city traffic warrant arrests and identifying known sex offenders. The true value of an ALPR system is actually when you make use of the PlateScan Connect back-office software, which you will soon discover to be an invaluable addition to your unit as an intelligence tool. The back office system will help you locate suspect vehicles where you have either the full or only a partial plate. It will also help you monitor common traffic patterns around a crime scene, looking for either a suspect vehicle or potential witness. These systems are also great at establishing patterns for gang activity, drug smuggling, human cargo smuggling and tracking terrorists. The system has also proved itself invaluable, assisting in locating wanted or missing persons and greatly reducing the man-hours needed to locate them. In my opinion, PlateScan has the strongest and most powerful back-office software on the market and the reason that I went to work for PlateScan and not the original ALPR company that approached me.

Here are a couple of good examples of cases being cleared by the back-office:

One agency had a serial arsonist that hit weekly. After every suspected arson, they would use their ALPR vehicle and drive a 4 block search pattern from the fire scene. After just three fires, using the PlateScan Connect’s comparison search program, they discovered that one vehicle was always at each fire. Guess who that vehicle belonged to.

Another agency had a woman sexually assaulted inside a van on the side of a busy roadway. When finished, the suspects simply threw her out of the van at the scene and drove off. All she could provide was a description of the inside of the van. They had no investigative leads, so for the next few days during the same time period of the offense, they placed an ALPR vehicle at the location capturing LPs of vehicles driving by. Using PlateScan Connect’s pattern search program, they identified 36 vehicles that drove by the scene at the same time period each day. Investigators contacted those registered owners and discovered that half of them remembered a van sitting at the location. Seven of them remembered that the van had a logo on the side of it and one of them remembered that it was a painting company logo. The company was later identified and the suspects arrested.

- 9757 -
Another great use of the system is to locate fugitives or suspects. One major city had been looking for a felony suspect for almost a year. A neighboring agency had filed a field interview card on the suspect right before the warrant was issued, so they were able to locate that plate number and search it through PlateScan Connect. They discovered that their own ALPR vehicles had scanned the plate nine times in just a few months. All the scans were between 3pm and 11pm. When the program mapped the scans, they found that all nine were in the same area, with 8 of them being at the same location. Hitting the satellite mapping function, they saw that the 8 scans were in the parking lot of a large factory/warehouse. Guess who they found working the night shift?

Another agency had their ALPR system online for less than 48 hours, when they were able to save valuable man-hours, by locating a missing person, simply by searching that person's license plate through the PlateScan Connect vehicle search program. Turns out that the vehicle was scanned in an apartment parking lot within an hour of last being seen. Follow-up investigation revealed that the bi-polar individual who had been reported missing by his wife, was located by the ALPR vehicle at the residence of his ex-wife.

Once PlateScan Connect is placed on a Department's network, you can password protect it. I do however suggest that they allow their officers, investigators and even communications personnel access to this data however. Why? Many of their calls for service will have a vehicle description and a partial license plate. This partial plate can be entered into PlateScan Connect, just like they currently may check other databases, including their local ticket files for any possible matches. But with PlateScan Connect, in addition to a list, they will receive photos of the vehicle so they can match the vehicle description to the license plate. They can then search to see all the locations where that vehicle has been scanned.

As you can see, PlateScan can provide all your ALPR needs, depending on your camera requirements and your budget. I just wanted to remind you of some of the features that make PlateScan unique:

- The option for officer to view between 1 and all 4 camera views at one time.
- The option for officer to view the live video or IR feed simply by clicking or pressing an on-screen button.
- The ability to read all four cameras simultaneously and not have to cycle between cameras.
- When a "hit" is made, in addition to the "hit" being displayed on the video monitor, PlateScan not only gives your officer a "hit" audible alarm like other vendors, but the officer receives a verbal announcement telling him which camera received the "hit" and from which file the "hit" matched. Example: audible alarm first, "Left Front Camera, Stolen Vehicle". This verbal notification, saves the officer from having to look down at the computer monitor, when his attention may be needed elsewhere. Most vendors just give you a color coded screen, which requires the officer to have to read the screen first.
- PlateScan's back-office software has the capability of reading scans from other ALPR systems, which gives an agency much more flexibility in the future. EX: if an agency is offered a non PlateScan ALPR system by an insurance company in the future, they would be able to use it and implement it into their ALPR program.

As your Department moves ahead in its ALPR selection process, we encourage you to contact the existing client agencies of each vendor and talk to not only their coordinators, but their IT personnel to see 1) what type of feedback they have on the product after the sale, 2) what type of IT support they have had after the sale, 3) has their law enforcement liaison been there for them, even if problems didn't exist, and what type of training they received after installation, not only for their IT staff, but for their Patrol personnel using the systems.
A lot of things have happened here in the Metroplex involving ALPR since my retirement back in June. Since that time:

- Lewisville PD used their Municipal Court's Technology fund to buy additional units.

- Tyler Municipal Court used their Technology fund to purchase five 3+1 systems for their City Marshals. In just six months, they made a total of 347 arrests using their PlateScan systems, clearing 917 warrants. These arrests resulted in a total of $275,156.51 in outstanding warrants cleared and $94,702.23 in cash collected. Within 48 hours of implementation of the systems, Tyler PD received a Missing Person Report and using the PlateScan Connect Back-Office software, they discovered the Marshals had scanned the victim's vehicle shortly after he was last seen. The victim was located. On September 21, 2008, an armed suspect kicked in the front door of a residence in Tyler while the mother, father and children were home. At gunpoint, the suspect forced the father to give him the keys to the family truck. The suspect then fled in the family vehicle. On September 23, 2008, a police vehicle equipped with ALPR in Dallas, got a hit on the vehicle at a local motel known for drug activity. Police arrested the suspect, who was identified as the same suspect that committed the home invasion in Tyler. Several stolen vehicles have also been recovered.

- Frisco PD, McKinney PD, Collin County S.O. Allen PD, Wylie PD and Plano PD (additional unit) have all ordered PlateScan units through the Mesquite PD Contract by establishing an inter-local agreement with Mesquite PD. Rowlett PD is just now setting up an inter-local with Mesquite PD to follow suit.

- In conjunction with the Collin County agencies obtaining ALPR systems, the North Texas Fusion Center, operated by the Collin County Homeland Security, is establishing a regional database first for the Collin County agencies, but after testing, they plan on hosting this database for the agencies in all the 16 counties around the DFW Metroplex. Participating agencies can keep their own data and share with the Fusion Center or have the Fusion Center host their data.

- PlateScan has also debuted a new, smaller infra-red camera this year. All new orders are receiving the new cameras.

- Platescan now not only offers color camera systems for your existing MDC units for as little as $4,495 for a one camera system and $5,795 for a two camera system, but is also now offering an expandable two color camera system with trunk mounted CPU for only $6,800. This system allows for future expansion of up to four cameras, either color or Infrared. These
systems allow an agency to put more ALPR systems on the street for less money. They work well at night as long as they have ambient lighting. The color camera system can also be loaded on Panasonic’s new U1 ultra-small MDC, which would allow even your motorcycle units to use ALPR technology.

- Both Mesquite PD and Richardson PD have equipped their Citizen Volunteer Vehicles with PlateScan units, recognizing how important the back-office data is and trying to increase the number of scans inputted into the back-office.

- PlateScan is the leading provider of ALPR in Texas.

Some of the things that make PlateScan unique are:

- The option for officer to view between 1 and all 4 camera views at one time.
- The option for officer to view the live video or IR feed simply by clicking or pressing an on-screen button.
- The ability to read all four cameras simultaneously and not have to cycle between cameras.
- When a "hit" is made, in addition to the "hit" being displayed on the video monitor, PlateScan not only gives your officer a "hit" audible alarm like other vendors, but the officer receives a verbal announcement telling him which camera received the “hit" and from which file the "hit" matched. Example: audible alarm first, “Left Front Camera, Stolen Vehicle”. This verbal notification, saves the officer from having to look down at the computer monitor, when his attention may be needed elsewhere. Most vendors just give you a color coded screen, which requires the officer to have to read the screen first.

- PlateScan’s back-office software has the capability of reading scans from other ALPR systems, which gives an agency much more flexibility in the future. EX: if an agency is offered a non PlateScan ALPR system by an insurance company in the future, they would be able to use it and implement it into their ALPR program.

Once an agency has looked at all the systems available, if they like the specs of the PlateScan system, as an alternative to going through the bidding or RFP process, they could enter into an inter-local agreement with Mesquite PD and purchase PlateScan’s 3+1 system at a reduced rate. Some agencies have used this cost savings to purchase additional color camera systems for their investigators. If this is a process that you would be interested in, I would be happy to discuss it with you. As another alternative, you could go through one of our re-sellers, Portable Computer Systems and purchase of their contract, however Mesquite’s contract offers more attractive pricing.

Here are some local news segment links

A&E’s “Jacked”
http://www.aetv.com/jacked/video/index.jsp

Mesquite PD using systems in Patrol and with their VIP program
http://video.nbc5i.com/player/?id=279824

Tyler PD
http://www.ketknbc.com/topvideo/27506339.html

Lewisville PD
For your information, I have included a couple of brochures and media links on ALPR systems. I apologize for the length of this email, but I wanted to give you some background on ALPR and PlateScan. At your earliest convenience, I would love an opportunity to do a presentation and demo for your department.

Ken

Ken MacKenzie
Southwest Regional Law Enforcement Liaison
3767 Forest Lane, Suite 124-1162
Dallas, TX 75244
214-882-3877
214-594-5588 (Fax)
kmackenzie@platescan.com
www.platescan.com
Yes. What day?

-----Original Message-----
From: Eric Borton <Eric.Borton@arlingtontx.gov>
Sent: Thursday, March 19, 2009 5:53 PM
To: Glenn Cole <Glenn.Cole@arlingtontx.gov>
Cc: Larry Barclay <Larry.Barclay@arlingtontx.gov>
Subject: FW: Car use

Glenn,

Do you someone that can ride with the LPR car down by Highlands and Parks Mall for a few hours next week?

Sgt. Eric Borton
Research & Development Division
Arlington, TX, Police Department
Office: 817-459-5563
Cell: <mailto:8174561362@mobile.mycingular.net>
Eric.Borton@ArlingtonTX.gov
www.arlingtonpd.org <http://www.arlingtonpd.org/>

From: Patrick Brady [mailto:patrick.brady@bearcom.com]
Sent: Wednesday, March 18, 2009 11:57 AM
To: Eric Borton
Subject: Car use

Eric,

We can with to hear back from Larry B, but figured I'd ask you.

Do we need to secure Dean's car for you guys to use for a couple of days next week?

I am trying to nail down a couple of dates so we don't overlap PD's.

This would be for the 4 camera Pips Crown Vic. Dean will ride with you if Arlington doesn't want to sign a liability waiver.

Just let me know when you can.

Next Tues wed and thur am is available.
Pat

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210
Thank you Sir.

One other City just postponed until 2nd week of April, so we should be pretty flexible next week - if you guys decide to use it.

pb

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210

-----Original Message-----
From: Eric Borton <Eric.Borton@arlingontx.gov>
To: Patrick Brady
Sent: Thu Mar 19 17:54:56 2009
Subject: RE: Car use

I am checking on this. I will get back with you as soon as I hear back from the patrol commander who is working with us on this project.

Sgt. Eric Borton
Research & Development Division
Arlington, TX, Police Department
Office: 817-459-5563
Cell: 817-456-1362 @mobile.mycingular.net
Eric.Borton@ArlingtonTX.gov
www.arlingtonpd.org <http://www.arlingtonpd.org/>

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Eric,

We can with to hear back from Larry B, but figured I'd ask you.

Do we need to secure Dean's car for you guys to use for a couple of days next week?

I am trying to nail down a couple of dates so we don't overlap PD's.

This would be for the 4 camera Pips Crown Vic. Dean will ride with you if Arlington doesn't want to sign a liability waiver.

Just let me know when you can.

Next Tues wed and thur am is available.
Pat

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210
Eric,

Dean will be unavailable until the week of the 13th,

He's available that Mon - Thursday, sorry for the delay, but hopefully one or two of those dates will work for you.

I'll plan on setting up the 1 cam system with you next week, if you like.

Pat

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210
Glenn,

I sent the following information to Eric. I apologize for not getting to your phone call sooner.

Dean (has the 4 camera Crown Vic) will be unavailable until the week of the 13th.

He’s available that Mon - Thursday, sorry for the delay, but hopefully one or two of those dates will work for you.

I’ll plan on setting up the 1 cam system with you next week, if you like. I have a 1 camera system tied to a Motorola ML910 MDT. It works pretty good.

You won’t get the hits that you would with 4 cameras, but you could still download some data onto it...your own, or some from TCIC if you like and give it a whirl.

Irving used both systems for demo’s and came away with positive feedback, so I believe both would be good for you to try out.

Pat

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210
I persuaded Dean to cancel his other appt and come back up here for you guys this Thursday. He will need to leave Friday am, but said you could have the car thursday and thursday night if you like.

Can you call or email me ASAP to confirm that you still can do this Thursday, so he can have time to re-arrange his schedule.

Pat

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210
I have her name on a file...not on my phone. I can get it for you for sure.

I'll get back to you.

-----Original Message-----
From: Steven Meyer
Sent: Wednesday, March 25, 2009 2:09 PM
To: Eric Borton
Subject: RE: Thursday ride day

I have her name on a file...not on my phone. I can get it for you for sure.

I'll get back to you.

-----Original Message-----
From: Eric Borton [mailto:Eric.Borton@arlingtontx.gov]
Sent: Wednesday, March 25, 2009 1:29 PM
To: Patrick Brady
Subject: RE: Thursday ride day

Do you have a contact at DPS so we can get the TCIC list?

Sgt. Eric Borton
Research & Development Division
Arlington, TX. Police Department
Office: 817-459-5563
Cell: -
Eric.Borton@ArlingtonTX.gov
www.arlingtonpd.org

-----Original Message-----
From: Patrick Brady [mailto:patrick.brady@bearcom.com]
Sent: Wednesday, March 25, 2009 10:03 AM
To: Eric Borton
Subject: Re: Thursday ride day

In a mtg, thx for the quick reply, I'll let dean and we'll try for the week of 04/13 - just let me know a date. pb

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210

-----Original Message-----
From: Eric Borton <Eric.Borton@arlingtontx.gov>
To: Patrick Brady
CC: Glenn Cole <Glenn.Cole@arlingtontx.gov>; Larry Barclay <Larry.Barclay@arlingtontx.gov>
Subject: RE: Thursday ride day

I called you and left message. We will not be able to do the demo tomorrow. That will give some time to try and get the TCIC list.

Sgt. Eric Borton
From: Patrick Brady [mailto:patrick.brady@bearcom.com]
Sent: Wednesday, March 25, 2009 8:42 AM
To: Eric Borton; Glenn Cole
Subject: Thursday ride day

I persuaded Dean to cancel his other appt and come back up here for you guys this Thursday. He will need to leave Friday am, but said you could have the car thursday and thursday night if you like.

Can you call or email me ASAP to confirm that you still can do this Thursday, so he can have time to re-arrange his schedule..

Pat

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210
Here you go.

Pam Pierce
pam.pierce@txdps.state.tx.us
(512) 424-2898

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210

-----Original Message-----
From: Patrick Brady
To: 'Eric Borton' <Eric.Borton@arlingtontx.gov>
Subject: RE: Thursday ride day

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Research & Development Division
Arlington, TX, Police Department
Office: 817-459-5563
Cell: 8174561362@mobile.mycingular.net
Eric.Borton@ArlingtonTX.gov
www.arlingtonpd.org <http://www.arlingtonpd.org>
In a mtg, thx for the quick reply, I'll let dean and we'll try for the week of 04/13 - just let me know a date. pb

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Bearcom Wireless Worldwide
214-869-8210

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Pat

Patrick Brady
Bearcom Wireless Worldwide
214-869-8210
Sgt. Borton,

I am in receipt of your future request for proposal with regards Automatic License Plate Recognition found on CJIS Group. I have registered today as a new vendor and would like the opportunity to bid this project. Any help as to when you would like a proposal would be appreciated.

I’d like to introduce you to CitySync Technologies and provide a little background about us. CitySync was established in 1999 and headquartered in the UK outside of London with recent offices in Houston and Chicago. CitySync offers entry level systems as well as mid range and high end systems depending on the end users needs. With over 12,000 installations of ALPR in use worldwide, we are a company committed to customer satisfaction.

CitySync has created a line of products which are easily integrated into existing platforms that allow our JetMobile software to install onto existing MDT’s such as a Panasonic Toughbook CF-29. Using a typical CF-29, JetMobile can accurately capture plate images from two cameras concurrently without adding additional hardware at about a third of the price of our competitors. There is no need for added computers or expensive grabber cards mounted in your already congested trunk.

Our software products simply make your existing hardware more effective and efficient which in turn provides a critical tool for added public safety.

Don’t hesitate to call with any questions.

Kindest Regards,

Mike O’Brien
This email may contain legally privileged or confidential information and is intended for the addressee(s) only. Any statements, views or comments contained in this email should be regarded as personal to the sender and do not necessarily reflect those of CitySync. If you are not the intended recipient please delete it immediately and do not disclose the content to anyone. Thank You.

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JetMobile™
Law Enforcement
ALPR Software

JetMobile™ is a simple to use ALPR system that can be installed on your existing laptop or in-car processor. It can often operate with an existing DVR system providing significant cost savings. Police users can select from a range of cameras to meet challenging ALPR requirements.

Key to its success is the officer-friendly user interface which contains large clearly identified buttons allowing a user to easily interact with the system during vehicle operation. A touch screen option removes the need for a keyboard while audible license plate alarms can be processed with a couple of button pushes.

Cameras can be unobtrusively installed inside the vehicle allowing the officer to capture plate images covertly and check all plates against 200 hotlist databases in real time.

JetMobile™ can capture license plates from vehicles travelling up to 150mph. Two ALPR cameras can be connected to a single Panasonic CF-29 laptop or equivalent using the low cost CitySync IP converter. Up to eight cameras can be connected using the powerful Jet Bluebird™ in-car ALPR processor. The Bluebird™ has built-in battery backup and can record both video and audio simultaneously for evidential purposes.

The system has an optional GPS mapping system which not only helps the officer to navigate, but also displays recent hits on an interactive map. At the end of a shift all collected plates can be wirelessly uploaded to the Jet Back Office Suite™ along with all the day’s hits. The data contains plate details, officer’s notes, GPS data and color images of the suspect vehicles.

New hotlists can then be synchronized and downloaded to the car ready for the next shift.

Application areas for JetMobile include...

- Scofflaw/Revenue Collection
- Village Vehicle Sticker Enforcement
- Traffic Management
- Automatic Ticket Printer Field Populating
- Recovery of Stolen Vehicles
- Intelligence Gathering
- Local/State/Federal Hotlist Apprehension
- Counter-Terrorism
- Speed Enforcement
- Parking Lot Surveillance
**JetMobile™ Benefits Include:**

- Instant results can be achieved to increase parking revenues by tracking bootable offenders and dramatically increasing collection rates.
- Capturing and archiving license plates has proven invaluable to investigative and criminal intelligence.
- Officer safety by providing on-screen driver/owner information prior to approaching vehicle.

**JetMobile™ Features Include:**

- Configurable audio alarms.
- Captures JPEG images of vehicle.
- Records the plate read, date, time along with GPS coordinates of each vehicle location.
- Event data is watermarked onto the image.
- Instant searching of data with full or partial plate matching.

**ALPR Results:**

- ALPR has been used in downstate Illinois to recover 35 stolen vehicles in the first three months of use.
- A Chicago area suburb booted $110,000 worth of outstanding tickets within the first two weeks of deployment.
- A second Chicago area suburb has been booting 5-10 vehicles per day while collecting debt in excess of 7 years old.
- The Chief commented: "This product has paid for itself in less than 30 days".

CitySync Americas,
Galleria Tower 1
2700 Post Oak Blvd
Suite 1400
Houston, TX 77056

www.citysyncamericas.com

832.369.7502
281.657.3301

Specifications subject to change without notice.
Jet-BOF™
ALPR Back Office Suite

Jet-BOF™ is a fully functional back office system providing storage, matching and reporting of ALPR data using an industry standard Microsoft SQL server database.

It is a powerful and fully scalable solution designed to manage large and complex fixed site, in-car and mobile ALPR systems for high-end users such as police, customs, local authorities etc.

Jet-BOF is capable of receiving, processing and storing millions of reads per day together with their associated plate and overview images or motion video clips. This data can be archived and stored for many years if required.

Extended management facilities allow the user to intelligently purge the stored ALPR data enabling records to be stripped from the archive based on specific rules or time scales. The design and architecture of the system is highly modular enabling it to be customized and tailored to suit specialist customer applications.

The client and management functions are supported via either a desktop windows application or a web-based interface allowing various users to connect securely to the Jet-BOF server using any remote PC with a standard web browser and internet connection. (Requires Microsoft JVM or Sun Java).

Jet-BOF is structured to enable each operator to manage and control their own local ALPR environment. However, for added security, “rights-based” accounts are assigned to users enabling the administrator to control in fine detail each operators overall environment, this can be based on Cameras, PNC, Hotlists etc.

This vital tool allows the administrator to control user information on a “need to know” basis allowing control over sensitive data during specialist operations. Powerful user features enable operators to fully interact with the ALPR environment in real time.

i.e., the ability to correct misreads on the fly, recheck against the matching database criteria and redistribute these corrections system wide.

The on-board GIS mapping facility provides another dimension to the operator interface overlaying alert information in real time onto detailed maps enabling the operator to clearly identify the alert location. User activity is fully audited and this data can be reviewed by the administrator via the client application.
Jet-BOF Specification:
The received ALPR data can be matched against various Hotlists, Bulk Hotlists, NCIC and PNC Fast Track in real-time. Live alerts are distributed to all users and displayed as an audible/visual alert or can be transmitted as SMS, email or pager message. A logged-in user has the ability to filter what alerts they receive locally on the ALPR client based on camera locations, Hotlists and PNC markers.

Jet-BOF supports any number of “Standard Hotlists” (up to 50,000 vehicles) and in addition accepts up to four “Bulk Hotlists” (more than 50,000 vehicles) such as DVLA No Tax, DVLA No Keeper and MIDAS. The system uses a wizard based approach to import external Hotlists allowing any format file to be imported as a Hotlist to the system. Once a unique profile for a Hotlist has been produced further updates can be processed by a simple file drop or email. An advanced and sophisticated search facility is provided which allows detailed mining of bulk ALPR data based on Partial or Full VRM, Date/Time, Hotlist, PNC marker, Camera, Location, Make, Model, Color etc. These search results can also be exported into standard file types such as pdf, xls and doc for ease of use and onward distribution.

To complement its high level search engine Jet-BOF provides an excellent report generator enabling mined data to be presented in various user friendly formats. These reports can be fully customised by the administrator to provide additional information such as vehicle flows, vehicle counts, alert statistics etc. Standard “Daily Reports” can also be configured to provide automatic day to day statistics from the system and these can be distributed via email to various administrators.

Jet-BOF Features Include:
- **Multiple ALPR Readers** Fully scalable from one to many hundred ALPR readers.
- **Multiple Operators** Fully scalable from one to many hundred operators.
- **Modular Construction** Simple tailoring to specific customer requirements.
- **Secure** 128bit SSL encryption option available.
- **High Level Storage** Capable of receiving and storing over 1,000,000 reads per day for many years.
- **Real-Time Alerts** Instant real-time alerts to the operator.
- **Web-Based Clients** Client interface via standard web browser (requires Microsoft JVM or Sun Java).
- **Controlled User-Rights** Fully configurable administrator controlled user accounts.
- **Advanced Search Facility** Fully configurable searching of ALPR data by Partial or Full VRM, Date/Time, Hotlist, PNC Marker, Camera, Location, Make, Model, Color etc.
- **GIS Mapping** GIS mapping interface showing vehicle alert locations on a map (currently supports Google Maps and Virtual Earth – easily extended to support other mapping systems).
- **Hotlist Support/ PNC Fast Track** Supports 100 Standard Hotlists (up to 50,000 vehicles) and up to four Bulk Hotlists (over 50,000 vehicles) with wizard based import facilities.
- **Configurable Reports** Customer configurable reports with automatic daily report generator via email.
- **Configurable Display Filters** User and Administrator display filters enabling individual customised operator terminals displaying filtered alerts by various criteria i.e. Camera Locations, Hotlists and PNC Markers.
- **Audit Trail** Full audit trail of operators with multiple search facilities.

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**Technical Specification**

- **Database** Microsoft SQL Server 2005/2008
- **Security** 128bit SSL
- **Web Server** Utilizes IIS Server with .NET Technology

Specifications subject to change without notice.