PlateScan

BackOffice Deployment Planner

Version 1.8
06 06 2008

PlateScan

20101 SW Birch Street, Suite 250, Newport Beach, CA 92660
Tel: (949) 851-1800  Fax: (949) 851-1930  www.platescan.com
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PlateScan BackOffice Deployment Planner

Please complete as much information as possible.

IT Information

Please provide information for the following...

1. Agency Name / Address
2. Primary Point of contact including phone and email for the IT staff.

Wireless Details

Please provide information for the following...
The goal is to be able to wirelessly move the Platescan data from the vehicles into the BackOffice server, and also move the Department of Justice hotlist data from the BackOffice server into the vehicles.

1. Does your department currently have a 802.11 infrastructure? If yes, what type?
2. Are you able to move data from the police vehicle to a centralized server?
3. Are there any size or bandwidth limitations on the data that is able to move back and forth between the police vehicles and the server?
4. Are there any firewall limitations that would block certain types of traffic? (Like FTP, HTTP, etc.)

BackOffice Server Information

The BackOffice system is a centralized SQL and Web server that will store all of the Platescan recognition data. This will serve as a searchable database for all of the license plates read by the Platescan vehicles. The Officers will log onto the website hosted on the BackOffice server to search through this information.

Minimum recommended system specs for the BackOffice system:

Any current 2.0+GHz CPU, 2+gig of RAM, Hard drive (20 gigs will support about 1 million license plates) 250gigs or more, this does not include any hard drive space needed for a RAID configuration or SQL backups. Connectivity to your current network infrastructure. Windows Server 2000 or 2003 are supported. SQL Server 2000 and 2005 are supported.

1. Please list the system specs for your BackOffice server, company and model number if applicable.
2. Will it be possible for the server to come pre-installed with the operating system, IIS, the SQL server and all the software updates before the Platescan Tech's perform the BackOffice install?
3. Will the BackOffice server be able to periodically connect to an outside server in order to download the updated hotlist information?
From: Kelley Stone  
Sent: Wednesday, April 01, 2009 9:32 AM  
To: Casey Stone; Stephen Wasserman  
Cc: Ken Mackenzie  
Subject: RE: "HLS - PlateScan Project" - status as of 03/31/2009

Casey,

Ken MacKenzie is the representative for Plate Scan. Ken's contact information is 214-882-3877, email kmackenzie@platescan.com. I have copied Ken on this email.

Kelley

From: Casey Stone  
Sent: Wednesday, April 01, 2009 9:23 AM  
To: Kelley Stone; Stephen Wasserman  
Subject: FW: "HLS - PlateScan Project" - status as of 03/31/2009

Who do I need to work with to find out this information?

From: Christina Divers  
Sent: Tuesday, March 31, 2009 4:37 PM  
To: Casey Stone  
Cc: Mike Malak; Larry Jones; Christina Divers; Albert Juarez; Bobby Grounds; David McCurdy; Mike English; Christina Divers; Lanette Saetre  
Subject: "HLS - PlateScan Project" - status as of 03/31/2009

Casey,

Please review below and complete tasks assigned. Upon completion of draft plan and identification of equipment to order, please run through the EAS team for final review/approval of plan/design/hardware. Keep us updated and "reply all" upon completion.

Thanks, Christina

From: Lanette Saetre  
Sent: Tuesday, March 31, 2009 4:31 PM  
To: Michalyn Rains; Caren Skipworth; Leslie Harper; Christina Divers; Larry Jones; Mike Malak; Tim Nolan  
Subject: FW:

Christina,

Looks like we're moving... Please have Casey pull together what needs to be ordered and come up with the plan.

Thanks,  
Lanette
From: Kelley Stone  
Sent: Tuesday, March 31, 2009 4:19 PM  
To: Lanette Saetre  
Subject: RE:  

Lanette,  

We are moving forward.  

Kelley  

From: Lanette Saetre  
Sent: Tuesday, March 31, 2009 4:15 PM  
To: Kelley Stone  
Subject: FW:  

Are we still moving forward on this? Last I heard we were on hold? However it looks like we are moving forward...  

Thanks,  
Lanette  

Information Technology | isaetre@collincountytx.gov | 972-548-4555 | 210 S. McDonald, Suite 510, McKinney, TX 75069  

From: Caren Skipworth  
Sent: Tuesday, March 31, 2009 2:58 PM  
To: Lanette Saetre  
Subject: FW:  

Who in IT is handling the Lic Plate Scan?  

From: Ken Mackenzie [mailto:kmackenzie@Platescan.com]  
Sent: Monday, March 30, 2009 2:03 PM  
To: Kelley Stone  
Cc: Caren Skipworth; Lanete Saetre; Carol Strickland; Leslie Harper; 'Mila Kelly'; 'Marco Spretke'  
Subject:  

Kelley,  

As I told you on the phone Friday, we are way ahead of schedule. The new Venom cameras are here and being tested. Once that is completed, we will schedule an install date, hopefully early May. No matter what, we should be WAY ahead of the agreed upon June delivery. **Now, more than ever, it is crucial that each agency prepares and sends in their vehicle pre-planners.** I am thinking that we may also want each agency to fill out the back-office pre-planner, too. I have attached one to this email. I am not real positive on the method that you and Ms. Skipworth plan for each agency to use to transfer their files to the Fusion Center database. I know that you mentioned fiber-optic, except for Wylie and Richardson. I am assuming that Plano PD will maintain their current database and just copy the fusion centers with their files. To assist Ms. Skipworth, Ms. Saetre and yourself in getting this database set up, please feel free to contact our IT Tech Support Team Leader, Marco Spretke at 949-851-1600, ext 18 with any technical questions that might aid you in your systems development. His email is mspretke@platescan.com

4/1/2009
**CERTIFICATE OF LIABILITY INSURANCE**

**PRODUCER:** ACORD (949)709-8800  
**FAX:** (949)709-1668  
**Comprehensive Insurance Services**  
**22342 Avenida Empresa**  
**Suite 255**  
**RSM, CA 92688**  
**INSURED:** PlateScan, Inc.  
**20101 S.W. Birch St.**  
**Ste. 250**  
**Newport Beach, CA 92660**

**CERTIFICATE HOLDER:**  
**COLLIN COUNTY**  
**5801 HOMELAND SECURITY**  
**S/O ADMIN LOBBY #D1602**  
**4300 COMMUNITY AVE.**  
**MCKINNEY, TX 75071**  

**DATE (MM/DD/YYYY):** 03/18/2009

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFSRS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.**

**INSURERS AFFORDING COVERAGE**

<table>
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<th>NAIC #</th>
<th>INSURER</th>
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<td>A: AXIS SURPLUS INSURANCE CO</td>
<td>PlateScan, Inc.</td>
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**COVERAGE**

The policies of insurance listed below have been issued to the insured named above for the policy period indicated, notwithstanding any requirement, term or condition of any contract or other document with respect to which this certificate may be issued or may pertain, the insurance afforded by the policies described herein is subject to all the terms, exclusions and conditions of such policies. Aggregate limits shown may have been reduced by paid claims.

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**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS**

EXCEPT 10 DAYS FOR NON-PAYMENT

**CERTIFICATE HOLDER**

| COLLIN COUNTY | 5801 HOMELAND SECURITY | S/O ADMIN LOBBY #D1602 | 4300 COMMUNITY AVE. | MCKINNEY, TX 75071 |

**CANCELLATION**

Should any of the above described policies be cancelled before the expiration date thereof, the issuing insurer will endeavor to mail **30** days written notice to the certificate holder named to the left, but failure to do so shall impose no obligation or liability of any kind upon the insurer, its agents or representatives.

**AUTHORIZED REPRESENTATIVE**

Paul Weening, CIC/JEREMY

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IMPORTANT

If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

DISCLAIMER

This Certificate of Insurance does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.
Good Morning Kelley,

I have been up in Newark and just got back in town. I left a voicemail for you yesterday. Your email about the Houston problems took me by surprise, since I hadn’t heard anything and I keep very close contact with all the Texas PlateScan Agencies. I immediately contacted Captain Mark Fougerousse, the commanding officer over Houston PD’s ALPR program and also Detective Steve Fingerhut, HPD’s ALPR coordinator. They had no idea what issues that your email may have been referring to, because they weren’t aware of any. They even went one step further and contacted their IT and Radio Shop Supervisor, who handles all the problems with radios, in-car video and ALPR. They weren’t aware of any problems either. The only think that I can think about and I think that I told you about this already was right after I started with PlateScan, I was doing a presentation down in Houston for the City’s traffic warrant service and they told me that a Houston Sgt had made negative comments on the system. I immediately contacted Steve Fingerhut, who advised that their read rate was low and when I inspected his unit, I discovered that his and the other 17 PlateScan vehicles hadn’t been updated in over a year! Their IT people and radio shop had the updates from PlateScan, but just had forgotten about them and not updated the vehicles. I think I also told you that Houston PD had opted to do their own installs, due to purchasing so many units and trying to cut costs. There have been several issues there due to that. Within the month, the PlateScan Tech team had inspected their entire ALPR fleet to insure that everything was properly loaded and tweaked to maximum operating capacity. Back when HPD purchased their systems, PlateScan use to price the back-office separately and as another cost saving measure, they opted not to get the back office software. Since I started as law enforcement liaison, I have been in touch with them on a regular basis to insure that everything is running smoothly there and try to immediately be on top of any issues that may come up. I am now doing this with all PlateScan agencies. The last thing a client agency can say is that they don’t have any follow-up after the sale. I am always there to offer training, assistance or just be there to insure that our tech team is on top of any problems that agency may be having. At Captain Fougerousse’s request, I recently did a presentation to their command staff about the back office system. HPD was also updating their stolen vehicle database manually with thumb drives, instead of automatically. They are now in the process of updating their portable data terminals to using air-cards and will soon be downloading automatically. Their command staff and IT execs even recommended that they get additional units (when able to budget) to get even more info into the back-office database, when they get it set up.

The only other item with Houston that I am aware of involves their updating their external cameras from their first purchase. Houston was one of the first agencies in Texas to get ALPR systems. For their first order, they purchased PlateScan’s first generation IR camera, the I-Star and the Cobra (second generation) for their second order. As you can imagine in this industry, the technology will keep getting better and smaller with time. Houston and PlateScan were working on replacing their I-Star camera with Cobras. The I-Star is actually still a very good camera. It is the camera that I have on the unit that we demonstrated for McKinney PD. Works great, just not as small.

Other than the above, I am aware of no existing problems with Houston PD and neither are the HPD contacts, so I am very curious about the content of your email. Could you tell me what it addresses or who it is from. I think HPD would be interested in that information also.

- 10659 -
Just give me a call when you get a chance. I have already heard from Frisco on their pre-planner and I am working with them.

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: Kelley Stone [mailto:kstone@collincountytx.gov]  
Sent: Tuesday, February 10, 2009 8:32 PM  
To: Ken Mackenzie  
Subject: RE: PlateScan

Ken,  

We are proceeding with the purchase of the servers. I received an email last week about Houston PD having problems with PlateScan. I will call you in the morning and talk to you about it.  

Kelley

From: Ken Mackenzie [mailto:kmackenzie@platescan.com]  
Sent: Tuesday, February 10, 2009 12:16 AM  
To: Carol Strickland; Kelley Stone  
Subject: PlateScan

Kelley,  

Have you decided what to do about the server or the other units yet? Can we release the HOLD and start ordering the cameras yet?

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
Kelley Stone

From: Scott Stowers [scott.stowers@wylietexas.gov]
Sent: Monday, February 16, 2009 11:19 AM
To: Kelley Stone
Cc: John Duscio; Shone M. Doville; Tommy Walters
Subject: RE: Final decision on License Plate Recognition project

Kelley,

We would say "yes" to both questions.

Thanks,

Scott Stowers
Patrol Lieutenant
Wylie Police Department
Voice: 972-442-8174
FAX: 972-442-8173

Kelley Stone

From: Kelley Stone [mailto:kstone@collincountytx.gov]
Sent: Monday, February 16, 2009 11:02 AM
To: Chuck Ruckel; barbarasm@plano.gov; rredden@mckinneytexas.org; jbruce@ci.frisco.tx.us; rflores@cityofallen.org; Scott Stowers
Subject: Final decision on License Plate Recognition project

All,

Two weeks ago I received a message from a Platescan competitor that "Houston PD was having problems with its Platescan units". I called the radio shop and confirmed that they were having some issues with the older units. I have contacted Barbara Smith with Plano PD and Bob Piccioni with Mesquite PD. Both have had no problems with Platescan. Chief Piccioni advised that did an extensive evaluation of all of the LPR systems and Platescan was the best option.

Please let me know if you would like to see all of the emails concerning this and I will send them to you.

The Commissioners' Court has approved the Platescan contract and we are ready to proceed with the purchase. Also, I have met with IT about a solution to host all of our data on a centralized server with Collin County. This will allow all agencies participating to share all of the back office information of LP and images collected as discussed in our previous meeting.

Please respond to the following two questions and we will move forward immediately:

1. Purchase Platescan? Yes or No
2. Centralize the data on one server located at Collin County to share access with each jurisdiction as previously discussed? Yes or No

Thank you for your assistance in these matters and please let me know if you would like copies of the previous email correspondence. I will release the hold on our order if all responses are yes.

Kelley Stone
Director, Collin County Homeland Security

- 10661 -
Chief, North Central Texas Fusion System
972-548-5537
kstone@collincountytx.gov
www.fusionsystem.us

Think Globally. Act Locally.
Kelley Stone

From: Rex Redden [rredden@mckinneytexas.org]
Sent: Monday, February 16, 2009 11:12 AM
To: Kelley Stone
Subject: RE: Final decision on License Plate Recognition project

1. Yes
2. Yes

But I would like to reserve the right to blame you if this project tanks. Hey dude, somebody has got to take the fall. You know I’m only kidding, I think this will be a good project and it will all work out.

From: Kelley Stone [mailto:kstone@collincountytx.gov]
Sent: Monday, February 16, 2009 11:02 AM
To: Chuck Ruckel; barbarasm@plano.gov; Rex Redden; jbruce@ci.frisco.tx.us; rflores@cityofallen.org; scott.stowers@wylietexas.gov
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Director, Collin County Homeland Security
Chief, North Central Texas Fusion System
972-548-5537
kstone@collincountytx.gov

- 10663 -
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Kelley Stone

From: Rex Redden [rrdden@mckinneytexas.org]
Sent: Monday, February 16, 2009 11:12 AM
To: Kelley Stone
Subject: RE: Final decision on License Plate Recognition project
Attachments: image001.jpg; image002.jpg

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972-548-5537
kstone@collincountytx.gov
www.fusionsystem.us
Think Globally. Act Locally.

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Kelley Stone

From: Scott Stowers [scott.stowers@wlyetexas.gov]
Sent: Monday, February 16, 2009 11:19 AM
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Cc: John Duscio; Shone M. Doville; Tommy Walters
Subject: RE: Final decision on License Plate Recognition project

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Scott Stowers
Patrol Lieutenant
Wylie Police Department
Voice: 972-442-8174
FAX: 972-442-8173

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Sent: Monday, February 16, 2009 11:02 AM
To: Chuck Ruckel; barbarasm@plano.gov; rredden@mckinneytexas.org; jbruce@ci.frisco.tx.us; rflores@cityofallen.org; Scott Stowers
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Kelley Stone

Director, Collin County Homeland Security
Chief, North Central Texas Fusion System
972-548-5537
kstone@collincountytx.gov
www.fusionsystem.us

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Kelley Stone

From: Chuck Ruckel
Sent: Monday, February 16, 2009 1:06 PM
To: Kelley Stone; 'barbarasm@plano.gov'; 'rredden@mckinneytexas.org'; 'jbruce@ci.frisco.tx.us'; 'Robert Flores (rflores@cityofallen.org)'; 'scott.stowers@wylietexas.gov' 
Cc: Rick Allen
Subject: RE: Final decision on License Plate Recognition project
Attachments: image002.jpg; image001.jpg

Kelley-
I believe that no matter which system we buy, we will experience some implementation challenges. Platescan seems to be doing well here locally and Plano has a great deal of experience with them. My vote is to go ahead with the purchase of Platescan.

Also, I feel that the real usefulness of this system is the tracking and recognition of where certain vehicles have been. By sharing a central database, all of the agencies involved give and receive more data. I vote for a central database.

Major Chuck Ruckel, MS, LCC
Field Operations
Collin County Sheriff's Office
4300 Community Ave
McKinney, TX 75071
972-547-5109 Off
214-686-7124 Cell

From: Kelley Stone
Sent: Monday, February 16, 2009 11:02 AM
To: Chuck Ruckel; 'barbarasm@plano.gov'; 'rredden@mckinneytexas.org'; 'jbruce@ci.frisco.tx.us'; Robert Flores (rflores@cityofallen.org); 'scott.stowers@wylietexas.gov'
Subject: Final decision on License Plate Recognition project

All,

Two weeks ago I received a message from a Platescan competitor that "Houston PD was having problems with its Platescan units". I called the radio shop and confirmed that they were having some issues with the older units. I have contacted Barbara Smith with Plano PD and Bob Picioni with Mesquite PD. Both have had no problems with Platescan. Chief Picioni advised that did an extensive evaluation of all of the LPR systems and Platescan was the best option.

Please let me know if you would like to see all of the emails concerning this and I will send them to you.

The Commissioners' Court has approved the Platescan contract and we are ready to proceed with the purchase. Also, I have met with IT about a solution to host all of our data on a centralized server with Collin County. This will allow all agencies participating to share all of the back office information of LP and images collected as discussed in our previous meeting.

Please respond to the following two questions and we will move forward immediately:

1. Purchase Platescan? Yes or No
2. Centralize the data on one server located at Collin County to share access with each jurisdiction as previously discussed? Yes or No

Thank you for your assistance in these matters and please let me know if you would like copies of the previous email correspondence. I will release the hold on our order if all responses are yes.

Kelley Stone
Director, Collin County Homeland Security
Chief, North Central Texas Fusion System
972-548-5537
kstone@collincountytx.gov
www.fusionsystem.us

Think Globally. Act Locally.
From: Kelley Stone  
Sent: Monday, February 16, 2009 11:02 AM  
To: Chuck Ruckel; 'barbarasm@plano.gov'; rredden@mckinneytexas.org; jbruce@ci.frisco.tx.us; Robert Flores (rflores@cityofallen.org); 'scott.stowers@wylietexas.gov'  
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kstone@collincountytx.gov
www.fusionsystem.us

Think Globally. Act Locally.
That is so well put Chuck....anyone ever have a technology vendor that they absolutely loved?

We have gotten good response when needed

Barbara A. Smith------------------------ Sent from my BlackBerry Wireless Handheld

----- Original Message ----- 
From: Chuck Ruckel <cruckel@co.collin.tx.us>
To: Kelley Stone <kstone@collincountytx.gov>; Barbara Smith; rredden@mckinneytexas.org <rredden@mckinneytexas.org>; jbruce@ci.frisco.tx.us; 
rflores@cityofallen.org <rflores@cityofallen.org>; scott.stowers@wylietexas.gov <scott.stowers@wylietexas.gov>
Cc: Rick Allen <rallen@co.collin.tx.us>
Sent: Mon Feb 16 13:06:13 2009
Subject: RE: Final decision on License Plate Recognition project

Kelley-

I believe that no matter which system we buy, we will experience some implementation challenges. Platescan seems to be doing well here locally and Plano has a great deal of experience with them. My vote is to go ahead with the purchase of Platescan.

Also, I feel that the real usefulness of this system is the tracking and recognition of where certain vehicles have been. By sharing a central database, all of the agencies involved give and receive more data. I vote for a central database.

Major Chuck Ruckel, MS, LCC
Field Operations
Collin County Sheriff's Office
4300 Community Ave
McKinney, TX 75071
972-547-5109 Off
214-686-7124 Cell
Kelley Stone

From: Robert Flores [rflores@cityofallen.org]
Sent: Monday, February 16, 2009 1:56 PM
To: Kelley Stone
Subject: RE: Final decision on License Plate Recognition project

Kelley
If the research indicates that Platescan is the best system then I say move forward with the purchase. I like the idea of a centralized server.
R. Flores

From: Kelley Stone [mailto:kstone@collincountytx.gov]
Sent: Monday, February 16, 2009 11:02 AM
To: Chuck Ruckel; barbarasm@plano.gov; redden@mckinneytexas.org; jbruce@ci.frisco.tx.us; Robert Flores; scott.stowers@wylie texas.gov
Subject: Final decision on License Plate Recognition project

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Kelley Stone
Director, Collin County Homeland Security
Chief, North Central Texas Fusion System
972-548-5537
kstone@collincountytx.gov
www.fusionsystem.us
Think Globally. Act Locally.
From: Janna Benson-Caponera  
Sent: Monday, December 29, 2008 9:06 AM  
To: Carol Strickland  
Subject: RE: REQ#124519 - License Plate Recognition - UASI 07 Grant Funds  
Importance: High

Carol,

Ok, you are good to go. Sorry it took so long. I had to wait until they approved the items on the website and then wait until Linda gave me the ok to enter the budget. Anyhow, please let me know the PO #.

Thanks,

Janna M. Benson-Caponera
Grant Administrator  
972-548-4638  
Fax 972-548-4751  
jcaponera@collincountytx.gov

From: Carol Strickland  
Sent: Friday, December 19, 2008 1:29 PM  
To: Lawana Downs; Janna Benson-Caponera  
Subject: FW: REQ#124519 - License Plate Recognition - UASI 07 Grant Funds

Janna,

Please call Lawana @4383 as soon as this gets on the website and she will ask Kelley to approve it. Right now it is in the HOLD status because there is no money in the account.

Lawana,

This req is for $141,000 and the file is in the top file drawer to the left of my desk at the back marked UASI '07 License Plate Recognition.

Thanks,

Carol Strickland
From: Carol Strickland  
Sent: Thursday, December 18, 2008 3:03 PM  
To: Michalyn Rains 
Subject: RE: REQ#124519 - License Plate Recognition - UASI 07 Grant Funds

Thank you very much.

Carol Strickland  
Collin County Homeland Security  
(972)548-5537

---

From: Michalyn Rains  
Sent: Thursday, December 18, 2008 2:52 PM  
To: Carol Strickland; Leslie Harper 
Cc: Janna Benson-Caponera; Stacy Ridling 
Subject: RE: REQ#124519 - License Plate Recognition - UASI 07 Grant Funds

Done, you can enter, Kelley can approve.

Michalyn Rains, CPPO, CPPB  
Contracts Manager  
Collin County Purchasing Department  
200 S. McDonald St., Suite 230  
McKinney, Texas 75069  
972-548-4113 Phone  
972-548-4694 Fax  
mrains@co.collin.tx.us

---

From: Carol Strickland  
Sent: Thursday, December 18, 2008 1:19 PM  
2/29/2008
To: Leslie Harper; Michalyn Rains  
Cc: Janna Benson-Caponera; Stacy Ridling  
Subject: REQ#124519 - License Plate Recognition - UASI 07 Grant Funds

Leslie,

I am trying to enter the PlateScan requisition and I am not authorized to enter ACCT#103-5879-644-9013, Project Code #GT057F. Could you please get me that authorization before I leave tomorrow for vacation? I appreciate your help on this project.

Thanks,

Carol Strickland  
Collin County Homeland Security  
(972)548-5537
Carol Strickland

From: Ken Mackenzie [kmackenzie@Platescan.com]
Sent: Wednesday, December 17, 2008 1:05 PM
To: Kelley Stone
Cc: Carol Strickland
Subject: FW: PlateScan
Follow Up Flag: Follow up
Due By: Thursday, December 18, 2008 12:00 AM
Flag Status: Red

Kelley,

When you have time for us to meet, I would like to discuss implementation of Collin County’s ALPR program. If you have any influence, please make sure that the unit gets assigned to Patrol or somewhere where it will be used 24/7. Capturing the wanted felons and recovering the stolen vehicles with the cameras are great, but what your department will see is that only 30% of the value of the system. Not only will a ALPR system result in increased stolen vehicle arrests/recoveries, felony warrant arrests, locating vehicles on your BOLO list, locating Amber Alert Vehicles, city traffic warrant arrests (which by the way, may assist you in getting your court system to assist you in buying additional units with their Technology Fund) and identifying known sex offenders, but this system will become invaluable to your department 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.

Sometime in the near future, I believe that we will have either a State or at least a regional ALPR database. It is important that all ALPR agencies share this data for greater clearances. I know that Chief David James of Carrollton PD has been tasked by the Texas Chiefs of Police Association to make moves in this direction. Until that is accomplished, you might want to think about hosting a Collin County ALPR database. It would be cheaper for you to buy your own server than thru PlateScan and you could buy a 5 terabyte server for under $10,000 and it would hold the stored data of all six agencies for many years to come. Just something for us to talk about to insure that everyone gets the most use out of these systems as possible.

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.

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 vehicle 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.

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

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

As requested, I have attached a quote for six PlateScan Systems in the name of Collin County. When Captain Roland and Detective Rush of McKinney PD did the original evaluation for ALPR systems in May, I had provided them with three quotes for different systems. They included a three infrared system, a four infrared system and our most popular system, the three infrared plus one internal color camera system. I am not sure which system they recommended to your for purchase, but I did contact Jennifer Rush, who advised that she believed it was the 3+1 system, but wasn’t sure and that you might want to check with Captain Roland. Either way, I went ahead and included quotes for both the 3+1 and the 4IR system. As you can see, both quotes for six systems are well below your allotted funds for this project. With that in mind, I have included our pricing sheet for most of our current systems (except for our portable systems). With the additional funds, you could easily purchase two additional 3+1 systems for a total of $203,960. Better yet, you could purchase six additional 2-color camera systems that would be added on an agency’s existing MDC’s for an additional $51,270. We would have to check each agencies MDC to be sure that the processor would support it, but for a total of $204,240, you would be able to provide EACH of your six agencies with a 3 infrared + 1 color camera system AND a two color camera system. The color system works the same as the IR system during daylight, but requires ambient lighting at night. It works great off just the headlights of the patrol vehicle.

I didn’t figure in any maintenance contract, thinking that you would want each agency to arrange that, however the terms for maintenance contracts are at the bottom of each quote.

Once you and Kelley have a chance to discuss this, I would be happy to come up to do a presentation or demo. Just let me know how I can assist.

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
# Automatic License Plate Recognition System

**CLIENT:** Collin County Homeland Security  
4300 Community Avenue  
McKinney, TX 75071  

**CONTACT:** Ken MacKenzie  
kmackenzie@platescan.com  
214-882-3877

**DATE:** 12/09/08

**ATTENTION:** Kelley Stone  
Collin County, TX 001D

## QUOTE REF:

**Automatic License Plate Recognition System**

<table>
<thead>
<tr>
<th>QUANTITY</th>
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<tbody>
<tr>
<td>6</td>
<td>&quot;PlateScan&quot; mobile 2-camera ALPR system (SYS-P-2-C) Each includes:</td>
<td>$ 5,795.00</td>
<td>$ 34,770.00</td>
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<tr>
<td></td>
<td>GPS Receiver (PS GPS1)</td>
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<td>Color cameras (PSC-C2) capable of reading 2 lanes of traffic</td>
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<td>A software package (PS TX) installed on an existing compatible</td>
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<td>Panasonic Toughbook comprising:</td>
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<td></td>
<td>PlateScan License Plate Recognition system,</td>
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<td>Spectrum police user interface software,</td>
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<td>manual entry software, local database software</td>
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<td>Includes: Internal camera mounts, frame grabbers, cables and installation</td>
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<td>and user manuals</td>
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<td>&quot;PlateScan&quot; Data Analysis Module (PS-DAM)</td>
<td>$ 1,000.00</td>
<td>$ 6,000.00</td>
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<td></td>
<td>This central repository of data downloaded onto an existing server running</td>
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<td>MS-SQL. This system includes the following features:</td>
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<td>The ability to search and archive data downloaded either</td>
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<td>searchable either as a full or partial plate.</td>
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<td></td>
<td>The date, time and GPS coordinates of every license plate</td>
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<td>scanned will be stored and mapped.</td>
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<td>6</td>
<td>Installation and training</td>
<td>1,750.00</td>
<td>$ 10,500.00</td>
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<td></td>
<td>A PlateScan engineer will install your system at your facility</td>
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<td>and train the primary users. Includes travel and accommodations.</td>
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**Annual License Fees**

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**SUBTOTAL** $51,270.00  
**TAX RATE** 0.00%  
**SALES TAX** -  
**TOTAL** $51,270.00

**TERMS:**  
40% on order, 60% on delivery

**DELIVERY:**  
Within 4 weeks of order

**MAINT.:**  
The system is supplied with a one year warranty on all hardware and software, including any upgrades issued during that time. Further annual maintenance to cover all hardware and software is available at 15% of the capital purchase cost.

**THIS PROPOSAL IS VALID FOR 60 DAYS FROM DATE LISTED ABOVE.**
### Automatic License Plate Recognition System

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4300 Community Avenue  
McKinney, TX 75071

**ATTENTION:** Kelley Stone  
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McKinney, TX 75071

**QUOTE REF:** Collin County, TX 001A

**DATE:** 12/09/08

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| 6        | "PlateScan" mobile 4-camera ALPR system (SYS-3+1-CR)  
Each includes:  
Mobile Data Computer with trunk mounts (PS PPU20A)  
GPS Receiver (PS GPS1)  
Cameras capable of reading 4 lanes of traffic simultaneously, consisting of:  
3 dual IR/color overview cameras (PSC R5), externally mounted and  
1 color camera (PSC C2), mounted internally  
A software package (PS TX) comprising:  
Windows XP Operating system, Civicia "PlateScan" License Plate Recognition system, Spectrum police user interface software, manual entry software, local database software  
Each includes: Wiring loom, light bar mounting brackets, external and internal camera mounts and all necessary cables, connectors and installation and user manuals | $22,995.00 | $137,970.00 |
| 6        | "PlateScan" Data Analysis Module (PS-DAM)  
This central repository of data downloaded onto an existing server running MS-SQL includes the following features:  
The ability to search and archive data downloaded either from a memory stick or wirelessly.  
Each plate patch and vehicle image will be stored and be searchable either as a full or partial plate.  
The date, time and GPS coordinates of every license plate scanned will be stored and mapped. | Included | N/C |
| 6        | Installation and training  
A PlateScan engineer will install your system at your facility and train the primary users.  
Annual License Fees | $2,500.00 | $15,000.00 |

**All prices are in US dollars and are exclusive of taxes. These prices are based on the systems being networked to an existing in-car Mobile Data Computer (MDC) running Windows XP or 2000. Where such a system does not exist, we can supply a touch-screen, keyboard and mounts for an additional $2,650 per vehicle.**

**TERMS:** 40% on order, 60% on delivery  
**DELIVERY:** Within 8 weeks of order  
**MAINT.:** The system is supplied with a one year warranty on all hardware and software, including any upgrades issued during that time. Further annual maintenance to cover all hardware and software is available at 1.5% of the capital purchase cost.

**SUBTOTAL** $152,970.00  
**TAX RATE** 0.000%  
**SALES TAX** -  
**TOTAL** $152,970.00

---

**THIS PROPOSAL IS VALID FOR 60 DAYS FROM DATE LISTED ABOVE.**
**Automatic License Plate Recognition System**

**CLIENT:** Collin County Homeland Security  
4300 Community Avenue  
McKinney, TX 75071  
**ATTENTION:** Kelley Stone  
**QUOTE REF:** Collin County, TX 001B  
**CONTACT:** Ken MacKenzie  
kmackenzie@platescan.com  
214-882-3877

**DATE:** 12/09/08

**20101 SW Birch Street, Suite 250, Newport Beach, CA 92660**

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<td></td>
<td>either as a full or partial plate.</td>
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<td>The date, time and GPS coordinates of every license plate scanned will</td>
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<td>be stored and mapped.</td>
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<tr>
<td>6</td>
<td>Installation and training</td>
<td>2,500.00</td>
<td>$15,000.00</td>
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<tr>
<td></td>
<td>A PlateScan engineer will install your system at your facility and</td>
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<td>train the primary users.</td>
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<td></td>
<td>Annual License Fees</td>
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</table>

All prices are in US dollars and are exclusive of taxes. These prices are based on the systems being networked to an existing in-car Mobile Data Computer (MDC) running Windows XP or 2000. Where such a system does not exist, we can supply a touch-screen, keyboard and mounts for an additional $2,650 per vehicle.

<table>
<thead>
<tr>
<th>TAX RATE</th>
<th>SALES TAX</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>0.000%</td>
<td>-</td>
<td>$170,970.00</td>
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**TERMS:** 40% on order, 60% on delivery  
**DELIVERY:** Within 8 weeks of order  
**MAINT.:** The system is supplied with a one year warranty on all hardware and software, including any upgrades issued during that time. Further annual maintenance to cover all hardware and software is available at 15% of the capital purchase cost.

**THIS PROPOSAL IS VALID FOR 60 DAYS FROM DATE LISTED ABOVE.**
**Automatic License Plate Recognition System**

**CLIENT:** Collin County Homeland Security  
4300 Community Avenue  
McKinney, TX 75071

**CONTACT:** Ken MacKenzie  
kmackenzie@platescan.com  
214-882-3877

**DATE:** 12/09/08

**QUOTE REF:** Collin County, TX 001C

<table>
<thead>
<tr>
<th>QUANTITY</th>
<th>DESCRIPTION</th>
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</table>
| 8        | "PlateScan" mobile 4-camera ALPR system (SYS-3+1-CR)  
Each includes:  
Mobile Data Computer with trunk mounts (PS PPU20A)  
GPS Receiver (PS GPS1)  
Cameras capable of reading 4 lanes of traffic simultaneously, consisting of:  
3 dual IR/color overview cameras (PSC R5), externally mounted and  
1 color camera (PSC C2), mounted internally  
A software package (PS TX) comprising:  
Windows XP Operating system, Civica "PlateScan"  
License Plate Recognition system, Spectrum police  
user interface software, manual entry software  
local database software  
Each includes: Wiring loom, light bar mounting brackets, external and internal camera mounts and all necessary cables, connectors and installation and user manuals |
|          | $ 22,995.00 | $ 183,960.00 |
| 8        | "PlateScan" Data Analysis Module (PS-DAM)  
This central repository of data downloaded onto an existing server running MS-SQL includes the following features:  
The ability to search and archive data downloaded either from a memory stick or wirelessly.  
Each plate patch and vehicle image will be stored and be searchable either as a full or partial plate.  
The date, time and GPS coordinates of every license plate scanned will be stored and mapped. |
|          | Included | N/C |
| 8        | Installation and training  
A PlateScan engineer will install your system at your facility and train the primary users.  
Annual License Fees |
|          | 2,500.00 | $ 20,000.00 |

SUBTOTAL $ 203,960.00

TAX RATE 0.000%

SALES TAX -

TOTAL $ 203,960.00

**TERMS:** 40% on order, 60% on delivery

**DELIVERY:** Within 8 weeks of order

**MAINT.:** The system is supplied with a one year warranty on all hardware and software, including any upgrades issued during that time. Further annual maintenance to cover all hardware and software is available at 15% of the capital purchase cost.

**THIS PROPOSAL IS VALID FOR 60 DAYS FROM DATE LISTED ABOVE.**
FULL CAR CONFIGURATIONS

All the following include the PlateScan Connect, a comprehensive back office software system with extensive data mining and mapping capability, multi jurisdiction and multi-vehicle linkage options, installed on a department supplied server.

All full car configuration costs quoted assume that the system will be networked to an existing, compatible in-car computer or MDT with a display or touch-screen mounted in the front of the vehicle.

SYSTEM: SYS-A-2-R
(2 external infrared “dual” cameras with color overview)

System contains:
- PlateScan PSC-CPU1 trunk-mounted processor unit with PlateScan ALPR software preinstalled,
- 2 PSC-5 external infrared dual cameras mounted on a "standard" light-bar, and
- full installation kit including all cables and necessary components for mounting the cameras and processor unit

SRP 1-9 units: $18,995 per vehicle
SRP 10 units and above: $17,995 per vehicle

SYSTEM: SYS-B-3-R
(3 external infrared “dual” cameras with color overview)

System contains:
- PlateScan PSC-CPU1 trunk-mounted processor unit with PlateScan ALPR software preinstalled
- 3 PSC-5 external infrared dual cameras mounted on a "standard" light-bar, and
- full installation kit including all cables and necessary components for mounting the cameras and processor unit

SRP 1-9 units: $21,995 per vehicle
SRP 10 units and above: $20,995 per vehicle
SYSTEM SYS-C-3+1-CR
(3 external infrared "dual" cameras with color overview and 1 internal color recognition camera)

System contains:
- PlateScan PSC-CPU1 trunk mounted processor unit with PlateScan ALPR software preinstalled
- 3 PSC-5 external infrared dual cameras mounted on a "standard" light-bar
- 1 PSC-C1 internal color recognition camera and
- full installation kit including all cables and necessary components for mounting the cameras and processor unit

Cost 1-9 units: $22,995 per vehicle
Cost 10 units and above: $21,995 per vehicle

SYSTEM SYS-D-2+2-CR
(2 external infrared "dual" cameras with color overview and 2 internal color recognition cameras)

System contains:
PlateScan PSC-CPU1 trunk mounted processor unit with PlateScan ALPR software preinstalled
- 2 PSC-5 external infrared dual cameras mounted on light-bar
- 2 PSC-C1 internal color recognition cameras and
- full installation kit including all cables and necessary components for mounting the cameras and processor unit

Cost 1-9 units: $19,995 per vehicle
Cost 10 units and above: $18,995 per vehicle

PANASONIC ARBITRATOR CONFIGURATION

The following includes PlateScan Connect, a comprehensive back office software system with extensive data mining and mapping capability, multi jurisdiction and multi-vehicle linkage options, installed on a department supplied server.

SYSTEM: SYS-ARB-1-C
(integrated with one camera Panasonic Arbitrator system - minimum 10 units*)
*For orders under 10 units, PlateScan Connect will be priced separately

System contains:
- PlateScan ALPR software
- Frame grabber

SRP: Units 10-100: $4,295 per vehicle
SRP: Units 101-250: $4,080 per vehicle
SRP: Units 251+: $3,876 per vehicle
PANASONIC TOUGHBOOK CONFIGURATIONS

SYSTEM: SYS-P-1-C
(1 internal color camera connected to a compatible Panasonic Toughbook or similar MDT)

System contains:
- PlateScan ALPR software installed on existing compatible Panasonic Toughbook or similar MDT
- Color camera (PSC-C2)
- Frame grabber
- Camera mount

SRP: $4,495 per vehicle

SYSTEM: SYS-P-2-C
(2 internal color camera connected to a compatible Panasonic Toughbook)

System contains:
- PlateScan ALPR software installed on existing compatible Panasonic Toughbook or similar MDT
- 2 color cameras (PSC-C2)
- 2 frame grabbers
- Camera mounts

SRP: $5,795 per vehicle

PlateScan Connect
A comprehensive back office software system with extensive data mining and mapping capability, multi jurisdiction and multi vehicle linkage options, installed on a department supplied server.

Cost: $1,000 per vehicle

Options:

Installation and training
This service can be quoted and provided on receipt of the detailed information required and contained in the PlateScan Installation Questionnaire.

Software maintenance, upgrades and hardware maintenance
All systems (hardware and software) are warranted for one year.

Full car configurations and Panasonic Toughbook configurations:
Beyond the first free year, an extension to the warranty, covering all hardware and software, is available at an annual rate of 15% of the initial contract system price (excluding training costs).
Panasonic Arbitrator configurations:
Beyond the first free year, an extension to the warranty, covering all hardware and software, is available at an annual rate of 10% of the initial contract system price (excluding training costs).

Supplementary online training may be required to support improved features contained in future software releases. If required, the cost for each online session will be $250.

Touch screen and keyboard
With full vehicle configurations, should a vehicle not have an available display in the front of the vehicle, PlateScan can provide a touch screen and keyboard.

PSC-TS1/KB1 Touch screen, including mount and ruggedized keyboard: $2,650

Recommended delivery terms
Full car configurations: 8 weeks from confirmed order.
Panasonic configurations: 4-6 weeks, depending on volume
PORTABLE CONFIGURATIONS

PlateScan's portable automatic license plate system offers its users the power of a fully configured in-vehicle system with the flexibility to be easily moved from place-to-place and vehicle-to-vehicle. It can run from one to four cameras simultaneously, including any combination of infrared and color cameras.

The system consists of two ruggedized cases. One contains the recognition computer, keyboard, monitor and connections for attaching cameras, memory sticks and GPS devices. The other contains cameras, cables, mounts and other supporting equipment.

This portable system can operate directly from a 12v DC source, such as a pair of cigarette lighters, or from 110v AC, connected to the system via a standard power converter. It can be set up and dismantled quickly, enabling the users to respond to tactical changes any situation requires.

Once powered up, the system initializes with the click of one button and will be reading plates within one minute. Any number of databases of "vehicles of interest" can be loaded into the system either wirelessly or manually via memory stick. If the system is connected wirelessly to a central server, matches to license plates listed in those databases can be automatically transmitted, enabling the agency to act on them accordingly.

All plate reads can also be stored in the portable system for later use or batched and transmitted back to a central server on a regular schedule so that data analysts and other interested users can make use of the information quickly. This information can be automatically entered into PlateScan's powerful back office data management system, PlateScan Connect.

When the operation is completed, a single click of the same button automatically shuts the system down safely and turns the power off.

All the following include PlateScan Connect, a comprehensive back office software system with extensive data mining and mapping capability, multi-jurisdiction and multi-vehicle linkage options, installed on a department supplied server.

SYSTEM: SYS-AP-2-R
(2 external infrared "dual" cameras with color overview)

SRP: $19,995 per vehicle
SYSTEM SYS-DP-2+2-CR
(2 external infrared “dual” cameras with color overview and 2 internal color recognition cameras)
SRP: $20,995 per vehicle

SYSTEM SYS-EP-2+1-CR
(2 external infrared “dual” cameras with color overview and 1 internal color recognition camera)
SRP: $20,495 per vehicle

SYSTEM SYS-FP-2-C
(2 internal color recognition cameras)
SRP: $8,745 per vehicle

Training
This service can be quoted upon request.

Software maintenance, upgrades and hardware maintenance
Beyond the first free year, these are available at an annual rate of 15% of the initial contract system price (excluding training costs). Supplementary online training may be required to support improved features contained in future software releases. If required, the cost for each online session will be $250.

Delivery/Payment terms
8 weeks from confirmed order.
40% of contract value on customer’s receipt of goods.
60% balance 30 days after receipt of goods.