

Bidder - Please complete and return

BID SUMMARY

TITLE: CITY OF TRAVERSE CITY - TCPS LPR PROPOSALS

DUE DATE: MONDAY, FEBRUARY 12, 2018 AT 2 PM

Having carefully examined the attached specifications and any other applicable information, the undersigned proposes to furnish all items necessary for and reasonably incidental to the proper completion of this bid. Bidder submits this bid and agrees to meet or exceed all requirements and specifications unless otherwise indicated in writing and attached hereto.

Bidder certifies that as of the date of this bid the Company or he/she is not in arrears to the City of Traverse City for debt or contract and is in no way a defaulter as provided in Section 152, Chapter XVI of the Charter of the City of Traverse City.

Bidder understands and agrees, if selected as the successful Bidder, to accept a Purchase Order / Service Order / Contract and to provide proof of the required insurance.

Bidder submits this bid and agrees to meet or exceed all the City of Traverse City's requirements and specifications unless otherwise indicated in writing and attached hereto. Bidder shall comply with all applicable federal, state, local and building codes, laws, rules and regulations and obtain any required permits for this work.

The Bidder certifies that it is in compliance with the City's Nondiscrimination Policy as set forth in Administrative Order No. 47 and Chapter 605 of the City's Codified Ordinances.

The Bidder certifies that none of the following circumstances have occurred with respect to the Bidder, an officer of the Bidder, or an owner of a 25% or more share in the Bidder's business, within 3 years prior to the bid:

- (a) conviction of a criminal offense incident to the application for or performance of a contract;
- (b) conviction of embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, or any other offense which currently, seriously and directly reflects on the Bidder's business integrity;
- (c) conviction under state or federal antitrust statutes;
- (d) attempting to influence a public employee to breach ethical conduct standards; or
- (e) conviction of a criminal offense or other violation of other state, local, or federal law, as determined by a court of competent jurisdiction or an administrative proceeding, which in the opinion of the City indicates that the bidder is unable to perform responsibility or which

reflects a lack of integrity that could negatively impact or reflect upon the City of Traverse City, including but not limited to, any of the following offenses or violations of:

- i. The Natural Resources and Environmental Protection Act.
- ii. A persistent and knowing violation of the Michigan Consumer Protection Act.
- iii. Willful or persistent violations of the Michigan Occupational Health and Safety Act.
- iv. A violation of federal, local, or state civil rights, equal rights, or non-discrimination laws, rules, or regulations.
- v. Repeated or flagrant violations of laws related to the payment of wages and fringe benefits.

(f) the loss of a license or the right to do business or practice a profession, the loss or suspension of which indicates dishonesty, a lack of integrity, or a failure or refusal to perform in accordance with the ethical standards of the business or profession in question.

Bidder understands that the City reserves the right to accept any or all bids in whole or part and to waive irregularities in any bid in the best interest of the City. The bid will be evaluated and awarded on the basis of the best value to the City. The criteria used by the City may include, but will not be limited to: ability, qualifications, timeframe, experience, price, type and amount of equipment, accessories, options, insurance, permits, licenses, other pertinent factors and overall capability to meet the needs of the City. The City is sales tax exempt – Government.

Bidder agrees that the bid may not be withdrawn for a period of sixty (60) days from the actual date of the opening of the bid.

Submitted by:

DocuSigned by:

40A0C223C3A3438...
 Signature

Tim Maginn - EVP Sales
Name and Title (Print)

<u>317.524.5500</u>	<u>317.524.5501</u>
Phone	Fax

EMAIL ADDRESS:
ssheeran@t2systems.com

T2 Systems, Inc
Company Name

8900 Keystone Crossing, Suite 700
Company Address

<u>Indianapolis</u>	<u>IN</u>	<u>46240</u>
City,	State,	Zip

Corporation
 Sole proprietorship/partnership/corporation
Indiana
 If corporation, state of corporation



Powerful Solutions for Parking

**TCPS LPR Proposals
Prepared for the City of Traverse City
Submitted by T2 Systems
February 10th, 2018**



February 6, 2018

Hello, City of Traverse City team:

Thank you for considering T2 Systems in your search for a mobile LPR partner. We are proud to continue to help you improve operational efficiencies as well as expand our partnership through improved enforcement capabilities and staff utilization.

T2 offers the best solution to meet your needs. We value the long time relationship we have with the City of Traverse City and believe that we can continue to grow your parking operation with our permit and enforcement capabilities and our partnership with Genetec's AutoVu mobile LPR solution.

We believe the following capabilities can solve your current challenges:

- Identify repeat offenders and scofflaws.
- Improve the city's downtown permit program as well as future residential permit programs.
- Collection of occupancy and tire chalk data to optimize utilization of parking space turnover.
- Useful reporting for managing space utilization.

We are eager to share more about our unique approach to parking management and the benefits of collaborating with T2. The following document addresses the specific topics covered in your recent request. We are confident we have the right solution to help you achieve your goals.

Thank you again for this great opportunity!

Sincerely,

A handwritten signature in black ink, appearing to read 'Sean Sheeran', written over a horizontal line.

Sean Sheeran

Manager, T2 Flex Permit and Enforcement

ssheeran@t2systems.com

Phone: 317-524-7429

Fax: 775-822-5826



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Executive Summary

You need a partner who has deep roots in the parking industry that understands where the industry has been, where it is now, and where it's headed. Having the right technology partner in place can help you create operational efficiencies, boost revenue, and reveal powerful insights—so you can focus more time and attention on providing the best possible customer experience.

Choosing T2 as your partner gives you a distinct advantage because T2 products are built to solve the parking challenges you face now and in the future.

As parkers become more connected, their expectations will continue to accelerate. Your customers want their needs to be anticipated and to be offered relevant solutions. Your customers expect a convenient experience in all parking interactions—creating seamless journeys with the City of Traverse City.

What is LPR?

Automatic License Plate Recognition (LPR) is a method by which cameras will take an image of the rear or the front of a vehicle, extract the license plate information via software, and identify parking violations. The cameras are mounted to a patrol vehicle. Once the license plate image is captured and converted to a usable data format, the parking management program will then use the data to perform the prescribed operational tasks. These tasks may include access control for gated or ungated operation, transaction confirmation, virtual permitting, inventory and counting management, and enforcement.

Creating Operational Efficiencies

Your goal is to implement a solution that will maximize parking space utilization and improve staff efficiencies. T2 Systems looks forward to the opportunity to expand our partnership with the city to provide a cost-effective and flexible solution for today as well as tomorrow's growth.

Here at T2, we are proud to be parking experts. We have helped organizations of all shapes and sizes transform into more efficient, productive, and profitable parking operations. We do this by gaining an in-depth understanding of your objectives to help you align your strategy and technology. We will focus on maximizing your resources to help you drive revenue and improve your customer experience.

Our Recommendation

We recommend that the City of Traverse City collaborate with T2 Systems and Genetec for the implementation of a mobile LPR solution.

Specifically, our solution involves the following scope:

- Implementation and training of Genetec's AutoVu mobile LPR hardware and software solution.
- Seamless integration with your T2 Flex solution for permit and enforcement scofflaw data.
- Citation issues will be completed using the T2 mobile enforcement application software with the city's current devices.

Why T2 is the Right Choice for the City of Traverse City

There are several reasons why T2 is the best partner for you on this project. These reasons are core strengths of our team that differentiate us from the competition and enable us to deliver the most value for the city.



Enforcement is accomplished through the integration of Genetec's Mobile LPR system, AutoVu and the T2 software. Enforcement data is stored in T2 Flex and the two modules work together to streamline data and make issuing citations for enforcement officers very easy.

Genetec and T2 have been working together, delivering effective LPR enforcement solutions since 2010. This is longer than most LPR based enforcement companies have been in business. Together, we have installed this integrated solution for nearly 50 combined customers.

In addition, our T2 customer group is the largest, most collaborative in the industry with over 4,000 active members, and still growing. Partnering with T2 also means partnering with a community of your peers who are constantly collaborating with one another to share best practices and advice.

How LPR Impacts Operations

We understand the challenges you are facing in order to achieve your business goals and how LPR will influence and improve your parking operation:

Enforcement Efficiency

- Check more vehicles with fewer people (hundreds per minute) with 90%+ accuracy
- Real-time permit and paid transactions

Greater Compliance

- Check locations more frequently throughout the day
- Catch more scofflaws by efficiently checking every vehicle

Mobile Enforcement App

- Uploads citation information directly into Flex
- Allows you to take pictures and attach them to the citation file

Summary

We understand the challenges you are facing and our experienced team is ready to help you navigate the dynamic parking management landscape. We take pride in our technology, processes, and staff that help more than 1,500 organizations manage parking efficiently and effectively. We are equally proud of the community of customers we've built—and as a T2 customer, you gain invaluable access to a supportive network of your parking industry peers and colleagues.

We love working with organizations like the City of Traverse City who embrace the changes required for growth while still honoring their values and putting their customers at the center of what they do. We are eager to work with your team to implement a mobile LPR solution that integrates with your current T2 Flex solution.

We are confident we have the right solution for you in the combination of our industry-leading products and our implementation expertise.



Scope of Services

Item #	Requirement	Response
1	Does the system allow for on-street and lot occupancy counts?	Genetec: Yes, note that for accuracy, a consistent route must be driven
2	What types of occupancy reports are included?	Genetec: Occupancy by Zone, Hit Rule, % of occupancy, Lot # as well as total vehicles
3	Does the system integrate with T2 Systems mobile enforcement?	Permit and vehicle scofflaw data will be sent from T2 Flex to Genetec's AutoVu software. When a citation is issued, the City will use their existing mobile enforcement application. When the citation issued, it will upload to the city's Flex database. T2 is developing more integration features specific to the T2 mobile enforcement application. The new integration features are have a planned release in 2018.
4	How does the system utilize the T2 Systems enforcement data to identify scofflaws?	T2 and Genetec synchronize to share the lists provided by the T2 System. Genetec can also use End User generated lists for additional hotlists including pay station data for the city's Luke II pay station units.
5	How does the system utilize the T2 Systems permit data to flag a vehicle that does not have a valid permit?	T2 provides the Genetec server with a list of authorized permit holders. When the vehicle scans a plate that is not on the permit list, an alert is generated for operator review.
6	How does the system utilize the T2 Systems permit data (multiple license plates linked to one permit) to flag a vehicle where the permit was identified for use in another lot?	T2 provides Genetec a list of permit holders with unique IDs associated to each plate entry. If the vehicle scans 2 plates within a predefined time period associated to a single account, the vehicle will flag both the original vehicle and the secondary vehicle for operator review.
7	How does the system chalk vehicles for time-restricted areas?	A separate camera is included for tire valve stems. If the valve stem is in the same location in the before/after photo, it is assumed the car has not moved.



8	What types of enforcement reports are included?	Genetec: Reports including Enforced, Not Enforced, Violation Type, Operator, Zone, Timestamps, plate and context Image, duration.
9	What types of chalk reports are included?	Same as above.
10	The City of Traverse City strives to go green and intends to utilize fully electric vehicles. What are the vehicle requirements for a fully functional LPR system?	Genetec: The system draws 30W @ 12/24Volts. We have installed on fully electric vehicles. The system turns on/off automatically based on ignition (typical).
11	The downtown utilizes one-way streets with two lanes. Is additional equipment needed on the driver's side to utilize the LPR system on one-way streets?	A typical system includes a left and right side cameras. Note that for tire chalking (only); only one side at a time can scanned.
12	What are the connectivity requirements of the on-board electronic devices used to connect and communicate in real-time with T2 Flex database or the T2 Flex mobile enforcement app?	Genetec: A live cellular connection is necessary. Note that plate images can be offloaded over Wi-Fi hotspot, but cellular is preferred for a more stable connection.
13	Are on-board electronic devices and LPR devices covered under warranty?	Genetec: Yes, 1 year is standard and up to 5 years is available.

Cost and Services

Requirement	Comments	Cost
Equipment – Year 1 - List all equipment needed for a fully functional LPR System.	Genetec <ul style="list-style-type: none"> • AutoVu SharpX OVERTIME Dual Base Kit includes main processing unit, hard mount brackets, wiring, Navigator Kit, AutoVu Parking Kits - Inventory w/GPS 	\$36,019.20
Equipment – On-board computer or tablet or electronic device used for LPR software.	Panasonic Toughbook CF20 Dual Mode Notebook Complete Kit; 5 year warranty on the laptop	\$6,000
Equipment – Year 2 and subsequent – List maintenance fees or equipment extended warranty fees and fees related to a recommended spare parts list (if applicable).	Optional: <ul style="list-style-type: none"> • Remote Support: <ol style="list-style-type: none"> 1) Remote Support Labor for 1YR. MON-FRI during normal business hours (8-4:30pm CST) for up to 30hrs. Reply within 24hrs 2) AU-K-OXX- advanced swap warranty service upgrade from return and repair for first year of sale. 3) Extended Warranty for AU-K-OXX kit with Advance Replacement coverage 2 Year (warranty cannot extend past 5th year after purchase). • 3 Year Advanced Replacement Extended Warranty for AU-K-OXX kit with Advance Replacement coverage - 4 Years additional coverage. 	Remote Support Option Cost: <ol style="list-style-type: none"> 1) \$2,160 2) \$1,040 3) \$8,986 3 Year Advanced Replacement: \$15,725
Service – Cellular or data needed for on-board electronic device (Please note if it is in the City's best interest to obtain a cellular plan).	Yes. Cellular is preferred. SIM card required by City of Traverse City.	



<p>Software – Year 1 - List all software needed enforcement, occupancy counts, tire chalking, and permit enforcement.</p>	<p>Genetec:</p> <ul style="list-style-type: none"> • Genetec™ Advantage for 1 AutoVu mobile system connection to Security Center - 5 Years • Mapping License including data for North America – Per vehicle license. • Permit zone configuration services for AutoVu mobile City with or without wheel imaging. Maximum of 50 permit zones will be configured. • GSC AutoVu Managed Service 2.0 for one (1) year. Max 1 year hit retention (with images) & 1 year read retention (w/o images) • GSC AutoVu Managed Service 1 Patroller Connection for one (1) year. 	<p>\$6,920</p>
<p>Software – List integration fees for use with T2 Systems.</p>	<p>LPR Integration Fee (Permit and Scofflaw data)</p>	<p>\$3,000</p>
<p>Software – Year 2 and subsequent – List all subscription fees or upgrade fees</p>	<p>Genetec:</p> <ul style="list-style-type: none"> • GSC AutoVu Managed Service 2.0 for one (1) year. Max 1 year hit retention (with images) & 1 year read retention (w/o images) • GSC AutoVu Managed Service 1 Patroller Connection for one (1) year 	<p>\$4,680 annually</p>
<p>Installation – List all installation and setup fees.</p>	<p>Project Management, Installation labor, and Training</p>	<p>\$11,400</p>

Note: As part of this proposal, should the City chose to feed your Iris pay station data into Genetec AutoVu software, T2 will waive the Iris integration fee of \$3,120 (\$10 per unit, per month) annually.



Company Information

Legal Company Name:	T2 Systems Inc.
Address (HQ):	8900 Keystone Crossing, Suite 700 Indianapolis, IN 46240
Address (Satellite Offices):	T2 Systems, Atlanta 5730 Oakbrook Pkwy #140 Norcross, GA 30093
	T2 Systems, Canada 4321 Still Creek Drive, Suite 330 Burnaby, BC V5C6S7

Overview

T2 Systems was founded in 1994 with one simple goal: make parking better. We accomplish that by focusing on our customers, which means giving you more solutions to make parking management as seamless as possible. We have worked hard for more than two decades to build a platform of services that are geared toward increasing efficiency, improving ease of parking management and boosting revenue for our customers. Our UNIFI Parking Management Platform is the parking industry's most comprehensive solution suite, period. This powerhouse, customer-focused technology puts all the tools you need at your fingertips, with one place to manage:

- Permits
- Enforcement
- PARCS
- Multi-space Pay Stations
- Business Intelligence
- Vehicle Counting
- Citation Services
- Event Parking

Since our founding, we have established a leadership position in the parking industry and continue to pave the way in new technologies to make parking better. Our company, staff and solutions have been recognized by a variety of third-party organizations over the years. In 2016, we were proud to be included on Deloitte's 2016 Technology Fast 500 and Inc. 5000's 2016 List of America's Fastest-Growing Companies. While acknowledgement of our achievements is appreciated, what those accolades mean to us is that any success we have achieved is an indication that we are, indeed making parking better for thousands of parking professionals like you. T2 is driven to make the lives of our customers (and, therefore, your customers) easier by partnering with you to deliver mission-critical technology, solutions and expertise, tailored for your success.

We move forward with the vision to constantly improve parking and provide intelligent parking solutions for every journey.



Partnering for Success

More than 1,500 organizations across North America partner with T2 to utilize available parking more efficiently, streamline operations, improve customer service and significantly increase parking revenue. We serve customers who operate locally, regionally, and nationally—many of whom are parking industry leaders and award-winners.

The T2 Advantage

T2 has proven experience and deep roots in the evolving parking industry. The depth and breadth of industry know-how that our talented T2 staff bring to each project provides our customers with an advantage in the parking business. Our commitment to bettering this industry is evident in our exceptional products and services, through leadership and strong, long-lasting customer relationships.

Mission

T2's mission is to contribute to our customers' success by delivering mission-critical technology, solutions and expertise in the parking industry.

Acquisitions

Furthermore, T2 was acquired in 2016 by Thoma Bravo, a leading private equity firm focused on the software and technology-enabled services sectors. Our new partnership with Thoma Bravo allows our team to continue to strengthen our operations and invest in new growth initiatives to increase the value of our business.

In July 2017, T2 acquired ParkingSoft. Based in Atlanta, ParkingSoft brought to market the first SaaS barcode-only PARCS system, which greatly enhances a parking owner's ability to monitor, manage and maintain their PARCS equipment—resulting in lower operating effort with industry-leading flexibility via open APIs. These products support a full range of parking garage operations, from a single location to a full enterprise operation.

Our acquisition of ParkingSoft expanded our product offerings by adding a PARCS solution that can stand alone or integrate with the T2 platform. By combining our parking management platform with ParkingSoft's established products, we offer the broadest, most flexible portfolio for parking professionals.

Financial Strength

T2 has proven experience and deep roots in the evolving parking industry. With more than two decades of experience and 250 employees, we have significant experience and resources available to help you reach your goals. Our commitment to bettering the parking industry is evident in our quality products and services, thought leadership and strong customer relationships.

T2 Systems, Financial Statements have been attached in the Appendix



References:

University of Wisconsin La Crosse

Contact Person: Victor Hill

Telephone: (608) 785-8056

City of Fort Collins, Colorado

Contact Person: Mike Eckels

Telephone: (970) 221-6355

Michigan State University

Contact Person: John Prush

Telephone (517) 432-1942

Response to:

City of Traverse City – TCPS LPR Proposal



February 12, 2018

Submitted by:



Traffic and Safety Control Systems, Inc.

Tom Neff, Sales Representative

48584 Downing, Wixom, MI 48393

Office: (248) 348-0570

Facsimile: (248) 348-6505

tomn@trafficandsafety.com





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Traffic & Safety Control Systems, Inc.

Executive Summary

City of Traverse City
Governmental Center, 2nd Floor
400 Boardman Avenue
Traverse City, MI 49684

Subject: City of Traverse City – TCPS LPR Proposal

Dear Ms. Julie Dalton,

Traffic and Safety Control Systems, INC is pleased to submit this formal response to City of Traverse City regarding the TCPS request for LPR proposals. Traffic and Safety has partnered with Tannery Creek Systems, a leader in LPR technology. We believe that a Tannery Creek solution is the best route to achieving the requirements stipulated in the RFP. Also, Tannery Creek continually updates their systems to stay current as technology changes. This will allow The City of Traverse City to easily adapt to new technology in the future.

Tannery Creek's award winning autoChalk product has many successful deployments across North America. The system has proven effective in all types of weather conditions and environments. Tannery Creek has existing integrations with many enforcement tools as well as the LUKE II pay station system. autoChalk utilizes both camera technology and laser technology to detect and analyze the environment. This dual technology increases system accuracy and is not fooled by license plate covers or damaged plates.

Traffic and Safety has over 43 years experience installing and supporting parking systems and parking operators throughout Michigan. We are proud to serve the largest operations in Michigan including Michigan State University, University of Michigan, Wayne State University, Grand Valley State University, City of Grand Rapids, City of Detroit, Cobo Center, Ford Field, Ann Arbor DDA, and the Bedrock/Quicken Loans locations in downtown Detroit. Our main office is located at 48584 Downing, Wixom, MI 48393. We also have offices located in Greater Grand Rapids, MI.

Thank you for the opportunity to present our solution. We are happy to provide any further information you may need.

Tom Neff
Traffic and Safety Control Systems Inc
Sales Representative

248-756-7027
tomn@trafficandsafety.com

Traffic and Safety / Tannery Creek Response: City of Traverse City – TCPS Proposals



Traffic & Safety Control Systems, Inc.

General Information on Company

Traffic and Safety Control Systems, INC is a family owned Corporation based in Wixom, MI: 48584 Downing, Wixom, MI 48393. We also have a branch office in Greater Grand Rapids, MI. Traffic and Safety has provided parking equipment to organizations around the state of Michigan for over 40 years. Our technicians are factory trained and certified. We focus on customer satisfaction and supply top tier products. Traffic and Safety has an extensive client list and our employees are active in many community based & parking geared organizations in Michigan such as the Michigan Parking Association, Michigan Downtowns Association, and mParks.

Traffic and Safety as partnered with Tannery Creek for this product offering. Tannery Creek Systems Inc is a privately held niche company located near the City of Toronto, Ontario, Canada. Tannery has been in business for thirteen years and was founded by Bill Franklin, P.Eng. and Jeff Bethune B.A.Sc. (VP Engineering) with the goal of a client focused company employing talented passionate people to build great products. (The RFP document requested financial documents – I have included our recent balance sheet statement on our response. Please view table of contents to locate this document.)

Today Tannery has clients across the United States and Canada, and has steadily built a strong reputation for quality, innovativeness and exceptional client support. Recently Tannery won the 2015 Business Achievement Award for Technological Advancement from the City of Vaughan Chamber of Commerce.

References – Current Tannery Creek autoChalk Users

City of Calgary, Alberta, Canada

800 Macleod Trail SE,
Calgary, AB T2P 2M5

Contacts:

Joan Hay, Manager Parking Enforcement: (403) 537-7117;

Myles Dyck, Manager, Business Services, ROADS, Office: (403) 268-4895

Piloted in spring 2006 and in continuous operation since June 2007. The Calgary Parking Authority implemented (in 2007) very innovative programs for cell phone parking and green initiatives collectively under the ParkPlus name (www.ParkPlus.com). Tannery's autoChalk is used to enforce timed and cell phone parking (i.e. ParkPlus). Calgary uses mail out tickets and has six autoChalk units. Each autoChalk vehicle handles 1,500 to 2,500 vehicles per day or in aggregate about 12,000 plates per day. The autoChalk system is mounted on a Toyota Venza, Ford Escape Hybrid, and standard Ford Escapes. Weather conditions are harsh ranging from -40F to +90F (-40C to +40C) and snow.



Traffic & Safety Control Systems, Inc.

Calgary also uses autoChalk Parkade, Tannery's fixed camera system, for enforcing paid parking in the Calgary Parking Authority's parkades. Currently five parking facilities are using autoChalk Parkade and are a combination of exterior and interior camera operation. Altogether the autoChalk system is processing around 30,000 vehicles per day.

City of Fredericksburg, Virginia

Police Department
2200 Cowan Blvd,
Fredericksburg, VA 22401

Contacts:

Chief Dave Nye, Police Department, (540) 654-5702

Fredericksburg is a historic city near Washington DC. A magnet for tourists (1.5 million annually), Fredericksburg is very close to pivotal civil war battlefields, features beautiful period homes and was one time residence to famous American founders such as George Washington and Thomas Jefferson.

Since the introduction of Tannery Creek LPR system in 2017, parking compliance has soared, with 20% decrease in overtime parking, less cheating, and the entire city scanned instead of just downtown. To walk and chalk the entire city just once takes a little under 5 hours while autoChalk scans in only 30 to 40 minutes. Fredericksburg's autoChalk is mounted on a Toyota Highlander Hybrid.

City of Madison, Wisconsin

City County Building
210 Martin Luther King Jr. Blvd,
Madison, WI 53703

Contacts:

Stefanie Niesen- sniesen@cityofmadison.com Parking Enforcement Manager, (608) 266-4623
Jason Temby- JTemby@cityofmadison.com Lead Parking Enforcement

Two systems installed September 2009. Vehicles are Ford Escape, and Jeep. System has been continually productive since installation. System has increased productivity and parker compliance.

City of Santa Rosa, California

100 Santa Rosa Avenue,
Santa Rosa, CA 95404

Contacts:

Janet Reisner- jreisner@srcity.org Supervising Parking Enforcement Officer (707) 543-3048



Traffic & Safety Control Systems, Inc.

Santa Rosa is a vibrant city north of San Francisco and autoChalk is used primarily to enforce time based parking. One system was installed February 2011 and is mounted on a Ford Escape Hybrid, and has been in continual operation.

City of Santa Barbara, California

735 Anacapa Street,
Santa Barbara, CA 93101

Contacts:

David Straede, Systems Analyst, Information Technology, (805) 897-3736
Juanita Smith, Staff Sergeant (manages the PEOs) (805) 331 6605

Operational since February 2009. Santa Barbara is a very attractive historic town and autoChalk is used to enforce time based parking and perform LPR to search for stolen or bootable cars. autoChalk is mounted on a specialized parking enforcement vehicle called the Go-4.

City of Flint Downtown Development Authority, MI

501 Church Street,
Flint, MI 48502
(810) 767-2297

Contacts:

Gerard Burnash, Executive Director of Flint DDA gburnash@flintdda.org

Flint DDA has utilized Tannery Creek LPR solution since 2012. System has greatly increased parking enforcement productivity and parker compliance. autoChalk is currently installed in a Chevy Volt enforcement vehicle. Flint's system is integrated with the T2 Canada LUKE II parking system AND Passport Mobile Pay App to automatically pull paid parking sessions and flag license plates that do not reflect a payment in Passport or IRIS.

City of St. Joseph, MI

700 Broad Street,
St. Joseph, MI 49085

Contacts:

Greg Grothous, Deputy Director of Public Works / Parks & Recreation (269) 985-0309

The City of St. Joseph installed autoChalk in 2017 to enforce beach parking lots and enforce time limit parking (tire chalk enforcement) for their main on-street spaces. System is installed in a 2015 Ford Explorer police vehicle. autoChalk has replaced the old method of hand chalking



Traffic & Safety Control Systems, Inc.

tires. This has increased enforcement capabilities, increased parker compliance, and allowed the City data regarding parking trends and system utilization.

Response to Scope of Services

Item #	Requirement	Response
1	Does the system allow for on-street and lot occupancy counts?	Yes. autoChalk automatically counts vehicles and creates parking occupancy values. These values can be printed in a consolidated report.
2	What types of occupancy reports are included?	Occupancy per block face is most common. Some of our clients have used autoChalk to perform duration studies in addition to occupancy studies.
3	Does the system integrate with T2 Systems mobile enforcement?	Yes. autoChalk already integrates with the Luke paystations and pay by phone systems and is currently integrating with T2 for a mutual client.
4	How does the system utilize the T2 Systems enforcement data to identify scofflaws?	autoChalk integrates with T2 in two methods: 1) a simple CSV file can be exported from T2 flex and imported by autoChalk and 2) Tannery is adding a component to extract the scofflaws, permits and other lists directly from T2 Flex.
5	How does the system utilize the T2 Systems permit data to flag a vehicle that does not have a valid permit?	autoChalk imports all permits as a "white list". Since permit lists such as RPP have location specific criteria, Tannery will map the City's RPP zones. In this way the PEO can drive and autoChalk will automatically adjust the lists to the appropriate parking zone (e.g. RPP Zone C).
6	How does the system utilize the T2 Systems permit data (multiple license plates linked to one permit) to flag a vehicle where the permit was identified for use in another lot?	As in the previous point (5), autoChalk automatically adjusts to differing parking zone policies (e.g. a different list). If a plate is registered to say lot D and it is found in lot B, autoChalk will sound an alert.
7	How does the system chalk vehicles for time restricted areas?	autoChalk performs digital chalking as follows: Each vehicle is detected by a laser. This is true whether or not it has a visible license plate, something that is very useful in the winter. When a vehicle is detected, its precise GPS coordinates are recorded. At this point one or both of the following methods are used to identify the vehicle a) LPR – the vehicle is recognized by plate b) Size shape & color. In this case if the plate is covered with snow or is missing autoChalk still recognizes the vehicle and alerts the PEO. Whenever a vehicle is detected it is compared to the previous vehicle in that location (if applicable). Vehicles that appear to be the same issue an alert to the driver. Note that autoChalk automatically adjusts to differing time zones and Tannery will map your city, for example 20 minute



		loading areas versus 1 hour and 2 hour in other locations.
8	What types of enforcement reports are included?	Citations per: 1) street 2) PEO 3) per day, month, year 4) zone 5) custom reports can be generated
9	What types of chalk reports are included?	autoChalk reports listed above and custom reports are available for chalking reports.
10	The City of Traverse City strives to go green and intends to utilize fully-electric vehicles. What are the vehicle requirements for a fully functional LPR system?	autoChalk has been mounted on several types of hybrid and fully electric vehicles including: <ul style="list-style-type: none"> • Hybrids (Toyota, Ford) • Chev Volt • Go4 all electric In general 120 watts needs to be allocated to autoChalk. It has little impact on the vehicle's range.
11	The downtown utilizes one way streets with two lanes. Is additional equipment needed on the driver's side to utilize the LPR system on one-way streets?	autoChalk that the city receives will work on one ways streets and can scan either side.
12	What are the connectivity requirements of the on-board electronic devices used to connect and communicate in real-time with T2 Flex database or the T2 Flex mobile enforcement app?	Tannery recommends using a Novatel mifi device with LTE/4G. We have had very good results with this. Typical data load depends on the client but 2 GB/month is sufficient.
13	Are on-board electronic devices and LPR devices covered under warranty?	autoChalk comes with a standard 1 year warranty that covers all electronics and software.

Additional Information on autoChalk

Tannery's autoChalk® drive-by digital chalking is capable of processing 2 vehicles per second at 50 km/h and 1500 to 3000 parallel parked vehicles per shift in typical city situations. autoChalk uses our innovative size, shape and color¹ methodology to digitally chalk vehicles whether or not they have legible license plates. This method is invaluable in the winter months when plates are dirty and are to read.

autoChalk is comprised of the following components:

- Digital cameras for
 - Profile shots of parallel parked vehicles
 - License plate shots
- A laser detects and measures every vehicle (with or without a license plate)

¹ autoChalk's size, shape & color methodology is patented by Tannery Creek Systems Inc in the USA.



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- LED lighting as appropriate
- Highly accurate GPS with sophisticated dead reckoning to mitigate impact from heavy tree foliage and other urban obstructions
- A Toughbook CF31 (laptop) with cradle and post. The Toughbook is the brains of the autoChalk system performing vehicle recognition (using size shape and color) and LPR including permits, scofflaw, etc
- autoChalk Hub that consolidates photo images and serial communication from the cameras, lasers and GPS into just two wires that feed into the Toughbook
- Uninterruptable Power Supply (UPS) that conditions the power from the vehicle and provides backup power when the vehicle is started. Clean power is critical to the cameras and the other electronic gear
- Aluminum and stainless steel frame

Here's an example of autoChalk:



Here's a view from the driver's seat (City of Fredericksburg's vehicle):



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autoChalk has a feature rich back office application called autoChalk Office. autoChalk office offers:

- Database (cloud based) storing all citations sent back to it from autoChalk
- Before-and-after color photographs for each citation including : vehicle profile and license plate with zoom
- Rather than place citations on the vehicle, mail citations from office is available and offers:
 - Up to 5 times the productivity of manual systems
 - Reduce parker/PEO confrontations
 - Escalating warnings and fines
 - Flexible citation management offers more nuanced ticketing for example identifying scofflaws yet going easy on out-of-town visitors
- Scofflaw database (edit, delete, import, export)
- Permit database (edit, delete, import, export)
- Policy (time duration for zones, add/delete new PEOs, infraction definitions)
- Integrates with other citation management systems (e.g. T2)
- Parking zone application defines parking zones such as geographic location, name, type (e.g. permit, time duration, etc.)



Laser Detection of Vehicles

autoChalk uses a laser to detect vehicles and measure their length. Generally other systems use infrared (IR) systems. IR systems can struggle with winter conditions since they rely on the license plate reflecting back the infrared light emitted from the camera. The presence of reflected light alerts the camera as to the presence of a vehicle. With salt spray on license plates and camera lenses, the IR light is greatly attenuated by the salt and dirt on the license plate and camera lens. This can result in a reduction of read rate and system reliability.

Tannery's autoChalk uses a laser to detect and measure vehicles (to within one inch). This method of determining the presence of vehicles very rarely misses a vehicle, typically achieving better than 99.5% of parallel parked vehicles encountered. This is true no matter the weather or condition of the license plate. Pull-in parking lots can be less since sharp corners can challenge the reach of the laser, but even in these conditions, autoChalk will detect typically 95% of vehicles.

This means autoChalk excels at digital chalking tends to be immune to license plate antics. It also means autoChalk can facilitate green parking. For example, one our client's offers a 25% discount for vehicles under about 14 feet. This feature can change the behaviour of your parkers, and the smaller vehicles yields a higher parking density.

Enhanced GPS with Dead reckoning

AutoChalk's GPS system is extraordinarily accurate, even in tough GPS conditions. There are several system components that contribute to a highly accurate and reliable tracking system:

- Survey and maritime quality GPS to ascertain longitude and latitude. Typical accuracy is to within a radius of 1.5 meter (5 feet) 95% of the time in good conditions (typically defined as open field)
- This GPS is enhanced with a solid state gyroscope that maintains accurate direction even when all satellites are blocked
- Tannery also equips your vehicle with one these two alternatives:
 - A speed sensing device to measure the speed of the vehicle transmission OR
 - A radar device accurate to +/- 0.3 mph
- The speed and direction is used to accurately calculate the location of the PEO vehicle to pinpoint the location of digital chalked vehicles
- autoChalk GPS is accurate even under very dense foliage and large buildings

The benefits to parking enforcement are:

- accurate location of marked vehicles is essential to compare previous location to current
- autoChalk accurately records the longitude and latitude. Its credibility and accuracy is important in court
- the block face value is calculated based on the GPS address (e.g. 512 Highview Ave



corresponds to 500 block)

- autoChalk's accurate GPS automatically adjusts to zone durations as this example shows:
 - zone A is 10 minutes (it's a drop off zone, and just 100 feet long)
 - zone B is 60 minutes (is 3 block faces long on one side of the street)
 - zone D is default of 2 hours
 - as the PEO vehicle moves from default of 2 hours through the small A zone it will adjust its duration to check for 10 minute durations (plus grace period)
 - as it moves to zone B, duration checking is lengthened to 60 minutes

autoChalk Profile Camera Images

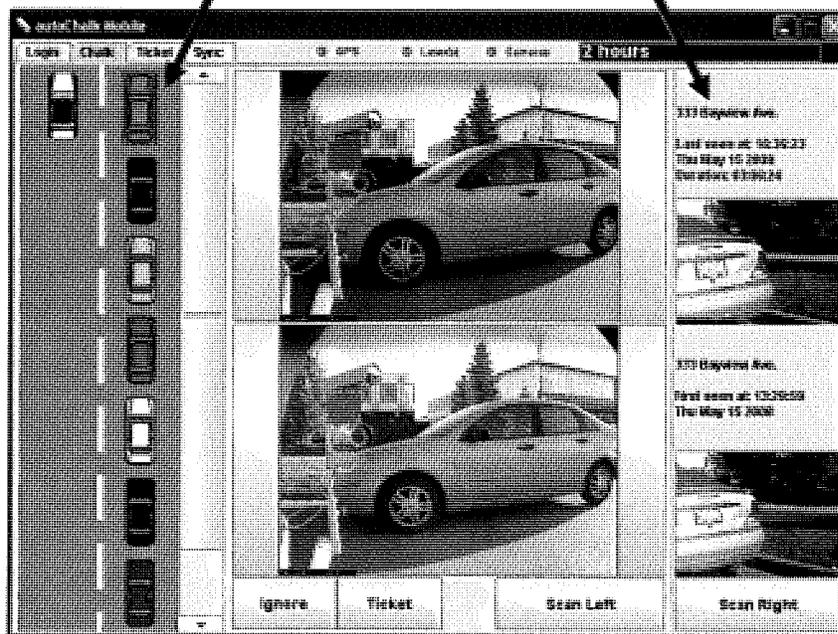
Our clients have been emphatic: give us more background information surrounding the infracting vehicle yet capture specific details on the wheels such as valve stems. This applies to digital chalking and for other applications such as Pay by Plate. autoChalk's excellent color images show not just the license plate and wheel but the whole vehicle profile and significant background content (e.g. building front) providing superb situational evidence and improving your PEO's confidence in court and resolving appeals fairly and quickly. Here's an example: autoChalk Mobile's Digital Chalking in Action



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This infracting vehicle blinks. Notice color matches vehicle shown. Earlier photo is at bottom.

Indicates address.



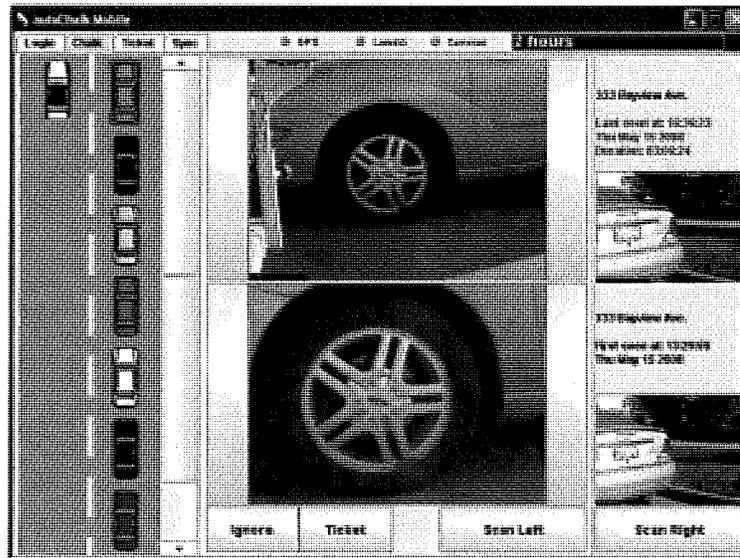
Note in this photo that:

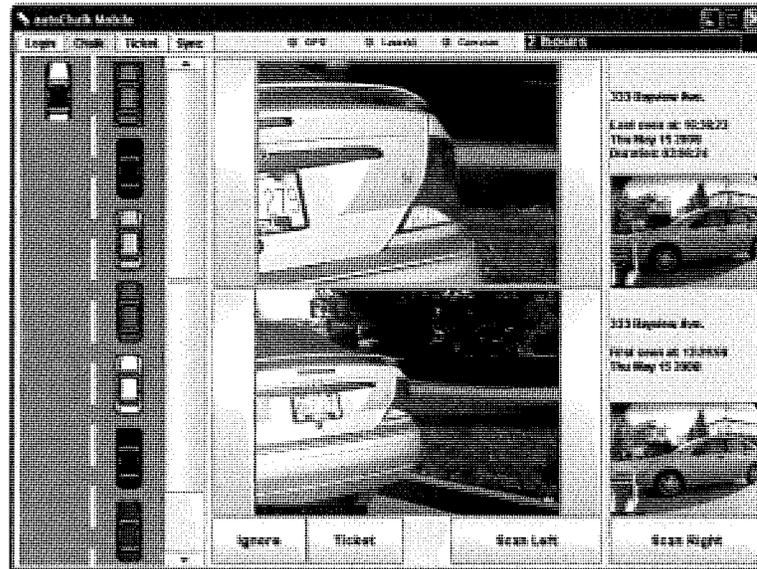
- The vehicle is profiled against the background
- Location is readily identified facilitating appeals and court evidentiary data
- Optimal positioning of the profile camera yields excellent perspective and zoom capacity for examining valve stems, weight and print on tire
- License plate shot also has considerable background information
- Even though the sun is behind the vehicle notice how the exposure is still excellent (i.e. not dark, a common problem when the sun is behind the subject)



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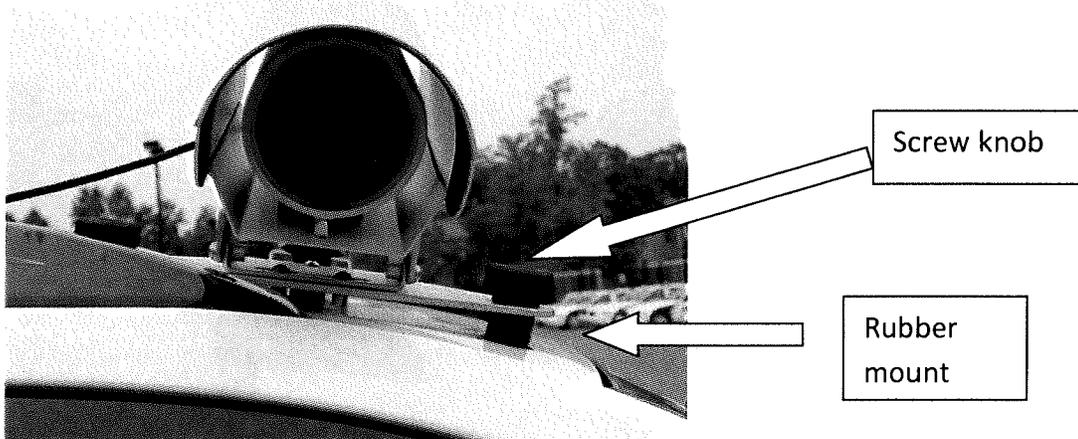
The system allows the operator to zoom in and view a close up of the tires. Note the position of the Ford decal, marks on the tire and rim, and valve stem position. Further, the oil spot on the road near the tire. All of these photo details can offer indisputable evidence of parker activity and location.



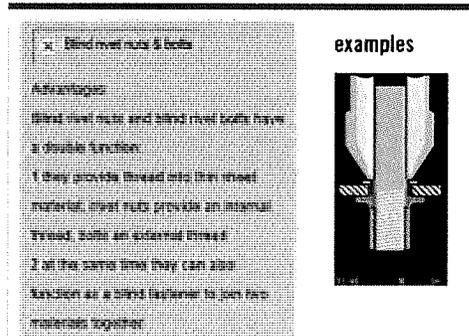


Vehicle Installation Details: Portable and Robust Attachment of Gear to Vehicle

Tannery's autoChalk uses rivet nuts and hand nuts (knobs) to screw down the equipment (see photo). The reason for this is simple: crash worthiness. A vehicle is subjected to major accelerative forces in a crash, typically up to 20G's in city like speeds. This setup makes for easy reinstallation of equipment. No time is needed to calibrate angles.



The cameras or lasers (pictured) weigh about 7 lb. In a 20 mph crash, they are subjected to 20G forces, and momentarily reach an effective weight of 140 pounds! Magnetic mounts are subject to the camera flying off and injuring someone. The diagram shows how they clinch the metal. The hand knob is a 1/4-20 threaded bolt with a knob handle close to 2" in diameter. It takes less than 2 minutes to remove the equipment and stow in the vehicle.



The second reason for the mechanical connection is the cameras and lasers are always re-installed in the same orientation yielding superb photos invaluable for court evidence.

Finally, autoChalk cameras go into the trailer hitch at the back. This makes for superb photos, yet it's very easy to move from vehicle to another.

Proposed Approach, Implementation and Timeline

- *Proponent should provide a clear detailed description of services to be provided. The detailed description should include step-by-step, full implementation.*
- *Proponent should detail the project plan time table required to install and integrate the LPR on the specified vehicle.*

The following is a typical schedule from purchase to installation and deployment:

- 1) Equipment is built to order, fully tested, disassembled and kitted for shipping
 - a) lead time approximately 6 to 8 weeks
- 2) Once the equipment is ready for installation, installation technicians will visit site to:
 - a) Install autoChalk Mobile equipment on vehicle including cameras, lasers and GPS via mechanical fasteners to vehicle
 - b) Install wiring / electrical system is installed including uninterruptable power supply
 - c) Install computer cradle (typically Gamble or Havis), Installation of printer (if applicable)
 - d) Technician will then calibrate the system, perform testing (this and above work approximately 2 days)
- 3) With the new equipment installed and programmed – we will then perform:
 - *Training for PEOs (2 days) detailing standard operation, elementary diagnostics, component replacement
 - *Installation of autoChalk Office in the back office computer, Installation of cloud based database, installation of autoChalk Office, program the mapping of time zones in city, checking of mail-out tickets (if applicable), installation and testing of WiFi and/or



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4G/LTE broadband, test of communication for syncing with autoChalk Mobile, testing LogMeIn remote access for both Office and Mobile

*Duration is about 4 days. Sometime complications come up with communication interfaces and data import or export

- Contingency of one day is always allocated. PEO's find this very helpful as they can ask questions to the on-site technicians.

Warranty Information

A full warranty for parts, software and labor is included for the first year of operation. An optional in-perpetuity agreement is available in second and subsequent years. This in-perpetuity program provides significant value through prompt phone support, remote diagnostics and rapid repairs of reported defects or other needs to ensure autoChalk remains operational. A site visit, at least once per year is included in the perpetuity agreement to inspect the equipment and repair or replace components as required. Both the first year warranty and in-perpetuity warranty cover software, hardware and mechanical components and:

- Equipment is maintained as if it does not have a limited working life
- Hence equipment is maintained to reasonably current configuration and capability
- All components are replaced when worn or defective and not serviceable including (but not limited to)
- Cameras
- Lasers
- GPS and dead reckoning system
- autoChalk hub
- Wiring
- Uninterruptable Power Supply (UPS)
- Frame and mechanical components
- Software improvements and repaired defects for
 - autoChalk Mobile including LPR, Pay by Plate, Digital Chalking etc
 - autoChalk Office
- New software features specific to the city's autoChalk purchase

Mean Time for Repair

Hardware components are field serviceable and are quite simple to remove and install. On notification from the client, Traffic and Safety / Tannery Creek will remotely diagnose problems and if the hardware is defective ship a new device within 2 business days using UPS overnight delivery. Often Tannery can reconfigure the hardware or software to offer partial functionality and to reduce downtime until replacement components or software remedies are available. Note that some devices may be trickier to replace such as the laptop and may require more time. In any case Tannery endeavours to respond quickly and efficiently to a stoppage.



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Software and System defects are treated as follows:

- Defects that cause cessation of operation will be worked on a top priority basis meaning staff will work full time on the issue until it is resolved. Defects of this sort are considered “stop ship”. Repaired software (and sometimes associated hardware) is installed at the client’s earliest convenience.
- If the repairs are significant enough to require one of Tannery Creek’s specialists, then one of our staff will fly down at the earliest reasonable date. Time will be considered of the essence.
- Defects that are annoying or “nice to have” will be fixed and released on regular software maintenance upgrade schedules (typically a couple of times a year).

What this Warranty Does Not Cover - This warranty does not cover the following unless specifically authorized in writing:

- Items deliberately damaged
- Accidental damage whether due to misuse, accident, environment, vandalism, etc.
- Software viruses and other applications introduced to the laptop
- Performance compromised by other applications added to the laptop
- 3rd party components added to autoChalk (additions or replacements)
- Alteration of autoChalk in any fashion

autoChalk Training and Support

- Describe what training and number of hours of training you will be providing City staff to operate mobile and back office equipment.
Typically 2 days as described earlier in this document. The number of people to be trained is strictly limited but our experience is it’s generally from 4 to 8 people. Further training is included / additional remote training sessions can be arranged as needed.
- Describe the 24/7 support offerings available.
Traffic and Safety has 24/7/365 service. Customers can call our main office to reach our Service Department at any time – day, night, weekend, or holiday. If after normal business hours, we have technicians on-call that can react and assist as needed to troubleshoot, identify issues, and resolve.
- The speed and accessibility of technical support.
Traffic and Safety has 24/7/365 service. Customers can call our main office to reach our Service Department at any time – day, night, weekend, or holiday. If after normal business hours, we have technicians on-call that can react and assist as needed to troubleshoot, identify issues, and resolve.
- Describe the software, the planned update releases, bug fixes and commitment to future technology.
Tannery is a private niche company that has been doing this work for 13 years. Updates are continuously provided to those clients under warranty. Any and all elements encompassed in the



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system are updated and improved as issues are discovered. If the end user is included in the in-perpetuity program, any elements that are end of life or discontinued, will be replaced with no additional charge. Tannery has had the tenacity, longevity and resourcefulness to build a client base we are deeply proud of. autoChalk has regular updates (one or twice a year) and we are probing such technologies as neural networks and other aspects of artificial intelligence to improve the ability of autoChalk on a continuous basis.



Details of Costs and Services

All items must be included in the total bid price whether providing one price for total package or individual pricing. Pricing should include up-front year 1 costs and recurring subscription costs.

February 8, 2018

City of Traverse City
Governmental Center, 2nd Floor
400 Boardman Avenue
Traverse City, MI 49684

Dear Ms. Julie Dalton,

Per the document "City of Traverse City – TCPS LPR Proposals" the following pricing adheres to the required specs and includes all needed equipment, software, and training for a working system. Please review and contact me should any questions remain.

Equipment List

- (1) Panasonic Toughbook-CF31 rugged laptop/tablet or equivalent
- (1) Computer cradle and mount, power supply
- (1) Survey grade precision GPS with gyroscope, microwave speed measurement & dead reckoning
- (1) Wiring, data routing, autoChalk hub
- (1) High performance Sony or Pint Grey industrial digital cameras with tough weather
- (1) MDL precision laser measurement devices with tough weather resistant cases
- (1) Aluminum and stainless steel mounts and frame for camera and laser components
- (1) Wiring and cables kit and spares
- (1) DC-DC Uninterruptable Power Supply to condition and provide clean power supply
- (1) 5A Trickle Charger
- (1) autoChalk Mobile Software System & Vehicle Recognition Digital Chalking and LPR
- (1) Instruction and Maintenance Manual
- (1) Logmein Remote Software for diagnosis, support purposes, and training



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Item	Requirement	Comments	Cost
A	Equipment – Year 1 - List all equipment needed for a fully functional LPR System.	See aforementioned EQUIPMENT LIST for detail	55,500
B	Equipment – On-board computer or tablet or electronic device used for LPR software.	Included in A	-
C	Equipment – Year 2 and subsequent – List maintenance fees or equipment extended warranty fees and fees related to a recommended spare parts list (if applicable).	20% of total sale price (estimate = \$12,000/year)	
D	Service – Cellular or data needed for on-board electronic device (Please note if it is in the City’s best interest to obtain a cellular plan).	Tannery recommends Novatel mifi or equivalent and minimum 2GB/month or higher. City’s responsibility.	-
E	Software – Year 1 - List all software needed enforcement, occupancy counts, tire-chalking, and permit enforcement.	Included in item (A)	-
F	Software – List integration fees for use with T2 Systems.	Included in item (A)	-
G	Software – Year 2 and subsequent – List all subscription fees or upgrade fees	Included in item (C)	-
H	Installation – List all installation and setup fees.	Includes shipping, travel	\$ 4,500
I	Total Fees		\$60,000

NOTES

- 1) Please add 6% Michigan Sales Tax, if applicable
- 2) Pricing includes all equipment and software including mobile and office application
- 3) Full installation is included / City to provide vehicle to mount equipment
- 4) Training is included in cost
- 5) Costs include 12 months parts, software, and labor warranty.
- 6) After the initial 12 months of the system, an in-perpetuity warranty is available for an annual fee of \$12,000.00.

PROMINENT SYSTEM FEATURES

- 1) Tannery Creek integrates with T2 Canada IRIS platform making Pay By Plate (PBL) enforcement fast and easy.
- 2) System can utilize scofflaw and flag vehicles accordingly
- 3) Permits using license plates allows for more diverse and flexible permitting systems
- 4) Digital chalking including simultaneous timing of PBL parkers
- 5) autoChalk system allows for parking zone mapping and automatic zone policy adjustments
- 6) Sophisticated survey grade GPS equipped system with gyroscopic instrumentation for better accuracy
- 7) Warranty and In-Perpetuity agreement does not cover Acts of God, vandalism, or intentional destruction.

Please contact me should you have any questions or require further details.

Tom Neff • Traffic and Safety Control Systems Inc • (248) 756-7027 • tomn@trafficandsafety.com

Traffic and Safety / Tannery Creek Response: City of Traverse City – TCPS Proposals



In-Perpetuity Maintenance Program

\$12,000 per year.

This is an optional warranty program that comes with a yearly fee. In perpetuity maintenance starts second year and is optional (first year is included in base payment for autoChalk system). Fully covers all software and hardware with no end of life for the products as long as yearly fees are paid. Includes at least one visit per 18 months, and service calls more frequently if product is not performing properly and is not serviceable from remote location. Includes all defects and wear caused by normal operation. Does not include accident, deliberate damage, misuse or failure of customer repaired components. It is worth noting that most of our clients chose this option as it facilitates repairs, guidance and troubleshooting help, updates in hardware and software, and guidance for our clients in terms of operation efficiencies, technical and legal considerations, interfacing to other equipment and other challenges that arise in the course of parking management.

Bidder - Please complete and return

BID SUMMARY

TITLE: CITY OF TRAVERSE CITY - TCPS LPR PROPOSALS

DUE DATE: MONDAY, FEBRUARY 12, 2018 AT 2 PM

Having carefully examined the attached specifications and any other applicable information, the undersigned proposes to furnish all items necessary for and reasonably incidental to the proper completion of this bid. Bidder submits this bid and agrees to meet or exceed all requirements and specifications unless otherwise indicated in writing and attached hereto.

Bidder certifies that as of the date of this bid the Company or he/she is not in arrears to the City of Traverse City for debt or contract and is in no way a defaulter as provided in Section 152, Chapter XVI of the Charter of the City of Traverse City.

Bidder understands and agrees, if selected as the successful Bidder, to accept a Purchase Order / Service Order / Contract and to provide proof of the required insurance.

Bidder submits this bid and agrees to meet or exceed all the City of Traverse City's requirements and specifications unless otherwise indicated in writing and attached hereto. Bidder shall comply with all applicable federal, state, local and building codes, laws, rules and regulations and obtain any required permits for this work.

The Bidder certifies that it is in compliance with the City's Nondiscrimination Policy as set forth in Administrative Order No. 47 and Chapter 605 of the City's Codified Ordinances.

The Bidder certifies that none of the following circumstances have occurred with respect to the Bidder, an officer of the Bidder, or an owner of a 25% or more share in the Bidder's business, within 3 years prior to the bid:

- (a) conviction of a criminal offense incident to the application for or performance of a contract;
- (b) conviction of embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, or any other offense which currently, seriously and directly reflects on the Bidder's business integrity;
- (c) conviction under state or federal antitrust statutes;
- (d) attempting to influence a public employee to breach ethical conduct standards; or
- (e) conviction of a criminal offense or other violation of other state, local, or federal law, as determined by a court of competent jurisdiction or an administrative proceeding, which in the opinion of the City indicates that the bidder is unable to perform responsibility or which

reflects a lack of integrity that could negatively impact or reflect upon the City of Traverse City, including but not limited to, any of the following offenses or violations of:

- i. The Natural Resources and Environmental Protection Act.
- ii. A persistent and knowing violation of the Michigan Consumer Protection Act.
- iii. Willful or persistent violations of the Michigan Occupational Health and Safety Act.
- iv. A violation of federal, local, or state civil rights, equal rights, or non-discrimination laws, rules, or regulations.
- v. Repeated or flagrant violations of laws related to the payment of wages and fringe benefits.

(f) the loss of a license or the right to do business or practice a profession, the loss or suspension of which indicates dishonesty, a lack of integrity, or a failure or refusal to perform in accordance with the ethical standards of the business or profession in question.

Bidder understands that the City reserves the right to accept any or all bids in whole or part and to waive irregularities in any bid in the best interest of the City. The bid will be evaluated and awarded on the basis of the best value to the City. The criteria used by the City may include, but will not be limited to: ability, qualifications, timeframe, experience, price, type and amount of equipment, accessories, options, insurance, permits, licenses, other pertinent factors and overall capability to meet the needs of the City. The City is sales tax exempt – Government.

Bidder agrees that the bid may not be withdrawn for a period of sixty (60) days from the actual date of the opening of the bid.

Submitted by:

Thomas Neff
Signature

THOMAS NEFF - SALES
Name and Title (Print)

(248) 756-7027
Phone Fax

EMAIL ADDRESS:

TOMN@TRAFFICANDSAFETY.COM

TRAFFIC AND SAFETY CONTROL
Company Name

48584 DOWNING
Company Address

WIXOM MI 48393
City, State, Zip

CORPORATION
Sole proprietorship/partnership/corporation
MICHIGAN
If corporation, state of corporation

REFERENCES: (include name of organization, contact person, and daytime phone number).

1. ANN ARBOR DEVELOPMENT AUTHORITY

Contact Person: JOE MOREHOUSE Telephone: 734-994-6697

2. MICHIGAN STATE UNIVERSITY

Contact Person: STEVE GRICE Telephone: 517-355-2221

3. CITY OF ST. JOSEPH

Contact Person: GREG GROTHOUS Telephone: 269-983-6341