



**Is Pleased to provide the  
Fort Lauderdale Police Department  
the following response to the  
RFP 243-11315  
(Automatic License Plate Readers)**



## TAB table of contents per the Fort Lauderdale RFP 243-11315

- Tab 1: Bid/Proposal and Signature pages; Local Vendor Preference Certificate; E-Verify Affirmation Statement
- Tab 2: Non-Collusion Statement
- Tab 3: Letter of Interest, The letter of interest may contain any other information not in the proposal but should not exceed two (2) pages.
- Tab 4: Statement of Proposed Services. Proposals should respond to scope of work. They should be no longer than twelve (12) pages (single sided), and be comprised of three general components: (a) an assessment of capability and approach to perform the scope of service; (b) identification of Proposer's distinctive competence, staff qualifications assigned to this account with their experience and skills they bring to this assignment, along with resume of experience and qualifications; (c) estimated timetables (e.g. marketing).
- Tab 6: Evidence of Insurance. Certificate of Insurance showing coverage, forms, limits. Actual insurance certificates will be required from recommended contractor, prior to award.
- Tab 7: Proposer's responses to Specifications / Technical and Functional Requirements ( found in PART IV – Technical Specifications / Scope of Services - Item 4)
- Tab 8: Proposer's assessment of the City of Fort Lauderdale's needs and the quality of the proposal to meet those needs, including a plan/outline.
- Tab 9: Proposer's ability to assign appropriate resources to the account in a timely manner.
- Tab 10: Additional services available in-house, not requested by the City in Part IV - technical specifications/scope of work with fee schedule for those services (For Informational Purposes Only).
- Tab 11: List of three clients/references for whom you have provided similar services in the last three years; Provide agency name, E-mail Address (import: provide a current e-mail address as this may be the primary way of contacting your reference), address, telephone number, contact person, and date service was provided. Be prepared to provide, upon request, evidence of work product, ability to meet schedules, cooperation, and responsiveness. Attach additional sheets if necessary.
- Tab 12: Cost Proposal Page
- Tab 13: Any additional attachments to your proposal.

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Services Division, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

Submitted by: [Signature] 11-21-13
(signature) (date)

Name (printed) Stephan Herold Title: CEO

Company: (Legal Registration) Visual Pro 360 Inc

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit http://www.dos.state.fl.us/ ).

Address: 1747 S Holbrook Ln

City Tempe State: AZ Zip 85281

Telephone No. 817-239-7565 FAX No. 480-289-4213 Email: ggant@visualpro360.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions):

Payment Terms (section 1.04): 30 days Total Bid Discount (section 1.05): 0%

Does your firm qualify for MBE or WBE status (section 1.09): MBE NO WBE NO

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No. Date Issued

P-CARDS: Will your firm accept the City's Credit Card as payment for goods/services?

YES NO X

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS. If this section does not apply to your bid, simply mark N/A in the section below.

Variations: None

RFP NO.

TITLE:

**LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT**

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this RFP. Violation of the foregoing provision may result in contract termination.

(1) NA is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.  
Business Name

(2) NA is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.  
Business Name


(3) NA is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.  
Business Name

(4) NA requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.  
Business Name

(5) NA requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.  
Business Name

(6) NA is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration.  
Business Name

PROPOSER'S COMPANY: Visual Pro 360 INC

AUTHORIZED COMPANY PERSON: Stephan Herold  11-21-13  
NAME SIGNATURE DATE

**ATTACHMENT 'A'**

**E-VERIFY AFFIRMATION STATEMENT**

RFP/Bid /Contract No: RFP #243-11315


Project Description: **Provide and Install License Plate Recognition System**

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of,

- (a) all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and,
- (b) all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.

The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Contractor/Proposer/ Bidder Company Name: Visual Pro 360 Inc

Authorized Company Person's Signature: 

Authorized Company Person's Title: CEO

Date: 11-21-13

**NON-COLLUSION STATEMENT:**

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

<u>NAME</u>	<u>RELATIONSHIPS</u>
<u>NONE</u>	<u>NONE</u>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
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In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.



### LETTER OF INTEREST

November 22nd, 2013

To Bid Committee:

VisualPro 360 INC. (VP360) would like to thank the City of Ft. Lauderdale for the opportunity to provide a turn-key solution for the License Plate Recognition System, Bid #243-11315. VP360 has responded to the Request for Proposal in the format requested. We have read the RFP in its entirety and fully understand the goals and requirements contained therein.

We understand that City of Ft. Lauderdale is looking to build a relationship with a partner that can surpass the desires in this RFP. We believe that we are the leading candidates for this partnership. Projects of this nature require in-depth and hands-on project management from contract signing through system acceptance and beyond. VP360 will provide all project management required for successful installation of the components presented in this proposal. To facilitate accountability and organization, VP360 will assign a project manager to be the single point of contact with the City of Ft. Lauderdale throughout the implementation cycle.

As owner of VisualPro 360 and the signer of this document, I, Steve Herold, can assure the City of Ft. Lauderdale that all information in this RFP is accurate to the best of my knowledge. I am legally authorized to bind VP360 to this offer and any subsequent contract award. Our proposed pricing is included in the Pricing Document and shall remain firm in accordance with the terms of this RFP, and this Proposal will comply with the Terms and Conditions stated in the RFP. The pricing presented represents the total fixed cost for all equipment and services enumerated in this offer.

Individuals authorized to make representations on behalf of VP360 are:

- Steve Herold-Owner, email sherold@visualpro360.com, phone 480-621-3391
- Gunny Gant-National Sales Manager, email ggant@visualpro360.com, phone 817-239-7565


Company Address: 1747 South Holbrook Lane, Tempe, AZ 85281

**UNIVERSAL ACKNOWLEDGEMENT, UNDERSTANDING, AND ACCEPTANCE OF PROVISIONS**

We appreciate the City's desire to keep responses to this RFP as concise and uncluttered as possible. In the interest of that desire, this statement is to affirm that we have read and understand this solicitation in its entirety, as well as all additional related information. We acknowledge and accept all the provisions as put forth by the city in this solicitation. This includes all special instructions, uniform instructions, general terms and conditions, special terms and conditions, specifications/scope of work, proposal outline and minimum content requirements, evaluation and selection process, and exhibit requirements.

Thank you for the opportunity to respond to this solicitation.

Sincerely,



Steve Herold  
Owner, VisualPro 360 INC



## **STATEMENT OF PROPOSED SERVICES**

### **Assessment of Capability and Approach to Perform the Scope of Service**

#### ***Capability***

VisualPro360 INC (VP360) is a Value Added Solution Provider specializing in Mobile Video and Automatic License Plate Recognition technology for the public safety and private security markets. The company was formed in March 2011 by Jeff White and Steve Herold, owners of one of the top Panasonic reseller partners in the United States.

They identified a need in the public safety market for an organization capable of supplying the highest quality turn-key mobile video and ALPR technology to customers in need of cradle to grave solutions.

Our mission is to be the most cost effective and trusted full service technology providers in this very fast growing market. Fulfillment of this mission clearly requires a core product line such as Vigilant Solutions, as well as knowledgeable and competent sales and technical staff, and the services and support systems necessary to make it all work. Vigilant Solutions ALPR solution is simply the very best in terms of design, quality, reliability and durability.

VP360 was very fortunate to find the immediate availability of several high quality personnel assets when we formed the company and we now have them in our employ. They are well known subject matter experts in this industry:

- Gunny Gant, National Sales Manager. Over 5 years experience delivering ALPR solutions to law enforcement. Over 20 years experience in public safety and government technology.
- Andrew Tanis, Director of Technical Services. Over 5 years experience delivering ALPR solutions to law enforcement. Over 20 years experience in implementing technology solutions for public safety. Retired law enforcement officer.
- Steve Ruch, Training Specialist. Since March of 2012 Steve has been a certified Vigilant training specialist. To date he has trained over 25 agencies on the setup, use, and administration of Vigilant's ALPR hardware and software. Steve is a retired U.S. Army First Sergeant and combat veteran.

The services we offer encompass complete system design from defining requirements, hardware integration, configuration, vendor and project pre-deployment management, disk image management, and total cost of ownership analysis. In addition we provide our larger customers disposal channels for products that are being refreshed or replaced. We also provide programs from these channels on new projects so that the customer knows the residual value when a refresh is required.

Our value proposition is very straight forward. We service one market, law enforcement, with one major brand, Vigilant Solutions. We provide proven expertise and we offer the complete solution from pre-deployment to deployment to post deployment. We are experts on ALPR products and their applications because that is our focus. Project Management is a key component in our offering and is done at the corporate level with in field implementation. This value proposition differentiates us from our competition and often makes us the vendor of choice.

We are SMB certified and are committed to this industry and only this industry. VP360 will provide the necessary assets to maintain a strong and dominant company who operates to very high standards with respect to our employees, our products, and the communities in which we reside.

Vigilant Solutions already has a strong presence as the ALPR vendor of choice in multiple Florida law enforcement agencies. Several mobile, fixed site, and trailer mounted units are deployed throughout the state with many more agencies in the process of implementing systems at this time. Additionally several agencies subscribe to Vigilant Solutions ALPR data sharing service.

### ***Vigilant Solutions Florida Clients***

#### **Active Clients-on Florida LEARN server**

Miami Beach Police Department (4 Mobile)  
Miami Dade Police Department (2 Mobile, 6 Fixed & Data)  
City of Miami Police Department (12 Fixed, 3 Mobile)  
Town of Golden Beach (8 Fixed)  
Town of Bay Harbor Islands PD (14 Fixed)  
City of Sunny Isles Beach PD (22 Fixed)  
Citrus County Sheriff's Office (2 Mobile)  
Pensacola Police Department (2 Mobile)  
Indian Creek Village Dept. of Public Safety (4 Fixed)  
Collier County Sheriff's Office (4 Mobile & 2 Trailer mounted)  
Lee County Sheriff's Office (4 Trailer mounted)  
City of Coral Springs Police Department (1 Mobile)  
Palm Beach County Sheriff's Office (Data)  
Broward County Sheriff's Office (Data) (potentially adding 30 mobile)  
City of Boca Raton Police Department (Data)

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#### **New Florida Agencies being implemented and in process to become LEARN Clients**

(Various stages of implementation, negotiations or pending approval)  
Orange County Sheriff's Office (12 Fixed)  
City of Doral PD (75 Fixed)  
Town of Lauderdale by the Sea (12 Fixed)  
City of Margate Police Department (2 Mobile & 16 Fixed)  
City of Surfside Police Department (8 Fixed)  
Hollywood Police Department (2 Trailer mounted)  
Polk County Sheriff's Office (Data)  
Miami-Dade Police (to add 30 mobile)  
Coral Gables Police Department (Mobile/Fixed/Data)

#### ***Other Notable Agencies Who Have Become Vigilant Clients***

- City of Atlanta GA -Vigilant Solutions displaced ELSAG as ALPR vendor of choice.
- California Highway Patrol-CHP conducted ALPR testing for two years and chose Vigilant Solutions.
- City of Dallas TX

- Alabama Highway Patrol
- Orange County GA
- City of Anaheim TX

*Vigilant Solutions has deployed over 2,500 ALPR systems with law enforcement agencies across the nation. They have deployed over 5,000 ALPR systems with private organizations.*

### *Why VisualPro360?*

Here are 6 reasons why you should choose VP360 to provide the Vigilant Solutions LPR Solution:

**1. We offer the Best Technology Solution** – The industry standard Vigilant Solutions LPR solution implemented by a world-class project management team makes ours the best solution for the City of Ft. Lauderdale.

**2. Lowest Risk to the City of Ft. Lauderdale** – The City improves the likelihood for achieving the success it is seeking with the backing of a partnership of corporate strength, financial and manpower resources and a history of on-time, complete and quality delivery of projects.

**3. Faster, Less Disruptive Implementation** – Our team has the experience and resources to provide the City of Ft. Lauderdale with a faster, less disruptive implementation process. The City will benefit by working with an experienced team that can get the job done right, fast and on-budget.

**4. VisualPro 360's Public Safety Solutions Project Management Team** – The management of law enforcement technology is an increasingly important part of our Public Safety Solutions portfolio, managed by a dedicated team comprising the VisualPro360 Public Safety Solutions Project Management Team. VP360's PMT was created expressly to enhance the consistency of our solution delivery processes and to ensure the highest level of performance across a growing national team of solution specialists.

**5. A Skilled and Experienced Team** – Supporting the Project Manager is a team of design consultants, implementation technicians, and certified partners who, together, craft and install the most effective solution to our customers' ALPR requirements. VP360, Vigilant Solutions, and Oracle team members across the country can supplement the Ft. Lauderdale project team with specific skills including an extensive array of IP video, vehicle installation, fixed video installation, Cisco, Microsoft, VMware, and high-performance storage solutions.

**6. The purchasing leverage of Oracle's VELM (Video Evidence Lifecycle Management) program.** In addition to providing the best ALPR solution available, VP360's unique partnership with Oracle gives our customers access to a ZERO interest quarterly payment plan over 36 months. No other prime contractor can offer this kind of purchasing power. Customers can avoid forced phase procurement and purchase all goods and services at once while being able to budget the cost over three years with absolutely no incurred financial risk or interest.

### **Approach**

We understand the City of Ft. Lauderdale is seeking a single vendor to provide a turnkey solution for six (6) car mounted Automated License Plate Readers for the police department. This includes all hardware, software, removal and installation services, project management, end user and administrator training, and a minimum of one (1) year warranty, maintenance, and support all products and services with options for additional years. We are very sensitive to the security related issues of the police department and as such we will comply with all mandated CJIS and/or other FLPD security clearance mandates. We have read and understand every section of this RFP. Our solution will meet or exceed requirement.

VP360 will achieve the goals set forth by the City in this solicitation by delivering the following:

- Develop a comprehensive project management plan that in coordination with the FLPD project management team.
- Provide the City with complete server requirement specifications.
- Provide the City with all required system software.
- De-installation of any existing legacy ALPR systems if necessary.
- On-site installation of 6 Vigilant Solutions CarDetector ALPR camera systems. All wiring, cabling, necessary system hardware, etc. will be included.
- Installation of the LEARN software solution in the City's virtualized server environment.
- Perform initial system startup and conduct system checks on each individual installation. Verify proper configuration with the existing mobile computer and network systems.
- Train FLPD end user and administrative staff on the installation, configuration, and use of the system.
- 60 days of live system operation prior to acceptance.
- Provide comprehensive warranty and maintenance services on the entire solution for one year.

Our implementation strategy involves a two phase, multi-stage project management approach which will be detailed later in this proposal.

### **Staff Qualifications and Resumes**

#### ***VP360 Organizational Chart***

Stephan Herold, Managing Partner/CEO  
Jeffrey White, Executive Vice President  
Gunny Gant, National Account Manager  
Andrew Tanis, Director of Technical Sales and Service  
Steve Ruch, Training Specialist and Subject Matter Expert

#### ***Vigilant Solutions***

Greg Skelly-Regional Sales Manager

#### ***Vetted Security Solutions***

Ryan Barnett-Certified Training and Support Specialist for Vigilant Solutions products

### **Resumes**

#### **Stephan Herold-Managing Partner – Chief Executive Officer (CEO)**

Mr. Herold is a seasoned veteran in the industry having held high level executive positions at several successful companies over the past 32 years. Most recently he, along with Jeffrey White, co-founded VisualPro 360 in 2011. He is also the founder of Paradigm, a largely successful technology provider. Prior to Paradigm, Mr. Herold was an independent investor and consultant for companies focusing mainly in the high-tech arena. Prior to that, Mr. Herold was President and CEO of Graphics Technologies, Inc. (GTI), a company he founded in 1987. GTI was a computer products distributor specializing in high-end personal computer graphics. In 1999, Mr. Herold sold GTI to Virtual Technology, Inc., a public company. From 1980 to 1999, Mr. Herold was President of Herold Marketing Associates, a company he founded as a manufacturer's representative organization marketing products such as Apple computer in an exclusive four state territory. Prior to 1972, he served as a Senior Financial Analyst at Dayton

Hudson Corporation, a diagnostic programmer at Univac and Slumberger, and a customer Engineer at Control Data Corporation. Mr. Herold served a tour in the U.S. Navy followed by graduating from the University of Minnesota with a Bachelor's degree in Business Administration.

**Jeffrey White – Executive Vice President (EVP)**

Mr. White is an industry veteran. He, along with Stephan Herold, co-founded VisualPro 360 in 2011. Additionally, Mr. White founded and served as President of Innovative Marketing, a retailer of Personal Computer Systems in the B2B market. Mr. White was with Innovative from 1999 through 2005. Mr. White was with Graphics Technologies as Vice president of Procurement from 1986 through 1999. Mr. White was a key executive in that position and contributed heavily to the companies successes. He is an excellent negotiator with both manufacturers and customers and has a unique ability to motivate employees with his personable yet firm style. Prior management positions included software company "You can Count on it" and computerized Metal Fabrication Company; Numerex.

**Gunny Gant-National Account Manager**

Mr. Gant is a United States Marine Corp veteran serving from 1986-1992. He has a BA degree in marketing from Gonzaga University. Mr. Gant has worked with AT&T Wireless as an Account Manager where achieved over 110% direct sales quota for 5 years in a row. Mr. Gant worked at Insight as an Account Manger and achieved the title of 100% club winner, and the GP growth for IPS 2009. While also at Insight he received the Arbitrator Salesman of the Year for 2009. Mr. Gant started with VisualPro 360 in April 2011, and is a National Account Manager. He has received several awards for being the national reseller of the year for in-car video systems. Mr. Gant has also increased the sales of 7 territories that were producing 50% of quota sales to over 100%.

Mr. Gant brings several years of experience to VisualPro 360 understanding the Arbitrator product and channel sales and support. Mr. Gant's passion of sales and assisting agencies with understanding their unique needs puts him above the rest and the go to person with VisualPro 360. Mr. Gant has managed multiple Tier 1 and Tier 2 procurement opportunities for VP360.

**Andrew Tanis-Director of Technical Sales and Service**

Born in Paterson, NJ and raised in Burlington, NC, Mr. Tanis has worked in the public safety field for over 20 years. Mr. Tanis' experience includes working in Law Enforcement, Fire Service and EMS. Mr. Tanis has been a member of his local fire department since 1988 currently serving as a level II Firefighter and North Carolina Certified EMT. Mr. Tanis is also a current MFA First Aid and CPR Instructor and was a past part time communicator for his County 911 center (C-COM) dispatching Police, Fire and EMS. Prior to his work in public safety, Mr. Tanis spent 6 years in the US Army as a communications specialist. Mr. Tanis has been directly involved in public safety technologies since 2001 in a number of roles including: sales engineering, product development, implementation, quality assurance, training and certification. Mr. Tanis has engineered and managed the implementation of multiple Tier 1 and Tier 2 public safety technology projects.

**Steve Ruch-Training Specialist and Subject Matter Expert**

Mr. Ruch retired as a First Sergeant from the United States Army in 2002. He is a decorated combat veteran who has worked in public safety communications and technology for the last 11 years. Mr. Ruch worked for Radio Communications Specialists from 2002-2007 where he specialized in LMR and dispatch solutions. In 2007 he founded At Large Sales, which he still operates today, a manufacturers rep firm for many industry leading public safety products. In

2008 he became a certified multi-biometric trainer with SureScan Technology, a leading reseller of MorphoTrust (formerly L-1) biometric technology solutions. Mr. Ruch was responsible for training nearly 60 Missouri agencies in the largest single multi-biometric technology role out in the U.S. to date. In early 2012 Mr. Ruch became an authorized trainer for Vigilant Solutions. Since then he has conducted training with over 20 agencies in multiple states and is now considered a subject matter expert.

**Greg Skelly-Regional Sales Manager for Vigilant Solutions**

A graduate of Louisiana State University, lives in Georgia and has traveled the Southeast, extensively, especially in Florida, since 1991. Greg joined the Vigilant Solutions team to manage and develop partnership relationships in the Southeast, with the sole purpose of expanding Vigilant's License Plate Technology client base. Prior to Vigilant Solutions, Greg was the VP of Sales and Marketing for SafeTics, LLC., a Texas based company providing temporary and portable traffic incident and control systems(TICS) . While at SafeTics, Greg was instrumental in securing highway and public roadway approval from the National Highway Traffic Safety Administration (NHTSA), Department of Transportation (DOT) and the MUTCD (Manual on Uniform Traffic Control Devices)

Greg Has been instrumental in growing Vigilant Solutions presence in the southeast. Most notably, he has been able to secure key accounts such as Atlanta PD, Miami-Dade PD, City of Miami PD, Orange County Sheriff's Office (FL) to name a few. He has also grown Vigilant Solutions client base adding almost 100 new clients in the southeast.

**Estimated Timetables**

Below is an example timeline. Because every single project is different and we cannot anticipate local challenges we can only give estimates that are historically similar to what we might anticipate for this project.

- Contract Negotiations - 30 to 60 days
- Project Development - 15 to 30 days
- Installation of hardware and software - 15 to 30 days
- Training - 10 to 15 days
- System Testing - 60 days (per RFP)
- Final Acceptance



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
9/27/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. 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).

<b>PRODUCER</b> American Agency, Inc. 5851 Cedar Lake Road P O Box 16527 Minneapolis MN 55416	<b>CONTACT NAME:</b> Holley Smith <b>PHONE (A/C No. Ext):</b> (952) 545-1230 <b>E-MAIL ADDRESS:</b> holleys@americanagency.com	<b>FAX (A/C No.):</b> (952) 593-8733
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> VisualPro 360, INC 1747 S Holbrook Lane Tempe AZ 85281	<b>INSURER A:</b> State Auto Insurance Company	
	<b>INSURER B:</b> State Auto Property & Casualty	
	<b>INSURER C:</b> Travelers Prop Cas Co of Amer	
	<b>INSURER D:</b>	
	<b>INSURER E:</b>	
	<b>INSURER F:</b>	

**COVERAGES**      **CERTIFICATE NUMBER:** CL1392724647      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT 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. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	GENERAL LIABILITY			BOP2632886	8/25/2013	8/25/2014	EACH OCCURRENCE	\$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 300,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						MED EXP (Any one person)	\$ 10,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
B	AUTOMOBILE LIABILITY			BAP2361762	3/26/2013	3/26/2014	COMBINED SINGLE LIMIT (Ea accident)	\$
	<input type="checkbox"/> ANY AUTO ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS					BODILY INJURY (Per person)	\$ 1,000,000
	<input checked="" type="checkbox"/> HIRED AUTOS	<input checked="" type="checkbox"/> NON-OWNED AUTOS					BODILY INJURY (Per accident)	\$ 1,000,000
	<input checked="" type="checkbox"/> 19						PROPERTY DAMAGE (Per accident)	\$
							Underinsured motorist BI split	\$ 1,000,000
C	UMBRELLA LIAB			UB6A014140	8/25/2013	8/25/2014	EACH OCCURRENCE	\$
	EXCESS LIAB						AGGREGATE	\$
	DED						RETENTION \$	\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						WC STATUTORY LIMITS	OTHER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y <input type="checkbox"/> N	N/A				E.L. EACH ACCIDENT	\$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)  
The City of Houston is an additional insured if required by written contract with respects to the general liability. Waiver of subrogation to recover against the City of Houston, its officers, agents or employees except for Professional Liability with respect to claims arising under this agreement.

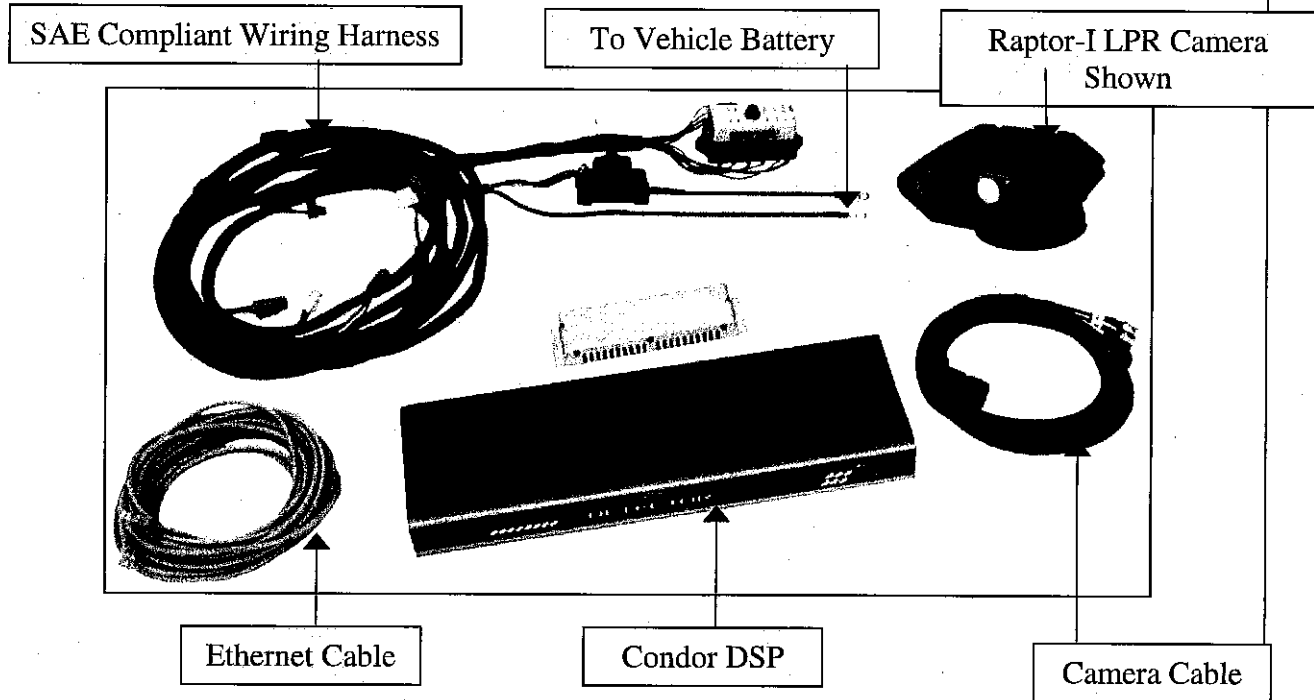
<b>CERTIFICATE HOLDER</b>  City of Houston PO BOX 1562 Houston, TX 77251-1562	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	<b>AUTHORIZED REPRESENTATIVE</b>  Tim Pinkowski/TJP <i>Timothy J. Pinkowski</i>

## TECHNICAL EQUIPMENT SPECIFICATIONS

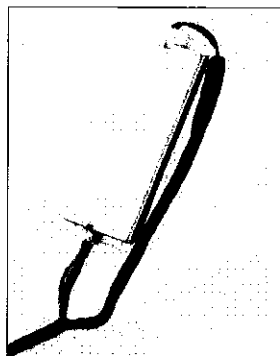
<p>1. System shall be composed of three (3) cameras with DSP (Digital Signal Processor) based OCR processing along with a power distribution and network communication unit, and all necessary cabling and mounting hardware for use in police patrol vehicle settings.</p>	<p><b>YES Standard</b></p> <p style="text-align: center;">X</p>	<p><b>YES Custom</b></p>	<p><b>NO</b></p>
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**Comments and Explanation:**

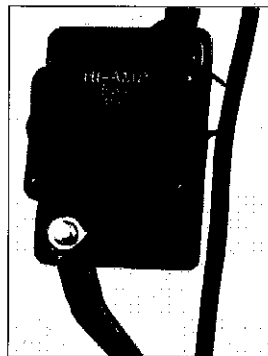
**Fully comply.** Beyond the LPR camera and processor units, the Vigilant Solutions LPR system includes a Society of Automotive Engineers (SAE) compliant wiring harness (compliant for in-car wiring systems standard SAE J-1128), a power conditioner to stabilize LPR system voltage, a 'kill' switch for safety and a fuse panel to protect the system from DC In-car amperage spikes, and a Garmin GPS unit for Geo-Location record components.



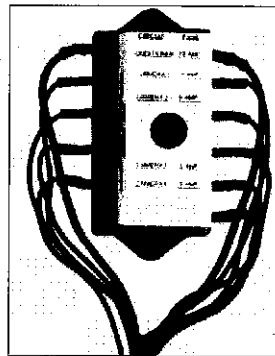
Accessories as an integral part of the Society for Automotive Engineers (SAE) compliant single point power wiring harness:



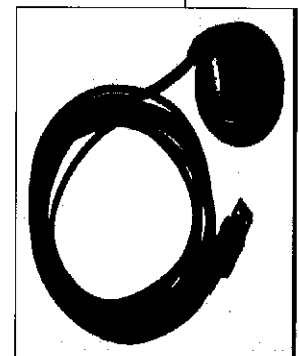
Power Conditioner



'Kill' Switch



Fuse Panel



Garmin GPS Unit

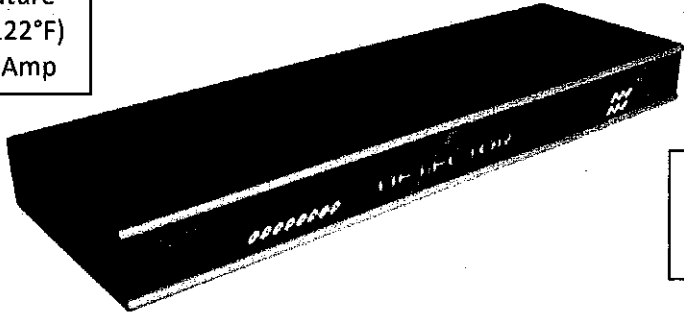


2. The system shall perform all OCR processing on a dedicated processor unit, eliminating the need for any laptop processing requirements.	YES Standard X	YES Custom	NO
--	----------------------	---------------	----

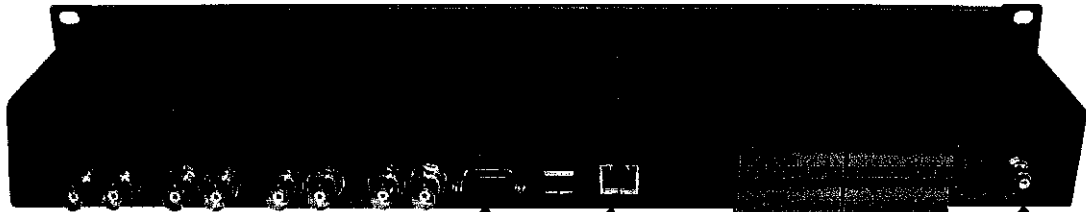
Comments and Explanation:

**Fully comply.** The LPR processor is a Digital Signal Processor (DSP) unit called the 'Condor'. The Condor DSP has four (4) DSP units, one dedicated to each LPR camera for up to four LPR cameras per vehicle:

Operating Temperature  
0°C - 50°C (32°F to 122°F)  
Electrical: 12V @ 5 Amp



Length: 5.55 inch [141 mm]  
Width: 17.30 inch [439.5 mm]  
Height: 1.710 inch [43.6 mm]



B-N-C (4) Camera Connections

Network Connection to MDC

Camera Controls – Serial Connection

DSP Power Connection

3. The system shall support a web based application or system to display Hits in full color with the plate read, color vehicle image and cartography from the License Plate Reader system on non-LPR equipped vehicles.	YES Standard X	YES Custom	NO
---	----------------------	---------------	----

Comments and Explanation:

**Fully comply.** LEARN manages and dispatches all Hot-List records to the CarDetector In-Car LPR systems. When a Detection is matched to a Hot-List records, the officer is alerted both visually and audibly, and all Detection and Hot-List information populates to the alert notification (Hit) popup window:

# DETECTOR



REF 352

Color Coded

## Camera #1

Correct Hit     Incorrect Hit

### Comments

Comments / Message / Log

Subject:

Add New Comment

Drug Store	12-08-2009	Officer Daniels
Seen at Crime	11-15-2009	Capt. Vola

Alarm Type: Stolen Vehicle  
Source: NCIC Data File  
State: CA  
Registered: Jason Kodalls  
Date Entered: 3-23-2009  
Date of Scan: 08-19-2009  
Time of Scan: 14:52:51 PST

Hot-List Info

4. Camera cables shall be shielded to eliminate interference due to radar and use military specification (MIL-SPEC) connectors.

**YES**  
Standard  
X

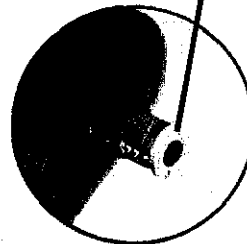
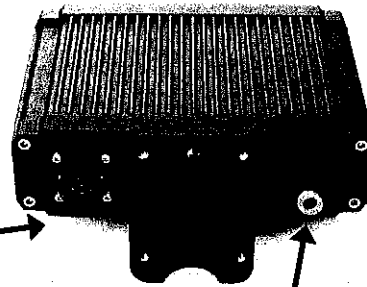
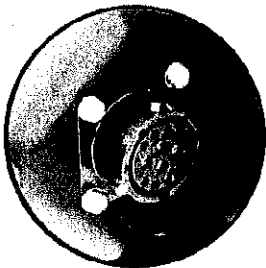
**YES**  
Custom

**NO**

### Comments and Explanation:

**Fully comply.** All cables are shielded against interference. The Raptor-II camera is Nitrogen filled to prevent moisture. It comes with a single point of wiring connection for video, camera communication and power, all incorporated into a MIL-SPEC quick disconnect Amphenol connector.

Mil Spec Connector



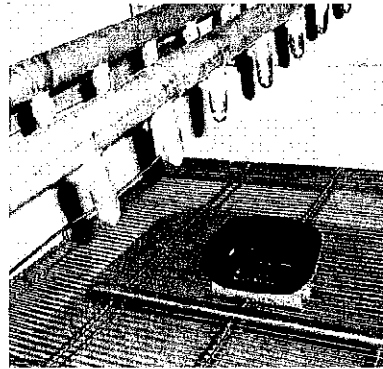
Nitrogen Fill Port

5. Each camera unit shall have internal cooling elements to extend high temperature operating levels.	YES Standard  X	YES Custom	NO
---	--------------------------	---------------	----

**Fully comply.** The Vigilant Solutions LPR cameras are NEMA 6 certified and exceed this requirement.



**Nema-6 Ice Testing**



**Nema-6 High Heat (Oven) Testing**

6. The vendor shall certify that the unit can sustain heat ranges typical for vehicles specified. These standards include when the vehicle is running in Florida summer conditions as well as high humidity conditions.	YES Standard  X	YES Custom	NO
---	--------------------------	---------------	----

Comments and Explanation:

**Fully comply.** The Vigilant Solutions ALPR camera system is designed to withstand the rigors of patrol work in any area of the country and in any climate.

7. The system shall be designed and installed to be immune from the temporary drop in DC power during vehicle starts and shall not reboot or lose connectivity with the vehicles system. All power cables shall be properly fused with an independent fuse.	YES Standard  X	YES Custom	NO
---	--------------------------	---------------	----

Comments and Explanation:

**Fully comply.** Beyond the LPR camera and processor units, the Vigilant Solutions LPR system includes a Society of Automotive Engineers (SAE) compliant wiring harness (compliant for in-car wiring systems standard SAE J-1128), a power conditioner to stabilize LPR system voltage, a 'kill' switch for safety and a fuse panel to protect the system from DC In-car amperage spikes, and a Garmin GPS unit for Geo-Location record components.

8. The system should be configurable to allow setting a delayed power off in intervals of 0, 5, 10, 60 and 120 minutes.	YES Standard  X	YES Custom	NO
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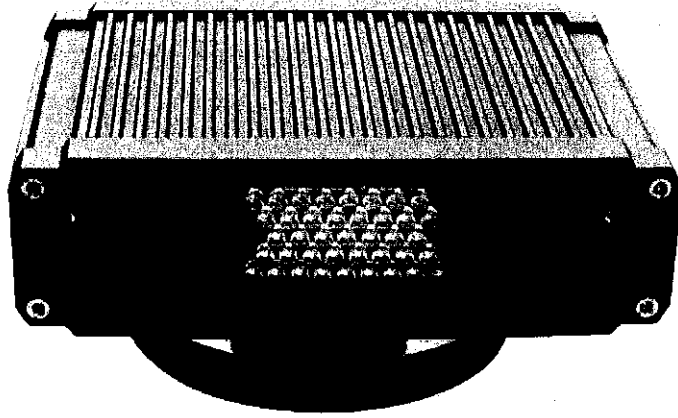
Comments and Explanation:

**Fully comply.** Vigilant Solutions ALPR camera system utilizes a third party appliance commonly referred to as shut down timer.

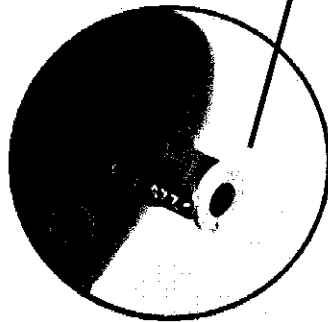
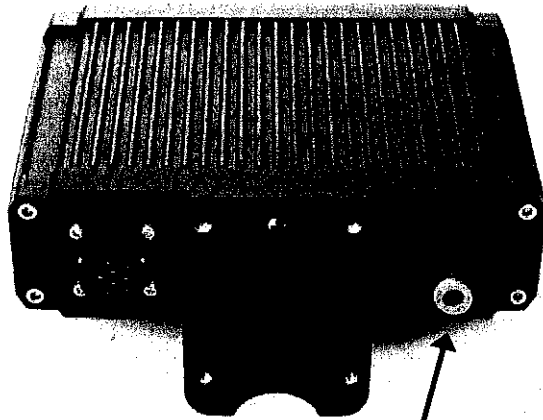
<p>9. Each camera enclosure shall include two cameras (one color and one black/white) and an infrared illuminator and be nitrogen sealed to perform in any weather condition.</p>	<p><b>YES Standard X</b></p>	<p><b>YES Custom</b></p>	<p><b>NO</b></p>
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**Comments and Explanation:**

**Fully comply.** The Raptor-II camera unit includes one color camera, one infrared (color to black and white) camera, and an infrared illuminator. It is Nitrogen filled to allow operation in any weather condition.



The



Nitrogen Fill Port

10. LPR system should have a minimum/maximum operating temperature range of at least 20 to 160 degrees Fahrenheit	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
11. Cameras should be externally mounted with secure magnetic base including operational alignment bracket and variable direction system which allows the camera to be locked into a forward or backward facing position.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement. We have a variety of mounting options available for any vehicle mounting need.			
12. The mounting system shall include an anti-theft/removal bracket to guarantee the placement of the camera when trunk mounted.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement. We have a variety of mounting options available for any vehicle mounting need.			
13. Communications between the cameras and user interface shall consist of IP, TCP and UDP over 100Mb Fast Ethernet	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
14. The system shall separately capture, interpret, process, display and store images of the license plate within range of the equipped vehicle without the interaction of the end-user	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
15. The system shall continue to read license plates during all functions except for a diagnostic mode.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			

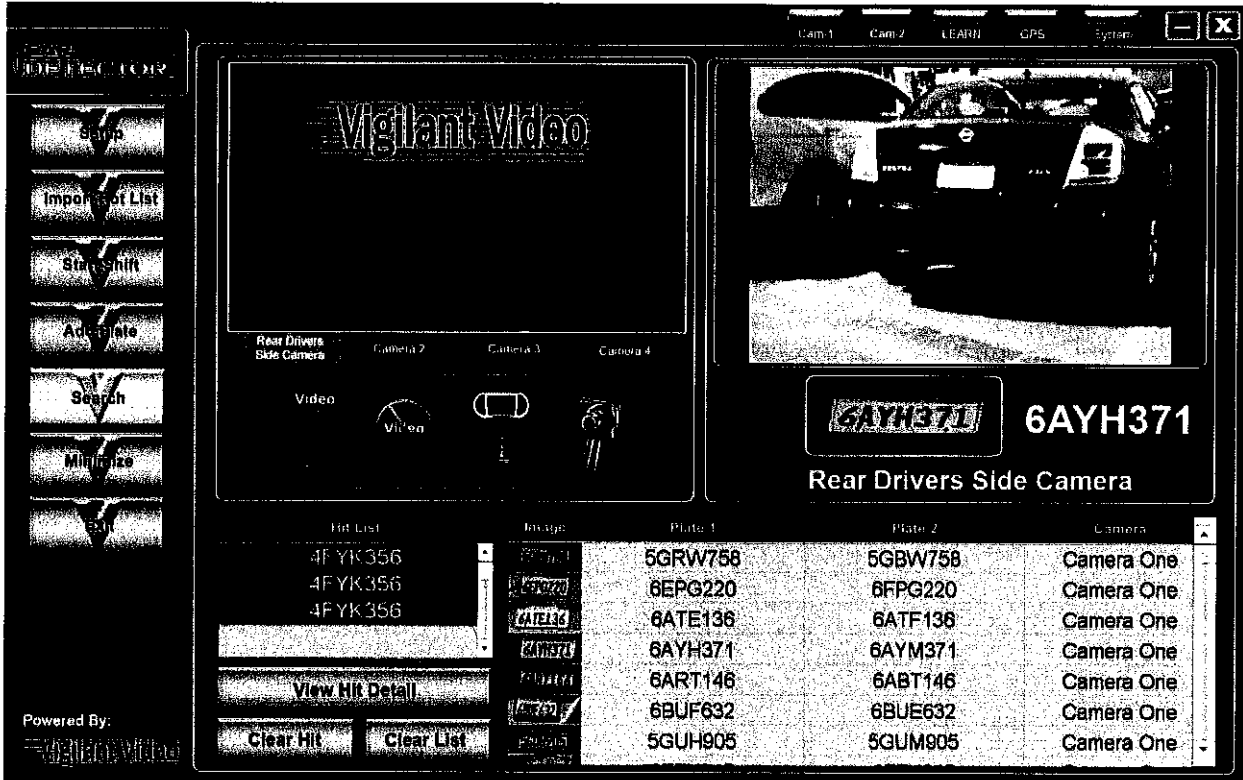
### **User Interface**

1. The user interface software (GUI) shall be able to be loaded on existing laptop computer and not require additional display hardware.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			

## CarDetector Mobile LPR software

The CarDetector software installs on a standard Mobile Data Computer (MDC) provided by the End User client. See the attached 'CarDetector MDC Hardware Requirements' document for further details.

Once installed on the MDC unit, the CarDetector software operates as a client application and communicates with the LPR processing Condor DSP unit. Video analysis is executed by the DSP unit and LPR data is made available on the MDC through the main CarDetector Graphical User Interface:



The GUI provides a very intuitive interface for all user operations. The GUI is fully compliant with touch screen technologies allowing for even easier operation in a mobile environment.

2. The system shall be installed and function on a laptop within the minimum specs for the user interface software.

**YES**  
**Standard**  
  
**X**

**YES**  
**Custom**

**NO**

Comments and Explanation:

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

3. The system shall be installed and function on a laptop within the recommended specs for the user interface software.

**YES**  
**Standard**  
  
**X**

**YES**  
**Custom**

**NO**

Comments and Explanation:

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

The CarDetector software installs on a standard Mobile Data Computer (MDC) provided by the End User client.

Once installed on the MDC unit, the CarDetector software operates as a client application and communicates with the LPR processing Condor DSP unit. Video analysis is executed by the DSP unit and LPR data is made available on the MDC through the main CarDetector Graphical User Interface

4. The system shall function with full capabilities with an operating system environment of Microsoft Windows 7 or higher (in 32-bit and 64-bit environments)

**YES  
Standard**  
  
X

**YES  
Custom**

**NO**

Comments and Explanation:

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

5. Each license plate read should consist of one color overview image of the entire target vehicle, one black and white of the license plate, a time and date stamp, GPS coordinates, and any associated "hit" information.

**YES  
Standard**  
  
X


**YES  
Custom**

**NO**

Comments and Explanation:

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

## LPR Data Record



Vehicle Images




Plate 1	702BRJ
Plate 2	7020RJ

**50mm** OCR Results

Date	09-11-2010	Latitude	0.000000
Time	07:39:05 AM PST	Longitude	0.000000

Date/Time Stamp

Update

Cancel

GPS Coordinates

6. The system should allow storage of plate reads for at least 3 months and up to 12 months and retain those records after data transfer to a server for long term storage.	<b>YES Standard</b>  <b>X</b>	<b>YES Custom</b>	<b>NO</b>
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Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

7. The system should provide the ability to store at least 10 million records in its "hotlist" database.	<b>YES Standard</b>  <b>X</b>	<b>YES Custom</b>	<b>NO</b>
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Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

Utilizing the Florida LEARN (Law Enforcement Archival Reporting Network) server, Vigilant Solutions provides a hosted solution which currently manages all available hotlists from the FDLE. The LEARN server will accommodate for an unlimited number of Hotlists which will all be downloaded to the LPR Vehicle automatically

**Automated Hot-List distribution**

Notifications and alerts are managed based on Hot-List permissions as described above. Users may maintain their own private Hot-Lists; be the only recipient of 'Hit' alerts based on those private Hot-Lists, or maintain fleet/system wide Hot-List for all LEARN Users to enjoy. What this means is that users are only notified of hits against Hot-Lists for which they have been granted permission.

As an example, a traffic officer operating a CarDetector system in his patrol car would only see pop up alerts in in the car relating to plate matches against Hot-Lists for which he is authorized. Alternatively, the operator might scan plates that match against other Hot-Lists loaded into the system, such as an other user's private Hot-List (think narcotics squad of the department), but not be notified. Instead, the system would notify those individuals authorized for the referenced Hot-List that a plate on their list had been scanned by the traffic officer.

8. The system shall provide the ability to accommodate multiple hotlists acquisition from independent data sources. Hotlists shall include Suspended Licenses, Wanted, Insurance, Sexual Offenders, NCIC, and FCIC.	<b>YES Standard</b>  <b>X</b>	<b>YES Custom</b>	<b>NO</b>
---	---	-----------------------	-----------

Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

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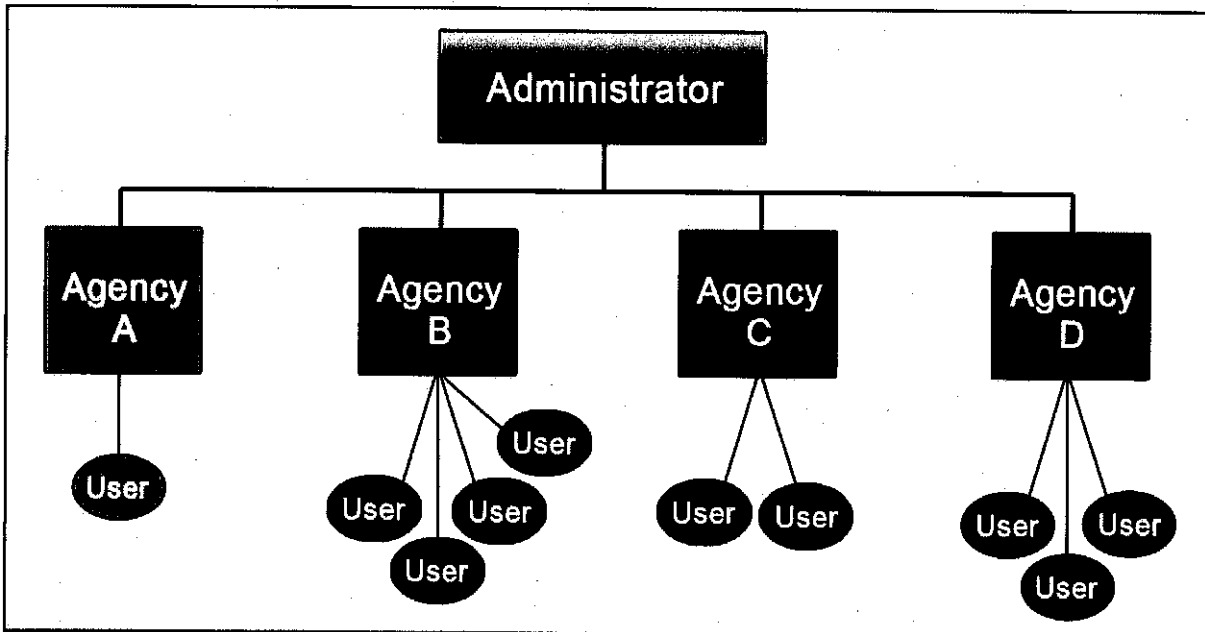
9. The system should be multi-user capable with user and password management available through the in-vehicle interface.	<b>YES Standard</b>  <b>X</b>	<b>YES Custom</b>	<b>NO</b>
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**Comments and Explanation:**

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

**LEARN Hierarchy:**

LEARN is comprised of three basic account types – The 'Administrator', the 'Agency' and the 'User'. Each account plays a significant role in the overall scope of the enterprise LPR system.



The **Administrator** account is similar to a typical database administrator account with added LPR system responsibilities. The role of the Administrator can be broken into two parts – managing the technical aspects of the server (maintenance & connections) and setting up Agency accounts for LPR Users. The technical role includes managing LPR client system connections, reviewing and generating dashboard reports, maintaining software updates for all users (administered directly from LEARN), and general server maintenance. The Administrator's Agency setup responsibilities include creating new Agency accounts, assigning Agency Managers (specific User roles), granting sharing rights between Agency accounts (Detections, Hits and Hot-Lists), defining Agency account rules (such as data access and editing permissions), and approval of privileges to ancillary benefits such as Agency Dashboards & Reporting utilities. The Administrator DOES NOT have either data viewing or Hot-List management privileges and CANNOT openly access data managed by other

LPR Users of the enterprise system.

The **Agency** account may be viewed as a group account made up of the LPR Users, managed by an Agency Manager. This account type is intended to isolate the group of LPR Users and allow such Users to function either in connection with other User groups (other Agencies) or as a standalone group with credential driven privacy policies and Administrator assigned permissions. Each Agency account has at least one (or more) Agency Manager that bears the responsibility of managing the LPR User group belonging to the Agency account. This includes creating the Agency Users, managing Hot-Lists, establishing agency data sharing capabilities (once granted by the Administrator), and managing ancillary utilities such as local Agency dashboards and auditing tools.

The **User** account is assigned to a specific LPR User, typically one who operates LPR field equipment and/or is granted permissions to access LPR data. User accounts are intended to be actionable data access accounts whereby the User can access Detection, Hit & Hot-List records, mapping utilities, and a feature rich suite of LPR data mining tools. Most of the User capabilities are privileges assigned by the Agency Manager, including rights to view their respective data, view all Agency data (all User data), edit data, and manage Hot-Lists.

User permissions, when allowed by the Administrator, may be very extensive:

The granting of various permissions allows very granular and flexible control regarding individual User and agency member abilities to view/share/edit license plate Detections, Hot-Lists, and lists of Hits – this pertains to both local (Agency acquired) and shared (Inter-Agency data sharing pool) LPR data attributes.

10. The system shall have the ability to push settings to the in-vehicle system from back office software.	<p style="text-align: center;"><b>YES</b> Standard</p> <p style="text-align: center;">X</p>	<p style="text-align: center;"><b>YES</b> Custom</p>	<p style="text-align: center;"><b>NO</b></p>
--	---	--	--

Comments and Explanation:

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

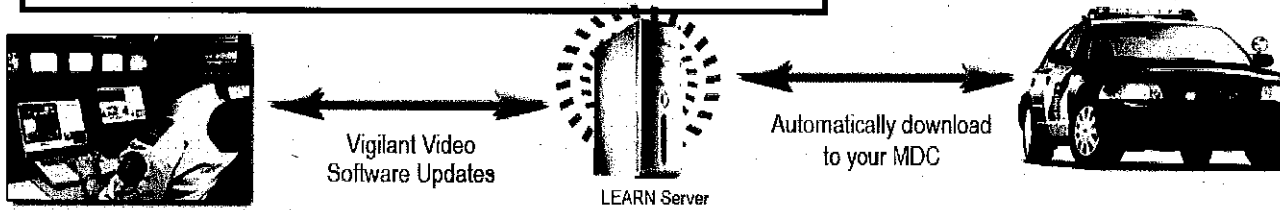
## Automated Software Updates

Vigilant Solutions software updates are all managed wirelessly by the LEARN server application. When a software update release is available by Vigilant Video:

1. Vigilant Video releases LPR software update to customer
2. Customer downloads software update to LEARN
3. LEARN dispatches all software updates to the In-Car CarDetector application

## Wireless Software Updates

Imagine updating your entire fleet at the push of a button!



**Software updates are managed by LEARN and sent automatically to every LPR vehicle**

- Free valuable IT staff from having to update manually
- Eliminate the need to take a police vehicles off the streets

Vigilant Video sends update files to the assigned system or fleet administrator and dispatch is as easy as:

1. Load update file to LEARN
2. Selects Systems for upgrade
3. Click the 'Distribute' button

## Data Sharing with LEARN V.5.0

Vigilant Solutions LEARN server application makes Data sharing of Detections and Hot-List records as easy as 'Point and Click':

<p>The manager of the LEARN Agency may share both Hot-Lists and Detections with any Agency available to share with in the LPR data sharing pool. Agency Managers are afforded the right to share LPR data at the discretion of the system Administrator, who may elect to force the LEARN Agencies to share with one another rather than leaving decision to the Agency Manager.</p>			
<p>11. The system shall have the ability to lock out certain features based on user logon credentials set through the back office software.</p>	<p><b>YES Standard</b>  <b>X</b></p>	<p><b>YES Custom</b></p>	<p><b>NO</b></p>
<p>Comments and Explanation:  <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.  System Administrators have the ability to manage feature accessibility through the user management tools.</p>			
<p>12. The in-vehicle system shall have the ability to query record data on the server and present it to the user without leaving the application.</p>	<p><b>YES Standard</b>  <b>X</b></p>	<p><b>YES Custom</b></p>	<p><b>NO</b></p>
<p>Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.</p>			
<p>13. Hotlists shall be able to be loaded via Wi-Fi (802.11) without user intervention.</p>	<p><b>YES Standard</b>  <b>X</b></p>	<p><b>YES Custom</b></p>	<p><b>NO</b></p>
<p>Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.</p>			
<p>14. Hotlists shall be able to be loaded via cellular without user intervention.</p>	<p><b>YES Standard</b>  <b>X</b></p>	<p><b>YES Custom</b></p>	<p><b>NO</b></p>
<p>Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.</p>			
<p>15. Reads that are on the hotlist shall alert the user with both an audible and visible alarm in under a second.</p>	<p><b>YES Standard</b>  <b>X</b></p>	<p><b>YES Custom</b></p>	<p><b>NO</b></p>
<p>Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.</p>			

16. The system shall allow the end-user to query stored reads against time and date and full or partial tags.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
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Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

17. The system shall allow query results to be displayed and included a time and date stamp, a B&W image of the plate, a color overview image and corresponding GPS coordinates of the read placed on a map including any associated information with the hotlist database match.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
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Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

**Alert Notifications**

Subject to user and agency permissions and individual Hot-List assignment, LEARN will issue notifications of Hot-List matches (Hits) automatically via email. In addition, for each new Hot-List entry that is introduced to LEARN, a report is generated and sent to the appropriately assigned officer (assigned by the LEARN administrator). Report indicates all records (with associated locations) of 'Historical' scans. This is referred to by Vigilant Video as 'Historical Hit' functionality.

18. The mapping system should be local to the laptop and NOT require the use of Internet connection to render any maps.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
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Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

**CarDetector Software – Search Utility**

The Search feature allows an officer to search the local In-Car database (MySQL) for Detections, Hot-List, and Hit records. This provides In-Car record management and allows the operators a variety of flexibility including manual plate checks for inclusion on a specific Hot-List.



Access from the Main GUI

### Search LPR Records

#### Search Options

License Plate #   
Record Type   
Match Type   
Partial Plate   
Record Volume

Execute Search



5YAD559

Plate Number 5YAD559

Detected

Latitude 34.146726 Date 09-13-2010  
Longitude -118.388854 Time 03:40:07 PM PST

#### Search Return (32 Records)

Plate Number	Date	Record
4MGW512	09-13-2010	Detection
4WRM987	09-13-2010	Detection
5YAD559	09-13-2010	Detection
4TML512	09-13-2010	Detection

#### Comments

Comments / Message / Log

Subject

Add

New Comment

Close

Location

### Nearest Address

License Plate #: 4TML512

Scan Date: 09-13-2010  
Scan Time: 03:03:41 PM PST

**Nearest Address:** 4249 Colfax Ave Los Angeles  
CA 91604  
**Nearest Intersection:** Colfax Ave Valley Spring Ln

Disclaimer: The address listed above is ONLY an estimate.

Close

When a Detection or Hit record is queried, a 'Location' button will allow the operator to query LEARN for the 'Nearest Address'. This eliminates the step of determining a location based solely on the latitude and longitude coordinates.

All other data such as Hits and Hot-List Records may be queried from the Search Utility:

### Search LPR Records

#### Search Options

License Plate #

Record Type

Match Type

Partial Plate

Record Volume

Alarm	Amber
State	CA
Source	CDMS Client
Record ID	3USD408CA
Alarm Priority	High Level
Date Entered	09-05-2010
Date of Lead	09-05-2010
Registered Owner	Jim Smith
Hair Color	Blonde
Age	33

#### Search Return (1 Records)

Plate Number	Date	Record
3USD408	09-05-2010	CDMS Client

#### Comments

Comments / Message / Log

This driver seen nightly at the 3 Oaks Motel

Subject

New Comment		
Suspicious	09-05-2010	jharz88

### CarDetector Hot-List Record

### Search LPR Records

#### Search Options


License Plate #

Record Type

Match Type

Partial Plate

Record Volume



Detected Plate: 3USD408

Latitude: 0.000000      Date: 09-05-2010

Longitude: 0.000000      Time: 07:12:17 PM PST

#### Search Return (1 Records)

Plate Number	Date	Record
3USD408	09-05-2010	CDMS Client

#### Comments

Comments / Message / Log

This driver seen nightly at the 3 Oaks Motel

Subject

New Comment		
Suspicious	09-05-2010	jharz88

### CarDetector Hit Record

19. The mapping system should be licensed and proof of license must be furnished at time of Bid.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
--	----------------------------------	-----------------------	-----------

Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

20. The mapping system shall be part of the system purchase cost and not tied to data usage	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
---	----------------------------------	-----------------------	-----------

Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

21. The mapping system shall receive regular and timely updates from the vendor while the product is under warranty and support.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
--	----------------------------------	-----------------------	-----------

Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

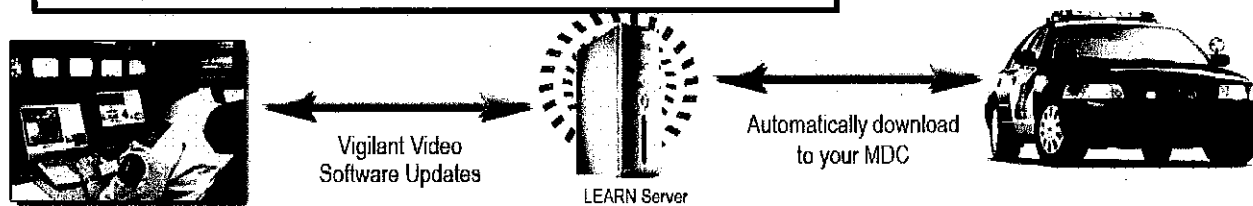
**Automated Software Updates**

Vigilant Solutions software updates are all managed wirelessly by the LEARN server application. When a software update release is available by Vigilant Video:

1. Vigilant Video releases LPR software update to customer
2. Customer downloads software update to LEARN
3. LEARN dispatches all software updates to the In-Car CarDetector application

**Wireless Software Updates**

Imagine updating your entire fleet at the push of a button!



**Software updates are managed by LEARN and sent automatically to every LPR vehicle**

- Free valuable IT staff from having to update manually
- Eliminate the need to take a police vehicles off the streets

Vigilant Solutions sends update files to the assigned system or fleet administrator and dispatch is as easy as:

1. Load update file to LEARN
2. Selects Systems for upgrade
3. Click the 'Distribute' button



22. The system shall provide multiple layers of security and configuration so that certain matches may alert only those officers with appropriate privileges.	YES Standard  X	YES Custom	NO
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
23. The system shall run off an embedded database not requiring additional maintenance or installation.	YES Standard  X	YES Custom	NO
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
24. The system should run off an embedded database not requiring additional fees.	YES Standard  X	YES Custom	NO
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
25. The system shall allow the ability to toggle between the black/white (IR) image and the corresponding color image on the user interface.	YES Standard  X	YES Custom	NO
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
26. The system should be configurable to choose the default presets for images displayed after the system startup as either black/white or the color image.	YES Standard  X	YES Custom	NO
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
27. The system shall be able to retrieve new or updated hotlist files automatically to an agency-defined schedule, via the wireless network connection without operator intervention (automated updates).	YES Standard  X	YES Custom	NO
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
28. The system shall be able to retrieve new or updated hotlist files automatically to an agency-defined schedule, via cellular modem without operator intervention (automated updates).	YES Standard  X	YES Custom	NO
Comments and Explanation:			

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

29. The GUI shall allow the end user to manually insert a plate, including state and additional description data. The GUI shall also search through in-vehicle stored reads for inserted plates and display any and all past reads on that plate.

**YES  
Standard**  
  
**X**

**YES  
Custom**

**NO**

Comments and Explanation:

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

**CarDetector Software – Adding In-Field Hot-List Records**

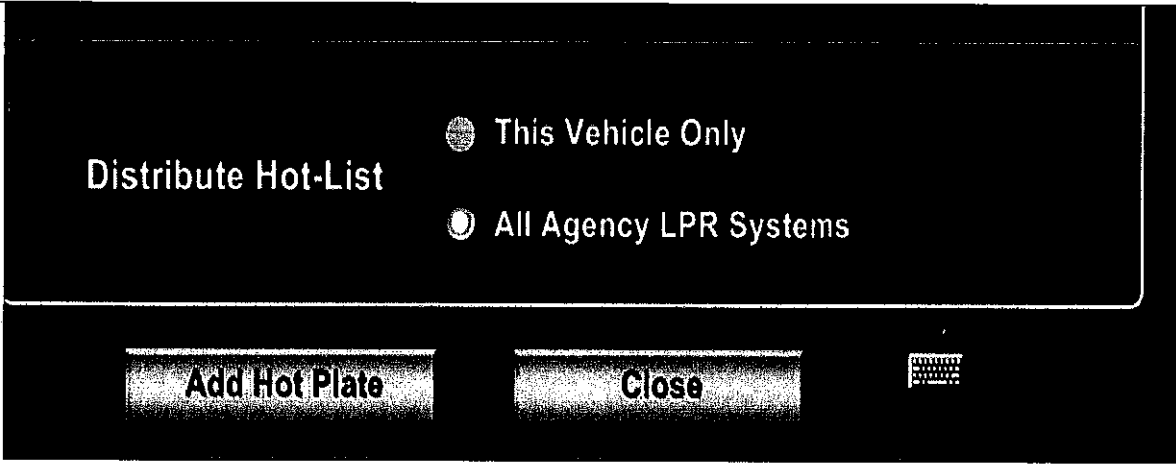
CarDetector allows for operators to enter complete Hot-List records directly into CarDetector. The records are then dispatched to LEARN and re-distributed to all other LPR systems including additional Fleet vehicles. This allows for an officer to send a Hot-List record to the entire fleet of CarDetector mobile LPR systems by the click of a single button:



**Access from the Main GUI**

### Add Hot-List Record

<p>License Plate # <input type="text" value="ABC123"/> State <input type="text" value="CA"/></p> <p>Vehicle Owner <input type="text" value="John Doe"/></p> <p>Alarm Type <input type="text" value="Armed and Dangerous"/> <input type="button" value="Add New Alarm"/></p> <p>Alarm Priority <input type="text" value="High Level"/></p>	<p style="text-align: center;"><b>Add Comments to Record</b></p> <p>Subject <input type="text" value="Suspicious"/> Comments / Message / Log <input type="text" value="Vehicle seen each Friday evening at approximately 7:00 PM near 7-11 on 5th Street."/></p>								
<p style="text-align: center;"><b>Add Additional Hot-List Fields</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 30%;">Title</th> <th>Field Entry</th> </tr> </thead> <tbody> <tr> <td>Vehicle Make</td> <td><input type="text" value="Dodge"/></td> </tr> <tr> <td>Vehicle Model</td> <td><input type="text" value="Black"/></td> </tr> <tr> <td>Driver Color</td> <td><input type="text" value="White / Caucasian"/></td> </tr> </tbody> </table> <p style="font-size: small; text-align: center;">Enter Details - Notes; Case #; Suspect Info; etc.</p>	Title	Field Entry	Vehicle Make	<input type="text" value="Dodge"/>	Vehicle Model	<input type="text" value="Black"/>	Driver Color	<input type="text" value="White / Caucasian"/>	<p> <input checked="" type="checkbox"/> Expire After <input type="text" value="96"/> Hours  <input type="checkbox"/> <input type="text"/> Days         </p> <p>           Distribute Hot-List  <input checked="" type="radio"/> This Vehicle Only  <input type="radio"/> All Agency LPR Systems         </p> <p style="text-align: center;"> <input type="button" value="Add Hot Plate"/> <input type="button" value="Close"/> </p>
Title	Field Entry								
Vehicle Make	<input type="text" value="Dodge"/>								
Vehicle Model	<input type="text" value="Black"/>								
Driver Color	<input type="text" value="White / Caucasian"/>								



**Send Hot-List Records to All LPR systems at the Click of a Single Button**

Since the Vigilant Solutions LPR system communicates bi directionally with the LEARN server in real time, officers are able to instantly add license plate Hot-List Records from the Car Detector application in the car. The added information is instantly distributed to other systems for 'Hit' notification.

30. The system should be able to take a still digital image with the cameras from the user interface.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
---	----------------------------------	-----------------------	-----------

Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

31. The system shall include on-board cartography in the user interface to show every read on a map	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
---	----------------------------------	-----------------------	-----------

Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

**CarDetector - Mobile Hit Hunter Feature**

Vigilant Solutions' newest License Plate Recognition (LPR) product feature, the '**Mobile Hit hunter**' (**MHH**), is an advanced LPR technology practice that will show the operator his past scans and alerts but also provide access to 3rd party LPR data intelligence within a four mile diametric proximity of the active LPR system operating in the field. The MHH feature essentially 'pipelines' LPR data Detection records, available from nationwide data sources, to the in-field CarDetector LPR system when matched against the CarDetector operator's accessible Hot-List records.

**MHH** is a 'next generation' product feature created to help public safety professionals utilize the CarDetector Mobile ALPR System (CDMS) more effectively with greater much results. The **MHH** as part of the CarDetector mobile LPR software application, provides the patrol vehicle operator with data intelligence access to vehicle locations of wanted suspects known to be previously located within two (2) miles of their current location. The **MHH** operator easily navigates a street map

leading right to the vehicle location of a wanted vehicle of interest.

Hit List	Image	Plate Number	Camera
AEU9618		ANGEL88	Passenger Side Camera
AEU9618		AHM4439	Passenger Side Camera
BIF3105		BQQ0686	Passenger Side Camera
		W38LJC	Drivers Side Camera
		V631SB	Passenger Side Camera
		BGB4728	Passenger Side Camera

32. The system shall be able to conduct geo-fencing, whereby a violation range can be established for a specific alarm type and the alarm accordingly within that range and tag.

**YES**  
Standard

**YES**  
Custom

**NO**

X

Comments and Explanation:

**Copmly with customization.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement once it is determined what kind of "alarm type" the City is describing and how it should be associated a specific tag and range.

33. The system shall be able to conduct historical checks of gathered data when a new hotlist is published and alert defined groups of users to possible matches.

**YES**  
Standard

**YES**  
Custom

**NO**

X

Comments and Explanation:

**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

**CarDetector Software – Search Utility**

The Search feature allows an officer to search the local In-Car database (MySQL) for Detections, Hot-List, and Hit records. This provides In-Car record management and allows the operators a variety of flexibility including manual plate checks for inclusion on a specific Hot-List.



Access from the Main GUI

## Search LPR Records

### Search Options

License Plate #   
Record Type   
Match Type   
Partial Plate   
Record Volume



Plate Number **5YAD559**

**Detected**

Latitude 34.146726 Date 09-13-2010  
Longitude -118.388854 Time 03:40:07 PM PST

### Search Return (32 Records)

Plate Number	Date	Record
4MGW512	09-13-2010	Detection
4WRM987	09-13-2010	Detection
5YAD559	09-13-2010	Detection
4TML512	09-13-2010	Detection

### Comments

Comments / Message / Log

Subject

New Comment

## Nearest Address

License Plate #: 4TML512

Scan Date: 09-13-2010  
Scan Time: 03:03:41 PM PST

**Nearest Address:** 4249 Colfax Ave Los Angeles  
CA 91604

**Nearest Intersection:** Colfax Ave Valley Spring Ln

Disclaimer: The address listed above is ONLY an estimate.

When a Detection or Hit record is queried, a 'Location' button will allow the operator to query LEARN for the 'Nearest Address'. This eliminates the step of determining a location based solely on the latitude and longitude coordinates.

All other data such as Hits and Hot-List Records may be queried from the Search Utility:


**Search LPR Records**

<div style="text-align: center; border-bottom: 1px solid black;"><b>Search Options</b></div> <p>License Plate # <input style="width: 90%;" type="text"/></p> <p>Record Type <input style="width: 80%;" type="text" value="Hot-List"/></p> <p>Match Type <input style="width: 80%;" type="text"/></p> <p>Partial Plate <input style="width: 80%;" type="text"/></p> <p>Record Volume <input style="width: 80%;" type="text" value="Last 50 Records"/></p> <p style="text-align: center;"><input type="button" value="Execute Search"/></p>	<table style="width: 100%; border-collapse: collapse;"> <tr><td>Alarm</td><td>Amber</td></tr> <tr><td>State</td><td>CA</td></tr> <tr><td>Source</td><td>CDMS Client</td></tr> <tr><td>Record ID</td><td>3USD408CA</td></tr> <tr><td>Alarm Priority</td><td>High Level</td></tr> <tr><td>Date Entered</td><td>09-05-2010</td></tr> <tr><td>Date of Load</td><td>09-05-2010</td></tr> <tr><td>Registered Owner</td><td>Jim Smith</td></tr> <tr><td>Hair Color</td><td>Blonde</td></tr> <tr><td>Age</td><td>33</td></tr> </table>	Alarm	Amber	State	CA	Source	CDMS Client	Record ID	3USD408CA	Alarm Priority	High Level	Date Entered	09-05-2010	Date of Load	09-05-2010	Registered Owner	Jim Smith	Hair Color	Blonde	Age	33
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<div style="text-align: center; border-bottom: 1px solid black;"><b>Search Return</b> (1 Records)</div> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Plate Number</th> <th style="text-align: left;">Date</th> <th style="text-align: left;">Record</th> </tr> </thead> <tbody> <tr> <td>3USD408</td> <td>09-05-2010</td> <td>CDMS Client</td> </tr> </tbody> </table>	Plate Number	Date	Record	3USD408	09-05-2010	CDMS Client	<div style="text-align: center; border-bottom: 1px solid black;"><b>Comments</b>      Comments / Message / Log</div> <p style="text-align: center;">This driver seen nightly at the 3 Oaks Hotel</p> <p>Subject: Suspicious</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <th colspan="3" style="text-align: center; border-bottom: 1px solid black;">New Comment</th> </tr> <tr> <td style="width: 50%;">Suspicious</td> <td style="width: 20%;">09-05-2010</td> <td style="width: 30%;">jharz88</td> </tr> </table>	New Comment			Suspicious	09-05-2010	jharz88
Plate Number	Date	Record											
3USD408	09-05-2010	CDMS Client											
New Comment													
Suspicious	09-05-2010	jharz88											

**CarDetector Hot-List Record**

**Search LPR Records**

<div style="text-align: center; border-bottom: 1px solid black;"><b>Search Options</b></div> <p>License Plate # <input style="width: 90%;" type="text"/></p> <p>Record Type <input style="width: 80%;" type="text" value="Hit"/></p> <p>Match Type <input style="width: 80%;" type="text" value="All"/></p> <p>Partial Plate <input style="width: 80%;" type="text"/></p> <p>Record Volume <input style="width: 80%;" type="text" value="Last 50 Records"/></p> <p style="text-align: center;"><input type="button" value="Execute Search"/></p>	<div style="text-align: center; border-bottom: 1px solid black;"><b>CarDetector Hot-List Record</b></div> <div style="text-align: center;">  </div> <p style="text-align: right;">Detected Plate: 3USD408</p> <p>Latitude: 0.000000      Date: 09-05-2010</p> <p>Longitude: 0.000000      Time: 07:12:17 PM PST</p>
--	---

<div style="text-align: center; border-bottom: 1px solid black;"><b>Search Return</b> (1 Records)</div> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Plate Number</th> <th style="text-align: left;">Date</th> <th style="text-align: left;">Record</th> </tr> </thead> <tbody> <tr> <td>3USD408</td> <td>09-05-2010</td> <td>CDMS Client</td> </tr> </tbody> </table>	Plate Number	Date	Record	3USD408	09-05-2010	CDMS Client	<div style="text-align: center; border-bottom: 1px solid black;"><b>Comments</b>      Comments / Message / Log</div> <p style="text-align: center;">This driver seen nightly at the 3 Oaks Hotel</p> <p>Subject: Suspicious</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <th colspan="3" style="text-align: center; border-bottom: 1px solid black;">New Comment</th> </tr> <tr> <td style="width: 50%;">Suspicious</td> <td style="width: 20%;">09-05-2010</td> <td style="width: 30%;">jharz88</td> </tr> </table>	New Comment			Suspicious	09-05-2010	jharz88
Plate Number	Date	Record											
3USD408	09-05-2010	CDMS Client											
New Comment													
Suspicious	09-05-2010	jharz88											

34. The system should be able to conduct HTML data export containing independent images linked to a report.	<b>YES Standard</b>	<b>YES Custom</b>	<b>NO</b>
	<b>X</b>		

**Comments and Explanation:**  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

35. The system shall have the ability when a tag is hit from a confidential tag placed into the system; it may or may not alert the end user depending on the configuration. This shall be used in confidential surveillance investigations.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
<b>Comments and Explanation:</b> <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
36. If there is a hit on a user's laptop when the application is minimized, the application shall return to normal screen size and alert the user.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
<b>Comments and Explanation:</b> <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			

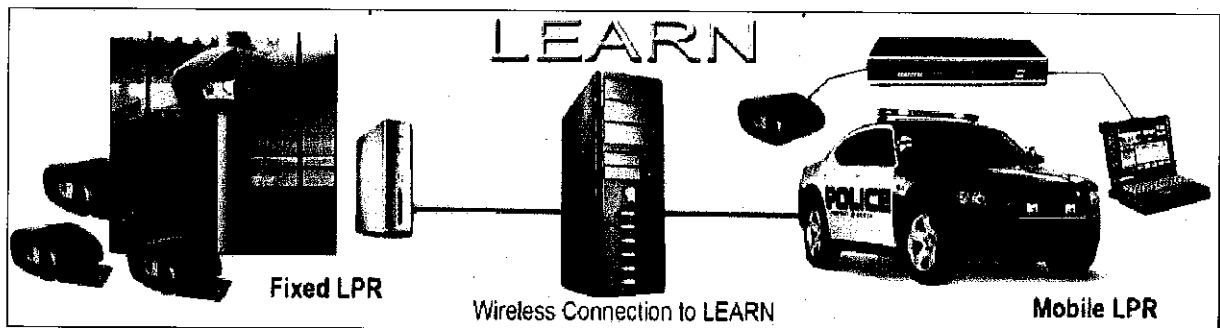
**Server Specs**

1. The server application shall be compatible in a virtual environment (VMWARE ESX)	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
---	----------------------------------	-----------------------	-----------

**Comments and Explanation:**  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

**LEARN Web Based LPR Server Interface**

The Law Enforcement Archival Reporting Network server application (LEARN) is Vigilant Solutions' commercially available LPR data management utility. LEARN is a web services based software application that centralizes the functional requirements surrounding the use of License Plate Recognition (LPR systems) by multiple Law Enforcement Agencies (LEAs). This enterprise class application provides Agency & User management, LPR data access, automated Hot-List utilities, software update distribution and much more.



LEARN is a database application that manages LPR data collected by system LPR clients, such as CarDetector LPR software by Vigilant Solutions for fixed and/or mobile camera applications. LEARN communicates with each LPR client by way of standard TCP/IP network protocol. This provides the LPR User with online data and management access via web services (by using a standard internet browser). Each system client connection establishes a two way communication

service to LEARN, therefore sending all acquired LPR data to LEARN (for storage) and receiving all pertinent Hot-List data and software updates from LEARN. The net result is that each LPR client remains current at all times.

2. The software shall allow searches of stored reads via time and date, tags (including partials), location radius, and map location.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
---	----------------------------------	-----------------------	-----------

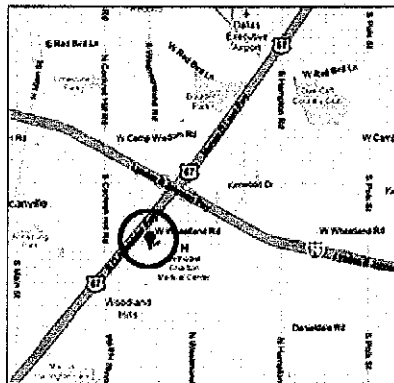
Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

3. The software shall be able to create PDF files for each record to include a color image of the vehicle, a black/white image of the vehicle, a map of the read location and the ability to view the location maps.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
--	----------------------------------	-----------------------	-----------

Comments and Explanation:  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

## Vehicle Hit Report

License Plate Number: **KPZ545**



Powered By:  
**CAR  
DETECTOR**

Vehicle Images

Vehicle Spotted:  
12/10/2009 at 14:33:09 Hours PST

Nearest Address: 7012 W Edgerton Ave  
Milwaukee, WI 53129  
Nearest Intersection: W Edgerton Ave  
S 89th St

Disclaimer: The address listed above is ONLY an estimate.



Detection Data	
<b>Vehicle Info:</b>	<b>Camera Info:</b>
Plate # 1 KPZ545	Agency HoustonArea_PD
Plate # 2 KPZ545	User Sgt. James
Date 12/07/2009	System Car # 157
Time 11:45:53 PM	Camera Camera # 7
Longitude -108.2014	Type Mobile
Latitude 31.73040	Server Local

Hot-List Data	
<b>Alarm:</b>	<b>Record Detail:</b>
Hot Plate KPZ545	Record ID KPZ545CA
Alarm Stolen Vehicle	Date 11/15/2009
State CA	Code JT7P5
Type Exact Match	Source CA-DOJ

Note 1  
Note 2  
Note 3  
Note 4  
Note 5  
Note 6

**Vigilant Video**

Date of Report  
12/16/09

**LEARN**

**LEARN Data Intelligence Report**



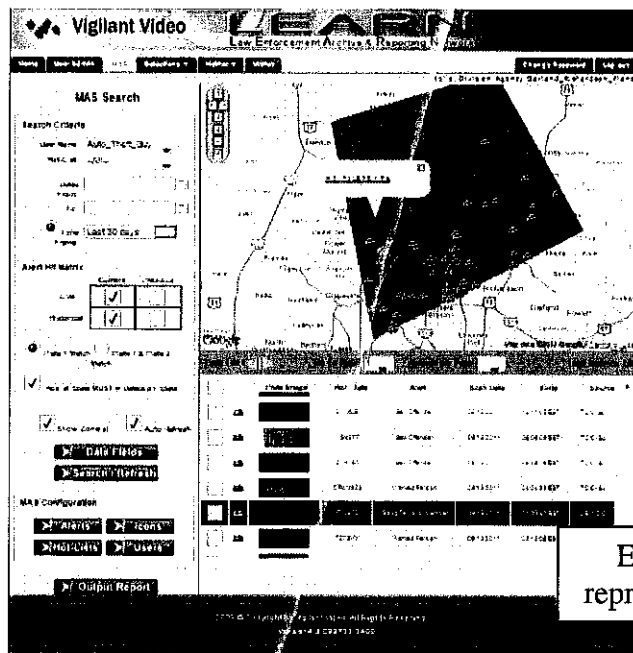
4. The server software shall have a mapping system that does not require Internet connectivity in order to render.	<b>YES Standard</b>	<b>YES Custom</b>  <b>X</b>	<b>NO</b>
--	-------------------------	---------------------------------------	-----------

**Comments and Explanation:**  
**Comply with customization.** The server software could render reports with mapping images in an "offline" mode if appropriate map data is stored locally and available to the server software.

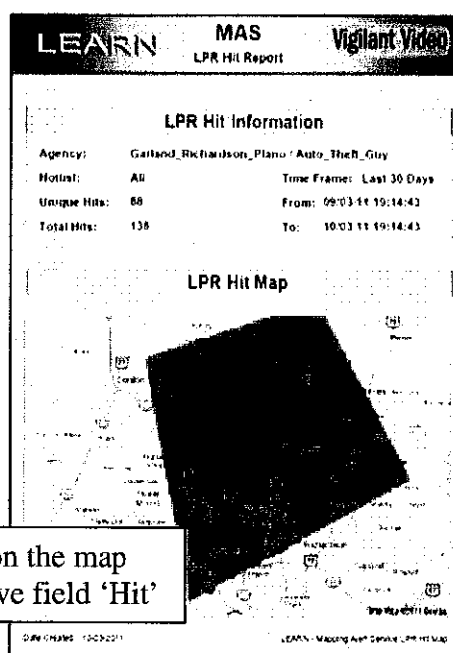
5. The software shall provide data mining functions including: convoy analysis, unique/duplicate plates, time frame analysis, and nested searches.	<b>YES Standard</b>  <b>X</b>	<b>YES Custom</b>	<b>NO</b>
--	---	-----------------------	-----------

**Comments and Explanation:**  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

The LEARN server has a module called 'Mapping Alert Service' or 'MAS'. MAS is a geographical interface that is specifically designed to plot out Hit records on a map for deeper analysis of target regions or areas. Mass allows a user to draw a geo zone around a large area or a area narrowed down to by specific street location to see the historical scans by a specific data range, (but not limited to that search criteria). MAS also can be setup to send notifications when a vehicle of interest is seen in a specific drawn area and notify the appropriate person or groups of LEA's via email, cell phone or Vigilant's Target Alert Service (TAS). Details on TAS are provided in attachment.



**Mapping Interface (LEA)**



**Sample 'Hit' Productivity Report**

Each Icon on the map represents a live field 'Hit'

The Mapping Alert Service (MAS) utility allows clients to access LPR Data in a Geographical Information Systems (GIS) user interface. The accessible records are a product of client scanned LPR Data records matched against client loaded target vehicle Hot-Lists. Each time a new Detection record from the client LPR system is transferred to the LEARN-NVLS server, it is matched against existing Hot-List records. All positive matches are immediately made available for the client user to access (with appropriate permissions) via LEARN User account.

### MAS Search

Select View: Mapping Alert Service

#### Search Criteria

UserName:   
 Hot-List:   
 Date Range:  
 From:   
 To:   
 Time Frame:

#### Alert Hit Matrix

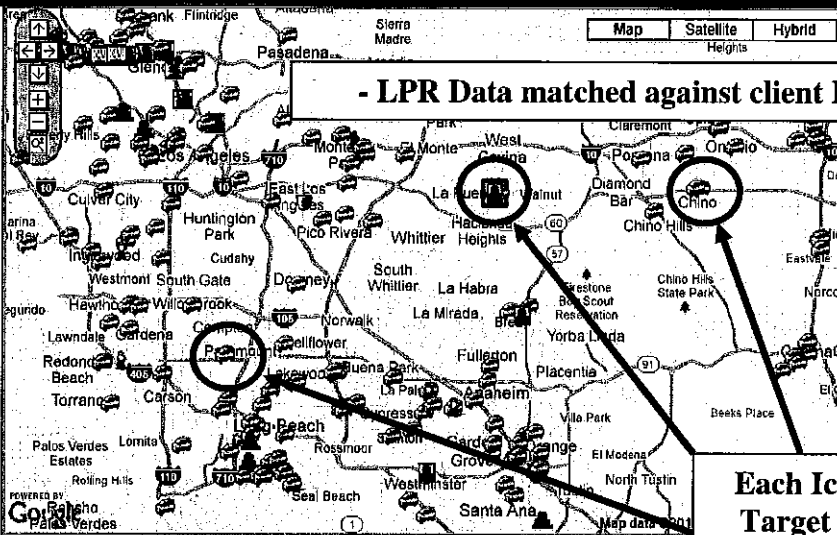
	Current	Previous
Live	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Historical	<input type="checkbox"/>	<input type="checkbox"/>

Plate 1 Match    Plate 1 & Plate 2 Match  
 Hot-List State MUST = Detection State

Show Zone(s):  Auto Refresh

- Data Fields
- Search / Refresh
- Output Report

### Available Query Filters & Reporting Capabilities



- LPR Data matched against client Hot-List

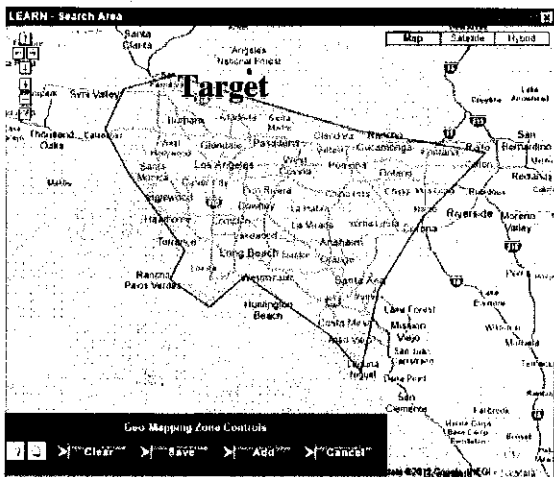
Each Icon Represents Target Hot-List 'Hit'

ARTESK 01-18-12 12:31:23 PM	WORDSDR 01-18-12 11:33:04 AM	WORDSDR 01-18-12 11:33:04 AM	5MTX759 01-18-12 11:01:33 AM	6PWP295 01-18-12 09:15:15 AM	8E76542 01-18-12 09:13:20 AM	5XCC221 01-16-12 02:28:09 PM

<input type="checkbox"/>	Plate Image	Hot Plate	Alert	Scan Date	Time	Plate # 1	PI
<input checked="" type="checkbox"/>		6PWP295	Wanted person	01-18-12	09:15:15 AM PST	6PWP295	
<input type="checkbox"/>		8E76542	Stolen Vehicle	01-18-12	09:13:20 AM PST	8E76542	
<input type="checkbox"/>		5XCC221	Stolen Vehicle	01-16-12	02:28:09 PM SE AST	5XCC221	5
<input type="checkbox"/>		4HLP037	Terrorist Member	01-16-12	02:28:06 PM SE AST	4HLP037	4

### Data Table for LPR Record Access

LEARN V 5.0.011912.2300 Copyright by Vigilant Video Inc. All Rights Reserved



- Gang/Terrorist Member
- Missing person
- Protection Order
- Sex Offender
- Stolen License plate
- Stolen Vehicle
- Wanted person



### Custom Icons & Alert Access

LEARN - Detection Record Detail

Powered By **CAR DETECTOR** Close

Vehicle Images Map It Show Address Output Report

Detection Data	
<b>Vehicle Info:</b>	<b>Camera Info:</b>
Plate # 1: BY4W05B	Name: Passanger
Plate # 2: BYAW05B	Type: CDMS Mobile Camera
Date: 04-24-12	Longitude: -97.722413
Time: 2:08:08 PM PST	Latitude: 30.326853
	<b>Scanned By:</b>
	Agency: Texas DPS
	User: Major William Diggs
	System: TX-DPS HP Car 1
	Server: Local

**Comments**

Enter New Comment Last Comment

Enter Subject Add Comment

Map Satellite Hybrid Show street map

**Vehicle Data:**

Plate Image

Vehicle Image

**Scan Data:**

Plate 1: BY4W05B  
 Plate 2: BYAW05B  
 Date: 04-24-12  
 Time: 2:08:08 PM PST  
 Longitude: -97.7224131693  
 Latitude: 30.3268527786

**Scanned By:**

Agency: Texas DPS  
 User: Major William Diggs  
 System: TX-DPS HP Car 1

Output Report Show Address

Use of an ESRI map is possible, but may require an undetermined amount of engineering work to ensure client expectations (as of now not fully understood) are fully met. Vigilant Video warmly welcomes the opportunity to substitute the commercially available Google Mapping application for client provided ESRI maps - a price may be negotiated with further details.

6. The system shall be able to generate email messages to mobile devices including mapping.	<b>YES</b> Standard	<b>YES</b> Custom	<b>NO</b>
	X		

**Comments and Explanation:**  
**Fully comply.** The Vigilant Solutions ALPR camera system meets or exceeds this requirement.

Vigilant Solutions newest License Plate Recognition (LPR) product portfolio addition, the '**Mobile Companion**', is an advanced LPR technology software application that provides Vigilant Video software site license holders access to installing an unlimited number LPR applications on an Android or Iphone based smart phone. The Mobile Companion feature essentially expands LPR

technology to field officers that are afforded the capability of scanning license plates, performing database lookups (LEARN-NVLS database server), and receiving Hit notifications against client loaded Hot-List records.

The Mobile Companion is the first commercially available smart phone based LPR scanning & data intelligence device offered in the world. The product is intended to enhance professional public safety policing practices and promote officer awareness and security. The Mobile Companion will also allow Vigilant Solutions clients to expand their use of LPR technology beyond vehicle based systems. The Mobile Companion app will allow all field investigators, foot patrol officers, and other certified personnel to gather field intelligence just by scanning license plates with their smart phone.

### Android or Iphone Based LPR 'Mobile Companion'



**How it Works** - Vigilant Video manages and operates the 1st national LPR database server in the United States. This server hosts Law Enforcement LPR accounts as well as a copy of private LPR network scans acquired by Vigilant Solutions commercial asset recovery clients. The server houses approximately 700,000,000 vehicle location records from across the united states with 40,000,000 new LPR records deposited each month. For those clients that take advantage of Vigilant Solutions centralized manage/hosted LPR server offering, the Mobile Companion connects directly to the Vigilant Video client LEARN account in conjunction with the National Vehicle Location Service (NVLS) account (<http://nvls-lpr.com/nvls>) to offer in field LPR scanning capabilities, client Hot-List records checks (against LPR field scans), and a database look up feature. Existing Vigilant Video clients enjoy connecting the Mobile Companion directly to their LEARN Agency account so all field detections are stored in the LEARN client Agency and matched against client Hot-List records loaded to such.

7. The software shall be able to manage multiple hotlists that have different independent refresh rates.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
8. The software shall be able to manage hidden or covert hotlists and accessibility based on user permissions.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
9. The software must allow for multiple login roles with various permission levels.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
10. The software shall provide an audit log of user activities.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
11. The software shall allow for customized menu selection based on roles.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			
12. The software system shall be capable of supporting future increases in the number of ALPR equipped police vehicles.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> The Vigilant Solutions ALPR camera system meets or exceeds this requirement.			

**Support and Warranty**

1. The vendor shall provide priority onsite support for all hardware and issues pertaining to the license plate recognition equipment within four hours of being notified. The vendor shall explain their priority support process.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
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Comments and Explanation: <b>Fully comply.</b> VP360 has multiple support options available and will gladly negotiate with the City to provide the most cost effective solution possible to ensure a level of mission critical support to the system.			
2. The vendor shall provide priority onsite or remote support for software issues pertaining to the server application within four hours of being notified. The vendor shall explain their priority support process.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b>			
3. The vendor shall have a fully functioning product for at least 60 consecutive days without an issue.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Understood and will fully comply.</b>			
4. The vendor shall provide onsite training as part of train-the-trainer on all portions of the license plate recognition application.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> VP360 will provide on-site end user and administrator training. We will utilize a train-the-trainer format. The exact number of personnel will be negotiated into the final contract.			
5. The vendor's equipment and software shall require a 60 day test period to be considered as fully functional.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Will fully comply.</b>			
6. The vendor shall provide all wiring, cabling, parts, fittings, hardware, fuses, and any other components to properly install their equipment into the vehicle without any additional expense to the city.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Will fully comply.</b>			
7. The vendor shall provide a spare unit to be installed when a device is required to be removed for warranty, maintenance or other service while the units are still under support or warranty.	<b>YES Standard</b>  X	<b>YES Custom</b>	<b>NO</b>
Comments and Explanation: <b>Fully comply.</b> We have included a spare unit as part of our proposal.			

8. Vendor shall provide 1 year warranty for parts and labor included in the initial purchase. (Warranty period to begin once system is fully functional and approved by City staff – see item 5 above)	<b>YES Standard</b>  <b>X</b>	<b>YES Custom</b>	<b>NO</b>
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**Comments and Explanation:**  
**Fully comply.** Warranty does not start until all systems are installed, tested, and accepted by the City.

WARRANTY

All provided software components shall be guaranteed to be free of defects and workmanship for as long as the customer maintains active membership in the SLA program.

All software components are covered under Vigilant Solutions software warranty policy.

Vigilant Solutions software maintenance agreement policy terms and conditions is provided as a Supporting Document.

Vigilant Video will be responsible for all warranty/ service work on the video systems:

Vigilant Video Technical Support Team  
2021 Las Positas Court - Suite # 101  
Livermore, CA 94551  
Phone: 925-298-2079  
Fax: 925-398-2011  
Email: support@vigilantvideo.com

Warranty and Technical support is available between the hours of 6:00 AM PST and 6:00 PM PST

Vigilant Solutions hardware component warranty guarantees all hardware to be free of defects and faulty workmanship for a minimum of two (2) years from DATE OF INSTALLATION and acceptance by City of Marietta PD. Vigilant Solutions standard Hardware Warranty policy is provided as a Supporting Document.

All provided software components shall be guaranteed to be free of defects and faulty workmanship for as long as the City of Marietta maintains active membership in the SLA program. Vigilant Solutions software maintenance agreement policy terms and conditions is provided as a Supporting Document.

A copy of Vigilant Solutions Site License Agreement is provided as a support document to this RFQ response.

9. The vendor shall provide a cost for an additional 3-year of warranty and support.	<b>YES Standard</b>  <b>X</b>	<b>YES Custom</b>	<b>NO</b>
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**Comments and Explanation:**  
**Fully comply.** Extended warranty and support is available at an additional price, which will be detailed in the pricing document.

## ASSESSMENT OF NEED AND IMPLEMENTATION PLAN

We understand the City of Ft. Lauderdale is seeking a single vendor to provide a turnkey solution for six (6) car mounted Automated License Plate Readers for the police department. This includes all hardware, software, removal and installation services, project management, end user and administrator training, and a minimum of one (1) year warranty, maintenance, and support all products and services with options for additional years. We are very sensitive to the security related issues of the police department and as such we will comply with all mandated CJIS and/or other FLPD security clearance mandates. We have read and understand every section of this RFP. Our solution will meet or exceed requirement.

We are proposing the Vigilant Solutions Automatic License Plate Recognition System with an in-house server (virtualized) at FLPD. We are also providing additional solution information based upon the LEARN hosted solution and featuring the National Vehicle Location Service (NVLS). We believe Vigilant Solutions technology is the most reliable and cost effective solution for meeting the needs and accomplishing the goals the City of Ft. Lauderdale has put forth in their bid document. Our proposed solution options leverage the largest private deployment of ALPR technology in the country with a secure law enforcement only access capability. This puts the largest available database of ALPR information right at the fingertips of any LEO accessing the system. While it is our understanding that FLPD desires using their own server we have included additional information about our hosted server solution as it provides capabilities we believe you will find worth considering.

### **Current NVLS Offering**

As of the first quarter of 2012, there were over 1,800 LFO LPR camera systems operating Vigilant Solutions LPR systems across the country. In the early part of 2012, the average LPR data record volume acquired is in excess of 32,000,000 records monthly, with the overall capture expanding each month by millions of scans. Any LEA with a valid ORI code can take advantage of NVLS Private LPR Data access. To date, over 700,000,000 private LPR data records have been acquired and it is estimated that over 350,000,000 additional scans will be acquired during 2012 LFO operations. Sponsored by **Vigilant Solutions**, NVLS registration has become a FREE community service provided to LEAs whereby LEAs can comfortably access the LEARN-NVLS server, with a valid ORI code.

Offering the NVLS data service provides LEAs the ability to query Private LPR Data acquired by nationwide LFOs; therefore creating safer communities. The process to register is simple – an LEA visits <http://nvls-lpr.com/nvls> where they register with the NVLS program, approval for access is granted by the NVLS administrator based on ORI validation, the LEA is then able to query the NVLS database for any license plate of interest. If the license plate being sought is available in the NVLS system, the approved registrant may view all matching LPR data records with date, time, vehicle and license plate image, and location map of the LPR Data Detection.

### **Taking Advantage of Today's Technology**

A common factor that makes LEARN-NVLS such an effective tool for LEAs is its easy access via the internet. LEAs are all connected in some form or fashion to the internet, whether it is public access or secure VPN connectivity. The LEARN-NVLS LPR database server is available for connection to any Agency and runs via web services that can be accessed via secure connection. All LPR data is managed by utilizing a single server system. Database tables are efficiently queried according to user's respective permissions; with such queries being made comprehensive when made against a single nationwide LPR database.



### **Cost Effective Integrated Solution**

A single national LPR data server has many benefits. LEARN-NVLS offers LEAs a cost effective integrated LPR data management program that lends itself to the aid of all law enforcement agencies across the country.

The NVLS offering for LEAs allows for access by LEAs that do not have the immediate budgets to purchase LPR technologies. NVLS no-cost registration and access is only made economically possible by offering a centralized IT approach that leverages the combination of available LEA funded participants together with centralized database & network layouts. The cost of server development and maintenance is supported by Vigilant Solutions LPR system sales.

By adopting this centralized LPR approach, organizations may leverage the combination of available LEA funding and database and network technologies to achieve economies of great scale. The results produce lowering of overall costs, therefore augmenting and/or initiating further criminal investigations. Centralizing LPR data with LEARN-NVLS will greatly reduce the cost of LPR data intelligence to each and every participating law enforcement agency.

### **Security**

The LEARN-NVLS server is a physically and logically secured server in an FBI audit compliant data facility located in Virginia. All registering participants of the NVLS program are subject to ORI validation. It is the intention of Vigilant Solutions to maintain the greatest integrity regarding generally accepted LEA practices. As such, there are at least three current security check points of registration – 1) the requirement of registrants to submit an ORI code; 2) Validation of the ORI code and 3) the listing of the registrant's supervisor's contact information. With a valid ORI list provided by NVS for registration authentication purposes, the ORI validation is made based on the information provided and/or contact with the registrant's supervisor. The NVLS system is not intended for registrant access outside of those entities with ORIs.

Any and all NVLS vehicle location information is considered confidential and is not made available for public broadcast. Only registered LEAs and the NVLS administration team are granted access to query information. All NVLS information is securely stored via a secure password credentialed database table on the secure NVLS server.

We are offering the most robust, reliable mobile ALPR camera and mounting hardware currently available.

### **CarDetector Mobile LPR Systems**

CarDetector's "Condor" Digital Signal Processor (DSP) unit is state-of-the-art intelligent technology - ruggedized to perform under the harshest conditions. As a "Hot-Swappable" unit with no moving parts (HDD), a single Condor DSP is powerful enough for processing up to four (4) LPR cameras per car without interruption of concurrent Mobile Data Computer (MDC) tasks or activities.

The Vigilant Solutions LPR camera is exclusively designed for LPR with a dual lens combo housing - IR and Color cameras. The robust housing is Nema6 IP67 tested, and has only one point contact for power, video & CarDetector's dynamic camera control.

The CarDetector Mobile LPR System package delivers the smallest form factor with advanced DSP technology - all offered at the lowest cost factor of any other leading LPR Manufacturer.

The CarDetector System in conjunction with LEARN-NVLS offers the most advanced secure & protected LPR system available. CarDetector's automated functionality, plate reading, detecting & alarming along with its national scalability features, far exceeds the current standard of available LPR technologies.

### **Example Implementation Plan**

We recommend breaking the implementation into two phases.

Phase I is the Planning phase during which time VP360 will work with the City project stakeholders gathering requirements, refining the system parameters, and finalizing all project acceptance criteria and the associated time-lines. During this phase, VisualPro 360's Account Team will also be working to procure the necessary equipment for this implementation. All resource scheduling will be finalized and an overall project plan (time-line) will be presented to the City for review and approval. The summarization of the Planning phase will be captured in the Project Management Plan. All of these activities will be managed by a dedicated VisualPro 360 Project Manager who has extensive experience managing technical projects for VisualPro 360's Public Sector clients.

Deliverables: Requirements documentation, complete user test, all licensing

Phase II is the initial installation, configuration, and testing activities phase. This phase will be broken out into three primary stages as follows:

1. De-installation of Legacy Systems if necessary
2. Equipment Installation
3. System Startup
4. System Testing
5. Monitoring & Support

Phase II – Stage 1: VisualPro 360 and Vigilant Solutions will participate jointly with the City in the installation and configuration of the back-end software. A pre-installation questionnaire and check-list will be submitted to the City for completion. Based on the City's response, a custom installation guide will be prepared and submitted to the City for review. This guide will be used by City personnel to install the back-end system as requested. During this initial install the VisualPro 360 technical leads and City personnel will be participating together. Upon completion, the system will be tested by VisualPro 360, and any issues will be fully explained to the City's staff and resolved. Documentation will be revised as needed based on feedback from the City as well as any observations from the VisualPro 360/Vigilant team. During this initial on-site visit, the in-vehicle installations will take place. The designated monitoring and management consoles will also be configured with the required software during this stage. This stage will also include training for key personnel to help define how best to install, implement, configure and train city personnel for their specific solution.

Deliverables: Implementation plan, equipment, training, installation

Phase II – Stage 2: Once the vehicle installs are completed and all the required back-end systems as well as monitoring/management stations are installed and configured, the City will begin testing the end-to-end system. The VisualPro 360 and Vigilant technical team will be on-site during the initial days of the official kick-off. During these initial days, it is VisualPro 360's recommendation that training take place. As opposed to training before the official kick-off, VisualPro 360 is recommending this be done at the start of the system testing as all equipment

will be installed and verified as operational. As deputies prepare to go on patrol with their newly equipped vehicles, VisualPro 360 will be on-site to respond to any requests as they occur. VisualPro 360 will also be able to meet an officer (with or without City Staff) in the field if needed. This approach has the added benefit of immediate reinforcement of the knowledge gained during training. Rather than waiting days or weeks after training to start using the system, or conversely using the system for several days before training, the timing of this approach has proven to be most effective in the proper use and positive user acceptance of the system

Deliverables: Equipment, training, installation

Phase II – Stage 3: Stage 3 is actually conducted in-line with Stage 2. It is during this time that any additional training will take place, trouble-shooting and configuration tweaks of the system will be performed, documentation finalized, and acceptance criteria validated and approved. VisualPro 360 recommends that any of the remaining formal training requested by the City be conducted soon after the initial days to further solidify and reinforce the knowledge already gained by the City staff. As additional information is captured and completed during testing and training, it will be sent to the City for review. This will be an iterative process with the end result being a mutually agreed upon plan for the completing the full roll-out.

Deliverables: Equipment, training, installation, complete user acceptance test

Training: VP360 considers training to be a critical component of a successful implementation. We will provide end user/train-the-trainer and system administrator training for the number of individuals negotiated in the final contract. All materials will be supplied by VisualPro 360. Training will be conducted on site in a setting agreed upon by FLPD and VisualPro 360.

## **PROPOSER'S ABILITY TO ASSIGN APPROPRIATE RESOURCES**

Should VisualPro 360 INC be selected as the successful vendor to provide an ALPR solution to the City of Ft. Lauderdale we can give absolute assurance that appropriate resources will be dedicated to the account immediately.

We can make this assurance because of our dedicated corporate partnership with Vigilant Solutions and Vetted Security Solutions. Our three companies have a depth of staff and secured financial resources that allow us to confidently bid projects, win them, and complete them in a timely and complete manner. Our companies have successfully deployed dozens of projects of this size and scope all over the United States.

We will utilize Vetted Security Solutions as our in state partner for installation, testing, and training services. They are located in St. Petersburg FL. Vetted Security Solutions is a certified partner of Vigilant Solutions. Their location insures that Ft. Lauderdale will have access to on-site support services as requested in the RFP. VP360 and Vigilant Solutions will work in conjunction with Vetted Security Solutions to maintain top tier support and maintenance on the system. VP360 and Vigilant Solutions both have engineers and training specialists on staff that will be assigned as needed on the project.

## **ADDITIONAL SERVICES**

### **Private LPR Data**

Vigilant Solutions has dominant market share related to deploying LPR technologies into the asset recovery markets and has created strong business relationships with hundreds of private LPR Fleet Operators (LFOs) who utilize Vigilant Solutions LPR product to gather vehicle license plate data in the course of conducting their business. LFOs, for business reasons, gather vehicle license plate data in locations where vehicles may reasonably be expected to remain or re-appear for an extended period of time (i.e. residential areas, apartment complexes and business office complexes with large employee parking areas.) This is a key ideology for LFO data gathering. Again, the general philosophy held by LFOs is to "scan license plates in areas whereby vehicles can reasonably be predicted to remain or return again in the future." This is in direct contrast to the majority of LPR data gathered by LEAs wherein such data is gathered from vehicles "in-transit" so that the LEA might have the additional benefit of immediately connecting the driver with the vehicle as it is scanned. While LEA in-transit scanning is preferred as it relates to making arrests, the scanning of parked cars where people live and work is much preferred as it relates to using LPR data for LEA forensic investigations.

### **Private Data Access for LEAs**

Currently the scope of LFO data record acquisition is geographically represented in a scan density map indicating the current LFO scanning activities as of the publication of this paper. In addition to Private LPR data access, LEAs who host their LPR data on the LEARN-NVLS database server may elect to contribute their LPR Detection records to the NVLS program (shared for access by participating LEAs). In such cases, the same LPR Detection record information (listed above) is pooled into the NVLS data. The LPR data shared with the NVLS LPR data pool is made accessible ONLY to NVLS participants. This is done strictly by permission granted from the participating LEA under the LEARN-NVLS LEA Server Acceptable Use Policy.

**CLIENT REFERENCE LIST**

Agency: Collier County Sheriff's Office  
Point of Contact: Lt. Scott Barnett  
Email: scott.barnett@colliersheriff.org  
Phone: (239) 774-4434  
Address: 3319 Tamiami Trail East, Bldg. J, Naples, FL 34112  
Date of Project:  
Description: 4 vehicle mounted systems, 2 trailer mounted systems

---

Agency: Miami Beach Police Department  
Point of Contact: Cpt. Tony Rabelo  
Email: octaviorabelo@miamibeachfl.gov  
Phone: (305) 673-7776  
Address: 1700 Convention Center Drive, Miami Beach, FL 33139  
Date of Project:  
Description: 4 vehicle mounted systems

---

Agency: Coral Springs Police Department  
Point of Contact: Detective Steve Lerman  
Email: pdshl@coralsprings.org  
Phone: (954) 829-6343  
Address: 2801 Coral Springs Drive, Coral Springs, FL 33065  
Date of Project:  
Description: 1 vehicle mounted system



learn more

**VisualPro 360 Inc**  
 1747 S. Holbrook Lane  
 Tempe, AZ 85281  
 Fax (480) 289-4213  
 Phone (480) 621-3393  
 Jay McMillan  
 jmcmillan@visualpro360.com  
 http://www.visualpro360.com



Company: Fort Lauderdale

**Visual Pro 360 Quote**

Date 11/22/2013

**Fort Lauderdale FL**

Part #	Description	Unit Price	Qty	Total
Mobile LPR SYS-1 CDMC3PW234-R2	Mobile LPR 3-Camera System (Expandable to 4 Cams) Software Includes: • Includes CarDetector software application with MDC Viewer • Includes Camera control package, Hot-List Management & reporting capabilities Hardware Includes: • Includes Qty=1 Combination IR / Color LPR Camera - 25mm Lens Package • Includes Qty=1 Combination IR / Color LPR Camera - 35mm Lens Package • Includes Qty=1 Combination IR / Color LPR Camera - 50mm Lens Package • Includes solid state digital signal processor unit - No moving parts Permanent SAE certified wiring harness (direct to battery) o Single point power connection • Field installed GPS Receiver & factory installed camera cable quick disconnects Vigilant Hosted/Managed Centralized LPR server via LEARN Vigilant hosted/managed LEARN account o Central repository for all LPR data acquired by each LPR system • Includes Vigilant's suite of LPR data analytics via online web access o Automated CarDetector software update management o Plate searching, mapping, data mining utilities o Stakeout, Associate Analysis and MOAB o Full administrative security with management auditing • Plug-N-Play an unlimited number of CarDetector LPR systems o Requires NO server hardware, NO server maintenance • Requires Vigilant Enterprise Service Agreement contract Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments Managed/hosted server account services by Vigilant • Includes access to all LEARN and CarDetector software updates • Priced per camera per year for over 14 total camera units registered • Requires new/existing Enterprise Service Agreement (ESA) Vigilant LPR Standard Service Package for Hosted/Managed LPR Deployments Optional Service Package Benefits o Extended access to Vigilant 'Private Data' via CarDetector Mobile Hit Hunter o Unlimited access to Vigilant's Mobile Companion LPR application for Smartphones • Priced per camera per year for up to 14 total camera units • Requires Basic Service Package	\$ 10,500.00	6	\$ 63,000.00
VS-LEARN-H	Includes Vigilant's suite of LPR data analytics via online web access o Automated CarDetector software update management o Plate searching, mapping, data mining utilities o Stakeout, Associate Analysis and MOAB o Full administrative security with management auditing • Plug-N-Play an unlimited number of CarDetector LPR systems o Requires NO server hardware, NO server maintenance • Requires Vigilant Enterprise Service Agreement contract Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments Managed/hosted server account services by Vigilant • Includes access to all LEARN and CarDetector software updates • Priced per camera per year for over 14 total camera units registered • Requires new/existing Enterprise Service Agreement (ESA) Vigilant LPR Standard Service Package for Hosted/Managed LPR Deployments Optional Service Package Benefits o Extended access to Vigilant 'Private Data' via CarDetector Mobile Hit Hunter o Unlimited access to Vigilant's Mobile Companion LPR application for Smartphones • Priced per camera per year for up to 14 total camera units • Requires Basic Service Package	\$	6	\$
VSPK1SVC-02 (Per Camera Per Year)	Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments Managed/hosted server account services by Vigilant • Includes access to all LEARN and CarDetector software updates • Priced per camera per year for over 14 total camera units registered • Requires new/existing Enterprise Service Agreement (ESA) Vigilant LPR Standard Service Package for Hosted/Managed LPR Deployments Optional Service Package Benefits o Extended access to Vigilant 'Private Data' via CarDetector Mobile Hit Hunter o Unlimited access to Vigilant's Mobile Companion LPR application for Smartphones • Priced per camera per year for up to 14 total camera units • Requires Basic Service Package	\$ 400.00	18	\$ 7,200.00
VSBSVC-02 (Per Camera Per Year)	Vigilant LPR Standard Service Package for Hosted/Managed LPR Deployments Optional Service Package Benefits o Extended access to Vigilant 'Private Data' via CarDetector Mobile Hit Hunter o Unlimited access to Vigilant's Mobile Companion LPR application for Smartphones • Priced per camera per year for up to 14 total camera units • Requires Basic Service Package	\$ 190.00	18	\$ 3,420.00
SSUPLN-COM	Vigilant Start Up & Configuration of Hosted/Managed LEARN Server Account • New client account setup via national LPR server • Required for all hosted/managed LEARN client accounts	\$ 640.00	1	\$ 640.00
SSUPSYS-COM	Vigilant System Start Up & Commissioning of 'In Field' LPR system • Vigilant technician to visit customer site • Includes system start up, configuration and commissioning of LPR system • Applies to mobile (1 System) and fixed (1 Camera) LPR systems	\$ 610.00	6	\$ 3,660.00
VSPTRNG	Vigilant End User Training for LPR Systems End user training for Vigilant products o Covers all client purchased applications o Includes classroom and field operation training • Vigilant certified technician to visit site and perform one training class	\$ 1,500.00	4	\$ 6,000.00
Mobile Installation	Installation to cover 3 cameras per car and all necessary brackets for light bars and or trunk lids	\$ 1,240.00	6	\$ 7,440.00
Travel and Expense	For on site engineers	\$ 1,200.00	1	\$ 1,200.00
VS-SHP-01	Vigilant Shipping & Handling Charges • Applies to each Mobile LPR System • Shipping Method is FOB Destination	\$ 130.00	6	\$ 780.00

**GRAND TOTAL \$ 93,340.00**



**PART VIII - PROPOSAL PAGES - COST PROPOSAL**

Cost to the City: Contractor must quote firm, fixed, rate for all services and in accordance with terms, conditions and specifications identified in this request for proposal. This firm fixed rate includes any costs for travel to the City. No other costs will be accepted.

Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive.

Purchase of automated license plate recognition system (ALPR). To include, but not be limited to: supply, installation and training of the License Plate Recognition System. The ALPR system is to include, but not be limited to, six (6) Automatic License Plate Recognition vehicle systems, including the necessary "In-vehicle" equipment and back office software per specifications. Including 1 year warranty for parts and labor.

TOTAL FIRM FIXED FEE (written)

\$ 93,340<sup>00</sup>

Cost for additional years of Maintenance

Year Two: \$ 7,200<sup>00</sup>

Year Three: \$ 7,200<sup>00</sup>

Year Four: \$ 7,200<sup>00</sup>

**GRAND TOTAL FOR SYSTEM AND FOUR YEARS OF MAINTENANCE  
(WRITTEN)**

\$ 114,940<sup>00</sup>





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
9/27/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. 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).

<b>PRODUCER</b> American Agency, Inc. 5851 Cedar Lake Road P O Box 16527 Minneapolis MN 55416	<b>CONTACT NAME:</b> Holley Smith <b>PHONE (A/C No. Ext):</b> (952) 545-1230 <b>FAX (A/C No.):</b> (952) 593-8733 <b>E-MAIL ADDRESS:</b> holleys@americanagencymn.com	
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> VisualPro 360, INC 1747 S Holbrook Lane Tempe AZ 85281	<b>INSURER A:</b> State Auto Insurance Company	
	<b>INSURER B:</b> State Auto Property & Casualty 25127	
	<b>INSURER C:</b> Travelers Prop Cas Co of Amer 25674	
	<b>INSURER D:</b>	
	<b>INSURER E:</b>	
	<b>INSURER F:</b>	

**COVERAGES** CERTIFICATE NUMBER: CL1392724647 REVISION NUMBER:

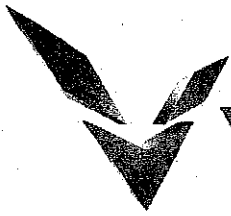
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY			BOP2632886	8/25/2013	8/25/2014	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY						DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						MED EXP (Any one person) \$ 10,000
							PERSONAL & ADV INJURY \$ 1,000,000
							GENERAL AGGREGATE \$ 2,000,000
							PRODUCTS - COMP/OP AGG \$ 2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						
	<input checked="" type="checkbox"/> POLICY	<input type="checkbox"/> PROJECT	<input type="checkbox"/> LOC				\$
B	AUTOMOBILE LIABILITY			BAP2361762	3/26/2013	3/26/2014	COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS				BODILY INJURY (Per person) \$ 1,000,000
	<input checked="" type="checkbox"/> HIRED AUTOS	<input checked="" type="checkbox"/>					BODILY INJURY (Per accident) \$ 1,000,000
	<input checked="" type="checkbox"/> 19						PROPERTY DAMAGE (Per accident) \$
							Underinsured motorist BI split \$ 1,000,000
	UMBRELLA LIAB		<input type="checkbox"/> OCCUR				EACH OCCURRENCE \$
	EXCESS LIAB		<input type="checkbox"/> CLAIMS-MADE				AGGREGATE \$
							\$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY			UB6A014140	8/25/2013	8/25/2014	WC STATUTORY LIMITS \$
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/> Y/N	N/A				E.L. EACH ACCIDENT \$ 1,000,000
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
							E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)  
The City of Houston is an additional insured if required by written contract with respects to the general liability. Waiver of subrogation to recover against the City of Houston, its officers, agents or employees except for Professional Liability with respect to claims arising under this agreement.

**CERTIFICATE HOLDER** **CANCELLATION**

City of Houston PO BOX 1562 Houston, TX 77251-1562	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE  Tim Pinkowski/TJP <i>Timothy J. Pinkowski</i>



**VIGILANT**  
SOLUTIONS

Protecting Officers, Families and Communities

# CarDetector Mobile ANPR / ALPR

## Mobile LPR at it's Best

Managed from within LEARN, CarDetector Mobile LPR provides uses up to four (4) dual-lens LPR cameras, an onboard Digital Signature Processor (DSP), and advanced imaging and recognition algorithms to provide the most advanced and accurate mobile LPR available.

## Key Features

- Seamlessly automated transfer of hotlist & detection data to/from LEARN
- Infrared (IR) plate image and color vehicle image
- Low-profile camera and DSP processor
- Mobile Hit Hunter exclusive feature
- Easy & intuitive interface
- Works with existing laptop or MDT

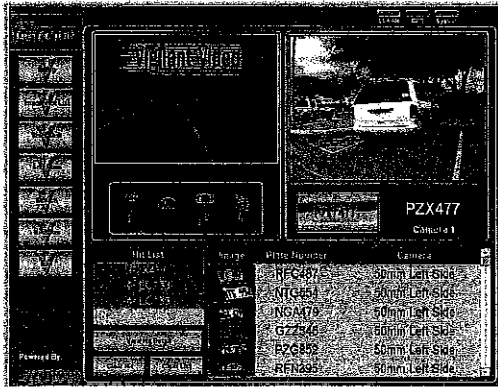
2021 Las Positas Court, Ste. 101  
Livermore, CA. 94551 USA

Phone: +1 (925) 398-2079  
Fax: +1 (925) 398-2113

marketing@vigilantsolutions.com  
www.vigilantsolutions.com

EXHIBIT 2  
4/10/12  
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# CarDetector Mobile ANPR / ALPR



**CarDetector Mobile LPR** from Vigilant is an advanced mobile LPR solution designed from the officer's perspective. Large buttons, visual system status indicators, scrolling plate history, and even a Day / Night mode to eliminate brightness in the vehicle during nighttime operations - CarDetector Mobile is quite simply the most user-friendly interface available on the market.

**Mobile Hit Hunter** is an exclusive Vigilant feature in CarDetector Mobile that significantly enhances patrol operations. Leveraging Vigilant's national data sharing initiative that collects over 40 million LPR records per month shared from law enforcement and private sources, Mobile Hit Hunter matches these records against your hotlist(s) and notifies officers within a 3-mile radius of suspect vehicles.



## System Components & Key Specifications

### Vigilant DSP Processor



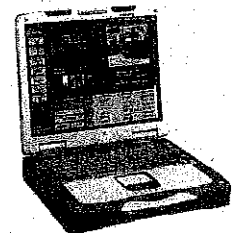
- Dimensions (WxDxH): 17.3" X 5.55" X 1.71"
- Weight: 5 lbs.
- Intelligent Power Management

### Vigilant Mobile LPR Camera



- Dimensions (WxDxH) : 6 3/4" x 5 1/2" x 2"
- Weight: 3 lbs.
- Infrared and Color Imaging
- NEMA-6 Rated

### Vigilant User Interface on Existing Laptop / MDT



- Windows XP, Vista, Windows 7
- Day / Night Interface Selection
- Mobile Hit Hunter
- Wireless Communication to LEARN



# VIGILANT SOLUTIONS

## Protecting Officers, Families and Communities

**Search Plate**

**Detection Details:**

Detection Data	
<b>Vehicle Info:</b>	<b>Camera Info:</b>
Plate # 1: XE28693	Agency: N/A
Plate # 2: KF26693	User: Private Data
Date: 05-08-13	System: Private System
Time: 8:50:33 AM	Camera: N/A
Longitude: -76.050083	Type: N/A
Latitude: 36.784597	

**Nearest Address:** Dam Neck Road, Virginia Beach, VA 23463  
**Nearest Intersection:** Dam Neck Rd, London Bridge Rd  
Disclaimer: The address listed above is ONLY an estimate.

**Associate Analysis** Results - 100 Records

Image	Plate	Date	Time	Scanned By	System
	XE28693	05-08-13	8:50:33 AM	Private Data	Private Sy
	ABX255	05-08-13	7:50:35 AM EST	Private Data	Private Sy
	YGS8780	05-08-13	8:50:33 AM -0400	Private Data	Private Sy
	XE28693	05-08-13	8:50:33 AM -0400	Private Data	Private Sy

**Create Map** **View Map** **More Options**

# LEARN

## Data Transformed

LEARN transforms data into intelligence. LEARN provides simplified management of users, hotlists, data sharing and more, while also providing a central data repository and analytic tools for investigations. When enabled with Vigilant's network of privately collected LPR data, LEARN provides previously unimaginable insights...and results.

## Key Features

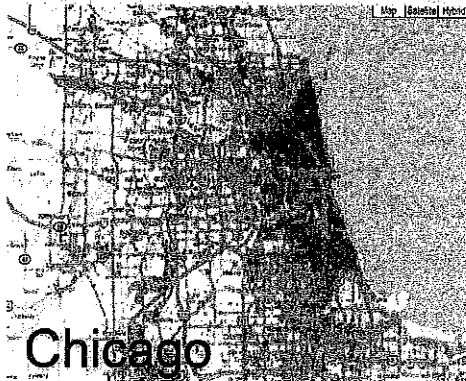
- Management of hotlists, users, & sharing
- Hosted & secure solution to eliminate server hardware and IT demands
- Geo-zones & crime location analysis
- Full and partial plate search
- Suspect associate & common plate analysis
- Access shared LE data and private data from NVLS national data sharing initiative

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# LEARN



**Data** is central to LEARN; more data enables more intelligence. Start with your own agency data, and share data with other law enforcement agencies for additional insights. *For maximum benefit*, subscribe to Vigilant's massive network of privately harvested data. Growing at over 50 million records monthly across all major metro areas of the country, Vigilant's private data supercharges investigations and greatly increases the benefits of an agency's LPR investment.

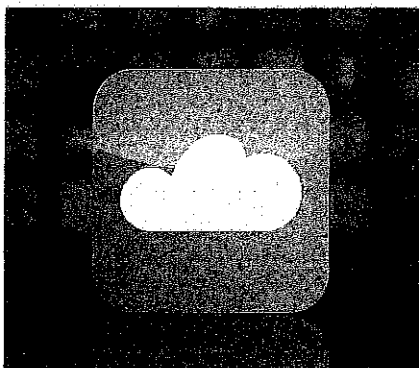
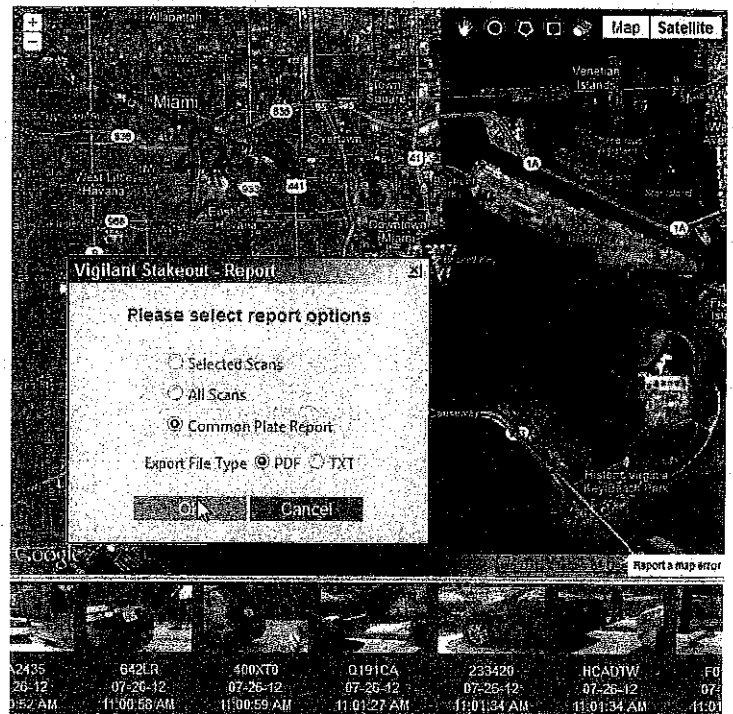
## **Analytics** are easy in LEARN.

Use the Stakeout feature to identify potential suspects and witnesses in pattern crimes and large criminal organizations based on *common license plates* across multiple locations.

Query for *possible associates* of known criminals with just a few clicks of the mouse based on license plates frequently seen in close proximity to the suspect.

*Draw geozones* on a map or enter a partial plate to help filter large sets of data.

*Vigilant gives you tools you need - simplified* ☒



**Secure and in the cloud.** Eliminating the need to invest and maintain server hardware, and not requiring resources from IT staff to maintain and optimize a database, LEARN removes many of the frustrations seen in deploying large enterprise LPR systems. *Your data belongs to you*, you choose if you want to share with other agencies, and you can always access it. Want to host your own regional LPR network? - No problem.