



COMPETITIVE OR NON-COMPETITIVE NEGOTIATIONS TERM SHEET

CITY OF FORT LAUDERDALE

Solicitation Type: Request for Proposals
Solicitation Number: 483-4
Solicitation Title: Automated School Zone Speed Detection Camera System(Rebid)
Initial Term: Three (3) years with one (1) optional two-year renewal

Date: 2/4/26

A term sheet is a summary of the negotiations containing the agreed upon key terms of an agreement. It serves as a template, references key points, and essentially lays the foundation for ensuring the pertinent aspects of the business transaction to avoid any misunderstanding and make it clear of the intent of both parties.

#	Key Term Description	Cite to Section/Clause of Solicitation, Proposal or Draft Agreement	Explanation/Agreed upon Term
1.	Revenue Split	RedSpeed Proposal on Section 5.4 Cost Proposal Page of the RFP or Exhibit A	RedSpeed- 35% of \$60 or \$21 of \$60 City- 65% of \$60 or \$39 of \$60
2.	School Zone Cameras	Per School Zone	Red Speed will install one camera for each direction, for a total of 2 per school zone, at no cost to the City.
3.	Flock License Plate Reader (LPR)	Per School	Per school zone, RedSpeed will install two (2) Flock LPRs anywhere in the City and In any direction. The Police Department will be given the option to select the Falcon, Falcon Long-Rage, or Flex Model at no cost to the City and installation will start immediately after the contract has been executed.
4.	Credit Card	RedSpeed Proposal on Page 61 and 63 of Exhibit B.	The 5% credit card convenience fee is applied to offset the transaction fee, and no additional fees are applied. RedSpeed agrees to be the "Merchant of Record" and passes all credit card fees onto the customer. There are no hidden nor future fees that the City will/might be liable for that are not mentioned explicitly in RedSpeed's proposal.
5.	Most Favored Customer (MFC) Clause	City and Agreed on a MFC Clause to be incorporated into the Agreement	RedSpeed agreed to insert MFC Clause stating that City will receive equal or better pricing than those provided to any other customer.
6.	First Class Mail	RedSpeed Proposal on Page 63 of Exhibit B	Confirmed no additional cost for first mail. RedSpeed's fee includes all costs required Associated with the School Photo Enforcement System (i.e. camera Equipment), installation, maintenance, Signage, violation, processing services, DMV records access, first class mailing of

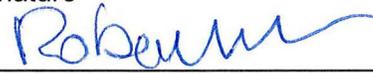


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			required documents, lockbox and credit card processing services, call center, web-enabled police review portal, web-based violator viewing portal, reports, and public awareness program support.
7.	Piggyback/Access of Contract by other Public Entities	RedSpeed and City agreed to incorporate into the Agreement RedSpeed proposal on page 63 of Exhibit B	If another public agency accesses this contract (piggyback), then RedSpeed will share 1.5% of collected revenue and pay to the City.
8.	New or Amended State Law	The City reserves the right to amend, supplement, modify, update, change, add, delete, or restructure any portion of the agreement to comply with state law (i.e. operational, equipment, scope, financial, or revenue, etc.).	
9.	Traffic Studies	Required per the RFP Section 3.1, 3.2 D, and 3.4	RedSpeed will reimburse the City for Traffic Studies \$27,934.00.

The person below is authorized to bind the parties to the agreed upon key points and terms cited above to incorporate into an agreement.

City of Fort Lauderdale <hr/> Signature <hr/> Rickelle Williams <hr/> City Manager Date:	Name of Firm: <i>RedSpeed Florida LLC</i> <hr/> Signature  <hr/> Robert Liberman <i>CEO</i> <hr/> Manager Date: <i>3/2/2026</i>
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