



General Sales Administration
t/a Major Police Supply
47 N. Dell Avenue
Kenvil, NJ 07847
Phone (800) 666-4472 Fax (973) 584-5022

November 29, 2011

Sgt. Chris Fulcher
Vineland City Police Department
111 N. 6th Street
Vineland, NJ 08360

REF: 3 Camera Mobile SLATE ALPR Price Quote

Major Police Supply is pleased to provide you with this quote for six, three Camera Mobile ALPR systems "hard" mounted and integrated into an MDT system in your patrol vehicles. The make and model of the vehicles receiving the ALPR equipment must be determined upon receipt of a purchase order.

The ALPR systems can be purchased off of the NJ State Contract, #80311, General Sales Administration Inc., t/a Major Police Supply. Pricing for the NJ State Contract was adopted from the Federal GSA Contract, award number **GS-35F-0574X, Schedule 70**. Within the GSA contract, product is listed under the following Special Item Numbers (SINs).

- a. SIN 132-8 – Purchase of New Equipment
- b. SIN 132-12 – Maintenance of Equipment, Repair Services and /or Repair/Spare Parts
- c. SIN 132-33 – Perpetual Software License

Key points about PIPS (Federal Signal) in the ALPR market:

- For more than 20 years PIPS focus is specializing in Automatic License Plate Recognition technologies and is considered by many as the industry pioneer in this market.
- As an Original Equipment Manufacturer, PIPS, manufactures, and develops their own hardware and software – and control the quality and support of their products from start to finish.
- PIPS offers an ALPR "back-end" analysis software package (BOSS) that provides data-mining of "historic" license plate information obtained and stored from all deployed mobile (and fixed) systems within your department.
- PIPS has two patents:



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- o **PlateFinder** – Identifies license plates based on reflective properties and physical size of plates, which reduces false triggers (mailboxes, picket fences, street signs, etc.).
- o **TripleFlash** – Varies flash, shutter and gain settings to capture multiple images per vehicle, ensuring a quality image over a wide range of ambient and environmental conditions.

PROPOSAL FOR ALPR MOBILE CAMERAS

NOTE: To coincide with our equipment delivery and installation/optimization schedules, Major Police Supply requests that the Purchase Order(s) for quoted systems be prepared as follows:

Purchase Order #1 – All equipment and software shipped to customer.

Purchase Order #2 – Installation, Final Optimization, and Customer Training.

This quote reflects the respective costs associated with the two Purchase Orders. This allows us to ship the equipment in a timely manner to your delivery site, and provides you with the flexibility required for identification of vehicles, fixed camera locations, server ready time, installation schedules, etc.

STATE / GSA Schedule Pricing

SIN	Qty.	Equipment / Software Purchase Order #1	List Cost	Extended Cost
132 8	6	<u>SLATE-810-LE-G</u> Three Camera Mobile Law Enforcement Package including 810nm illumination, SuperRex processor, camera cable/connector(s), GPS module, PAGIS software, PIPS ALPR/OCR Engine, Client/Server architecture, camera bracket mount assemblies	\$15,007.56	\$90,045.36
132 6	6	<u>PIPS-SRVC-MAINT-MOBILE</u> Annual maintenance cost for the PIPS mobile vehicle systems including PAGIS in-car display software and OCR (years 2)	\$1,813.60	\$10,881.60
		Total		\$100,926.96



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STATE / GSA – Open Market Items

Contracting Officer Instructions – Note these as separate “Open Market Items” on your Purchase Order

Item	Qty.	Equipment and Software Purchase Order #1	List Cost	Extended Cost
1	6	Trunk tray mounts for Crown Victoria (NOTE: For Chevrolet or Dodge use \$270 ea.)	\$130	\$780.00
		Sub-Total for Open Market Items		\$780.00

Installation, Commissioning, Training

Item	Qty.	Installation, Commissioning and Training Purchase Order #2	List Cost	Extended Cost
1	6	MPS-INSTALLTION ; Installation, optimization, IT configuration	\$1,007.56	\$6,045.36
		Sub-Total for Installation		\$6,045.36

Cost Summary

Item	Qty.	Equipment, Software, Installation & Training Purchase Order #1	Total Cost
1	1	STATE / GSA Schedule Items – Include on PO #1	\$100,926.96
2	1	STATE / GSA Open Market Items – Include on PO #1	\$780.00
3	1	Installation, Optimization and Training – Include on PO #2	\$6,045.36
		Total Purchase Costs	\$107,752.32

Scope of Work:

Our quote ***includes*** installation. During that time, our system will be installed in your designated vehicles by our installer. After installation, the appropriate personnel will receive training.

NOTE 1: All PIPS equipment hardware and software is covered by a one-year parts and labor warranty. Extended warranty agreements are available for the system after the original one-year warranty expires. These agreements supply the end user with upgrades and improvements to our OCR engine for enhanced plate detection capabilities and software upgrades sold by PIPS Technology, Inc.



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Mobile/ Unit Extended Maintenance & Support Per System – Hardware / PAGIS / OCR (Year 1 included in purchase)	Unit Cost
Each Additional Year – Annual Mobile System Maintenance Renewal	\$1,813.60

NOTE 2: If you are running NetMotion for your MDC, you will need version 6.5 or higher with the Policy Manager License (extra add-on license above and beyond the standard NetMotion server license offered by NetMotion). Refer to NetMotion Tech Note # 2200.

NOTE 3: The total cost does not include the trunk tray option. It is recommended that the processor be mounted to a ½ trunk tray (Crown Vic) or full trunk tray (Dodge/Chevy) to allow easy access to the unit. Prior to order, customer shall ensure that there is enough space in your patrol vehicle to accommodate the tray and not interfere with any current equipment contained in the trunk. Please note the price increase for the Dodge/Chevy trunk tray.

NOTE 4: MDT Minimum Requirements:

These are minimum specifications provided by the manufacturer.

- 1.6 GHz AMD or Intel Processor with 1GB of Memory with 128MB available for PAGIS.
- Windows XP Pro with Service Pack2 or later or Windows 7 (32 bit).
- Available 10/100 Ethernet Port and USB Port (1.1 or higher - 2.0 preferred).
- 15 GB available space on the hard drive.
- XGA screen with minimum of 800x600 screen resolution. Touch screen preferred.
- Wireless connectivity

NOTE 5: PIPS Technology manufactures ALPR camera mounts for the following light bars:

- Federal Signal Legend
- Federal Signal Legend Hotfoot
- Federal Signal Arjent
- Federal Signal Vista
- Federal Signal Raydian
- Federal Signal Raydian Hotfoot
- Whelen (all models except Justice)
- Whelen Justice (different bracket needed than other Whelen models)



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- Code 3
- Tomar
- Sabre

Please let me know if you have any questions or require any additional information.

Michael Scarpone

Technology Sales

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