

## James Berg

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**From:** James Berg  
**Sent:** Monday, January 09, 2012 7:31 PM  
**To:** Steve Adair  
**Cc:** Joseph Kreins; David Jeffries; John Mccarthy; Keith Heiden; Jay Demski; Sophia Winter; Sasha D'Amico; Christopher Jacob; Nicholas Conrad  
**Subject:** RE: Vigilant Video Quote

Hello Steve,

I have received final approval for the purchase of the ALPR units as described in your quote. The Purchase Order Number is 20372. Please move forward with the ordering and subsequent installation of these units. In the meantime I would like to discuss with you and the Vigilant Video representative the possibility of the data being stored and maintained by Vigilant Video. Are there any existing contracts with regards to this?

We will be working on identifying the vehicles we want these units installed on.

Captain Jim Berg  
Operations Division  
Novato Police Department  
909 Machin Avenue  
Novato, Ca 94945  
415-899-7003  
[jberg@novato.org](mailto:jberg@novato.org)

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**From:** Steve Adair [<mailto:steve@LEHRAUTO.com>]  
**Sent:** Friday, December 16, 2011 3:22 PM  
**To:** James Berg  
**Subject:** FW: Vigilant Video Quote

Cpt. Berg,

Just wanted to make sure that you are aware that the Tax has been included on this Kit. At the bottom of the quote it states Tax excluded..... I have added in the Tax @8.75%.

If you have any other questions please feel free to give me a call

Thank you,

**Steve Adair**  
**Lehr Auto Electric & Emergency Equipment**  
**Pursuit North**  
Fleet Sales Manager  
4707 Northgate Blvd  
Sacramento, CA 95834  
Toll free 800.982.8468 ext 17  
Cell 916.267.5547  
Fax: 916.646.6656

## MEMORANDUM

DATE: November 10th, 2011

TO: J. Berg, Captain, Operations Division 

FROM: J. Demski, Sergeant, Patrol Bureau, Squad C

SUBJECT: ALPR Recommendation – Vigilant Video



Novato Police Department  
909 Machin Avenue  
Novato, CA 94945  
(415) 897-4361  
FAX (415) 898-5344  
[www.ci.novato.ca.us](http://www.ci.novato.ca.us)

Joseph M. Kreins  
Chief of Police

The ALPR project team has researched automated license plate reader technology, and reviewed ALPR system quotes from Vigilant Video, PIPS (Federal Signal), ELSAG, and Genetec. Furthermore, Officer Jacob contacted Mill Valley PD (Detective Ryan Smith) and the Marin County Sheriff's Office (Deputy Jerrod Kansanback) for in-person demonstrations of the capabilities of their ALPR systems (PIPS, Vigilant). In April 2011, the Novato Police Department issued a request for quotation to the above listed companies regarding their respective ALPR systems. The Novato Police Department received quotations from all of the listed companies. (Motorola was also provided with the request for quotation inquiry, but did not respond.)

The ALPR project team thoroughly reviewed the submitted quotations. Field testing of the Vigilant Video system and the Federal Signal PIPS system was conducted by Patrol in September and October of 2011. Field test result summaries for each system are attached.

After careful consideration of the features and benefits of each system with respect to system quality, ease of use, warranty/support, and pricing, and consideration of the results of Patrol's field testing, the ALPR Project Team recommends Vigilant Video as the vendor that best meets the Department's needs as outlined in the request for quotation.

Three separate quotations for Vigilant Video's system from different installation vendors (Lehr Auto Electric, Emergency Vehicle Solutions, and Wattco) were received. The quotes from Lehr Auto Electric and Emergency Vehicle Solutions were received in response to our RFQ. The Wattco quote was sent to the Marin County Sheriff's Department in January 2010 (MCSO eventually selected this vendor for their ALPR purchase). As Vigilant Video is primarily a software company, they do not install required system hardware themselves; their systems are installed through these local vendors.

In summary, the ALPR project team has identified the following in support of the recommendation to proceed with the Vigilant Video ALPR system:

- Vigilant Video specializes in software development. They are the only ALPR company selected by the FBI to create a database to hold the ALPR data collections nationwide within NCIC. This database can be securely accessed utilizing Vigilant's National Vehicle Location Service via internet connection. The FBI approved Vigilant as the ALPR company allowed to exist within the Law Enforcement Agency (LEA) community (OR # VANVS005V) for the

purpose of providing vehicle location information to LEA's. Further, the National Vehicle Location Service is delivered in conjunction with the National Vehicle Service to LEA's via the NLETS messaging system. The LPR data delivered as part of the National Vehicle Location Service web portal comes from a nationwide LPR data repository managed by Vigilant Video containing both public and privately gathered LPR data.

- Vigilant Video develops their own software for ALPR which gives them the ability to fix any software issues themselves. They are a local company, based in Livermore, which provides them the ability for quick response in the event that technical assistance is needed.

- Vigilant Video cameras are not as small as PIPS but from demonstrations of several ALPR systems, the MCSO Auto Theft Task Force found Vigilant's accuracy rate to be higher. According to Deputy Kansanback, with information he collected from MCSO trials and assistance from Richmond PD SONCATT (Sonoma County Auto Theft task Force), ACRATT (Alameda County task force, HIDTA (federal task force) and CHP, MCSO chose Vigilant. He conducted a side by side test through the City of Richmond and County of Marin and from his demonstrations of several ALPR systems he found Vigilant's accuracy to be higher. He advised that both PIPS and Vigilant accuracy were very high, however, he found Vigilant's camera's were capable of capturing more plates at higher speeds and from greater distances.

- Vigilant Video has better customer service and technical support due to company representatives being located in the bay area, allowing them to respond to Marin without extended travel times. MCSO found that because both Vigilant and their hardware vendors are local, better and quicker responses to problems and software fixes are noted. However, PIPS offers support via remote access if needed.

- It is anticipated that the Novato Police Department (NPD) will share the MCSO server and site license agreement with Vigilant Video. This affords the Department significant cost savings (in the thousands of dollars) without any sacrifice of system performance or data storage capability. Furthermore, Deputy Kansanback has stated that his command staff have assured us that NPD will be able to use and store plate information on their server at no cost. With regards to any downstream server repair costs, he said that MCSO and San Rafael PD would also be on the server so any costs would likely be divided three ways.

- In the event that NPD does share the MCSO ALPR server, NPD will be hosted as an independent entity and user, only accessed by members of NPD. NPD will choose which information is shared with MCSO. Richmond PD also uses Vigilant Video and their license plate information can be accessed.

- Reference checks with other out-of-county agencies were very positive. Livermore PD, and Bakersfield PD both indicated their satisfaction with the Vigilant system, and with the vendor and product support and upgrades they received when needed. MCSO also indicated a high degree of satisfaction with the Vigilant system, according to Deputy Kansanback.

Additionally, it is noted that MCSO (contact Deputy Kansanback) is also pursuing grant funding for additional Vigilant systems to be installed with various Marin County agencies. Capt. Jeffries met with Deputy Kansanback on 05/27/11 to discuss this effort. Adoption of the Vigilant

System would be consistent with what the MCSO is utilizing with the Auto Theft Task Force currently, as well as with regards to future system expansion within our county.

The approximate initial acquisition and installation costs for (2) four camera systems as quoted by each company responding to the request for quote were as follows:

|                       |                                                         |
|-----------------------|---------------------------------------------------------|
| Vigilant (Lehr quote) | \$34,340 (no add'l server cost – utilize MCSO server)   |
| Elsag                 | \$35,900                                                |
| Federal PIPS          | \$42,235                                                |
| Genetec               | \$43,473 (plus additional \$3-\$5K for required server) |
| PlateScan             | \$49,039                                                |

Ongoing usage/maintenance/extended warranty costs reported by each vendor were in the \$4K - \$7K range. For Vigilant, ongoing maintenance costs are \$500/year per camera, (\$4K/year for (2) 4-camera systems).

Vigilant Video, as a software only company, uses a contract manufacturer who builds the Condor hardware based on the exact specifications of Vigilant Video's engineering guidelines. The same is true for the cameras and the wiring harness.

Vigilant Video warrants both the system hardware and software, as the hardware installation vendor is a registered partner with Vigilant. Thus, Vigilant warrants the entire system.

Vigilant Video does not sell any information to third parties. Any information sharing decisions are left up to the system purchaser. The option to 'share' can be to just Novato, Marin County, CA law enforcement only, or any level of law enforcement. When Novato chooses the 'hosted' server option, the same information share option exists.

Finally, on November 2<sup>nd</sup> 2011, Deputy Kansanback was recontacted for an update with regards to his efforts on ALPR grant purchases through Homeland Security funding. He confirmed that MCSO and San Rafael PD are staying with Vigilant Video, that NPD will be able to tie into the existing MCSO server system, that NPD will not be subject to licensing fees, and that NPD will be eligible for an additional ALPR system (Vigilant), at no cost to NPD, through his upcoming grant purchase. Additionally, Deputy Kansanback indicated that he is also in discussion with the Twin Cities Police Authority with regards to deployment of the Vigilant ALPR system at their agency.

Pending Department approval, the team will next contact the vendor representing Vigilant Video (Lehr Automotive) to obtain updated specific information regarding price, any associated on-going costs or savings, and warranties. This next step would take approximately 10-15 days. It is anticipated that the project team will then further negotiate with the chosen vendor to obtain the best possible purchase outcome for the Department prior to final approval for purchase and installation. All coordination of system installation and training, and policy development (through Lexipol) for department approval will be handled by the ALPR team.

## MEMORANDUM

DATE: September 20<sup>th</sup>, 2011

TO: J. Berg, Captain, Operations Division

FROM: J. Demski, Sergeant, Patrol Bureau, Squad E

SUBJECT: Vigilant Video ALPR Test Unit - Summary



Novato Police Department  
909 Machin Avenue  
Novato, CA 94945  
(415) 897-4361  
FAX (415) 898-5344  
[www.ci.novato.ca.us](http://www.ci.novato.ca.us)

Joseph M. Kreins  
Chief of Police

A Vigilant Video ALPR system test unit was utilized from 09/01/11 through 09/08/11. The system was installed in Patrol Unit #38, operated primarily by Ofcr. Conrad and Ofcr. Jones. These Officers completed overviews of each day of system operation (copies attached). In summary, the following was noted.

### Potential Issues/Potential Dislikes:

1. Camera placement/positioning affected the operation of one of the two system cameras at times, necessitating repositioning by the operating Officer. However, these cameras were temporarily mounted to the vehicle with magnets. Permanent installation should remedy this issue.
2. The system appears to need constant connection to the vehicle's wireless modem to stay on line. The modems and MDCs currently in use are temperamental at times with regards to additional exterior system interfaces. This difficulty was noted only on the first day of testing.
3. On the MDC display, the LPR screen is either full-size or fully minimized. One Officer inquired as to the possibility of being able to partially minimize the LPR display.

### Likes/Advantages:

1. Officers using the system noted its overall ease-of-use.
2. The software was noted as user-friendly.
3. We estimate that the system captured approximately 12,000 plate reads during the week.
4. The system was "tested" on a known stolen vehicle being recovered; it immediately "hit" on the plate.
5. The system "hit" on a stolen plate in the area of Novato Blvd. and Seventh St. The operating Officer was not able to locate and catch up to the vehicle at the time. Follow-up with the victim indicated that the stolen plates had been returned and the victim was directed to contact the agency that took the original report to close the case.
6. The system located a stolen plate on Oliva Dr., which led to a complaint request.
7. The system located a stolen vehicle parked on Entrada Dr. The vehicle had been reported stolen out of SFPD.
8. Lehr Automotive responded promptly to the connectivity issue noted on day one of testing.

Respectfully submitted,

Sgt. J. Demski

## MEMORANDUM

DATE: October 26<sup>th</sup>, 2011

TO: J. Berg, Captain, Operations Division

FROM: J. Demski, Sergeant, Patrol Bureau, Squad C

SUBJECT: Federal/PIPS ALPR Test Unit - Summary



Novato Police Department  
909 Machin Avenue  
Novato, CA 94945  
(415) 897-4361  
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[www.ci.novato.ca.us](http://www.ci.novato.ca.us)

Joseph M. Kreins  
Chief of Police

A Federal/PIPS ALPR system test unit was utilized from 10/04/11 through 10/24/11. The system was installed in Patrol Unit #38, operated primarily by Ofcr. Conrad and Ofcr. Jones. These Officers completed overviews of each day of system operation (copies attached). In summary, the following was noted.

### Potential Issues/Potential Dislikes:

1. The system was initially installed with only one camera, due to the vendor's equipment availability limitation. The system generated several mis-reads of license plates while operating with only one camera. On 10/11/2011 the vendor installed (2) more cameras on the vehicle and system performance seemed to improve, however, (2) mis-reads occurred after the add'l cameras were installed.
2. The system, as installed for the demo, utilized the cellular connection to the vehicle, thus incurring a high volume of data use over the connection. However, this is limited to the demo system itself and would not be an issue with a permanent installation.
3. During night time operation, it was observed that the PIPS cameras emit a visible red light at times while reading plates. Operators believed that this could be an issue should an officer be trying to remain in "stealth" mode while conducting surveillance, etc. This was noted with the Vigilant system as well, but with that system, the red light is markedly less noticeable.
4. The test operators noted overall that the software was not as "user-friendly" as the Vigilant system that was tested previously. For example, on one occasion, after minimizing the window on the MDC, the program would not re-engage the full screen window, necessitating a system shutdown and restart. On two other occasions, error messages were received when clicking the "end shift" function.
5. The test operators noted their opinions that the Vigilant System was more accurate overall.

### Likes/Advantages:

1. We estimate that the system captured approximately 14,000 plate reads during the week. One lost plate hit was received during the test phase; no other "hits" of note.
2. The vendor responded promptly to the issues brought to their attention.

Respectfully submitted,

Sgt. J. Demski

## Jay Demski

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**From:** Kory Jones  
**Sent:** Wednesday, October 05, 2011 6:01 AM  
**To:** Jay Demski  
**Cc:** Nicholas Conrad  
**Subject:** PIPS ALPR for 10/4/11

I utilized the PIPS ALPR during my shift this date. I was able to get the system up and working after several attempts and found it not so user friendly.

The charging cord came out of the cigarette lighter 3x during the shift.

I did have one "hit", for a lost front license plate off a rolling BMW. The alert was easy to hear/see.

I was able to drive through Bay Vista, Green Oak, 5410 Nave, and Beat 2 locations. I found that the LPR was slow and often times would read only a partial plate.

When I clicked "End Shift", I got an error message stating it was unable to synchronize the data. (?)

Overall not a fan!

## Jay Demski

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**From:** Kory Jones  
**Sent:** Thursday, October 06, 2011 5:46 AM  
**To:** Jay Demski  
**Cc:** Nicholas Conrad  
**Subject:** PIPS ALPR activity for 10/5/11

Total of 659 plates for the (2) days of use.

Of note was (1) misread tonight on lost/stolen hit. The system misread the first digit of a plate on a parked car (read a 3, was a 4).

I still got an error when pressing "end shift". Error states unable to connect to server. Also got similar error when trying to open BOSS application.

**Jay Demski**

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**From:** Nicholas Conrad  
**Sent:** Friday, October 07, 2011 2:33 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski; Sasha D'Amico; Kory Jones; Sophia Winter  
**Subject:** PIPS ALPR 10/07/11

My first day with the PIPS ALPR turned out good. I did not have any technical problems with it. The software seems very generic although it is easy to use. I had 1515 scans during the shift with one nearmiss for a stolen plate (off by one digit). It would be much better to demo the unit with at least two cameras instead of just the one. The PIPS camera works pretty good but I do think that the Vigilant Video cameras are far superior in quality and accuracy.

I did notice at night that the Infrared panels within the camera emit a bright red light that blinks during the night time. This could be a problem when trying to black out in a parking lot or intersection to code 5 something. The red light is very noticable and I foresee this being a problem. The Vigilant Video cameras also use Infrared technology but they were barely noticable at night unlike the PIPS system.

Conrad

## **Jay Demski**

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**From:** Nicholas Conrad  
**Sent:** Saturday, October 08, 2011 2:25 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski; Kory Jones; Sasha D'Amico; Sophia Winter  
**Subject:** PIPS ALPR 10/07/11

I had a total of 1059 scans during the shift. I did not get any hits during the shift or any problems with the equipment. Nothing else to report.

Conrad

## Jay Demski

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**From:** Nicholas Conrad  
**Sent:** Sunday, October 09, 2011 5:12 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski; Sasha D'Amico; Sophia Winter; Kory Jones  
**Subject:** PIPS ALPR 10/08/11

I had 1541 scans for the shift with one nearmiss again on a stolen plate. The camera does not seem to be reading plates as accurately as the Vigilant cameras did. No other problems with the system came up though.

Conrad

Sent from Nick's iPhone

## **Jay Demski**

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**From:** Kory Jones  
**Sent:** Monday, October 10, 2011 5:43 AM  
**To:** Jay Demski  
**Cc:** Christopher Jacob; Nicholas Conrad  
**Subject:** PIPS ALPR 10/9/11

479 plates read. One misread that I caught (not a hit) as I was scrolling through the reads, which tells me there are probably a lot with this system.

No hits or issues other than that.

## Jay Demski

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**From:** Kory Jones  
**Sent:** Wednesday, October 12, 2011 5:44 AM  
**To:** Christopher Jacob; Nicholas Conrad  
**Cc:** Jay Demski  
**Subject:** RE: PIPS update

10-10-11

348 plates read. No hits.

10-11-11 (half shift only, 0100-0600)

642 plates. Really notice the difference with add'l cameras. No hits.

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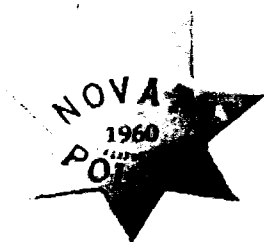
**From:** Christopher Jacob  
**Sent:** Tuesday, October 11, 2011 3:34 PM  
**To:** Nicholas Conrad; Kory Jones  
**Cc:** Jay Demski  
**Subject:** PIPS update

Gentlemen,

PIPS representatives arrived today and installed two more ALPR cameras on car #38. However, they advised that due to time constraints (and a lack of proper tools) they were unable to aim the cameras. They will respond again this Thursday and properly aim them.

I also had them check BOSS to make sure the plates scanned were being uploaded. The rep said he checked BOSS and the scanned plates were in the system.

Have fun and good luck.



Christopher Jacob  
Detective, Investigations Unit  
Novato Police Department  
209 Machin Ave  
Novato, Ca 94945  
Desk 415-897-7035  
Cell 415-798-4099

## Jay Demski

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**From:** Nicholas Conrad  
**Sent:** Saturday, October 15, 2011 2:58 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski; Sasha D'Amico; Sophia Winter; Kory Jones  
**Subject:** PIPS demo 10/14/2011

850 scans and no hits. Had small downloading problem at beginning of shift but problem was worked out.

Conrad

Sent from Nick's iPhone

**Jay Demski**

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**From:** Nicholas Conrad  
**Sent:** Sunday, October 16, 2011 2:21 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski; Sasha D'Amico; Sophia Winter; Kory Jones  
**Subject:** PIPS 10/15/11

984 scans and no hits. System and equipment working good.

Conrad

Sent from Nick's iPhone

**Jay Demski**

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**From:** Kory Jones  
**Sent:** Monday, October 17, 2011 5:34 AM  
**To:** Jay Demski  
**Cc:** Nicholas Conrad; Christopher Jacob  
**Subject:** PIPS 10/16

551 reads for the shift.

1 misread hit on a stolen veh. (Rt camera)

One issue thats happened a few times is that after I have minimized the program I am unable to pull the full screen back up. Not sure why this is, but I end up having to close out and restart the program.

## Jay Demski

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**From:** Kory Jones  
**Sent:** Wednesday, October 19, 2011 8:17 PM  
**To:** Jay Demski  
**Subject:** RE: PIPS info

Monday:

354 reads, no hits. System was down for about an hr till I realized the power plug had come out of the cig lighter

Tuesday:

433 reads, one mishit on a stolen veh.

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**From:** Jay Demski  
**Sent:** Wednesday, October 19, 2011 4:28 PM  
**To:** Kory Jones  
**Subject:** PIPS info

Howdy...pls send me a summary for last night...thx JD

Sergeant J. Demski  
Novato Police Department  
[jdemski@novato.org](mailto:jdemski@novato.org)

109 Machin Ave  
Novato CA 94945

415.897.4361 (main)  
415.898.5344 (fax)

**Jay Demski**

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**From:** Nicholas Conrad  
**Sent:** Friday, October 21, 2011 2:22 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski; Sasha D'Amico; Sophia Winter; Kory Jones  
**Subject:** PIPS 10/20/11

438 scans and no hits. Busy shift and not much time to drive around scanning plates.

Conrad

Sent from Nick's iPhone

## Jay Demski

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**From:** Nicholas Conrad  
**Sent:** Saturday, October 22, 2011 2:21 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski  
**Subject:** PIPS 10/21/11

934 scans and no hits.

Conrad

Sent from Nick's iPhone

**Jay Demski**

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**From:** Nicholas Conrad  
**Sent:** Sunday, October 23, 2011 2:08 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski; Sasha D'Amico; Sophia Winter; Kory Jones  
**Subject:** PIPS 10/22/11

757 scans and no hits. Equipment still works good with no problems.

Conrad

Sent from Nick's iPhone

## Jay Demski

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**From:** Kory Jones  
**Sent:** Monday, October 24, 2011 5:45 AM  
**To:** Jay Demski  
**Cc:** Nicholas Conrad; Christopher Jacob  
**Subject:** PIPS 10/23/11

519 reads, no mishits or issues.

## MEMORANDUM



DATE: September 20<sup>th</sup>, 2011

TO: J. Berg, Captain, Operations Division

FROM: J. Demski, Sergeant, Patrol Bureau, Squad C

SUBJECT: ALPR Recommendation – Vigilant Video

**Novato Police Department**  
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Additionally, it is noted that MCSO (contact Deputy Kansanback) is also pursuing grant funding for additional Vigilant systems to be installed with various Marin County agencies. Capt. Jeffries met with Deputy Kansanback on 05/27/11 to discuss this effort. Adoption of the Vigilant System would be consistent with what the MCSO is utilizing with the Auto Theft Task Force currently, as well as with regards to future system expansion within our county.

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Vigilant Video does not sell any information to third parties. Any information sharing decisions are left up to the system purchaser. The option to 'share' can be to just Novato, Marin County, CA law enforcement only, or any level of law enforcement. When Novato chooses the 'hosted' server option, the same information share option exists.

Thus far, the Vigilant Video system was tested at NPD in early September 2011. Overall, the system was found to be user-friendly and effective. A possible issue with regards to modem interfaces is being looked into further, but was only noticed on one day of testing. The installation vendor (Lehr Automotive) was noted as being very responsive.

The PIPS system is scheduled for field testing at NPD beginning 10/04/11. A summary of test results will be completed after the trial period.

Pending Department approval, the team will next contact the vendor representing Vigilant Video (Lehr Automotive) to obtain updated specific information regarding price, any associated on-going costs or savings, and warranties. This next step would take approximately 10-15 days. It is anticipated that the project team will then further negotiate with the chosen vendor to obtain the best possible purchase outcome for the Department prior to final approval for purchase and installation. All coordination of system installation and training, and policy development (through Lexipol) for department approval will be handled by the ALPR team.

## MEMORANDUM

DATE: September 20<sup>th</sup>, 2011

TO: J. Berg, Captain, Operations Division

FROM: J. Demski, Sergeant, Patrol Bureau, Squad E

SUBJECT: Vigilant Video ALPR Test Unit - Summary



Novato Police Department  
909 Machin Avenue  
Novato, CA 94945  
(415) 897-4361  
FAX (415) 898-5344  
[www.ci.novato.ca.us](http://www.ci.novato.ca.us)

Joseph M. Kreins  
Chief of Police

A Vigilant Video ALPR system test unit was utilized from 09/01/11 through 09/08/11. The system was installed in Patrol Unit #38, operated primarily by Ofcr. Conrad and Ofcr. Jones. These Officers completed overviews of each day of system operation (copies attached). In summary, the following was noted.

### Potential Issues/Potential Dislikes:

1. Camera placement/positioning affected the operation of one of the two system cameras at times, necessitating repositioning by the operating Officer. However, these cameras were temporarily mounted to the vehicle with magnets. Permanent installation should remedy this issue.
2. The system appears to need constant connection to the vehicle's wireless modem to stay on line. The modems and MDCs currently in use are temperamental at times with regards to additional exterior system interfaces. This difficulty was noted only on the first day of testing.
3. On the MDC display, the LPR screen is either full-size or fully minimized. One Officer inquired as to the possibility of being able to partially minimize the LPR display.

### Likes/Advantages:

1. Officers using the system noted its overall ease-of-use.
2. The software was noted as user-friendly.
3. We estimate that the system captured approximately 12,000 plate reads during the week.
4. The system was "tested" on a known stolen vehicle being recovered; it immediately "hit" on the plate.
5. The system "hit" on a stolen plate in the area of Novato Blvd. and Seventh St. The operating Officer was not able to locate and catch up to the vehicle at the time. Follow-up with the victim indicated that the stolen plates had been returned and the victim was directed to contact the agency that took the original report to close the case.
6. The system located a stolen plate on Oliva Dr., which led to a complaint request.
7. The system located a stolen vehicle parked on Entrada Dr. The vehicle had been reported stolen out of SFPD.
8. Lehr Automotive responded promptly to the connectivity issue noted on day one of testing.

Respectfully submitted,

*J. Demski* #237

Sgt. J. Demski

## Jay Demski

---

**From:** Nicholas Conrad  
**Sent:** Friday, September 02, 2011 12:24 AM  
**To:** Christopher Jacob  
**Cc:** Jay Demski; James Berg  
**Subject:** ALPR demo day one

09/01/11

The demo unit of Vigilant Video was installed on my patrol vehicle (unit #38) today. The install took a few hours as the tech, Steve Adair from Lehr Auto, ran into some connectivity problems with our MDC. The wireless modem and MDC computer are not easily tapped into by external units. Steve had to coordinate with the MCSO tech person to allow for the external access. I eventually went 10-8 with the system running. Steve installed a two camera system on my car with the cameras magnetted to my roof. The left camera is facing on-coming traffic and the right camera is gathering parked cars along the passenger side. The system worked well for about an hour. I collected over five hundred plates and got one near miss in the San Marin Plaza parking lot. The plate was off by one number after closely reviewing the plate capture. Luckily I verified the plate prior to any felony stop on an innocent citizen.

The system then lost connectivity with the cameras deeming it useless. I called Steve, who was staying in a local hotel, and he responded to the station to fix the problem. I was back up and running in a short time. The system worked great for the next few hours. The software is very user friendly and the system doesn't seem to want to take over the MDC from you. SRPD broadcasted a BOL for a stolen vehicle and I easily figured out how to manually enter the plate into the system.

At about 2230 hrs, the system appeared to have gone off line and was no longer grabbing plates. I texted Steve and he said that he was going to respond to the station the next morning and figure out what happened. From what I can gather, the system needs a constant connection to our vehicle wireless modem to stay on line. The modems and MDCs we have do not appear to be very friendly with external systems being plugged into them, based on the settings they have. This may be a problem down the road with the system as this was pointed out to me by Sgt Tross. Apparently he had similar problems with our prior Digital Patroller units. This might be an easy fix or a headache down the road. Other than the issues so far, I am pretty impressed with the system when it works. Since the system went down, I was unable to see how many plates I was able to capture but I would estimate at least 2,000 plus. I will have an e-mail update like this for each day I use the system.

Nick Conrad

## Jay Demski

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**From:** Nicholas Conrad  
**Sent:** Saturday, September 03, 2011 2:49 AM  
**To:** Christopher Jacob; Jay Demski  
**Cc:** James Berg; Sasha D'Amico; Sophia Winter  
**Subject:** LPR demo day two

Today was much better. The LPR system worked the entire shift. I got over 2500 scans in today. Crpl Frey was out with a stolen recovery on Parkwood Dr and I drove past the car to test the LPR. The LPR immediately hit on the vehicle. Later in the shift the LPR hit on a stolen plate on the corner of Novato Bl and Seventh St. I turned around to try and find the vehicle but it was long gone. Dispatch followed up with the victim (the case was Marin CHP) and found that the plates were returned. The victim was advised to contact CHP to close the case. Nothing else to report.

Nick Conrad

## Jay Demski

---

**From:** Nicholas Conrad  
**Sent:** Sunday, September 04, 2011 5:34 AM  
**To:** Christopher Jacob; Jay Demski  
**Cc:** Sasha D'Amico; Sophia Winter; James Berg  
**Subject:** LPR demo day three

09/03/11

Day three of the demo was much more successful. I was able to capture over 2,700 plates. I located a stolen plate, attached to a parked vehicle, on Oliva Dr. The find led to the investigation of a violation of CVC 4462.5 - false registration and a complaint request. See case # NP11-6299 for details.

I later located a stolen vehicle with the LPR. The vehicle was parked on Entrada Dr and was reported stolen out of SFPD on 08/01/11. The vehicle was recovered and documented under case # NP11-6308.

So far I am very impressed with the system and how user friendly it is. I have briefed Ofc Jones on the operation of the system as I share the vehicle with him. Ofc Jones will send me progress reports regarding his use of the LPR.

Nick Conrad

## **Jay Demski**

---

**From:** Kory Jones  
**ent:** Monday, September 05, 2011 7:01 AM  
**To:** Jay Demski  
**Cc:** Nicholas Conrad  
**Subject:** LPR 9/4/11

I used the LPR in Unit #38 last night. I did not get any hits in the system and was primarily active in Beat 4. I did not have dedicated time to capture plates and there was a high volume of calls for service. I do not know how many total vehicle's were captured (I will check with Ofc. Conrad on how to obtain this).

### **Likes:**

Large font  
Ease of use

### **Dislikes:**

Driver side did not appear to capture as well as passenger side. I am still trying to find the optimum angle.

Toggling between CAD/RMS/LPR screens was difficult. LPR screen is either full screen or fully minimized, would be helpful if could partially minimize.

Would be helpful if software allowed for a "quick view" of CLETS DMV info, not sure if even possible.

## Jay Demski

---

**From:** Kory Jones  
**ent:** Tuesday, September 06, 2011 5:49 AM  
**To:** Jay Demski  
**Cc:** Nicholas Conrad  
**Subject:** LPR use 9/5/11

No hits were located. I was able to run through all of Romar Ct., most of Bay Vista, Leafwood Dr. and the (old) TLodge and Days Inn. Several freeway runs also.

Still seem to have issues with the driver's side capturing plates. I find myself manually moving the camera for oncoming vs. parked vehicles.

## **Jay Demski**

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**From:** Nicholas Conrad  
**Sent:** Thursday, September 08, 2011 1:13 AM  
**To:** Christopher Jacob; Jay Demski; James Berg  
**Cc:** Sasha D'Amico; Sophia Winter  
**Subject:** LPR demo day 4

The LPR worked good again with no problems. It was a busy shift so I was not able to focus as much time on capturing plates. I did however tag about 1503 plates during the ten hour shift. I did not receive any alerts on the plates scanned. I continue to be impressed with the ease of use with the system.

Officer Conrad

**MEMORANDUM**

*Discussed  
w/ JAY; SES HA  
6/30/11*



DATE: May 28<sup>th</sup>, 2011  
TO: J. Berg, Captain, Operations Division  
FROM: J. Demski, Sergeant, Patrol Bureau, Squad E  
SUBJECT: ALPR Recommendation – Vigilant Video

**Novato Police Department**  
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Joseph M. Kreins  
Chief of Police

The ALPR project team has researched automated license plate reader technology, and reviewed ALPR system quotes from Vigilant Video, PIPS (Federal Signal), ELSAG, and Genetec. Furthermore, Officer Jacob contacted Mill Valley PD and the Marin County Sheriff's Office for in-person demonstrations of the capabilities of their ALPR systems (PIPS, Vigilant). In April 2011, the Novato Police Department issued a request for quotation to the above listed companies regarding their respective ALPR systems. The Novato Police Department received quotations from all of the listed companies. (Motorola was also provided with the request for quotation inquiry, but did not respond.)

The ALPR project team has thoroughly reviewed the submitted quotations. After careful consideration of the features and benefits of each system with respect to system quality, ease of use, warranty/support, and pricing, the ALPR Project Team recommends Vigilant Video as the vendor that best meets the Department's needs as outlined in the request for quotation.

Three separate quotations for Vigilant Video's system from different installation vendors (Lehr Auto Electric, Emergency Vehicle Solutions, and Wattco) were received. The quotes from Lehr Auto Electric and Emergency Vehicle Solutions were received in response to our RFQ. The Wattco quote was sent to the Marin County Sheriff's Department in January 2010 (MCSO eventually selected this vendor for their ALPR purchase). As Vigilant Video is primarily a software company, they do not install required system hardware themselves; their systems are installed through these local vendors.

In summary, the ALPR project team has identified the following in support of the recommendation to proceed with the Vigilant Video ALPR system:

- Vigilant Video specializes in software development. They are the only ALPR company selected by the FBI to create a database to hold the ALPR data collections nationwide within NCIC. This database can be securely accessed utilizing Vigilant's National Vehicle Location Service via internet connection.
- Vigilant Video develops their own software for ALPR which gives them the ability to fix any software issues themselves. They are a local company, based in Livermore, which provides them the ability for quick response in the event that technical assistance is needed.

- Vigilant Video cameras are not as small as PIPS but from demonstrations of several ALPR systems, the MCSO Auto Theft Task Force found Vigilant's accuracy rate to be higher.
- Vigilant Video has better customer service and technical support due to company representatives being located in the bay area, allowing them to respond to Marin without extended travel times.
- It is anticipated that the Novato Police Department (NPD) will share the MCSO server and site license agreement with Vigilant Video. This affords the Department significant cost savings (in the thousands of dollars) without any sacrifice of system performance or data storage capability.
- In the event that NPD does share the MCSO ALPR server, NPD will be hosted as an independent entity and user, only accessed by members of NPD. NPD will choose which information is shared with MCSO. Richmond PD also uses Vigilant Video and their license plate information can be accessed.
- Reference checks with other out-of-county agencies were very positive. Livermore PD, and Bakersfield PD both indicated their satisfaction with the Vigilant system, and with the vendor and product support and upgrades they received when needed. MCSO also indicated a high degree of satisfaction with the Vigilant system.

Additionally, it is noted that MCSO (contact Deputy Kansanback) is also pursuing grant funding for additional Vigilant systems to be installed with various Marin County agencies. Capt. Jeffries met with Deputy Kansanback on 05/27/11 to discuss this effort. Adoption of the Vigilant System would be consistent with what the MCSO is utilizing with the Auto Theft Task Force currently, as well as with regards to future system expansion within our county.

The approximate initial acquisition and installation costs for (2) four camera systems as quoted by each company responding to the request for quote were as follows:

|                       |                                                         |
|-----------------------|---------------------------------------------------------|
| Vigilant (Lehr quote) | \$34,340 (no add'l server cost – utilize MCSO server)   |
| Elsag                 | \$35,900                                                |
| Federal PIPS          | \$42,235                                                |
| Genetec               | \$43,473 (plus additional \$3-\$5K for required server) |
| PlateScan             | \$49,039                                                |

Ongoing usage/maintenance/extended warranty costs reported by each vendor were in the \$4K - \$7K range.

Pending Department approval, the team will next contact the three vendors who represent Vigilant Video (Lehr, Emergency Vehicle Solutions, Wattco) to obtain updated specific information regarding price, any associated on-going costs or savings, and warranties. This next step would take approximately 10-15 days. It is anticipated that the project team will then further negotiate with the chosen vendor to obtain the best possible purchase outcome for the Department prior to final approval for purchase and installation. All coordination of system installation and training, and policy development (through Lexipol) for department approval will be handled by the ALPR team.

1) ATTACH QUOTES

2) DO YOU HAVE ANYTHING FROM THE  
FIRST IDENTIFYING VIGILANT VIDEO  
AS THEIR CHOICE?

3) HOW DID THEY (MCSO) FIND  
THEIR ACCURACY TO BE CHECKED?

4) PLEASE DESCRIBE HOW THEIR  
CUSTOMER SERVICES IS BETTER?

5) BEFORE YOU INDICATE THAT  
NDD WILL SHARE THE MCSO  
SERVER YOU SHOULD PROVIDE  
MORE BACKGROUND

A) WHO HAS GIVEN PERMISSION  
FOR ~~US~~ NDD TO USE THEIR  
SERVER

B) WILL WE BE CHARGED TO  
USE THEIR SERVER EITHER IN  
REPAIR / MAINTENANCE COSTS?

6) IDENTIFY WHO WAS SPOKE TO  
AT MCSO : MILL VALLEY

7) Is the ongoing maintenance costs per year

8) Please determine if any APRs in use in Sonoma County, Solano and San Francisco PD, if so who and which system?

9) Since Vigilant is software only, whose is the maker of the hardware?

10) Does Vigilant sell info to 3rd party

11) Need to explain/compare weaknesses of Federal PIPS APR system.

12) Need discussion of user interface - is PIPS or ~~Vigilant~~ more user friendly

13.) SINCE VIGILANT SYSTEM WILL  
REQUIRE A SEPARATE INSTALLATION,  
WHO ACTUALLY WARRANTS THE  
SYSTEM?

14.) IS THERE A POSSIBILITY TO  
PIGGYBACK WITH MILL VALLEY  
PD ON THEIR PIPS SYSTEM?

15.) CAN YOU GET AN UPDATE ON  
THE POSSIBILITY OF THE VIGILANT  
GRANT THAT MCSO WAS  
LOOKING INTO.

March 22, 2011

# Vigilant Video

## License Plate Recognition Systems

Thank you for your interest in Vigilant Video and for your interest in our CarDetector license plate recognition systems. If you are looking for a cutting edge ALPR solution, then look no further. We are committed to excellent customer service, engineering support and a superior product with more benefits than any other LPR provider can offer! We are proud to have the following agencies as our customers:

Livermore Police Dept. (CA)  
Sgt. John Hurd  
925-580-8148

Marin County Sheriff's Dept. (CA)  
Detective Jerod Kansanbacke  
(415) 720-6250

Elk Grove Police Dept. (CA)  
Detective Mike Darlington  
(916) 753-3469

CO State Patrol (CO)  
Sgt. Matt Beaudin  
(303) 945-9505

MGM Mirage / The Bellagio (NV)  
Melinda Smith  
(702) 590-7812

Bakersfield Police Dept. (CA)  
Sgt. Melvin Johnson  
(661) 364-6803

**Vigilant Video is the only LPR Company capable of architecting a national LPR data conglomerate to proactively deliver as many as 100,000 LPR data scans to law enforcement weekly via NVLS. Vigilant Video is creating a virtual digital pipeline - a universal data system with one common goal in mind - making it easier for law enforcement to "Catch the Bad Guy".**

Vigilant Video, 2021 Las Positas Court, Suite 101, Livermore, CA 94551 Phone (925) 398-2079 Ext 717

**[www.vigilantvideo.com](http://www.vigilantvideo.com)**

## Cost Proposal for the Novato Police Department LPR Project



# **Vigilant Video**

**Company Name:** Vigilant Video Incorporated  
**In-Car LPR System Name:** CarDetector Mobile LPR System  
**LPR Server Name:** LEARN - Law Enforcement Archival Reporting Network

The pricing in this proposal is being offered to the Novato Police Department for purposes and in response to the RFP # .

## **- The Vigilant Video Software Site License Program -**

For purposes of this proposal, it must be stated that **Site License Agreement (SLA)** shall refer to the Vigilant Video's Law Enforcement Product family Software Site License Program.

The basic premise of the SLA is to allow the law enforcement agency to utilize all of Vigilant Video's software products, coupled with full and ongoing software maintenance support, while only paying 'Consumption' charges (as opposed to User fees) in the form of a 'Subscription Fee'.

The SLA holder is entitled to access **ALL** of Vigilant Video's software applications, receive all fixes, patches, minor and major software upgrades and releases, and access to any software products developed within the scope of Vigilant Video's evolving software portfolio. This includes unlimited technical support throughout the entire duration of active SLA program participation.

SLA Subscription Fees refer to the ongoing annual SLA charge based on the number of 'Plugged In' cameras utilizing Vigilant Video software products. Physical camera usage is the sole determining basis for the annual SLA Subscription Fees. Annual SLA Subscription Fees begin after the 1<sup>st</sup> year of substantiated System Start Up & Commissioning.

Essentially the SLA program may be viewed as an 'insurance' policy against the investment of the SLA holder such that the acquired technology does not become outdated or 'stale'. The SLA is considered to be a Win-Win program for both Vigilant Video and their respective clients. To date, **ALL** Vigilant Video mobile LPR based clients take full advantage of the SLA program. Please see attached SLA agreement for further detail and understanding.

## **- In-Car LPR Hardware 'Kits' -**

(All Mobile LPR hardware comes with a standard 2 year warranty)

|                                                                                                                                                |             |
|------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
| 2 Camera LPR Hardware Components Kit                                                                                                           | \$ 8,770.00 |
| 2 Camera Extended Five (5) Year Hardware Warranty (optional)                                                                                   | \$ 1,962.00 |
| 2 Camera LPR Kit Physical Installation                                                                                                         | \$ 400.00   |
| Onsite Factory Certified Start Up and Commissioning (2 Camera)<br>(Required for each camera system purchased – includes Mobility Kits as well) | \$ 590.00   |

# Vigilant Video

Total for a Single 2 Camera System (With extended 5 year hardware warranty) \$ 11,722.00

3 Camera LPR Hardware Components Kit \$ 10,980.00

3 Camera Extended Five (5) Year Hardware Warranty (optional) \$ 2,439.00

3 Camera LPR Kit Physical Installation \$ 450.00

Onsite Factory Certified Start Up and Commissioning (3 Camera) \$ 810.00  
(Required for each camera system purchased –includes Mobility Kits as well)

Total for a Single 3 Camera System (With extended 5 year hardware warranty) \$ 14,679.00

4 Camera LPR Hardware Components Kit \$ 13,170.00

4 Camera Extended Five (5) Year Hardware Warranty (optional) \$ 2,844.00

4 Camera LPR Kit Physical Installation \$ 495.00

Onsite Factory Certified Start Up and Commissioning (4 Camera) \$ 910.00  
(Required for each camera system purchased – Includes Mobility Kits as well)

Total for a Single 4 Camera System (With extended 5 year hardware warranty) \$ 17,419.00

## Total Proposed Kit Pricing for 2 systems of each design

### Standard Hardware Warranty

**Quantity =Two (2) 2 Camera Systems** \$ 19,250.00  
(Includes, standard 2 year hardware warranty, Installation, and Commissioning)

**Quantity = Two (2) 3 Camera Systems** \$ 24,450.00  
(Includes standard 2 year hardware warranty, Installation, and Commissioning)

**Quantity = Two (2) 4 Camera Systems** \$ 29,150.00  
(Includes standard 2 year hardware warranty, Installation, and Commissioning)

### With Extended 5 Year Hardware Warranty

**Quantity =Two (2) 2 Camera Systems** \$ 23,444.00  
(Includes 5 year Hardware Warranty, Installation, and Commissioning)

**Quantity = Two (2) 3 Camera Systems** \$ 29,358.00  
(Includes 5 year Hardware Warranty, Installation, and Commissioning)

**Quantity = Two (2) 4 Camera Systems** \$ 34,838.00  
(Includes 5 year Hardware Warranty, Installation, and Commissioning)

# Vigilant Video

## **- LPR Server Options -**

**Option 1 – ‘Turn Key’ physical server installed at client HDQ** \$ 6500.00  
(Includes Server Hardware and required Software, Installation, and Commissioning)

**Option 2 - LEARN-NVLS LPR Server Hosting Program** \$ 0.00

### Notes:

1. Option # 1 above is initial (one-time) LPR server hardware & Setup fee
2. Option # 1 includes all hardware and required OS software & database licensing
3. Option # 2 via US National Law Enforcement LPR Server “Hosted”

## **- Initial One Time Charges -**

|                                                            |                    |
|------------------------------------------------------------|--------------------|
| Vigilant Video Tier I Site License Agreement (SLA) Program | \$ 3,690.00        |
| LPR Server and System Onsite Start Up and Commissioning    | \$ 1,100.00        |
| LPR System Training - Training for end users               | \$ 300.00          |
| LPR System Admin Training - Command Staff                  | \$ 300.00          |
| <b>Total One Time Initial Charges</b>                      | <b>\$ 5,390.00</b> |

## **- Annual SLA Fees -**

Annual SLA Subscription Fees - \$2,500.00 plus \$500 per camera \$ 2,500.00 (Minimum)

### Notes:

1. Base Fee of \$2,500 includes the 1<sup>st</sup> five (5) LPR cameras
2. SLA Fees include unlimited LPR Users

## Executive Summary

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March 24, 2011

Emergency Vehicle Solutions, Inc., based in Menlo Park California, is pleased to offer a proposal to the City of Novato CA for an Automatic License Plate Recognition System. Contained within this RFP response are a number of compelling reasons to look more closely upon when selecting your partner for an ALPR solution. It is our hope the City of Novato and its RFP evaluators will find that our proposed solution, the Vigilant Video's ALPR Car Detector system, not only meets the needs outlined in the RFP but also that you understand that it also exceeds them. The Vigilant Video ALPR system possesses a number of industry firsts and powerful product differentiators. Prior to addressing these points in this summary, E.V.S a certified reseller of Vigilant Video would first like to outline a few key facts about us and the product being offered to the City of Novato.

### **Nation's first LPR data repository for Law Enforcement inside National Crime Information Center**

Starting in March of 2008, Vigilant Video deployed a national license plate recognition (LPR) campaign by assembling the world's first private LPR data network. Today, with more than 2,000 LPR camera systems in action nationwide, this private LPR network yields over 36,000,000 detections monthly from 51 target metropolitan cities. This data rich initiative has allowed them to provide a very significant new value proposition to the law enforcement community. In August of 2009, Vigilant Video launched its second nation-wide LPR initiative - the nation's first LPR data repository for Law Enforcement residing in a National Crime Information Center (NCIC) approved, Washington DC area data center. This LPR data is available for free to all law enforcement through National Vehicle Location Services (NVLS) and National Law Enforcement Telecommunications System (NLETS). This data sharing project reflects Vigilant Video's forward thinking approach to provide Law Enforcement with data critical for public safety, and has paved the way for alert broadcasting system developments such as our Target Alert Service (TAS). TAS sends instant geo-coordinated "Pop-Up" alarms, or "Hot-List" matches, to vehicles closest in proximity to the "vehicle of interest".

### **Compelling Points**

- E.V.S. has been serving the law enforcement community for over 34 years and is currently a registered vendor with the City of Novato
- E.V.S. is owned and operated under the Public Safety umbrella of Soncell North America, who is the Homeland Security division of Bowmer & Kirkland based in Great Britain and is dedicated to serving the Law Enforcement Community world wide
- Vigilant Video's only market focus has been in specializing inside the video analytics solutions. They collectively have unlimited expertise in the field of video analysis, OCR and data mining
- As a focused software development/technology company, Vigilant Video, offers an unparalleled engineering support. They staff over 141 software engineers that develop and support their Car Detector products
- They own all of the core technology that is integral to this proposal. This will benefit the City of Novato both now and in the years to come as we embark on ever changing law enforcement technologies

## Executive Summary

---

March 24, 2011

### Compelling Points Continued-

- The LEARN server software has been recognized as the industry's most powerful historical and forensic data features by any LPR provider to date
- Vigilant Video has partnered with the most world renowned specialty ALPR camera manufacturer in the world, Extreme CCTV-Bosch. Under Vigilant Videos specification, and in conjunction with Extremes technology, co-jointly developed one of the best ALPR cameras in the world in terms of both its performance and its aesthetics
- The only ALPR camera that is certified and meets the rigid NEMA 6 ratings
- The only ALPR vendor partnered with Cisco to co-jointly develop the industries first ALPR application inside the 3200MAR device.

### Our Strategy:

There is typically one type of purchasing model generally offered by today's ALPR vendors. Inside this RFP response Vigilant Video outlines a different and unique package that is not typically seen and that when looked at more closely creates a strong and compelling reason why NCIC has selected them as the ONLY LPR Vendor to provide NLETS messaging to Law Enforcement.

- The Traditional Model – A purchasing scenario that allows the City of Novato to purchase a ALPR system as a direct purchase where no further obligation is required and additional fees are associated to ongoing software support, upgrades, patches, fixes and maintenance. Often times this does not include a software warranty beyond the first 90 days or up to a year.
  - In this Model the department would have to purchase additional software support, software maintenance, software upgrades, software changes, etc.
  - Often time's departments are unable to purchase upgrades or even patches.
  - Departments have to factor in multi-year contracts around software support and other related costs.
- Vigilant Video Site License Program – A purchasing scenario that allows the City of Novato to purchase the Vigilant Video LPR systems as a subscribing member of an elite Site License program. The Site License program includes all software maintenance, minor and major upgrades, and future developed software releases including utilities within the evolving product lines of both Car Detector and LEARN ALPR system applications. This incorporates an unlimited service of technical support.

## **Executive Summary**

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March 24, 2011

- Essentially the Site License model is structured to benefit the ALPR client who has future plans to deploy multiple units within the law enforcement agency's fleet vehicle force. In this model, software fees are deferred over a period of time and unlimited reward is offered to the Site License holder and its corresponding fleet teams
- The Site License purchase model consists of hardware plus annual software subscription fees as defined by the calculation assumptions and written into the Site License agreement.

### **The Solution**

- Installed by an industry leading emergency services vehicle "up fitter" with more than 34 years experience with a lifetime guarantee on all installation labor performed
- Smaller form factor than other LPR solutions
- Lowest ALPR system power consumption among other LPR vendors
- A guaranteed 92% accuracy plate reading and processing with any camera purchased
- The only SAE Vehicle certified ALPR wiring harness with rugged mil spec cable connections, silver soldered Amphenol quick connect and disconnect features
- Patent IR Black Diamond camera technology for increased viewing and plate capturing distances, out to 65 FT based on camera lens selection
- RFI shielded cables for placement anywhere on the vehicle
- DSP architecture, 98% of the processing is done inside this device rather than on the MDC
- Unlimited number of licenses for users
- Wireless downloads capabilities or thumb drive if required
- Small software footprint
- Unlimited amount of "hot-List"
- Ability to create privatized Hot List and selected notifications for sub groups
- Auditing trails
- Automatic historical "hot list" look up and reporting
- The most robust and user friendly back end application available
- GIF Mapping of scans
- Receive direct alerts from N.L.E.T.S. on vehicles located by private scanning groups.



## EMERGENCY VEHICLE SOLUTIONS

From its origin in 1974, EVS has grown to be one of the largest emergency and public safety equipment installation facilities in Northern California. EVS is a subsidiary of American Emergency Products, owned and managed by SONCELL North America, dedicated to providing the best service possible from product knowledge and installation.

- Full Patrol Vehicle Builds in 4 Working Days
- On-Site Warranty Service Available
- Lifetime Warranty on Installation Labor
- Own Military Spec'd Wiring Harness Using GXL Grade Wire as well as Being Fully Labeled

### Our Parts Department

Features the Most Extensive Line List in California. If we don't have it, we can get it.

### Fleet Services

EVS offers standardized fleet installations. Every vehicle is built to exact specifications using the same wiring harness for every vehicle. We also offer pick-up and delivery services to and from your department or corporation yard.

### Motorcycle Division

Motorcycle services are available at our Menlo Park facility and feature trailer pick-up and delivery services. Our factory trained expert technicians specialize in build ups of:

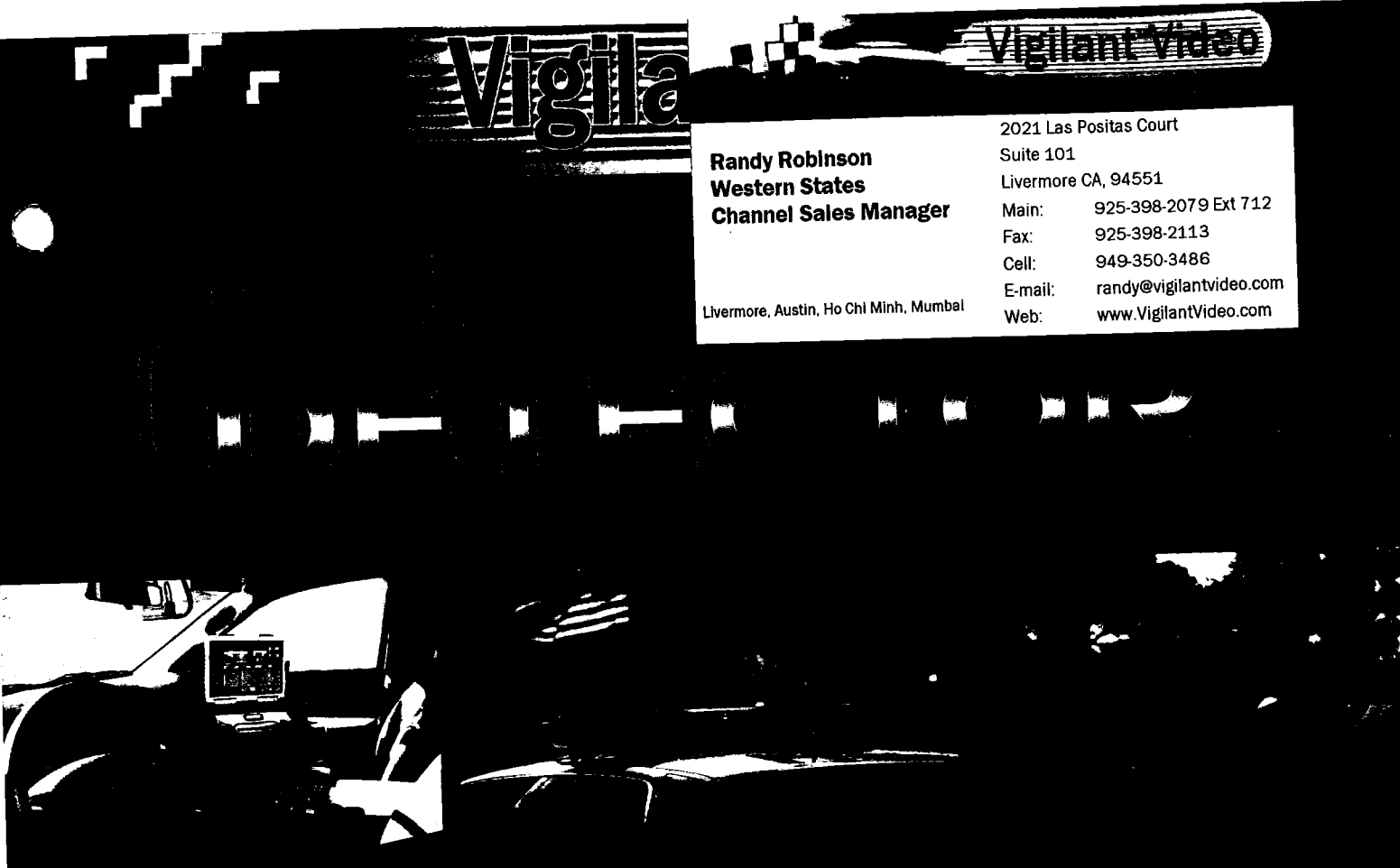
- Harley Davidson
- BMW
- Honda
- Kawasaki

### Partial Line Card

CODE3 PSE, Whelen Engineering, Federal Signal, Able2, Brookings, Sound Off, Unity, Troy Products, Havis, Jotto Desk, Patriot Products, Setina, Aedec, Pro-Gard, Ray Allen K9, Go Rhino, Big Sky Racks, Laguna, Unitrol, Santa Cruz, Uniden, Kussmaul

### Emergency Vehicle Solutions, Inc

A Subsidiary of American Emergency Products | A Soncell NA Company  
3559 Haven Avenue, Menlo Park, CA 94025  
t: 800-924-6008 ph: 650-222-9900 fx: 650-569-3911



# Vigilant

## Vigilant Video

**Randy Robinson**  
**Western States**  
**Channel Sales Manager**

Livermore, Austin, Ho Chi Minh, Mumbai

2021 Las Positas Court  
Suite 101  
Livermore CA, 94551

Main: 925-398-2079 Ext 712

Fax: 925-398-2113

Cell: 949-350-3486

E-mail: [randy@vigilantvideo.com](mailto:randy@vigilantvideo.com)

Web: [www.VigilantVideo.com](http://www.VigilantVideo.com)

# MOBILE LICENSE PLATE RECOGNITION SYSTEMS

## Changing the World...

## Today!

CDMS captures and records license plates that pass through the  
ever watching eye of the LPR camera.

[www.vigilantvideo.com](http://www.vigilantvideo.com)



# Vigilant Video

## Mobile License Plate Recognition Made Easy

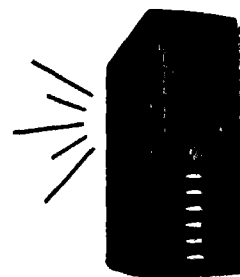
Vigilant Video  
LPR Camera

Condor - DSP Engine

Existing  
MDC

# LEARN

Up to 4  
LPR Cameras  
per car



Wireless Connection  
to LEARN

Shipped w/ SAE Compliant  
Wiring Harness

- Choose from 1, 2, 3 or 4 camera LPR kit(s)
- Combination IR / Color camera - Nema6 Rated
- Remote management ensures low maintenance
- Client software to operate on existing MDC
- Automated "Hot-List(s)" management via LEARN
- Interface to LEARN for all CDMS LPR data

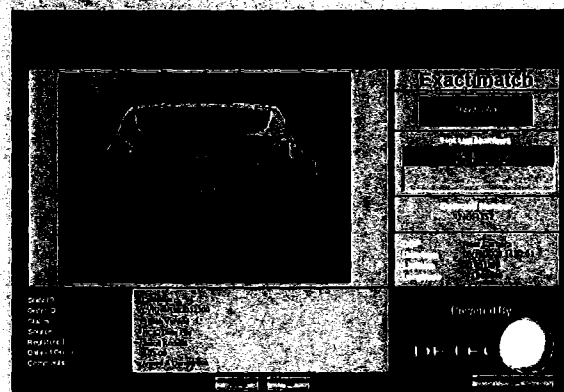
## Immediate Response - "Hot-List" Alerts and Notifications



CarDetector's 'In-Car' Graphical User Interface (GUI) is user friendly with status lights and function buttons that turn novice LPR users into experts within moments. For US, Canada and Mexico, CarDetector offers Adaptive Optical Character Recognition (AOCR) processing that captures and recognizes license plates at an unparalleled accuracy rate.

**Accurate  
Fast  
Efficient**

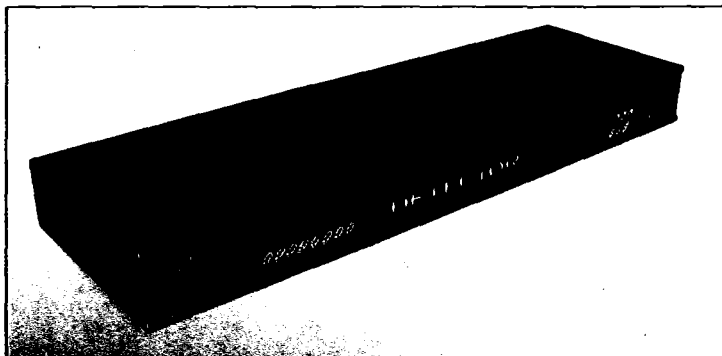
- Real time "Hot-List" notification
- Audible & visual alerts by priority
- Vehicle images, GPS, date & time
- Review car data & analyze trends
- Night mode
- Installs on MDC
- Silent operation option
- 1000's of plates per hour



[www.vigilantvideo.com](http://www.vigilantvideo.com)

# CAR DETECTOR

## Hardware Components

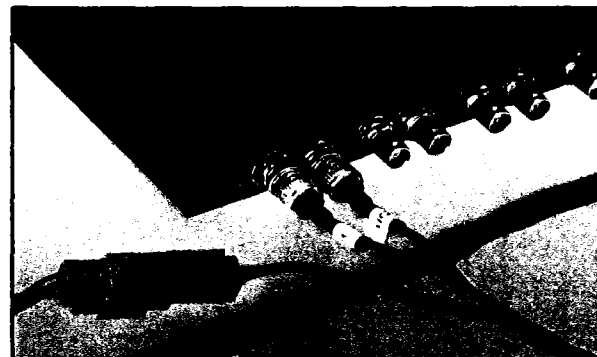


**Condor Digital Signal Processor (DSP)**

- Hot-swappable hardware design - small form factor
- Ruggedized for tough mobile environments
- Solid-state no moving parts - withstands shock and vibration
- Independent operating system for stability and reliability
- One dedicated DSP imaging processor per camera
- Soft shut down - ignition controlled - fast start up times

○ **Less than 5% CPU utilization with a single Core Pentium 'M' 1.6 ghz processor**

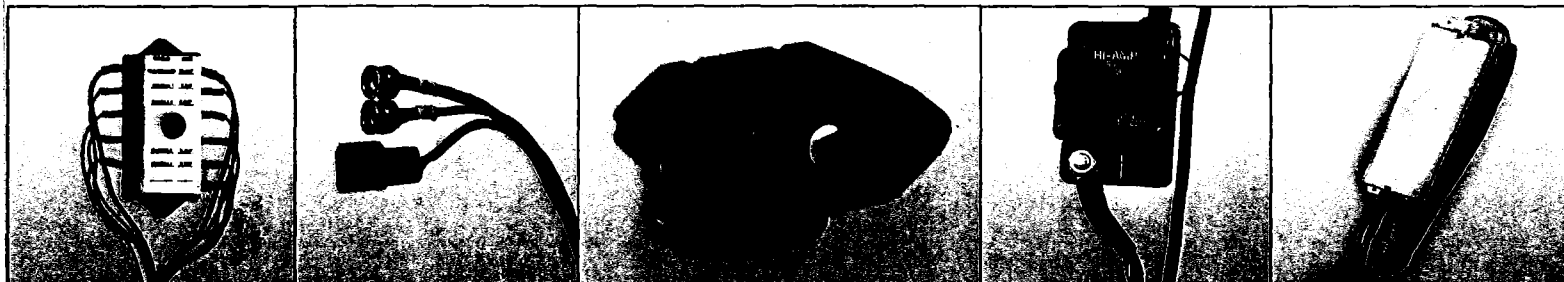
Vigilant Video, Inc. now offers CarDetector - Mobile LPF System (CDMS) with a Condor DSP unit. The 'In-Car vehicle hardware kit has less components than before offers premium electronics & is the safest mobile LPF system available. The Condor DSP unit processes up to four (4) LPR cameras with negligible use of the police cruiser's MDC unit. The Society of Automotive Engineers (SAE) compliant wiring system offers safety, installation ease, and durability that sets a new industry standard.



**Ease of Installation**

## CarDetector Mobile Kit Peripherals

**The system components streamline the installation process  
Efficient utility control at the touch of your fingertips**



**Fuse Block**

**Connections**

**Combo IR/Color Camera**

**Kill Switch**

**Power Conditioner**

- Wiring exceeds SAE J-1128
- Line fuses for added safety
- Stable system voltage supply
- Developed for multi-car use
- Designed for portable use cases
- Connections are quick disconnect
- Kill switch for troubleshooting
- Designed for 12 volt applications
- Immune to extreme temperatures

# LEARN

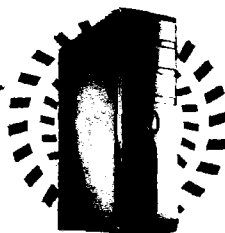
## Wireless Software Updates

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

Increase officer safety while managing your fleet!



Vigilant Video  
Software Updates



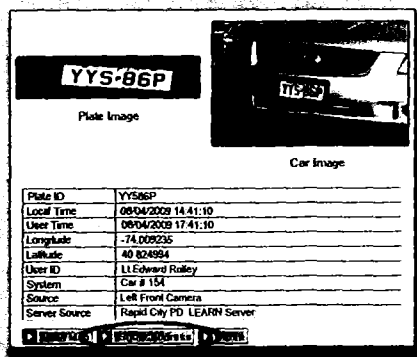
Automatically download  
to your MDC



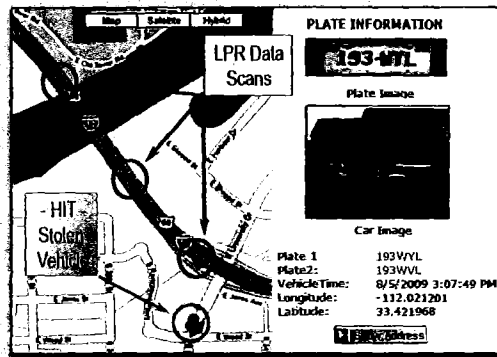
**Software updates are managed by LEARN and sent automatically to every LPR vehicle**

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

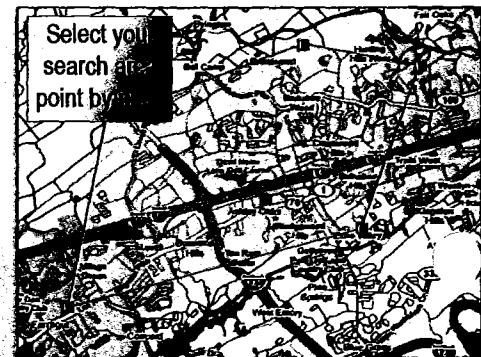
## Forensic Capabilities



Search LEARN for 'Wild Cards' or partial plates to help solve the crime



Plot out multiple LPR scans with all relevant data



Geographic Searching - locate vehicles in a geo-fenced area

**LEARN offers extensive data mining techniques!**

Receive "Hit" alerts when new "Hot-List" records are added to LEARN based on historical plate data

## Company Overview



Vigilant Video is an innovative software development company that designs and delivers high quality video recognition systems. Our LPR development team, driven by over 100 dedicated experts in the evolving field of software development, offers an unparalleled skill set ranging from imaging analysis, to GIS mapping, to database distribution systems. With Vigilant Video's national LPR campaign, thousands of cameras yield millions of monthly LPR data records across the US in over 27 metropolitan cities.

Government facilities, police departments, casinos, port authorities, and airports alike have all achieved greater security with the use of CarDetector LPR systems. We are motivated to build effective and user-friendly software applications for public and private security groups at the enterprise class level - continuing to raise the industry by exceeding market standards.

22233

Vigilant Video, Inc.

2021 Las Positas Ct. Suite 200

Livermore, CA. 94551

Email:

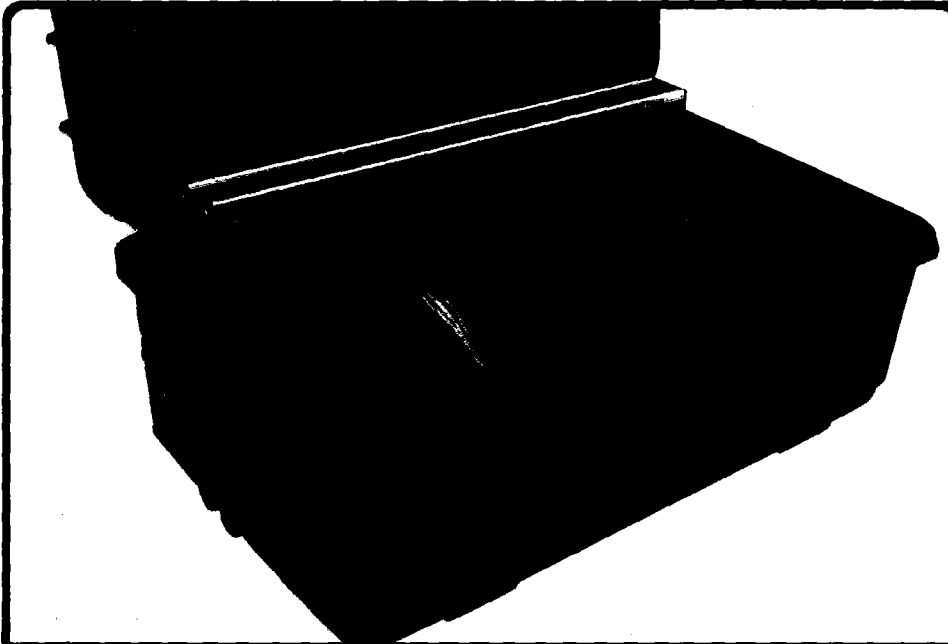
sales@vigilantvideo.com

Document ID

Date

## CDMS Mobility Kits

## Raptor LPR Cameras



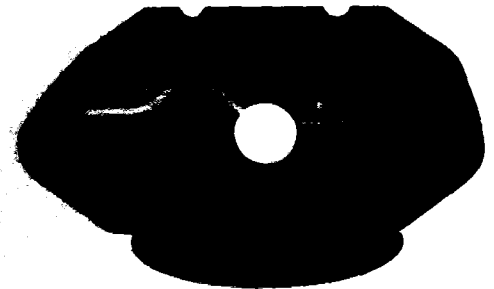
### Kit Hardware Includes:

- 1 to 4 LPR Cameras per System
- Internal LPR Processor
- All Cabling and Wiring Harness
- Ethernet Connection Cable

### Kit Features:

- Turn-key LPR System
- CarDetector LPR software
- Compatible W/ MS based MDCs
- LAN connection to existing MDC

### Vigilant Video's Raptor LPR Camera



### Kit Specifications (2-Camera Kit)

- Dimensions
  - Length - 22 in
  - Width - 11 in
  - Height - 14 in
- Weight = 37.4 lbs.
- Power = 50W @ 12V DC

## Data Management - Advanced LPR Server Application

### Law Enforcement Archival Reporting Network



Administrator



Agency Manager



System User

# LEARN

The CDMS Mobility Kit is 100% compatible with Vigilant Video's Law Enforcement Archival Reporting Network (LEARN) LPR server application.

All LPR data transactions by the CDMS Mobility Kit may be recorded in LEARN for later use of investigative forensics or LPR data sharing to other Law Enforcement Agencies.

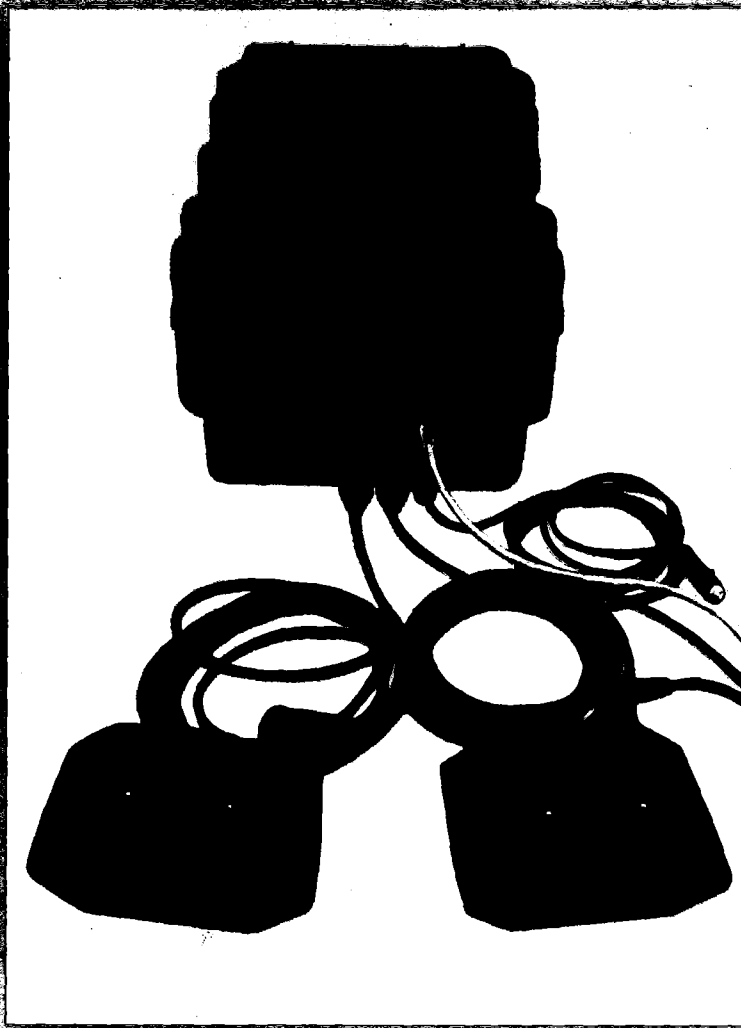
LEARN extends the value of LPR systems much beyond the field kit. With LEARN, multiple Hot-Lists may be managed from the office, and most field preparatory work may be completed prior to dispatching the CDMS Mobility Kit.

## CarDetector - CDMS Mobility Kit - Product Data Sheet

### Overview

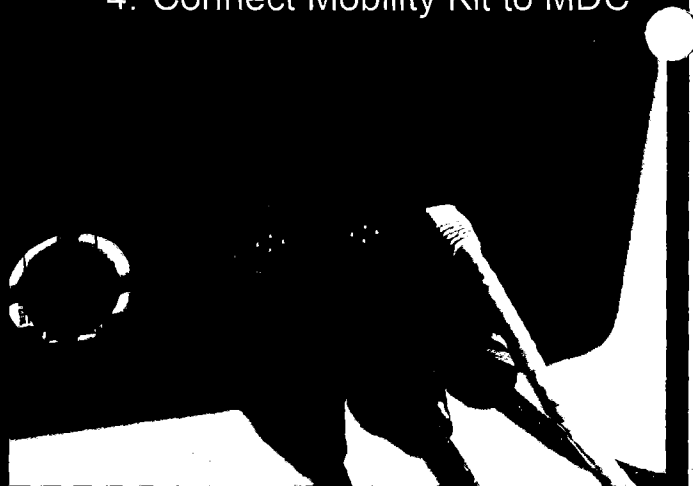
Vigilant Video, Inc. offers the CarDetector Mobile LPR System (CDMS) 'Mobility' Kit. The Mobility Kit provides a complete LPR solution in a portable and ruggedized case that can be easily shared between police vehicles. Available with 1, 2, 3, or 4 low profile LPR cameras, an LPR processor and all required cabling, the Mobility Kit provides efficiency and effectiveness for multipurpose LPR applications. The ruggedized case functions as a protective casing during LPR operation as well as a storage box for all components when not in use. Components are easily stored inside the case with steel mounted brackets and insulated pads for anti-shock transporting. The versatility offered by the CDMS Mobility Kit prevents damage normally found with regular installation change outs between multiple police vehicles and/or dispatch locations.

### Mobility Kit Package



### Easy Installation - 5 Steps

1. Unpack LPR Components
2. Setup LPR cameras
3. Connect Camera Cables
4. Connect Mobility Kit to MDC



- Portable 'Ruggedized' Case
- Insulated Plug-N-Play Cabling
- Accessible Component Connections
- Fan Cooled - Temperature Control

The CDMS Mobility Kit is a compact high performance mobile LPR solution. It provides accurate license plate captures at speeds in excess of 120 mph and is capable of scanning over a thousand license plates per minute. Using Vigilant Vir' 's Optical Character Recognition engine with the popular CarDetector LPR interface, the CDMS Mobility Kit offers a robust answer to in-field LPR tactics - ready to go in less than 10 minutes.

**Quotation for Automated License  
Plate Reader System for the  
Novato Police Department**



Sacramento, CA  
**800-982-8468**



Martinez, CA  
**(925) 370-2144**



**Lehr Auto Electric and Emergency Equipment Pursuit North  
880 Howe Avenue Martinez, CA 94553  
Telephone 925.370.2144 Fax 925.370.2087**

## **Feature and Support**

Following are the answers to your questions with the features and support we are providing:

1. Two sets of four, low profile rugged digital cameras supported by ALPR system designed to fit under or unobtrusively attached to a patrol vehicle light bar.
2. Capability to read and store foreign and domestic license plates, at high speeds (140-160 mph), in more than one traffic lane simultaneously, during poor weather or darkness, utilizing a "Hot Sheet" or "Geo-fencing."
3. Capability to photograph vehicle license plates, make, model, and color of vehicle.
4. LPR interface runs through the LEARN server.
5. Data retrieval from the Vigilant Video (ALPR) is easily accessible.
6. The following are 3 agencies with contact information located in Northern California and 3 other per request.  
Elk Grove Police Department (CA) Detective Mike Darlington 916.753.3469,  
Livermore Police Dept. (CA) Stg. John Hurd 925.580.8148  
Marin County Sheriff Detective Jerod Kansanbacke 415.720.6250  
Bakersfield Police Dept. (CA) Stg. Melvin Johnson 661.364.6803  
MGM Grand/ The Bellagio (NV) Melinda Smith 702.590.7812  
Colorado State Patrol Stg. Matt Beaudin 303.9459505
7. Continuing site license fee cost is \$500.00 per camera for on-going usage.
8. System capability of expansion to additional vehicles and fixed locations is available.
9. Vendor provided routine system up-grades and maintenance as needed.
10. Available and reliable customer service and support are available as needed.
11. Vendor provided warranty and guaranteed on-site support provided by Vigilant Video
12. Vigilant has the ability to integrate with existing Marin County Sheriff ALPR systems. The cost saving to Novato Police department could range from \$4,000 to \$7,000 if server is share with Marin Sheriff or by using Vigilantes server.

13. Specifications for server requirements are included in bid package for the ALPR system. Server cost can range from \$4,000 to \$7,000.
14. Ability to share ALPR system data with other law enforcement agencies is available. Process and frequency of data base upgrades are included in bid package.
15. Vendor to provide training to administrator and end-user training.
16. Specific information about how long the Current product has been in field use for roughly 5 year. Upgrades and improvements are performed as needed.
17. Product life is 6 to 10 years.
18. No cost trial installation for evaluation is available.
19. A specific, named account manager with the vendor that is readily available for questions, orders, and service issues will be provided.
- 20) Installation will be performed at our facility.
  - A) Coordinate vehicle transfers would be needed from you're agency.
  - B) Movement of vehicles will be performed by Lehr Auto.
  - C) Turn around time to complete installation is 2 days after parts and vehicles are received.
  - D) Any equipment removed and replaced will be returned to the City of Novato.
- 5) Installations and operator controls be as consistent as possible between the vehicles.
- 7) Following is a brief history of your firm with references.

Lehr Auto Electric is a privately held Corporation (Stommel, Inc. dba Lehr Auto Electric) own solely by Jim and Lin Stommel. Jim Stommel is the President, Secretary and Treasurer while Lin Stommel is the Vice President. The Lehr family established Lehr Auto in 1945 by the Lehr family. The family owned until I purchased it in 2006 from Ken Lehr. While it had opened as an auto electric and carburetor repair facility they ventured into the emergency vehicle equipment in the early 1990's. Since acquiring the business in 2006 we have grown from 16 employee's to our current count of 32 employees and have moved to a much larger facility twice the size with space to cater to much more customers. Stommel, Inc. dba Lehr Auto acquired Pursuit North in Martinez Sept 2010 adding a bay area presence to our installation geography. We rarely use sub contractors. Experience: While Lehr Auto has been in the emergency vehicle equipment business for 20+ years we just recently became a reseller of mobile computers/laptops and In-Car

video along with Vigilant Video. Lehr has been installing Gamber Johnson computer mounts for over 10 years and have reached Gamber's Peak Performer seven of the last ten years. We are a "Certified Installation Facility" by Gamber Johnson (Copy of certificate is available upon request). We're a Panasonic TP3, MV-TP3 and Tough Books distributor.

References:

City of Richmond: Dee Karnes, 510.231.3044 cell

City of Sausalito: Capt. John Rohrbouacher, 415.289.4170 office

Oakland Housing Authority: STG. Proverb Jacobs 510.535.3128 office

Bureau of ATF: Agent Livingston 415.385.8470 cell

Warranty is described in proposal along with customer service commitments.

# Vigilant Video

Lehr Auto Electric  
4707 Northgate Blvd.  
Sacramento, California 95834  
(P) 916-646-6626 (F) 916-646-6656



|               |                     |               |             |
|---------------|---------------------|---------------|-------------|
| Attention:    | Novato Police       | Date          | 3/21/2011   |
| Project Name: | Novato/Marin County | Quote Number: | J-S-0006-02 |

## PROJECT QUOTATION

We at Lehr Auto Electric are pleased to quote the following systems for the above referenced project:

| Qty | Model #                         | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|-----|---------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| (1) | Mobile LPR SYS-1<br>CDMC4PA1124 | <b>CarDetector - DSP Based Mobile LPR 4-Camera System</b><br><u>Software Includes:</u> <ul style="list-style-type: none"><li>Includes CarDetector software application, MDC Viewer application &amp; OCR engines</li><li>Includes Camera control package, Hot-List Management &amp; reporting capabilities</li><li>CarDetector Mobile LPR Software Version 5.0</li></ul> <u>Hardware Includes:</u> <ul style="list-style-type: none"><li>Includes solid state 4-channel DSP Unit (No Moving Parts)</li><li>System Shall have Single Point Power Connection w/ SAE certified Wiring Harness</li><li>Permanent SAE rated wiring harness (Direct To battery)</li><li>Field Installed Garmin GPS Receiver</li><li>Includes Qty=2 Combination IR / Color LPR Camera - 16mm Lens Package</li><li>Includes Qty=1 Combination IR / Color LPR Camera - 25mm Lens Package</li><li>Includes Qty=1 Combination IR / Color LPR Camera - 50mm Lens Package</li></ul> |
| (1) | Mobile LPR SYS-1<br>CDMC4PA1224 | <b>CarDetector - DSP Based Mobile LPR 4-Camera System</b><br><u>Software Includes:</u> <ul style="list-style-type: none"><li>Includes CarDetector software application, MDC Viewer application &amp; OCR engines</li><li>Includes Camera control package, Hot-List Management &amp; reporting capabilities</li><li>CarDetector Mobile LPR Software Version 5.0</li></ul> <u>Hardware Includes:</u> <ul style="list-style-type: none"><li>Includes solid state 4-channel DSP Unit (No Moving Parts)</li><li>System Shall have Single Point Power Connection w/ SAE certified Wiring Harness</li><li>Permanent SAE rated wiring harness (Direct To battery)</li><li>Field Installed Garmin GPS Receiver</li><li>Includes Qty=1 Combination IR / Color LPR Camera - 16mm Lens Package</li><li>Includes Qty=2 Combination IR / Color LPR Camera - 25mm Lens Package</li><li>Includes Qty=1 Combination IR / Color LPR Camera - 50mm Lens Package</li></ul> |
| (1) | VV-SL-1                         | <b>Vigilant Video Law Enforcement Product Family Site License - Tier 1</b> <ul style="list-style-type: none"><li>Provides access to Vigilant Video's suite of Law Enforcement security software product(s) including CarDetector Mobile &amp; fixed License Plate Recognition, Law Enforcement Archive &amp; Reporting Network Server (LEARN), CamSmartz, LineUp and other software applications considered to be applicable for benefit of law enforcement agencies</li><li>Includes unlimited technical support, software maintenance, bug fixes, patches, minor software upgrades, major software upgrades and all utilities released within the product evolution</li><li>As per the Vigilant Video Law Enforcement Product Site License agreement</li></ul>                                                                                                                                                                                       |
| (1) | VV-LEARN-H                      | <b>LEARN-NVLS LPR Data Hosting Service via National Law Enforcement LPR Server</b> <ul style="list-style-type: none"><li>Includes automated 'Hot-List' management with refresh intelligence</li><li>Automated CarDetector software update management</li><li>Database of all LPR data acquired by each CarDetector system including images</li><li>Complete search, mapping, query and data mining utilities w/ administrative security</li><li>Requires NO server hardware, NO server maintenance</li><li>Plug-N-Play an unlimited number of CarDetector LPR systems</li></ul>                                                                                                                                                                                                                                                                                                                                                                        |

|     |            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|-----|------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| (1) |            | <b>Vigilant Video's Law Enforcement Archival Reporting Network Software - LEARN</b> <ul style="list-style-type: none"> <li>Includes automated 'Hot-List' management with refresh intelligence</li> <li>Automated CarDetector software update management</li> <li>Database of all LPR data acquired by each CarDetector system including images</li> <li>Complete search, mapping, query and data mining utilities w/ administrative security</li> <li>Requires license for MS-Windows 2003/08 Server &amp; MS-SQL 2005/08 Provided BY OTHERS</li> <li>Server hardware &amp; required software (including OS) provided &amp; installed BY OTHERS.</li> </ul> |
| (1) | SSU-LN-COM | <b>Vigilant Video Start Up, Configure and Commissioning of the LEARN Server Application</b> <ul style="list-style-type: none"> <li>Vigilant Video certified technician to visit site for up to 8 hours</li> <li>Set up and configuration of the LEARN Server application (Software/Hardware)</li> <li>Required for all LEARN deployments w/ hardware provided BY OTHERS</li> </ul>                                                                                                                                                                                                                                                                          |
| (2) | SSU-34-COM | <b>Start Up, Configure &amp; Commission the CarDetector Mobile System - 3 or 4 Camera Kit</b> <ul style="list-style-type: none"> <li>Vigilant Video certified technician to visit site for up to 4 hours</li> <li>Set up and configuration of CDMS &amp; LEARN hardware/software system</li> </ul>                                                                                                                                                                                                                                                                                                                                                          |
| (1) | TRNG-CDMS  | <b>Vigilant Video's End User Staff Training for CarDetector Mobile System &amp; LEARN</b> <ul style="list-style-type: none"> <li>Vigilant Video certified technician to visit site for up to 4 hours</li> <li>Training to include set up, configuration and demonstration of all product features</li> </ul>                                                                                                                                                                                                                                                                                                                                                |

**NOTES:**

1. All prices are quoted in USD and will remain firm and in effect for 60 days.
2. Central compute resource hardware sold separately unless explicitly stated above.
3. No permits, start-up, installation, and or service included in this proposal unless explicitly stated above.
4. Two (2) year warranty on all hardware components / Ninety (90) days warranty on all software components.
5. Compatibility with Vigilant Video hardware/software to be confirmed prior to sale.
6. Compliance to local codes neither guaranteed nor implied.
7. Software is manufactured under strict Vigilant Video standard.
8. This Quote does not include anything outside the above stated bill of materials.

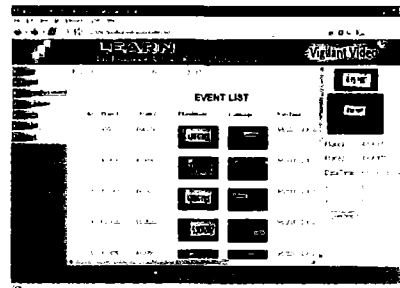
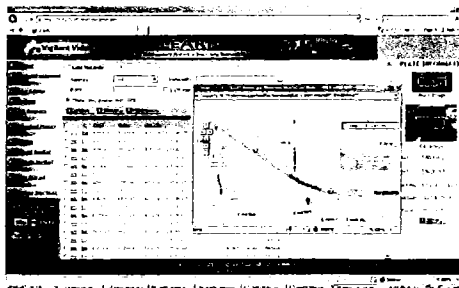
Quoted by: **Jim Stommel**      Phone: **916-646-6626**      Email: **jim@lehrauto.com**

|                                           |                          |
|-------------------------------------------|--------------------------|
| <b>Total Price</b> (Excluding sales tax): | <b>\$34,340.00</b>       |
| Accepted By:                              | Date: _____ P.O. # _____ |

## LEARN V.4.0 Server Hardware Requirements

The following section specifies the minimum hardware requirements for Vigilant Video's Law Enforcement Archival Reporting Network (LEARN) server application.

The following specifications are recommended server platforms for use with LEARN Version 4.0. Any comparable server model which meets these minimum requirements can be substituted for the recommended Dell PowerEdge SC440 (Tower Option).



### *LEARN Server Minimum Requirements*

This is the minimum configuration for assuming a deployment of up to 10 CarDetector in-car clients with up to 4 cameras per car.

#### Hardware

Processor Type: Intel Core 2 Duo 1.6 GHZ  
(or greater)  
Memory: 4 GB RAM  
Hard Drive: 20 GB Hard Disk - Operating System  
200 GB Hard Disk - Database  
7200 RPM  
SATA or Equivalent

#### Plate Record Storage Capacity:

12,000 Captures per Day per Car  
100 Days of storage  
Network Interface Card [100MB/s or greater]

#### Software

Microsoft Windows Server 2003 or 2008 (Standard or Enterprise)  
Including .NET Framework v2.0 and all latest patches  
Including IIS and all latest patches  
Microsoft SQL Server 2005 or 2008 (Standard or Enterprise)

#### Networking

These ports must be open for communication:

Communication from Vehicle to LEARN  
TCP Port 80 [default]

Communication from Client to LEARN  
TCP Port 80 [default]

Communication from LEARN to Google Earth  
TCP Port 80

### *Vigilant Video Correspondences*

For questions regarding this document or other related items, please send a corresponding email to:

[support@vigilantvideo.com](mailto:support@vigilantvideo.com)

March 22, 2011

# Vigilant Video

## License Plate Recognition Systems

Thank you for your interest in Vigilant Video and for your interest in our CarDetector license plate recognition systems. If you are looking for a cutting edge ALPR solution, then look no further. We are committed to excellent customer service, engineering support and a superior product with more benefits than any other LPR provider can offer! We are proud to have the following agencies as our customers:

Livermore Police Dept. (CA)  
Sgt. John Hurd  
925-580-8148

Marin County Sheriff's Dept. (CA)  
Detective Jerod Kansanbacke  
(415) 720-6250

Elk Grove Police Dept. (CA)  
Detective Mike Darlington  
(916) 753-3469

CO State Patrol (CO)  
Sgt. Matt Beaudin  
(303) 945-9505

MGM Mirage / The Bellagio (NV)  
Melinda Smith  
(702) 590-7812

Bakersfield Police Dept. (CA)  
Sgt. Melvin Johnson  
(661) 364-6803

**Vigilant Video is the only LPR Company capable of architecting a national LPR data conglomerate to proactively deliver as many as 100,000 LPR data scans to law enforcement weekly via NVLS. Vigilant Video is creating a virtual digital pipeline - a universal data system with one common goal in mind - making it easier for law enforcement to "Catch the Bad Guy".**

Vigilant Video, 2021 Las Positas Court, Suite 101, Livermore, CA 94551 Phone (925) 398-2079 Ext 717

**[www.vigilantvideo.com](http://www.vigilantvideo.com)**