



ELSAG North America Law Enforcement Systems, LLC

November 14, 2008

Colonel W. Steven Flaherty
Administrative Headquarters
Virginia State Police
7700 Midlothian Turnpike
Richmond, VA 23261

Colonel Flaherty:

The Virginia State Police are in a position to lead the nation by implementing the LPR deployment we've been developing with your agency. In lieu of the budgetary pressure we know you're under, we'd like to show our commitment to this program by offering an additional one year of our Service/Warranty plan if the Virginia State Police completes their order of 100 units before December 31, 2008. This is \$100,000 in additional support to ensure the program's ongoing success and to keep all of these units on Virginia's roads 24/7. Additionally Elsag is committed to installing all of the systems within 90 days of delivery, including the training of all users and supervisors. We also remain committed to our offer of full time support of the Operations Center at HQ. George Jacobs lives in Chesterfield and maintains a top secret clearance from work he did while on the job at Maryland State Police.

I know you have seen already in Virginia the impact of this important safety tool, but I wanted to relate that this equipment has been responsible for over 2500 arrests and 5000 stolen vehicle recoveries in the U.S.. Some highlights of those statistics:

- Atlanta PD Officer receives a hit on a rear tag of a passing vehicle (carjacked) with a driver on bond for murder, passenger a convicted sex offender and 3 kidnapped juvenile females.
- NY State Police solve a homicide of a family of 5 due to the recording of data that put the suspect at the scene of the crime.
- NYPD/Bronx Officers recover a stolen car with a dead body in the trunk.
- Officer with AZ DPD recovers 7 stolen cars in one hour. Same Officer receives a BOLO on a drug trafficker, enters the tag and read the plate just a few miles away. 30 minutes = makes the arrest and recovers 5 lbs of Meth.

I think we would all agree that the technology is amazing, the results are very real and we must always strike while the iron is hot. Let us partner together to make Virginia a safer State, a leader in LPR deployment and take dangerous criminals off the roadway and possibly rescue a life one day.

Regards,

Mark Windover, CEO

CC: Jason Laquatra, Vice President of Field Operations
Greg Leimone, Regional Operations Manager



ELSAG North America

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Greensboro, NC 27406

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11/14/2008

QUOTATION

Delivered to:

Quotation valid until: January 13, 2009
Prepared by: Greg Leimone
Projected Arrival Date: TBD

Virginia State Contract 257-HIRE-60/NIGP 34500 (Hazardous Incident Response Equipment)
NASPO Multi-State Contract #PC62119 Award #19745
(California Participating Addendum)
WSCA # PC 62119 Hazardous Incident Response Equipment
(Contract term: 5/20/2007 - 5/10/2010)

Model #	Description	Cost	Units	Amount
MPH-900X3 (Trans)	Mobile License Plate Reader - Includes LPR Processor, 6 cameras (3 color and 3 infrared LPR in three enclosures), cables and related software. IN A TRANSPORTABLE RUGGEDIZED ELECTRONIC SUITCASE.	\$18,750	100	\$1,875,000.00
MPH-900INSTALL	Charge per vehicle for standard MPH-900 installation.	\$600	100	\$60,000.00
MPH-900 OPC	Operations Center License designed to coordinate multiple fixed and mobile units across.	\$650	100	\$65,000.00
MPH-SRVC	Service plan for 1 additional year (2 year total) to cover hardware warranty, technical support, training and all new software releases			FREE
Phone Support	24 Hour Telephone Support by qualified MPH-900 technicians			FREE
ON-SITE TRAINING	Included in the purchase of both transportable and permanent MPH-900 installations available in group and individual sessions.			FREE
TRAINING CENTER MEMBERSHIP	Unlimited access to ELSAG North America training classes held either in the field or at Company Facilities.			FREE
			TOTAL	\$2,000,000.00

Service Plan for goods and services provided by the above quote

			Due Date
Year I	Free	Hardware and Software	
Year II	Free	Hardware and Software	1 year after receipt
Year III	\$100,000	Hardware and Software	2 years after receipt
Year IV	\$100,000	Hardware and Software	3 years after receipt
Beyond	\$60,000	Software Only	4 years after receipt

Service Plan Includes:

- Software Updates
- Annual Training/Service
- Parts & Labor

Approval Signature: _____

Terms: 2% Net 15 Days 1%30 Days Receipt of Goods

Cash Discount Value if paid in 15days	\$40,000.00
Cash Discount Value if paid in 30 days	\$20,000.00

**Sole Source Procurement Approval Request
Non-Technology Goods and Services**

All requests for non-technology sole source purchases must meet the criteria established under § 2.2-4303 E. of the *Code of Virginia*. The agency head or designee, as required in 8.1 or 8.2, must sign this form. The Department of General Services/Division of Purchases and Supply (DGS/DPS) must review and approve all non-technology requests exceeding \$50,000 before issuance of any contract or purchase order. In addition, the agency must also (1) assign an identifying number to the request, (2) attach a brief description of the contract, and (3) attach the sole source justification in accordance with the instructions contained in 8.1 or 8.2 and Annex 8-C, *Agency Procurement and Surplus Property Manual*.

Agency Code 156 Request Number 156:68087 Date 8-31-05

Agency Name Virginia State Police

Agency Head Signature _____
I certify that I am the agency head or designee and I am authorized to approve this request.

Print Agency Head Name Colonel W. Steven Flaherty

Contact Person Jack Armstrong, Procurement Director Telephone Number 804-674-2001

Total Amount of Sole Source \$ \$92,880.00 Facsimile Number 804-674-2697

Commodity Code 68087 Description Surveillance and Countersurveillance Equipment and Supplies

Division of Purchases and Supply

- ☐ **Approved**
- ☐ **Disapproved**
- ☐ **More information needed (specify and return to agency)**

Signature _____ Date _____

Note: This form must be filed with the contract/purchase order. Agencies and institutions are delegated authority to make contract award after appropriate approval. (Purchase using noncompetitive negotiation.)