



Lieutenant Dan Mark
Aurora Police Department
13347 East Montview Boulevard
Aurora, CO 80045

March 5, 2012

REF: One (1) Mobile Law Enforcement Automatic License Plate Recognition (ALPR) 3-Camera System with "PAGIS" and electronic chalking

Lieutenant Mark,

Thank you for the opportunity to quote our Mobile Law Enforcement Automated License Plate Recognition (ALPR) System referred to as PAGIS. PIPS Technology / Federal Signal has been the industry leader in ALPR systems worldwide for over 18 years: we have 20,000 cameras in operation in 33 countries. When considering an ALPR vendor I hope you will take into consideration the following key points about our company:

- our **only** market focus is specializing in Automated License Plate Recognition technologies
- As an Original Equipment Manufacturer, we design, manufacture, and develop our own hardware and software – we control the quality and support of our products from start to finish
- PIPS offers an ALPR "back-end" analysis software package (**Back Office Server Software: BOSS**) that provides data-mining of "historic" license plate information obtained and stored from all deployed mobile (and fixed) systems from within your department which can be integrated with other PAGIS / BOSS users to share and data mine their historic plate information
- We have established sales and support offices in California, Illinois and Tennessee
- We are partnered with 18 other law enforcement agencies in Colorado and a first level (sales, installation, trouble-shooting, replacement of broken/damage parts, etc) support partner located in the greater Denver area.

I am pleased to provide you with the following pricing for one (1) three-camera new Slate "low profile" ALPR system "hard" mounted and integrated into your existing MDC system in your patrol vehicle. This quote is good for 180 days.

Qty	DESCRIPTION	Each	Extended
1	Slate-LE-G One (1) Police ALPR PAGIS unit to include: three Slate dual lens cameras with infrared and color overview; all custom camera cabling; PIPS ALPR processor-trunk mounted; GPS module ; All required PAGIS and ALPR software installed on the processor for the State of Colorado stolen vehicle license database (NCIC). Custom flat camera brackets for use on the patrol vehicle of your choice. **inclusive of a current user / Law Enforcement discount**		\$14,895
1	PIPS-SW-BOSS "Back Office Server Software" installed on department hardware. One (1) software license per site is required. This is for 1 administrator and 2 concurrent users. **current user, not needed**		N/A
1	BOSS-MAP Advanced mapping utility for BOSS using Microsoft Virtual Earth/Bing Maps **current user, not needed		N/A

PIPS Technology
804 Innovation Drive
Knoxville, TN 37932

Phone: (865) 392-7077
Fax: (865) 392-5599
E-mail: info@pipstechnology.com



1	PIPS-SRVC-FLDENG Installation of PIPS ALPR equipment. This is for an installation on a patrol vehicle.		\$1,000
		Freight	\$85
		Sub-TOTAL	\$15,980
		Discount to meet Grant Funding	(\$850)
		Total	\$15,130

Scope of Work:

Our quote **includes** installation on the system.

Our quote **includes** NO cost for our Back Office Server Software (BOSS). As a current PIPS partner / BOSS user, you can integrate your system into BOSS. BOSS can also integrate with any other law enforcement agency in the United States who uses our mobile and fixed ALPR sites, or with commercial purchasers of our ALPR systems to provide a comprehensive database of vehicle movement within the surrounding areas where PIPS systems have been deployed

All PIPS equipment hardware and software is covered by a one-year parts and labor warranty. Maintenance agreements are available for both our hardware and software products. These agreements supply you with upgrades and improvements to our Optical Character Recognition (OCR) engine for enhanced plate detection capabilities and software upgrades for BOSS and PAGIS in addition to all hardware sold by PIPS Technology, Inc. (cameras, processor, cables, connectors and/or touch screen monitor). The cost for this optional coverage is \$2,000, per system, per year, for the second year and each year thereafter (after initial warranty expiration).

If you are not completely satisfied with the technology and customer service within 30 days of installation of your ALPR systems, PIPS will take back your systems and return the full price of your purchase order.

Please let me know if you require any other information. I can be reached directly at 602-363-7077 should you have any questions regarding the content of this quotation. We look forward to partnering with your organization.

Kindest regards,

Giles Tipsword

Giles Tipsword, MBA
Regional Sales Manager
Arizona / New Mexico / Colorado / Utah / Nevada
PIPS Technology / Federal Signal's Technology Group

PIPS Technology, the only ALPR Strategic Partner with NLETS: www.nlets.org

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Knoxville, TN 37932

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Fax: (865) 392-5599
E-mail: info@pipstechnology.com