

April 28, 2011

Lt. Jason Yingling
Officer Jeff Snell
Hutchinson Police Department
206 West First Avenue
Hutchinson, KS 67501

REF: Revised Quote for **One** (1) 4-camera Mobile Law Enforcement Automated License Plate Recognition (ALPR) Systems intended for the Hutchinson Police Department.

Lt. Yingling,

Thank you for the opportunity to quote our Mobile Law Enforcement Automated License Plate Recognition (ALPR) System for the Hutchinson Police Department. Federal Signal's PIPS Technology has been the industry leader in ALPR systems worldwide for over 17 years. The information below and attached is our response to your request:

- HighLights to Federal Signal's Quote:
 - o **Slate-810-LE-P** Qty One (1) Police ALPR PAGIS units to include: **Four** (4) 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 vehicle license database. Custom flat camera brackets for use on the vehicle of your choice.
 - o **PIPS-SW-BOSS** – Not required as this is presently installed.
 - o **PIPS-SRVC-MVI** Field Engineering services required for the installation of the PIPS Mobile ALPR system on a police vehicle including PAGIS in-car and BOSS back office software training. Priced on a per vehicle basis with travel and living expenses included.
 - o Warranty (1) year, all ALPR Hardware and Software.

OPTIONAL: It is recommended that that with no need to purchase BOSS or Mapping that HPD consider adding maintenance to your first deployed unit. The cost would be \$2000/yr for the Hardware and \$150 for the Software. Total \$2150/yr. If the Hardware maintenance is included for the first car, I will provide the BOSS maintenance at No Charge for the term of the Hardware maintenance. First year of Warranty expires on the first unit approximately 6/1/2011.

Or procure a second year of Warranty on the proposed unit.

The following pricing for One (1) **Four**-camera new "low profile" ALPR systems "hard" mounted and integrated into your existing MDT system in your patrol vehicles.

Qty	DESCRIPTION	Each	Extended
1	Slate-810-LE-P Police ALPR PAGIS unit to include: four Slate 2 dual lens cameras with Infrared <u>and</u> color overview; all custom camera cabling; PIPS ALPR processor-trunk mounted; <u>GPS module</u> ; All required PAGIS and ALPR software installed on the processor for the vehicle license database. Custom flat camera brackets for use on the vehicle of your choice.	\$18,700	\$18,700
1	PIPS-SRVC-MVI Field Engineering services required for the installation of the PIPS Mobile ALPR system on a police vehicle including PAGIS in-car and BOSS back office software training. Priced on a per vehicle basis with travel and living expenses included.	\$3,200	\$3,200
		\$21,900	\$21,900
	Freight	\$95	\$95
	TOTAL(Not Including Taxes):	\$21,995	\$21,995
	OPTIONAL:		
	PIPS-SRVC-MAINT-MOBILE - Annual maintenance cost for the PIPS mobile and portable vehicle systems including the PAGIS in-car display software and OCR.	\$2,000	
	Subject to Federal Signal's standard terms, conditions and warranties.		
	All shipments are FOB shipping point.		
	Tax NOT included if applicable		
	Without Laptop/MDT -System requires touch-screen display or monitor.		
	Wireless/Aircard and agency infrastructure required for wireless connect.		

Scope of Work:

Our quote **does include** the cost of installation and training on the system / software. After installation, you or the appropriate personnel will receive training on both PAGIS and BOSS by a Federal Signal representative.

Our quote **does include** the cost for our Back Office Server Software (BOSS) that can be installed on your existing PC or Laptop Computer. During the installation and training, our engineer will install one copy of this software application that is used for mining of all data collected by each mobile LPR system. The initial cost of installing BOSS for your office can be utilized for all future PIPS mobile installations within your organization. It can also integrate with other Law Enforcement agencies utilizing BOSS, Fixed/Mobile ALPR sites, or with commercial purchasers of our ALPR systems to provide a comprehensive database of vehicle movement where Federal Signal's PIPS Technology systems have been deployed.

This software has a 4GB storage limit. If your agency has a full license of Microsoft Sequel Server Software, BOSS will not have any storage limit.



All Federal Signal PIPS Technology 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 Resolution (OCR) engine for enhanced plate detection capabilities and software upgrades for BOSS and PAGIS in addition to all hardware sold by Federal Signal's PIPS Technology, Inc. (cameras, processor, cables, connectors and/or touch screen monitor). The cost for this optional coverage is \$2,150 for each of Year Two and Year Three (after the (1st) year warranty expiration), per Unit. The third year of Maintenance (after the (1st) year warranty expiration) would be \$2,332, per Unit.

Optional offerings include, Fixed and Portable camera deployment, and Services.

Please contact me with any questions.

Regards,

Larry Pope
Regional Sales Manager
Federal Signal Public Safety Systems