

**SINGLE SOURCE  
CERTIFICATE OF CONDITIONS AND CIRCUMSTANCES**

Instructions: The purpose of this form is to certify conditions and circumstances for the purchase of goods and services under the single source exception to the competitive bid process. This request is to be executed by the Department Director and submitted to the Director of Purchasing for consideration and approval/disapproval.

Item or Services Required: Software Programming

Name of Company considered Single Source: Auto Va Technologies

Conditions and circumstances for the single source. Please be specific:

Holds a patent on the software  
programming that the Parking Division  
utilizes at the Ft. Brooke Garage.  
This is the only source of service.  
Documentation letter from the vendor  
is attached.

Requesting Department

Director's Signature: [Signature]

Date of Request: 10/9/01

Requisition Number: \_\_\_\_\_

Buyer Name: \_\_\_\_\_

Purchasing Department Action:

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

*To Purchasing 10/23/01*

April 30, 2001

Mr. Carlos Aguiar  
Applications Systems Analyst  
City of Tampa Bay  
Department of Public Works  
Parking Division  
107 N. Franklin Street  
Tampa, Florida  
33602

Dear Mr. Aguiar:

**AutoFind for Parking Enforcement-System Evaluation**

Thank you once again for taking the time to meet with me during my visit to Tampa earlier this month. I have enclosed a formal proposal for the acquisition of our AutoFind solution, as well as the associated costs to conduct a Pilot Program in the City of Tampa.

The attached documents will also provide additional pricing and program information on:

- i. AutoFind Pilot Program details
- ii. Outright Purchase of AutoFind
- iii. AutoFind 1 Year Rental Program (with option to purchase)

I hope and trust that the enclosed will meet with your immediate requirements.

Please feel free to contact me at your earliest convenience should you have any further questions, and to schedule a meeting to discuss these matters further.

I look forward to working with you to implement AutoFind in the City of Tampa

Sincerely yours,

Tom Keeley  
Sales Manager, North America  
Autovu Technologies Inc.  
1-888-264-0746

10/12/2001 17:30

8196849108

TOM KEELEY

PAGE 01



October 12, 2001

Ms. Rony Conage  
City of Tampa

Via Fax

Dear Ms. Conage:

Please find outlined below per your request the patent information relating to AutoVu Technologies Inc. AutoFind System.

I trust this is the information you require.

If I can be of further assistance do not hesitate to call me.

United States Patent

6,081,206

June 27, 2000

Inventors: **Kielland; Peter J.** (Ottawa, CA)

Assignee: **Visionary Technology Inc.** (Ontario, CA)

Appl. No.: **036159**

Filed: **March 6, 1998**

The above patent is issued for our Mobile License Plate Recognition System, which is a vehicle mounted LPR solution that integrates sophisticated global positioning technology and a proven LPR expertise to provide license plate reading 'on the fly'.

Best regards,

  
Tom Keeley  
Sales Manager  
AutoVu Technologies Inc.

## **AUTOFIND FOR PARKING ENFORCEMENT**

### **Option 1-AUTOFIND PILOT PROGRAM & SYSTEM EVALUATION**

Program Duration: 30-60 Days

Cost: 60-day system evaluation will be \$ 10,000 and payable as follows:

\$ 7,500 (representing 75%) is payable upon confirmation of the agreement.

\$2,500 (representing 25%) will be payable upon final system commissioning.

#### ***AutoVu's Responsibilities:***

AutoVu Technologies will assemble and deliver an AutoFind unit to the City of Tampa to evaluate for 30 to 60-day period.

AutoVu will install AutoFind on one or more of your Municipal vehicles (pre-approved by AutoVu) and commission the system and fully train your operators.

#### ***City of Tampa Responsibilities:***

The City agrees to provide an approved vehicle for installation of AutoFind.

The City will provide to AutoVu the general guidelines on how AutoFind will be evaluated.

The City will provide key operators for training, as well as a management resource person.

The City will provide ongoing feedback on system performance and overall satisfaction.

The City will authorize AutoVu to publicize the City of Tampa's ongoing evaluation on its web site.

The City will pay for all shipping/delivery charges.

## **AUTOFIND FOR PARKING ENFORCEMENT**

### **Option 2- Outright Purchase:**

1-2 AutoFind units:	\$60,000.00 each
3-6 AutoFind units:	\$54,000.00 each
7 + AutoFind units:	\$48,000.00 each

### **Support and Maintenance (billed quarterly in advance):**

\$ 500 per month (based on 1-5 units)  
\$ 375 per month (based on 6-10 units)  
\$ 300 per month (based on 11+ units)

### **Option 3-1 Year Rental Option:** (12-month term-pricing is per unit):

1st 2 units @ \$ 4,000 per month  
3 - 6 units @ \$ 3,500 per month  
7-11 units @ \$ 2,950 per month  
12 + units @ \$ 2,600 per month

### **Support and Maintenance (billed quarterly in advance):**

\$ 500 per month (based on 1-5 units)  
\$ 375 per month (based on 6-10 units)  
\$ 300 per month (based on 11+ units)

### **Rental Expiry Options:**

Return Equipment to AutoVu  
Option to purchase @ \$ 18,000 per unit

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Item or Services Required: Upgrade AutoVu AutoFind System

Name of Company considered Single Source: AutoVu Technologies, Inc

Conditions and circumstances for the single source. Please be specific:

AutoVu Technologies is the manufacturer and seller of  
the AutoFind Plate Recognition System. We purchased the  
AutoFind system in 2004, which is now requiring an  
upgrade, and a system disassembly from an old city  
truck to a newly acquired "Booster" truck. The  
AutoFind system has proprietary hardware/software  
that can only be completed by the manufacturer, AutoVu.

Estimated cost of system transfer, reprogramming,  
and adjustments is up to \$15,000.00. Equipment  
delivery is estimated to be 30 to 45 days after from

Receipt of purchase order. 11/13/07 Parking Manager

Requesting Department: CP

Director's Signature: [Signature]

Date of Request: 11/19/07

Requisition Number: RQPK08100018

Buyer Name: Celoste Gibbons

Purchasing Department Action: Thank you.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_



November 6, 2006

Mr. Carlos Aguiar  
Sr. Dept. Systems Analyst  
City of Tampa, Parking Division  
107 N. Franklin St., Tampa, FL 33602

Subject: Sole Source Justification – AutoFind Mobile License Plate Recognition  
Systems - Replacement Cameras

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Dear Mr. Aguiar,

Concerning your request for additional information from AutoVu Technologies, Inc. with respect to our product exclusivity and uniqueness and specifically why we feel the City of Tampa should sole source this contract, I can provide you with the following information.

The City of Tampa wants to source unique replacement parts for your Parking Enforcement Vehicle that search's an on-board database of scofflaws, and identify scofflaws based on a positive match against the database (the "System") and to enforce overtime parking regulations.

The application described above is protected by US patent RE38,626E issued October 19<sup>th</sup> 2004.

As the owner and exclusive assignee of this patent, AutoVu Technologies is the only supplier that can provide the City of Tampa the replacement parts for this Parking Enforcement System.

- The Replacement cameras are exclusive, and necessary for the complete functional operation of the existing AutoFind Overtime Parking System currently in operation at the City of Tampa.

The information outlined above will serve to demonstrate to you that AutoVu Technologies, Inc. has an exclusive and unique product that is *proprietary* and *patented* and not available from other suppliers.

I trust this information is satisfactory to you.

Should you require additional information or clarification please do not hesitate to contact me.

Yours truly,

Edward J. Gardner,  
Regional Sales Manager – AutoVu Solutions  
Genetec, Inc - AutoVu Technologies, Inc.



AutoVu Technologies, Inc.  
2280 Alfred Nobel Blvd.,  
Saint Laurent, QC Canada, H4S 2A4  
(514)-843-5212 or (US) - (512)-608-9444

*CAPITAL  
64  
NOT COMPUTER*

# QUOTE

Date	Quote #
10/11/07	AAAQ1102

**Sold To:** Tampa Park Authority  
Carlos Aguilar  
107 N. Franklin St.  
Tampa, FL 33602  
United States of America

**Phone:** (813) 274-8938  
**Fax:**

**Ship To:** Tampa Park Authority  
Carlos Aguilar  
107 N. Franklin St.  
Tampa, FL 33602  
United States of America

**Phone:** (813) 274-8938  
**Fax:**

Please review this budgetary quotation information that you requested immediately, should you determine this information is not exactly what you need, please call Joe Gardner at (512)-608-9444 or Call (512)-944-4633. I look forward to working with you Carlos to upgrade your existing system. Please note that Installation and Travel include some (estimated cost) that can be refined after the installation is complete.

		Terms	Rep	P.O. Number	Ship Via
		50% d/p-50% inst.	Joe Gardner		FedEx
Item	Qty	Description	Unit Price	Ext. Price	
1	2	ICU-B-HCABL-10 - Camera Cable Harness (ea)	\$340.00	\$680.00	
2	2	ICU-B-HOUS2-10 - Amber Camera- No overview camera imaging with brackets	\$3,000.00	\$6,000.00	
3	1	ICU-B-PWCBL-10 - 12V. Power cable harness	\$420.00	\$420.00	
4	1	Estimated Travel Cost - Travel will be at Cost	\$2,500.00	\$2,500.00	
5	1	Mobile Installation - Includes dis-assembling the existing mobile installation, re-mounting all new cabling and reinstalling the existing unit in the new vehicle. Pricing is a (estimate only) required time is estimated at 4-days @\$1,000 per day plus travel expenses that will be billed upon completion of the installation.	\$4,000.00	\$4,000.00	
			<b>Sub Total</b>	\$13,600.00	
			<b>Sales Tax</b>	\$0.00	
			<b>Shipping</b>	\$150.00	
			<b>Total</b>	\$13,750.00	

Thank you very much for allowing AutoVu Technologies, Inc. to provide for you the latest in MLP Technology. I look forward to working with you in the future.

Please Note: Delivery is estimated to be 30-45 days from receipt of a purchase order.

PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES FOR EACH ACTIVITY INVOLVED - GENERALLY ALL HARDWARE/COMPUTER COMPONENTS PROPOSED ABOVE ARE COVERED BY A LIMITED ONE YEAR WARRANTY, COVERING PARTS AND LABOR ON A DEPOT BASIS - WE SPECIFICALLY DISCLAIMS ANY AND ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OR WITH REGARD TO ANY LICENSED PRODUCTS. WE SHALL NOT BE LIABLE FOR ANY LOSS OF PROFITS, BUSINESS, GOODWILL, DATA, INTERRUPTION OF BUSINESS, NOR FOR INCIDENTAL OR CONSEQUENTIAL MERCHANTABILITY OR FITNESS OF PURPOSE, DAMAGES RELATED TO THIS AGREEMENT. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.

10/11/07

12:02:37

See Attachments for full product descriptions

Page 1



## Celeste Gibbons - RE: Fwd: revised agreement

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**From:** "Tom Keeley" <tkeeley@autovu.com>  
**To:** "Carlos Aguiar" <Carlos.Aguiar@ci.tampa.fl.us>  
**Date:** 10/15/2003 3:57 PM  
**Subject:** RE: Fwd: revised agreement  
**CC:** "Blake Leonard" <Blake.Leonard@ci.tampa.fl.us>, "Jose Fernandez" <Jose.Fernandez@ci.tampa.fl.us>, "Veronica Conage" <Veronica.Conage@ci.tampa.fl.us>

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Carlos, please find attached the following:

1. Price Quote Letter as requested by Blake Leonard
2. Sole Source Letter
3. Parts List

I will fax you original signed copies of items 1 and 2 above shortly.

Please advise if all is satisfactory.

Best regards,

Tom

-----Original Message-----

**From:** Carlos Aguiar [mailto:Carlos.Aguiar@ci.tampa.fl.us]  
**Sent:** Wednesday, October 15, 2003 2:30 PM  
**To:** tkeeley@autovu.com  
**Cc:** Blake Leonard; Jose Fernandez; Veronica Conage  
**Subject:** RE: Fwd: revised agreement

Sorry, but there is no form that we can provide you. I just need a letter (letterhead) stating that you are the only mobile tag-recognition maker in the market today. If there are others, then you need to further state the features that make your product unique from theirs. This will allow me to prepare a single-source certificate required by the purchasing and WMBE offices.

If another organization exists, which makes a product that does the exact same thing as your product, then purchasing is required to open this out for bid. In summary, I need to explain why are we buying from you, specifically, and not someone else. In other words, I am certifying that you are the manufacturer which sells directly to the user and there are no other competitors out there.

I will be faxing a couple of samples for your review.

Regards,  
Carlos

Carlos Aguiar  
Sr. Dept. Systems Analyst  
City of Tampa, Parking Division

107 N. Franklin St., Tampa, FL 33602  
 (813) 274-8938 Fax: (813) 274-8956  
 carlos.aguiar@ci.tampa.fl.us

>>> "Tom Keeley" <tkeeley@autovu.com> 10/15/03 09:52AM >>>  
 Carlos, what is required under item 2 below. Is there a specific form  
 that  
 you provide? I will have the new quote to you shortly.

-----Original Message-----

From: Carlos Aguiar [mailto:Carlos.Aguiar@ci.tampa.fl.us]  
 Sent: Tuesday, October 14, 2003 3:24 PM  
 To: tkeeley@autovu.com  
 Cc: Blake Leonard; Celeste Gibbons; Gene Bressler; James Arnold; Jose  
 Fernandez; Rick Benyo; Vernita Boone; Veronica Conage  
 Subject: RE: Fwd: revised agreement

Tom, I see no problems with your suggestion.

Meanwhile, Purchasing has ask me to provide them with two documents  
 that only you can generate:

1. A quote stating the major assemblies and the total purchase price.
2. A single source documents that presents AutoVu as the only  
 manufacturer in existence that provides this type of mobile  
 technology.

Before I ask Roni to pursue the release of a P.O., I will need, for my  
 records, a detailed parts list for all off-the-shelf parts and a  
 manufacturer and/or vendor for each part. I will also need a price  
 list

for the components that are most likely to fail or accidentally  
 broken.

This should protect our investment, in case your company, God forbids,  
 folds and/or closes production.

Regards,  
 Carlos

Carlos Aguiar  
 Sr. Dept. Systems Analyst  
 City of Tampa, Parking Division  
 107 N. Franklin St., Tampa, FL 33602  
 (813) 274-8938 Fax: (813) 274-8956  
 carlos.aguiar@ci.tampa.fl.us

>>> "Tom Keeley" <tkeeley@autovu.com> 10/14/03 12:19PM >>>  
 Carlos, given the timeframe it may be best to proceed with a PO only.  
 As  
 far as maintenance is concerned you have a choice of either a  
 maintenance

agreement or maintenance on a time and materials basis once the warranty period expires. Typically a maintenance agreement is priced at 15% of the purchase price on an annual basis. I would normally provide you with a separate draft maintenance agreement a couple of months prior to the expiration of the warranty period.

Obviously, it is entirely your call on how you wish to proceed. I would rather move forward now than wait 2 or more months to have an agreement signed.

Let me know what your decision is.

Thanks

Tom

-----Original Message-----

From: Blake Leonard [<mailto:Blake.Leonard@ci.tampa.fl.us>]

Sent: Tuesday, October 14, 2003 10:16 AM

To: Carlos Aguiar

Cc: tkeeley@autovu.com; Veronica Conage

Subject: Re: Fwd: revised agreement

Carlos,

The agreement from AutoVu Technologies is an "Equipment Purchase Agreement". The City rarely executes this type of agreement. For straight purchases, the issuance of a purchase order constitutes acceptance of a seller's product and warranty. No "agreement" is needed. The execution of a formal agreement requires City Council approval and a signature by the Mayor. This process generally takes a couple months or more. Therefore, we generally only execute agreements when services (not commodities) are involved.

We may, however, want to consider executing this agreement if you believe Parking will require maintenance services after the expiration of the 1-year warranty. If that is the case, I can incorporate language in this agreement to allow this. In that case, it would make sense to execute a formal agreement with AutoVu. Please let me know what is Parking's intent for service on this equipment after warranty expiration? I can then proceed accordingly.

Also, per my phone message yesterday, I need to know whether the intended method for acquisition of this equipment is single source or bid. If this is a single source, please forward a signed s/s certificate to my attention.

Thanks,

BLAKE LEONARD, CPPB  
Procurement Analyst  
City of Tampa  
306 E. Jackson Street  
TMOB-2nd Floor East  
Tampa, FL 33602  
(Phone: (813) 274-8832)  
(Fax: (813) 274-8355)  
Email: blake.leonard@tampagov.net

>>> Carlos Aguiar 10/10/03 10:41AM >>>

Roni, please forward the attached agreement to the appropriate agent in purchasing. If they do not agree with the content, they may contact AutoVu directly. AutoVu has expressed the willingness to comply with city policy. If Purchasing would prefer that we serve as liaison, have them write down the changes that we may forward them to AutoVu.

Also, please ask the purchasing agent to provide a copy to the legal office for their review as well. Because we are not authorized to sign agreements, I believe this is very important issue.

Thanks,  
Carlos

Carlos Aguiar  
Sr. Dept. Systems Analyst  
City of Tampa, Parking Division  
107 N. Franklin St., Tampa, FL 33602  
(813) 274-8938 Fax: (813) 274-8956  
carlos.aguiar@ci.tampa.fl.us