



General Sales Administration

47 N. Dell Ave

Kenvil, NJ 07847

Phone (800) 666-4472 Fax (973) 584-5022

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Wicomico County Sheriff's Office

401 Naylor Mill Road

Salisbury, MD 21801

REF: 4-Camera Mobile SLATE ALPR Price Quote

Captain Richardson,

I'm pleased to provide you with this quote for a four Camera Mobile ALPR system "hard" mounted and integrated into an MDT system in your patrol vehicle.

Key points about Federal Signal PIPS in the ALPR market:

- For more than 16 years, PIPS **only** market focus is specializing in Automatic 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 (BOSS) that provides data-mining of "historic" license plate information obtained and stored from all deployed mobile (and fixed) systems within your department.
- PIPS has two patents:
 - **PlateFinder** – Identifies license plates based on reflective properties and physical size of plates, which reduces false triggers (mailboxes, picket fences, street signs, etc.).
 - **TripleFlash** – Varies flash, shutter and gain settings to capture multiple images per vehicle, ensuring a quality image over a wide range of ambient and environmental conditions.

Note:

To coincide with our equipment delivery and installation/optimization schedules, Major Police Supply requests that the Purchase Order(s) for quoted systems be prepared as follows:

Purchase Order #1 – All equipment and software shipped to customer.

Purchase Order #2 – Installation, Final Optimization, and Customer Training.

This quote reflects the respective costs associated with the two Purchase Orders. This allows us to ship the equipment in a timely manner to your delivery site, and provides you with the flexibility required for identification of vehicle, server ready time, installation schedules, etc.

Proposal

Item	Qty	Equipment and Software Purchase Order #1	Unit Cost	Cost
1	1	SLATE-810-LE-P - Four Camera Mobile Law Enforcement Package including 810nm illumination, SuperEx processor, camera cable/connector(s), GPS module, PAGIS software and dongle, PIPS ALPR/OCR Engine, Client/Server architecture, camera bracket mount assemblies	\$18,795	\$18,795
2	1	BOSS Map - Advanced integrated mapping utilizing Bing Maps. Provides enhanced mapping functionality including satellite imagery, bird's eye, and multiple view options.	\$795	\$795
		Total		\$19,590

Item	Qty	Installation, Optimization, and Training Purchase Order #2	Unit Cost	Cost
1	1	MPS-SRVC-MVI - Field Engineering services required for the installation and optimization of the PIPS mobile ALPR system on one police vehicle including PAGIS in-car and BOSS back office software training.	\$2,800	\$2,800
		Total		\$2,800

NOTE 1: Only one copy of PIPS-SW-BOSS PRO System Software and one BOSS-SRVR PIPS server is required to support a combination of one or more mobile and/or fixed mobile systems (up to 1,000 separate ALPR mobile or fixed systems), therefore additional vehicles or fixed cameras will not require items 2.

NOTE 2: This quote includes freight costs but does not include appropriate sales tax and is subject to the attached PIPS' standard terms, conditions and warranties.

NOTE 3: Microsoft SQL Express (free version) has a 10GB storage limit (approx. 360,000 license plate reads). If your agency has a full Microsoft SQL Server License, BOSS integrates with it and the only limit to data storage would be the amount of server hard disk space available. The recommended system requirements for use with the BOSS Back Office Software System are:

- Intel Xeon quad-core CPU at 2.0GHz
- Windows Server 2003 or 2008 Standard Edition
- 2 GB of RAM
- SCSI or SAS hard drives at 10,000 RPM
- 500MB of hard drive space per ALPR unit.
- Full version of Microsoft SQL Server

If a dedicated server is required for this application, we can provide a quote based on the following expectations:

- Number of PAGIS vehicles and/or fixed cameras
- Average number of reads per day/month
- Retention period
- BOSS utilization (precise queries or broad queries to browse data)
- Future growth expectations and desire for scalability

NOTE 4: The above optional \$995 BOSS pricing includes 1 administrative plus 2 user license. Additional concurrent user licenses are priced as follow:

Block of 5	\$2250
Block of 10	\$3500
Block of 25	\$7000

Note 5: All PIPS equipment hardware and software is covered by a one-year parts and labor warranty. Extended warranty agreements are available for either the complete system including hardware and software or an option for software only. These agreements supply the end user with upgrades and improvements to our OCR engine for enhanced plate detection capabilities and software upgrades sold by PIPS Technology, Inc.

Per Mobile Unit Extended Warranty (Hardware and Software)	Unit Cost
2 nd Year -Annual Mobile System Warranty Renewal	\$2,000
3 rd Year -Annual Mobile System Warranty Renewal	\$2,000
4 th Year -Annual Mobile System Warranty Renewal	\$2,000
5 th Year -Annual Mobile System Warranty Renewal	\$2,000
NOTE: Above price are cumulative. i.e. total 5 yr warranty extension would be \$8,000 (1 year warranty + 4 years Extended Warranty)	

Per Mobile Unit Extended Warranty (Software Only)	Unit Cost
2 nd Year -Annual Mobile Software Warranty Renewal	\$1,250
3 rd Year -Annual Mobile Software Warranty Renewal	\$1,250
4 th Year -Annual Mobile Software Warranty Renewal	\$1,250
5 th Year -Annual Mobile Software Warranty Renewal	\$1,250

NOTE 6: The warranty fee for the BOSS Software for the first year is free. The warranty price for additional years will be adjusted according to the plan you intend on purchasing. Figures are as follows:

BOSS Extended Warranty	Unit Cost
Base Package - One administrator and two user license	\$225/year
Block of 5 concurrent user license	\$375/year
Block of 10 concurrent user license	\$750/year
Block of 25 concurrent user license	\$1,875/year
NOTE: The warranty can be extended for 4 additional years. Blocks of concurrent users are in addition to the base package. If an agency adds additional user licenses during the course of a year, the maintenance charge for the additional users will apply when the maintenance contract is up for renewal.	

NOTE 7: Our BOSS Software is compatible with several mapping utilities:

- Tiger Maps - U.S. Census Bureau mapping utility which is free, and requires no internet connection.
- MS MapPoint - (Optional) Provides more detail than Tiger Maps and has a cost of \$150/workstation.
- Bing Maps - (Optional) Provides greatest detail including satellite imagery. Cost is \$795/BOSS Server.

Please let me know if you have any questions or require any additional information.

Best Regards,

Michael Hinchcliff
Technology Sales
Major Police Supply
Phone: 443-844-9715
Email: mhinchcliff@majorpolicesupply.com

Kurt Laumeister
Sales Manager
Federal Signal Corporation
Phone: 302-547-0028
Email: klaumeister@federalsignal.com