



General Sales Administration

47 N. Dell Ave

Kenvil, NJ 07847

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

July 29, 2009

Wicomico County Sheriff's Office

Sergeant Hickman, Sheriff Lewis

REF: 4-Camera Mobile SLATE ALPR Price Quote

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.

Qty	Item	Description	List Unit Cost
1	1	SLATE-810-LE-G Four Camera Mobile Law Enforcement Package including 810nm illumination, SuperX processor, camera cable/connector(s), GPS module, PAGIS software and dongle, PIPS ALPR/OCR Engine, Client/Server architecture, camera bracket mount assemblies	\$18,700
1	2	PIPS-SW-BOSS Back Office System Software utilizing Microsoft SQL Express Server Software for system administration, data analysis and data storage, data mining, reporting, mapping via Google Maps, remote alerting, and networking in support of inter-agency data sharing. Note: Software includes 1 administrative plus 1 user license.	\$995
1	3	BOSS-SRVR PIPS rack server hardware platform for use with the BOSS Back Office Software System for customer data storage and application functionality. Main server elements include Quad Core 2 GHz Processor configuration with 4 GB memory, 750 GB Hard Drive and Windows Server 2003 OS.	Customer Supplied (\$5,250 if supplied by PIPS)
1	4	PIPS-SRVC-FE-Mobile; Field Engineering services for two days of installation and training for mobile ALPR vehicle.	\$3,200
		Total (excluding tax and freight)	\$22,895

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- 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 and 3.
- 2) This quote excludes applicable sales tax and freight costs, and is subject to the attached PIPS' standard terms, conditions and warranties.

Scope of Work:

Our quote **includes** installation. During that time, our system will be installed in your designated vehicles by our installer. After installation, you or the appropriate personnel will receive training on both PAGIS and BOSS by our representative.

Our quote **includes** the cost for our Back Office Server Software (BOSS) that can be installed on a department supplied SQL server. 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 agency can be utilized for all future PIPS mobile installations within your organization. It can also integrate with other local law enforcement agencies, 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.

NOTE 3: This software has a 4GB storage limit (approx. 120,000 license plate reads). If your agency has a full Microsoft Sequel License, BOSS integrates with it and the only limit to data storage would be the amount of server hard disk space available.

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

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

All PIPS equipment hardware and software is covered by a one-year parts and labor warranty. Extended warranty agreements are available for the system after the original one-year warranty expires. 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	Unit Cost
2 nd Year –Annual Mobile System Warranty Renewal	\$2,000
3 rd Year –Annual Mobile System Warranty Renewal	\$2,200
4th Year –Annual Mobile System Warranty Renewal	\$2,400
NOTE: Above price are cumulative. i.e. total 4 yr warranty extension would be \$6,600	

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

Best Regards,

Michael Hinchcliff
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Major Police Supply
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REF: Two 3-Camera Mobile SLATE ALPR Price Quote

I'm pleased to provide you with this quote for (2) three Camera Mobile ALPR system "hard" mounted and integrated into an MDT system in your patrol vehicle.

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Qty	Item	Description	List Unit Cost
2	1	SLATE-810-LE-G Three 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	\$33,100
1	2	PIPS-SW-BOSS Back Office System Software utilizing Microsoft SQL Express Server Software for system administration, data analysis and data storage, data mining, reporting, mapping via Google Maps, remote alerting, and networking in support of inter-agency data sharing. Note: Software includes 1 administrative plus 1 user license.	\$995
1	3	BOSS-SRVR PIPS rack server hardware platform for use with the BOSS Back Office Software System for customer data storage and application functionality. Main server elements include Quad Core 2 GHz Processor configuration with 4 GB memory, 750 GB Hard Drive and Windows Server 2003 OS.	Customer Supplied (\$5,250 if supplied by PIPS)
1	4	PIPS-SRVC-FE-Mobile; Field Engineering services for two days of installation and training for mobile ALPR vehicle.	\$4,450
		Total (excluding tax and freight)	\$38,545

- 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 and 3.
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