

## Steven Meyer

---

**From:** LaMonica Archer [lamonicaa@COBANTECH.COM]  
**Sent:** Thursday, April 02, 2009 11:39 AM  
**To:** Eric Borton  
**Subject:** Hi

Hey Sgt.

How's it going? How is your child – hopefully better than last time we spoke.

I just wanted to follow up with you with the LPR, Interview Room and the digital in-car video.

Please call me when you get a chance.

Thank you!!  
LaMonica Archer  
Coban Technologies, Inc.  
(281)900-3500 Cell  
(281)325-3706 Direct

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Friday, April 10, 2009 4:09 PM  
**To:** Patrick Brady  
**Subject:** Byrne Grant Funding Deadline April 18  
**Attachments:** index\_02.jpg; check.gif; check2.gif; right\_panel.jpg; ruleLine1.jpg; spacer.gif; spacer.gif; spacer.gif

Thought I would send this literature to you one last time in case it had ended up in spam or junk mail.  
\*\*\*IMPORTANT BYRNE GRANT INFO BELOW \*\*\*

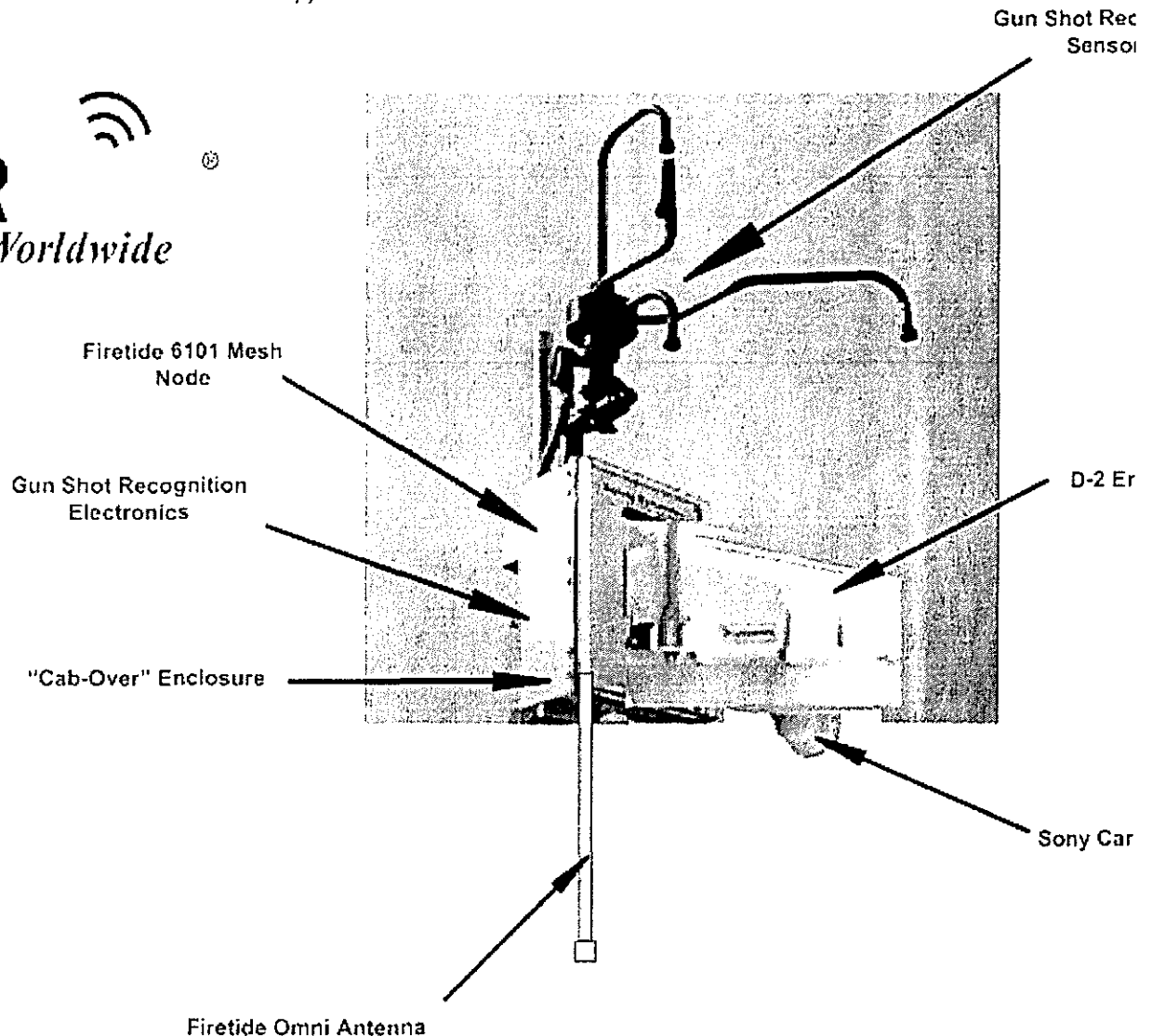
I also wanted to give you a short list of some of the products that BearCom can assist you with - As BearCom is an MR for Motorola, PIPS, Sony Surveillance, FLIR - Thermal Cameras and more, you can be assured of getting the same mfg price as going direct, but with the local sales and service many others have come to trust.

Here is that short list of items -

- IP Surveillance cameras - with GSR, Thermal Imaging(for many miles), PTP and more. (mockups of below can be seen in our Garland facility)

**BEAR**

*Wireless Worldwide*



- FLIR - Thermal cameras allow you to see thermal images from miles away. See through brush, fog, smoke, complete darkness and more.
- DIGITAL IN CAR VIDEO
- MOTOROLA LAPTOPS - MILSPEC RATED - ML SERIES, MW-WORKSTATIONS TOO
- E-TICKETING - SWIPE THE DRIVERS LICENSE-DOWNLOAD THE DATA AND SAY GOODBYE TO TRIPLICATE FORMS, TURNING IN THE PAPERWORK - DYSLEXIA AND MORE.
- MOBILE BROADBAND - IN VEHICLE OR FIXED - PTP, MULTI-POINT, CLEAR LINE OF SIGHT OR NOT. DATA, VIDEO, VOICE. CONNECT A FAR SATELLITE OFFICE WITHOUT THE MONTHLY T1 EXPENSE

- ALPR - PIPS see info directly underneath regarding our competition.  
Three Customer Led Independent Studies Prove PIPS to be #1

CHP Evaluations	PIPS 92%	ELSAG BELOW 80%	PLATESCAN BELOW 80%	AutoVu BELOW 80%
Mexico City DF	PIPS 93%	ELSAG NOT TESTED	PLATESCAN 59%	AUTOVU NOT TESTED
DHS / FEMA	PIPS 92%	ELSAG 65%	PLATESCAN 56%	AUTOVU NOT TESTED

AVERAGE RATINGS FROM ABOVE - PIPS 92.5%, ELSAG 65%, PLATE SCAN 57.5%

So here is how that works. You are in your patrol car with the information from a murder suspects plates loaded onto your ALPR system.

You pull up beside them at a light. As they pass the view of your ALPR camera - here is how the systems will perform....

With Elsag - there is a 35% chance your ALPR camera won't pick up the murder suspects plate.  
With Plate Scan - there is a 44% chance your ALPR camera won't pick up the murder suspects plate.  
With PIPS - there is a 7% chance your ALPR camera won't pick up the murder suspects plate.

Same scenario above goes for stolens, amber alerts, municipal warrants. BOLO's, etc. etc. etc.



### **\$2 Billion Available. Apply Now!**

Byrne Grant funding is available to state and local agencies to prevent and control crime and improve the criminal justice system. April 18, 2009 is the deadline for local agencies to submit their application to their local governing body in order to apply for funding by May 18, 2009.

### **Act Now with our Assistance.**

Motorola can help you understand the grant application process, as well as help you identify opportunities to apply grant funds to improve law enforcement efforts in your jurisdiction. Examples of these opportunities include:

- ✓ Interoperability solutions for daily use and emergency operations
- ✓ Secure wireless broadband to enable mobile applications
- ✓ Mobile computing devices and applications to improve revenue generation and personnel productivity
- ✓ Upgrade existing systems by adding GPS capabilities

### **Don't Miss Out.**

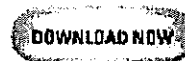
This is a one-time opportunity to improve public safety in your jurisdiction. [Download our simple summary](#) of the Byrne Grant program and highlights of the application process.. We've also included reference links for on-line training and a list of current funding opportunities.

### **Call Today.**

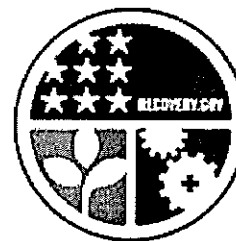
Give me a call today to further discuss how Motorola can help you. Successful applicants may receive funding as early as July, 2009. Contact Patrick Brady at 1-800-273-6154 or at [patrick.brady@bearcom.com](mailto:patrick.brady@bearcom.com)

Call today to learn how we can help you take advantage of the newly released funds.

Read our simple summary of the Byrne Grant funding guidelines.



For additional details visit  
[www.ojp.gov/BJA/grant/jag.html](http://www.ojp.gov/BJA/grant/jag.html)



MOTOROLA and the Inquiries or requests to unsubscribe from ("opt-out" of) communications from Motorola may also  
Stylized M Logo are be mailed to:  
registered in the US  
Patent & Trademark Motorola, Inc.  
Office All other Data Protection Office  
product or service 1303 E. Algonquin Road, Floor 4  
names are the Schaumburg, IL USA 60196  
property of their Attn: Unsubscribe to e-mail  
respective owners  
Copyright©  
1994-2009  
Motorola, Inc. All  
rights reserved.

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Monday, April 20, 2009 8:55 AM  
**To:** Larry Barclay; Wiesmann, Dean  
**Cc:** Eric Borton; Glenn Cole; Carol Riddle  
**Subject:** Wed/Thur demo - updated demo time  
**Attachments:** Pam Pierce

**Importance:** High

Larry,

Dean will be up tomorrow for some meetings he and I have planned.

We will not be needing his PIPS car and wanted to check in with you to see if you and your colleagues would want to use it both Wednesday and Thursday?

Also, if you need assistance with a NCIC database - I've attached a contact for you.

We'll want to load all the data into the processor that we can to ensure an accurate demonstration for you and the city.

You can load any data you want - wants - warrants - NCIC, etc. - you just need to make sure the file is a csv file/excel file and the the first column must be the license plate. name the file "BEGIN SHIFT".

Please call with any questions and let us know if you would like to take advantage of Dean's vehicle for an extra day and a half.

Pat

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

**From:** Larry Barclay [mailto:Larry.Barclay@arlingtontx.gov]  
**Sent:** Monday, March 30, 2009 1:30 PM  
**To:** Wiesmann, Dean; Patrick Brady  
**Cc:** Eric Borton; Glenn Cole; Carol Riddle  
**Subject:** RE: 3G

great...see y'all about 2:30. We will coordinate a meeting place as the date gets closer.

thanks, LB

**From:** Wiesmann, Dean [mailto:dwiesmann@federalsignal.com]  
**Sent:** Monday, March 30, 2009 12:59 PM  
**To:** Larry Barclay; Patrick Brady  
**Subject:** RE: 3G

Yes Lets set it up for the 4/23 date. If they need a second day let me know.

**Dean Wiesmann**  
Regional Sales Manager

Email: [dwiesmann@federalsignal.com](mailto:dwiesmann@federalsignal.com)  
Main Office: (1) 865 392-5540

Mobile: (1) 936-697-6248

Visit us at: <http://www.youtube.com/user/fedsigpublicsafety>

Need additional support? Call our dedicated support line at (865) 392-5590 or email [support@pipstechnology.com](mailto:support@pipstechnology.com).

**From:** Larry Barclay [<mailto:Larry.Barclay@arlingtontx.gov>]  
**Sent:** Monday, March 30, 2009 10:55 AM  
**To:** Patrick Brady  
**Cc:** Wiesmann, Dean  
**Subject:** RE: 3G

I have us set-up tentatively for 4/23 to do the hands-on demo...will that work for y'all?

We are an AT&T shop...that probably won't change anytime soon.

Thanks, LB

---

**From:** Patrick Brady [<mailto:patrick.brady@bearcom.com>]  
**Sent:** Monday, March 30, 2009 9:33 AM  
**To:** Larry Barclay  
**Subject:** 3G

Larry,

A good friend of mine with Sprint Corp - Kim Stiles, and I met for lunch and I suggested she call you. re: your 3G air cards you mentioned.

Have you already signed a contract, or would you entertain a quote from Kim?

Pat

ps - it didn't work out with your guys for last thur....so we'll try for the 2nd week of April 04/13-

Patrick Brady  
Bearcom Wireless Worldwide  
214-869-8210

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Monday, April 20, 2009 2:27 PM  
**To:** Larry Barclay; Glenn Cole  
**Cc:** Eric Borton; Wiesmann, Dean  
**Subject:** RE: Wed/Thur demo - updated demo time

What ever works best for you guys.

We can ride in the car all day if we need to.

We want you to see what the system is capable of and how much better it reads than the competitor.

So whatever we can do to assist in this trial, we are up for.

You can also have access to our 1 camera portable system. It would be good for showing you how the system works, though not as thoroughly as the 4 camera system on Deano's car.

Worse case scenario, we'll plan on meeting up with you at the regularly scheduled time of 2:30 on Thursday at your offices or the Parks Mall.

Pat

Patrick Brady  
BearCom Enterprise Solutions  
Cell:214.869.8210      Ofc:800.273.6154      Fax:214.355.4955

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

**From:** Larry Barclay [<mailto:Larry.Barcly@arlingtontx.gov>]  
**Sent:** Monday, April 20, 2009 2:21 PM  
**To:** Glenn Cole  
**Cc:** Eric Borton; Patrick Brady; Wiesmann, Dean  
**Subject:** RE: Wed/Thur demo - updated demo time

I don't know...we are working on it, but we have to have an MOU signed for DPS.

If we are going to take possession, I think we need to sign a waiver for the vendor as well. That would take some approvals as well.

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

**From:** Glenn Cole  
**Sent:** Monday, April 20, 2009 9:30 AM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** FW: Wed/Thur demo - updated demo time  
**Importance:** High

Two days would be cool. That would give all seven officers and the Sgt plenty of time to use it.

Will the data be loaded in time?





## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Thursday, April 23, 2009 4:16 PM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** Meeting

I mispoke. I was discussing with dean the color only camera from plate scan and dean "thinks" it has the ability to read. Albeit not as well as an IR camera looking for the reflective surface.

Unsure of the reliability/accuracy of the color only.

As well, something to consider, do you really want your officers handling a camera while driving?

On a side note, I enjoyed talking with you about the firetide and bridgewave products.

Also, when I get a green light on the Dallas MCU, I'll let you know, we would love to get your insight on it.

Pat

Patrick Brady  
Bearcom Enterprise Solutions  
214-869-8210

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

From: Larry Barclay <[Larry.Barclay@arlingtontx.gov](mailto:Larry.Barclay@arlingtontx.gov)>  
To: Carol Riddle <[Carol.Riddle@arlingtontx.gov](mailto:Carol.Riddle@arlingtontx.gov)>; Glenn Cole <[Glenn.Cole@arlingtontx.gov](mailto:Glenn.Cole@arlingtontx.gov)>; Patrick Brady  
CC: Eric Borton <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>  
Sent: Thu Apr 23 13:53:48 2009  
Subject: Re: Meeting

Southside of sears  
Larry Barclay

On Apr 23, 2009, at 1:31 PM, "Carol Riddle" <[Carol.Riddle@arlingtontx.gov](mailto:Carol.Riddle@arlingtontx.gov)> wrote:

Whrere are we meeting today?

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Thursday, April 30, 2009 2:30 PM  
**To:** Larry Barclay; Carol Riddle; Glenn Cole  
**Cc:** Eric Borton  
**Subject:** ALPR updated info  
**Attachments:** Pips highlights and comparisons 2009.doc

**Importance:** High

PIPS and BearCom together form a very valuable team for the State of Texas.

Here is some more information about PIPS and some about the competitors that may assist you in your decision making process. It's a simple 2 page Word Doc., but necessary to provide the information necessary for you to make an informed decision.

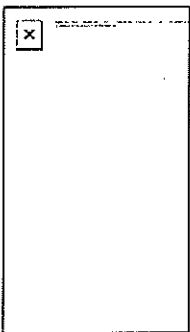
A short brief on BearCom's latest successes. More than a million dollar's of PIPS ALPR equipment to various Louisiana townships. Design, sale and service of existing and growing IP Surveillance camera project for the City of Dallas. Re-engineered Motorola MESH network for City of Fort Worth TMS project. Gun-shot recognition and ptz camera systems for HOBBS New Mexico. BearCom is Motorola's largest dealer nationwide, as well an expert in the design, sale, installation and after sale service of top tier Sony IP Surveillance cameras, Firetide, Bridgewave and Motorola MESH and PTP broadband solutions, FLIR thermal imaging cameras and more.

I appreciate your time and the opportunity to present the PIPS system to the City of Arlington.

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-way Analog and Digital Communications • IP Surveillance On-site Remote Thermal ALPR • Sprint-Nextel Cellular Broadband GPS /  
Symbol Solutions Provider • Wireless Provisioned via MESH Canopy PTP • Emergency Management Expertise



## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Tuesday, May 05, 2009 12:11 PM  
**To:** Eric Borton  
**Subject:** Re: Mobile Command Center

It's a deal. Does 12 noon work for you?

BearCom  
4009 Distribution Drive  
Bldg 200  
Garland, TX 75041

Patrick Brady  
Bearcom Enterprise Solutions  
214-869-8210

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

**From:** Eric Borton <Eric.Borton@arlingtontx.gov>  
**To:** Patrick Brady; Larry Barclay <Larry.Barclay@arlingtontx.gov>  
**CC:** Greg Donahe  
**Sent:** Tue May 05 11:56:53 2009  
**Subject:** RE: Mobile Command Center

I would like to see it tomorrow (5/6/09) if possible and I am free for lunch as well.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED] <mailto:8174561362@mobile.mycingular.net>  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org) <<http://www.arlingtonpd.org/>>

---

**From:** Patrick Brady [<mailto:patrick.brady@bearcom.com>]  
**Sent:** Monday, May 04, 2009 1:56 PM  
**To:** Larry Barclay  
**Cc:** Eric Borton; Greg Donahe  
**Subject:** Mobile Command Center

Larry and Eric,

We would like to show you the Mobile Command Center we are working on for the City of Dallas.

It is not 100% complete, but nonetheless, would still offer you a glimpse at what BearCom is capable of designing and engineering.

This week - either Wednesday or Thursday afternoon, we have some time to show you around. It is a prototype constructed in our corporate offices.

Let me know what date works best and if you have the time, maybe we can squeeze in a lunch before hand.

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

---

Two-way Analog and Digital Communications / IP Surveillance On-site, Remote, Thermal, ALPR / Sprint-Nextel Cellular,  
Broadband, GPS / Symbol Solutions Provider / Wireless Broadband via MESH, Canopy, PTP / Emergency Management Expertise

<<http://www.bearcom.com/news/news-releases/storyImages/poceAward.jpg>>

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Wednesday, May 06, 2009 3:22 PM  
**To:** Eric Borton  
**Cc:** Mike Butler; David Smith  
**Subject:** contacts  
**Attachments:** Mike Butler; David Smith

Eric,

Thanks again for all the time you afforded us. It was good to get to spend some more time with you and pick your brain a little and show off a little of what BearCom is capable of doing.

Like Mike said, anything you and your counterparts can think of that you would like to see developed - don't hesitate to ask. Mike and David enjoy figuring things out.

I hope that we can get involved to some degree with your MESH service work - I will get in touch with Motorola to explore those possibilities.

As well, BearCom would be very interested in any future wireless work...Surveillance, MotoMesh, the Sprinter negotiation van, etc.

We would appreciate any opportunity to work with the City of Arlington. Our offices are in Garland, but our field service guys are spread out pretty well across the metroplex.

Have a great weekend.

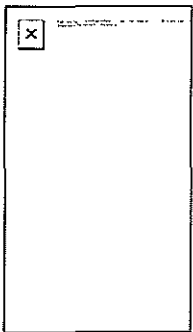
Keep in touch.

ps - I'll check into some earpieces for you and your co-horts to look at.

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-way radio and data systems for public safety and commercial use. BearCom is a leading provider of two-way radio and data systems for public safety and commercial use. BearCom is a leading provider of two-way radio and data systems for public safety and commercial use. BearCom is a leading provider of two-way radio and data systems for public safety and commercial use.



From: Patrick Brady [patrick.brady@bearcom.com]  
Sent: Thursday, May 07, 2009 12:43 PM  
To: Patrick Brady  
Subject: Local Byrne Grant Funds Still Available

JAG Grant ideas - IP Surveillance Cameras - remote or fixed \* ALPR license plate recognition solutions \*  
GSR-Gun Shot Recognition for your surveillance solutions(see below)  
MESH via MotoMesh, Firetide or Bridgewave PTP solutions \* Two-way radios and accessories  
\* In Car Video

Law Enforcement Funding

**Apply for Local Byrne JAG Grant Funding by May 18.**

**\$2 Billion Available — Don't Miss Out!**  
If you think you may have missed the deadline, the good news is you still have time to apply for local Byrne JAG Grant funding. You have until May 18, 2009 to submit your application for funds that can be used to prevent and control crime and improve the criminal justice system.

In order to receive funds, you must submit your application to the Bureau of Justice Assistance (BJA), notify your governing body for review 30 days prior to accepting the award and provide public notification via the newspaper or the web. After the 30 day review period, you are eligible to receive the funds from BJA. It's really that easy.

**Act Now with Our Assistance.**  
Motorola can help you understand the grant application process, and help you identify opportunities to apply funds to improve law enforcement efforts in your jurisdiction. Examples include:

- ☐ Interoperability solutions for daily use and emergency operations
- ☐ Secure wireless broadband to enable mobile applications
- ☐ Mobile computing devices and applications to improve revenue generation and personnel productivity

Visit [motorola.com/recoveryact](http://motorola.com/recoveryact) to View:


- ☐ Easy to understand two page summary of Bryne JAG funding highlights
- ☐ Webinars for executives and applicants explaining the funding process and steps for a successful application

Let us help you take advantage of the newly released funds.

View our webinars on the Byrne JAG Grant and Successful Grant Writing.

Download our simple summary of funding guidelines.


Use our presentation materials with your agency's decision makers.

 Presentation materials you can use within your agency

You can also contact your local Motorola representative **Patrick "Pat" Brady at 800.273.6154** for assistance identifying areas that are eligible for local Byrne JAG Grant funding, as well as to provide a proposal that you can submit as part of the application.

**Apply Before May 18 to Receive Your Funds.**

The recent allocations of federal dollars provide the single largest influx of funding for law enforcement agencies this decade. It's an opportunity you don't want to miss and the time to act is now. Successful applicants may receive funding as early as July, 2009.



Motorola values your privacy. For more information on our Privacy Policy, please visit [www.motorola.com/legal](http://www.motorola.com/legal) to see **Motorola's terms of use**

Please [click here](#) if you would like to **unsubscribe** from receiving future promotional e-mails from Motorola, Inc. Please direct any questions concerning Motorola's privacy practices to [privacy@motorola.com](mailto:privacy@motorola.com)

MOTOROLA and the Stylized M Logo are registered in the US Patent & Trademark Office. All other product or service names are the property of their respective owners. Copyright © 1994-2009 Motorola, Inc. All rights reserved.

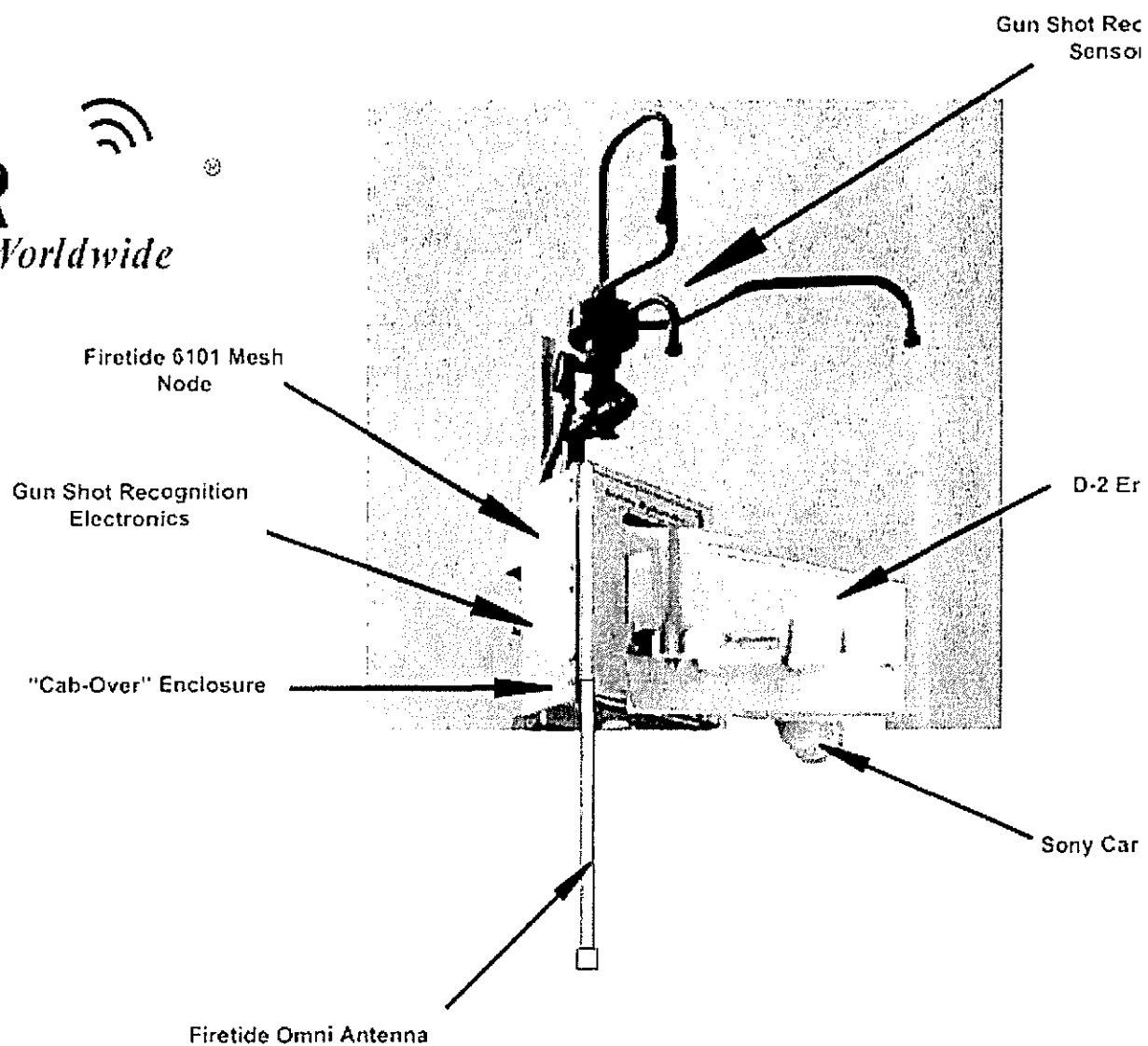
Inquiries or requests to unsubscribe from ("opt-out" of) communications from Motorola may also be mailed to:

Motorola, Inc.  
Data Protection Office  
1303 E. Algonquin Road, Floor 4  
Schaumburg, IL USA 60196  
Attn: Unsubscribe to e-mail



# BEAR

*Wireless Worldwide*



## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Friday, May 08, 2009 2:00 PM  
**To:** Patrick Brady; Larry Barclay; Carol Riddle; Glenn Cole  
**Cc:** Eric Borton  
**Subject:** ALPR SLATE camera promotional offer 20% off limited time offer

**Importance:** High

Larry, Eric, Carol and Glenn,

I have great news!

The new low - profile camera is out and has replaced the previous 362 car camera. To lower inventories of the original 362, PIPS lowered the price 20%.

I mentioned to them that you and several other local PD's were wanting the SLATE camera and they have now decided to allow the additional 20% off on the SLATE cameras also.

### **Why the SLATE camera vs the competition -**

- Low profile - will not interfere with your light bars, so no cause for concern regarding potential law-suits
- All are dual lens - infrared and color, so they all work in day or night
- PIPS - The industry leader, The most accurate, The most systems in use, The most Fixed cameras sold.
- Pricing - MADE IN THE USA, standard discounted public safety price is \$18,700 for the 4 dual lens cameras.
- 20% OFF introductory promotional price is now - \$14,960.00. - that's for a 4-dual lens vehicle solution-processor, everything.
- 20% OFF applies to your entire order - installation, BOSS server software, magnet mounts if ordered - everything.

The SLATE camera promotional price break offer is good only until May 29, 2009. After May 29, the 20% discount is gone.

ps - this is the first time ever that PIPS has offered such a promotion. It will not be offered in June or beyond.

\* Please take a look at your original proposal provided by PIPS/BearCom and take 20% off the TOTAL PRICE and that is what you will pay if a PO or written offer to purchase is received before May 29, 2009.

Please give me a call or email reply to discuss if necessary.

This offer also applies to our HGAC pricing. For HGAC it is also the 20% total discount.

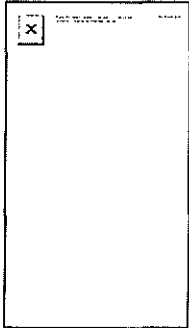
**As an example - if you were planning on purchasing 4 - 4 camera systems for \$74800 ---- Well, now you can get 5 - 4 camera systems for the same price.**

Cheers

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-way Analog, Digital, and IP Communications • Development, Design, and Deployment • Network, System, and Solution Provider • Global  
Service • 24/7/365 • Emergency Response • Disaster Recovery • Business Continuity • IT Support • Managed Services



**Steven Meyer**

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Monday, May 11, 2009 5:57 PM  
**To:** Eric Borton  
**Subject:** surveillance kits  
**Attachments:** datasheet-P1W.pdf; datasheet-P2W.pdf

Eric,

Couple of things.

1. I sent you and Larry some pretty incredible news about the PIPS ALPR system for the month of May. I truly hope you guys will give PIPS a long look - it is by far the very best ALPR system...no one else is close. Won't be too long and you'll have others here in town to share data with (accurate data at that)

After you've had a chance to hear from the City of Cincinnati at the convention next week - hopefully you'll be sold on PIPS.

2. We had talked about the surveillance kits for you and fellow officers.

I've attached a couple of pictures for you to check out. the only real difference is whether you'd want a 1-wire or 2-wire coming from out of the radio and the cost between the two. Otherwise, they're both the same.

Cost of the 1-wire is \$69.00 and the 2-wire \$79.00. Both carry a 2-Year warranty. We can set anyone up with a credit card order or cash/check, etc.  
This is for the M-5 connector on the XTS series radios. The 2-prong Motorola radios will carry a cost of about \$10 less per item.

pb

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

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

**From:** Eric Borton [mailto:Eric.Borton@arlingtontx.gov]  
**Sent:** Tuesday, May 05, 2009 1:35 PM  
**To:** Patrick Brady  
**Subject:** RE: Mobile Command Center

sure

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

Sent from my smartphone.

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

From: Patrick Brady <[patrick.brady@bearcom.com](mailto:patrick.brady@bearcom.com)>  
Sent: Tuesday, May 05, 2009 12:11 PM  
To: [Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov) <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>  
Subject: Re: Mobile Command Center

It's a deal. Does 12 noon work for you?

BearCom  
4009 Distribution Drive  
Bldg 200  
Garland, TX 75041

Patrick Brady  
Bearcom Enterprise Solutions  
214-869-8210

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

From: Eric Borton <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>  
To: Patrick Brady; Larry Barclay <[Larry.Barclay@arlingtontx.gov](mailto:Larry.Barclay@arlingtontx.gov)>  
CC: Greg Donahe  
Sent: Tue May 05 11:56:53 2009  
Subject: RE: Mobile Command Center

I would like to see it tomorrow (5/6/09) if possible and I am free for lunch as well.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED] <<mailto:8174561362@mobile.mycingular.net>>  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org/) <<http://www.arlingtonpd.org/>>

---

From: Patrick Brady [<mailto:patrick.brady@bearcom.com>]  
Sent: Monday, May 04, 2009 1:56 PM  
To: Larry Barclay  
Cc: Eric Borton; Greg Donahe  
Subject: Mobile Command Center

Larry and Eric,

We would like to show you the Mobile Command Center we are working on for the City of Dallas.

It is not 100% complete, but nonetheless, would still offer you a glimpse at what BearCom is capable of designing and engineering.

This week - either Wednesday or Thursday afternoon, we have some time to show you around. It is a prototype constructed in our corporate offices.

Let me know what date works best and if you have the time, maybe we can squeeze in a lunch before hand.

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

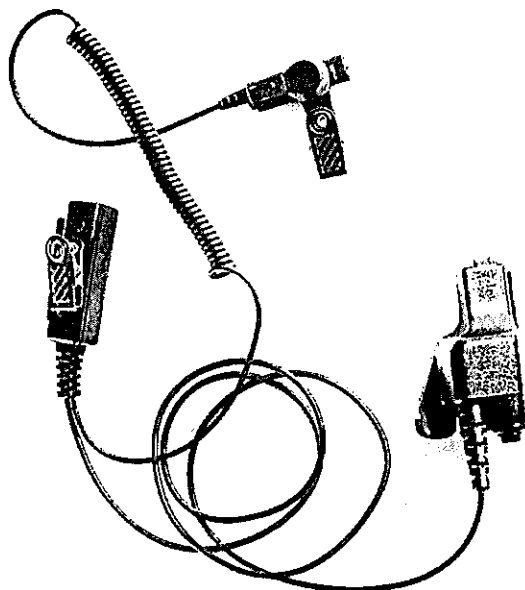
---

Two-way Analog and Digital Communications / IP Surveillance On-site, Remote, Thermal, ALPR  
/ Sprint-Nextel Cellular, Broadband, GPS / Symbol Solutions Provider / Wireless  
Broadband via MESH, Canopy, PTP / Emergency Management Expertise

<<http://www.bearcom.com/news/news-releases/storyImages/poceAward.jpg>>

# 1 Wire Surveillance Kit

## PLATINUM Series



### Description:

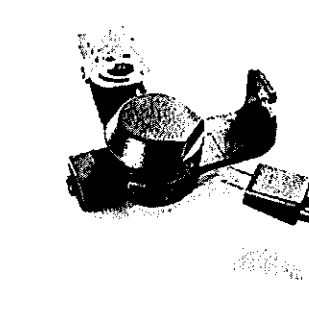
The "professional grade" 1 wire kit is the ideal solution for the professional user who can't afford anything less than the best!

Used by thousands of law enforcement agents, security companies, casinos and retailers world wide!

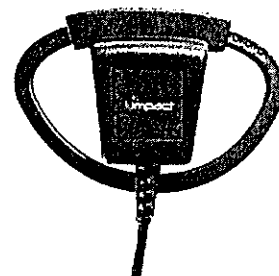
### Specs:

- Kevlar coil cable
- High quality Knowles™ brand mic
- Field replaceable transducers
- OEM compatible replacement parts at incredible prices
- Two year warranty

### Earpiece Options:



P1W-AT1



P1W-D1

### Technical Specs:

#### Microphone:

Sensitivity: -34dB  $\pm$  2dB

Impedance: 2.2K $\Omega$

Frequency Range: 20-20KHz

Operating Voltage: 1.1-10v

#### Speaker:

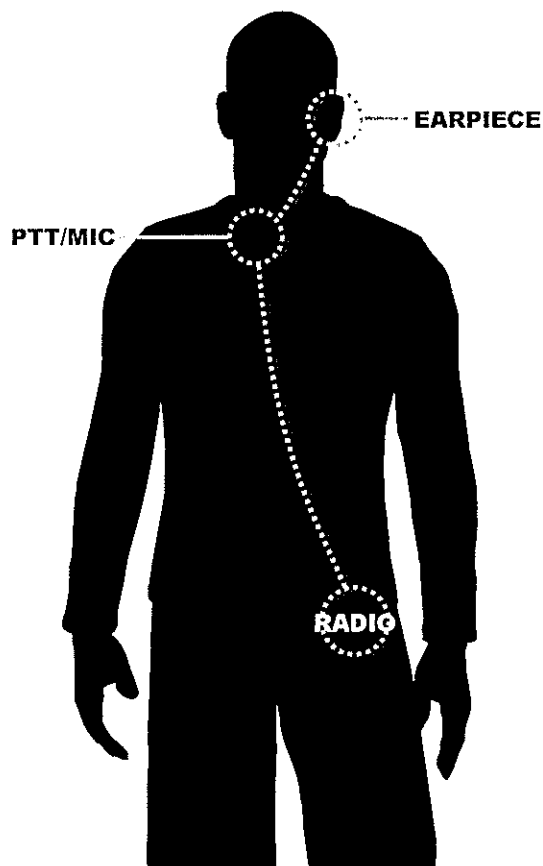
Sensitivity: 110dB  $\pm$  10%

Impedance: 13.3 $\Omega$   $\pm$  15%

Rated Power: 300mW

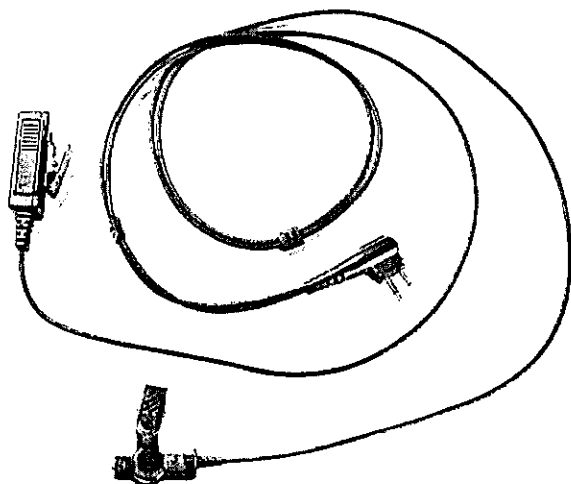
Max Power Input: 500mW

Frequency Range: F0-5KHz

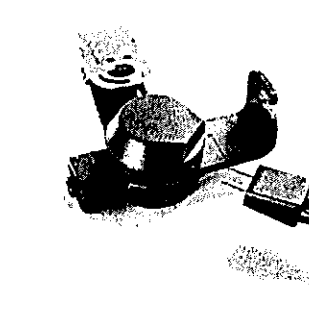


# 2 Wire Surveillance Kit

## PLATINUM Series



### Earpiece Options:



P2W-AT1



P2W-D1

### Description:

Our "professional grade" two wire surveillance kit is the top seller within the series. Already in use by hundreds of regular, undercover, and bicycle law enforcement officers, casinos, rental companies and night clubs, this product is well proven in the field by heavy duty users. Compare against OEM and higher priced brands on price but also quality of audio output and clarity; IMPACT™ continually comes out on top!

### Specs:

- Rugged Kevlar re-enforced cable
- High quality Knowles™ brand mic
- Field replaceable transducers
- Heavy duty strain relief
- OEM compatible replacement parts at incredible prices
- Two year warranty

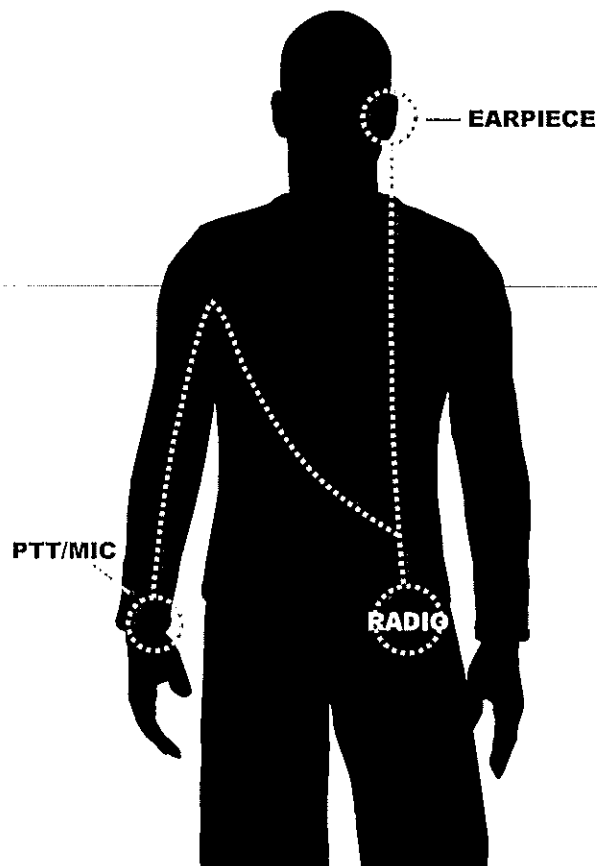
### Technical Specs:

#### Microphone:

Sensitivity:  $-34\text{dB} \pm 2\text{dB}$   
Impedance:  $2.2\text{K}\Omega$   
Frequency Range: 20-20KHz  
Operating Voltage: 1.1-10v

#### Speaker:

Sensitivity:  $110\text{dB} \pm 10\%$   
Impedance:  $13.3\Omega \pm 15\%$   
Rated Power: 300mW  
Max Power Input: 500mW  
Frequency Range: F0-5KHz





## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Friday, May 15, 2009 10:09 AM  
**To:** Patrick Brady  
**Subject:** IACP LEIM Conference - LPR Workshop  
**Attachments:** LPR Workshop Agenda.doc

**Sent:** Friday, May 15, 2009 9:25 AM  
**To:** Patrick Brady  
**Subject:** FW: LPR Workshop - IACP LEIM Conference

Good morning to all. Wanted to update anyone who may not have been aware of the IACP LEIM Conference this coming Sun/Mon. There will be some very good information being shared Monday afternoon regarding how the Cincinnati PD is sharing their LPR database information with surrounding cities. Please take the time to make this conference if you can. There will be some very good information being shared about the many benefits to LPR.

Cincinnati Police Department will be giving their presentation on Monday at 2:00pm.

The LPR Workshop will take place in **Landmark C** located in the lobby level of the Hyatt Dallas Regency.

- Monday, May 18<sup>th</sup>: 7:30am – 6:00pm

Visit us at: <http://www.youtube.com/user/fedsigpublicsafety>

Need additional support? Call our dedicated support line at (865) 392-5590 or email [support@pipstechnology.com](mailto:support@pipstechnology.com).

**From:** Meghann Tracy [<mailto:tracy@theiacp.org>]  
**Sent:** Wednesday, May 13, 2009 9:03 AM  
**To:** Meghann Tracy  
**Subject:** FW: LPR Workshop - IACP LEIM Conference

---

Greetings all,

Attached is the final agenda for the LPR Workshop on Monday, May 18<sup>th</sup> at the IACP LEIM Conference. We've received a lot of interest in the workshop and I'm really looking forward to Monday.

I'll be in the office through Friday so please do not hesitate to contact me with any questions by email or by phone and my number is (703) 836-6767 ext 387. Once I arrive in Dallas on Saturday I will be checking email periodically.

Best regards,

*Meghann Tracy*

Project Manager  
IACP Technology Center  
International Association of Chiefs of Police  
515 N. Washington St. | Alexandria, VA 22314  
Phone: (703) 836-6767 ext. 387  
Email: [tracy@theiacp.org](mailto:tracy@theiacp.org)

**From:** Meghann Tracy  
**Sent:** Thursday, May 07, 2009 11:24 AM  
**To:** Meghann Tracy  
**Subject:** LPR Workshop - IACP LEIM Conference

Greetings all,

Thank you again for your participation in this event. A final agenda will be sent to everyone within the next few days but in the meantime, here are a few last minute pieces of information for you.

The LPR Workshop will take place in **Landmark C** located in the lobby level of the Hyatt Dallas Regency. Prior to the workshop you will need to check into the conference. Registration check-in is located in the Marsalis Hall Lobby and the hours are:

- Sunday, May 17<sup>th</sup>: 1:00pm – 6:00pm
- Monday, May 18<sup>th</sup>: 7:30am – 6:00pm

Best regards,

*Meghann Tracy*

Project Manager  
IACP Technology Center  
International Association of Chiefs of Police  
515 N. Washington St. | Alexandria, VA 22314  
Phone: (703) 836-6767 ext. 387  
Email: [tracy@theiacp.org](mailto:tracy@theiacp.org)

**LICENSE PLATE READER WORKSHOP – MAY 18, 2009**

*\*\* In order to attend to the License Plate Reader (LPR) workshop you must be registered for the IACP LEIM Conference. For more information on how to register please visit [www.IACPtechnology.org](http://www.IACPtechnology.org). Space is limited to the first 125 attendees.*

***Morning Session: 9:00am – 12:00pm (Closed Session – Law Enforcement Personnel Only)***

**9:00 am – 9:15 am: Introduction**

*Pam Scanlon, Director, ARJIS*

**9:15 am – 10:00 am: Overview of License Plate Readers**

This session will provide an introduction to license plate reader technology including camera types, data sources and business/use cases.

**10:00 am – 10:45 am: Demonstration of LPR Capture and Data Sharing**

The Office of National Drug Control Policy Counterdrug Technology Assessment Center (CTAC) identified through law enforcement end users that License Plate Recognition (LPR) Systems manufactured by disparate vendors were being installed and were unable to share data or be viewed on the same analysis platform because of the proprietary back office analysis platforms that they were reporting to. The CTAC goal was to develop a common platform that all LPR systems would be able to report to, and operate them in regional hubs that would collect, analyze and retain LPR data to address the needs of law enforcement agencies in the region. The regional hubs while supporting the needs of the federal, state and local law enforcement agencies in the region could then facilitate sharing with other regional nodes.

**10:45 am – 11:00 am: Break**

**11:00 am – 12:00 pm: Policy Discussion**

---

The prevalence of License Plate Reader (LPR) technology in law enforcement has significantly increased of the last few years. As with any technology, there are policy implications that law enforcement agencies must consider. This session will discussion privacy concerns and policy implications of implementing LPR technology.

***Lunch: 12:00pm – 1:00pm***

*(On your own)*

***Afternoon Session: 1:00pm – 4:00pm (Open Session – All are welcome)***

**1:00 pm – 1:45 pm: NIJ Perspectives on LPR**

Come hear about what the National Institute of Justice is doing with license plate readers.

**1:45 pm – 2:00 pm: Break**

**2:00 pm – 3:00pm: Success in Automatic License Plate Recognition Technology – Cincinnati Police Creating a Regional Approach**

Automatic License Plate Recognition (ALPR) as a law enforcement technology is growing rapidly, and by understanding what the technology is, how to effectively deploy it, and ultimately use and sharing of the data will lead to a successful ALPR project for any agency. The Cincinnati Police Department (CPD) has created a regional approach through information-sharing of ALPR data across 200+ agencies in the Southern Ohio, Southeast Indiana, and Northern Kentucky (SOSINK) Region. This presentation will focus on basic ALPR technology; how the CPD was able to create a regional multi-agency database; success stories; and how agencies can align their ALPR projects with grant opportunities.

**3:00 pm – 3:30 pm: Vendor Question and Answer Session**

Take this opportunity to ask a number of LPR Vendor Representatives questions about what industry is doing with LPR!

## Steven Meyer

---

**From:** Larry Barclay  
**Sent:** Friday, May 15, 2009 10:25 AM  
**To:** Eric Borton; Glenn Cole; Carol Riddle  
**Cc:** Steve Evans; Janice K. Hughes; Larry Barclay; Beth Ann Unger; Lora Logan  
**Subject:** LPR Project  
**Attachments:** LPR Reference Checks.doc; LPR Selection Criteria.doc

Group,

We have completed vendor presentations and hands-on demos for the two selected LPR vendors...we are beginning the final stages of selection. Attached are two documents for your review and comment.

The first is a customer reference questionnaire. Unless one of you volunteer to assist, I will be making phone calls to several clients for each vendor and asking a number of questions regarding how they selected their vendor, how pleased they are with the product and company and any lessons learned. If there are other questions that would help you make a more informed decision, please let me know and I will include them.

The second document is an evaluation form that I will ask each of you to complete...we will meet and discuss afterward. If there are additional evaluation criteria that you would like to consider, please let me know.

The only other step in the process that we make want to add are site visits. PlateScan has several local customers we can visit...I think we will need to go out-of-state to see a PIPS client (New Orleans or Los Angeles come to mind :). Let me know your thoughts on that.

Thanks, LB

---

## LPR Reference Checks

Agency, contact person & vendor:

Number of units and when acquired:

How are units deployed (what operational units):

How is your system configured (data down load process, network connectivity, what files are loaded into database, number & type of cameras, where is CPU mounted):

Vendors considered in selection:

Acquisition method (competitive bid, sole source, cooperative purchasing contract, GSA, HGAC, ect.)

Why was winning vendor selected:

Satisfaction with installation of in-car equipment and back-office:

---

Satisfaction with usability of equipment (user interface, accuracy of system, administration, etc):

Satisfaction with on-going customer service and support (remote or local support):

## LPR Selection Criteria

PlateScan

PIPS

- Easy of Use – In Car  
Interface, altering, general operation of equipment

- Ease of Use - Back Office  
System administration

- Capability  
Accuracy in reading plates, camera field of view,  
quality of equipment and components

- Deployability  
System integrates into existing environment in vehicle and  
network

- Customer Support & Maintainability  
Local support for installation and repair

---

- Cost  
Initial cost and maintenance

- References  
Existing clients, independent research papers, company  
characteristics and performance in evaluations

**Steven Meyer**

---

**From:** Eric Borton  
**Sent:** Tuesday, May 19, 2009 9:57 AM  
**To:** Larry Barclay  
**Subject:** RE: LPR Project

Ok. If we can make it happen, then they are glad to have us visit.

Cincinnati Police Department contacts:  
Cindy Combs, Lt. Colonel (over Technology Sections) [Cindycombs@cincinnati-oh.gov](mailto:Cindycombs@cincinnati-oh.gov)

Heather Whitton, LPR Project Manager  
[Heather.whitton@cincinnati-oh.gov](mailto:Heather.whitton@cincinnati-oh.gov)

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

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

**From:** Larry Barclay  
**Sent:** Monday, May 18, 2009 4:12 PM  
**To:** Eric Borton  
**Subject:** RE: LPR Project

I don't see us going out of state.

---

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

**From:** Eric Borton  
**Sent:** Monday, May 18, 2009 3:41 PM  
**To:** Larry Barclay  
**Subject:** RE: LPR Project

Got it already. When do you think we might go? I will ask if we can visit.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

Sent from my smartphone.

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

**From:** Larry Barclay <[Larry.Barclay@arlingtontx.gov](mailto:Larry.Barclay@arlingtontx.gov)>



Sent: Monday, May 18, 2009 3:13 PM  
To: Eric Borton <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>  
Subject: RE: LPR Project

Cool...get some contact info.

Later, LB

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

From: Eric Borton  
Sent: Monday, May 18, 2009 3:02 PM  
To: Larry Barclay  
Subject: RE: LPR Project

After spending the first day on LPR issues. I would recomend Cincinnati, they have a large LPR project but a regional LPR datashare. They use PIPs. They have over 3 million reads.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

Sent from my smartphone.

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

From: Larry Barclay <[Larry.Barclay@arlingtontx.gov](mailto:Larry.Barclay@arlingtontx.gov)>  
Sent: Friday, May 15, 2009 10:25 AM  
To: Eric Borton <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>; Glenn Cole <[Glenn.Cole@arlingtontx.gov](mailto:Glenn.Cole@arlingtontx.gov)>; Carol Riddle <[Carol.Riddle@arlingtontx.gov](mailto:Carol.Riddle@arlingtontx.gov)>  
Cc: Steve Evans <[Steve.Evans@arlingtontx.gov](mailto:Steve.Evans@arlingtontx.gov)>; Janice K. Hughes <[Janice.Hughes@arlingtontx.gov](mailto:Janice.Hughes@arlingtontx.gov)>; Larry Barclay <[Larry.Barclay@arlingtontx.gov](mailto:Larry.Barclay@arlingtontx.gov)>; Beth Ann Unger <[BethAnn.Unger@arlingtontx.gov](mailto:BethAnn.Unger@arlingtontx.gov)>; Lora Logan <[Lora.Logan@arlingtontx.gov](mailto:Lora.Logan@arlingtontx.gov)>  
Subject: LPR Project

---

Group,

We have completed vendor presentations and hands-on demos for the two selected LPR vendors...we are beginning the final stages of selection. Attached are two documents for your review and comment.

The first is a customer reference questionnaire. Unless one of you volunteer to assist, I will be making phone calls to several clients for each vendor and asking a number of questions regarding how they selected their vendor, how pleased they are with the product and company and any lessons learned. If there are other questions that would help you make a more informed decision, please let me know and I will include them.

The second document is an evaluation form that I will ask each of you to complete...we will meet and discuss afterward. If there are additional evaluation criteria that you would like to consider, please let me know.

The only other step in the process that we make want to add are site visits. PlateScan has several local customers we can visit...I think we will need to go out-of-state to see a PIPS client (New Orleans or Los Angeles come to mind :). Let me know your thoughts on that.

Thanks, LB

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Tuesday, May 19, 2009 9:59 AM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** ALPR Proposal  
**Attachments:** Slate quote 051509.pdf; Legend Mount Rushmore Slate pic.JPG; SLATE new low profile camera.JPG

**Importance:** High

Dear Larry & Eric,

I've attached a copy of the PIPS ALPR proposal for your review. PIPS is without question the most accurate, dependable and best value available in an ALPR system. I hope that you will strongly consider PIPS for their ALPR solution, their fixed cameras and for BearCom and their local service connection.

PIPS Technology has been the industry leader in ALPR systems worldwide for over 15 years. When considering an ALPR vendor I hope you will take into consideration the following key points about PIPS::

- Our only market focus is specializing in Automatic License Plate Recognition technologies.
- PIPS has been in the LPR market since 1993 and has over 16,000 LPR cameras in place worldwide
- PIPS Technology is the only North American Original Equipment Manufacturer, that designs, manufactures, and develops our own hardware and software – we control the quality and support of our products from start to finish.
- PIPS offers the only single source, LPR “back-end” solution (BOSS) that provides, user management, hotlist coordination, and, most importantly - data-mining of “historic” license plate information obtained and stored from all deployed mobile (and fixed) systems within your department. BOSS can be linked to other users of PIPS systems to create a local, regional, or statewide network of LPR data for enhanced crime fighting capabilities.
- Our technology has passed a rigorous 10-protocol day and night testing procedure by the CHP with successful capture and successful plate interpretation rates of 92% accuracy obtained at speeds up to 110 miles per hour in various conditions that simulate the mobile law enforcement environment No other LPR vendor has come close to this standard.

Our quote includes installation of our system. During that time, our system will be installed in your designated vehicles at the location, and 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 your existing 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 PAGIS unit. 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 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. **This version of BOSS has a storage limit of 2GB. If your agency already has a full license of Microsoft Sequel Server, BOSS will not have any storage limit.**

Please see pictures of PIPS low profile Slate camera that does not block view of the light bar. These are the cameras that you will receive from PIPS Technology.

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 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 annual costs for these agreements will be quoted if requested.

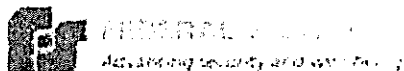
Thank you again for the opportunity to provide you a price quotation. Please let me know if you require any other information. Pat Brady/ BearCom is PIPS Technology dealer salesperson in the North Texas area. BearCom gives provides local service and expertise in wireless networking and other technology.

The attached quote is off HGAC so you do not have to go to bid on this product. HGAC received reduced pricing for this equipment.

Patrick Brady

BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-way Analog and Digital Communications / IP / Conferences / On-site / Remote / Alarm / ATIS / Sprint-Nextel Cellular / Broadband / GPS /  
Symbol Solutions / Ticketing / Wireless / Broadband / VoIP / Set / Emergency / PIP / Emergency Management Expertise



Visit us at: <http://www.youtube.com/user/fedsigpublicsafety>

Need additional support? Call our dedicated support line at (865) 392-5590 or email [support@pipstechnology.com](mailto:support@pipstechnology.com).



A Federal Signal Company

## Customer Quotation

804 Innovation Drive  
Knoxville, TN 37932  
P (865) 392-5540 / 214.869.8210  
F (865) 392-5599  
[www.pipstechnology.com](http://www.pipstechnology.com)

Customer: ARLINGTON POLICE DEPT

Date: 5/15/09

Attention: LARRY BARCLAY / ERIC BORTON

Address:

City: ARLINGTON

ST TEXAS

ZIP

Project Description: Platinum Law Enforcement/BOSS - 2 vehicles - 4 Dual Lens IR/Color Cameras

Quote Number Platinum Law Enforcement and BOSS 030509

Item #	Part #	Description	Unit Price	Quantity	Total Price
1	Slate-810-LE-P	Platinum Mobile Law Enforcement Package - Four Slate 810 nm cameras, SuperRex processor, camera cable/connector pkg, GPS module, PAGIS software and dongle, PIPS ALPR/OCR Engine, Client/Server architecture, Camera Bracket Mount Assembly.	\$ 17,100.00	2	\$ 34,200.00
3	PIPS-SRVC-FE-MOBILE	Field Engineering services for two days of installation and training - for mobile ALPR vehicles (Two days,	\$ 3,200.00	1.5	\$4,800.00
4	BOSS-Admin	Back Office System Software for PAGIS User Administration, Data Analysis and Database Management using MSDE, providing administrator and one concurrent user.	\$ 995.00	1	\$995
5	BOSS-5	Block of 5 concurrent user licenses (OPTIONAL)	\$ 2,250.00	0	\$0
7	BOSS Map	Advanced mapping utilizing the Microsoft Earth utility. Provides enhanced mapping functionality including imagery and multiple view options	\$ 795.00	1	\$795.00

PRICE THROUGH HGAC AFTER MAY 31, 2009 INCENTIVES

Subtotal: \$ 40,790.00

PRICE WHEN PURCHASED THRU HGAC BEFORE MAY 31, 2009

Total: \$ 36,472.00

Quote Prepared By:

Pat Brady / Dean Wiesmann

### Assumptions and Notes:

1 This quote is subject to the attached PIPS' standard terms, conditions and warranties.

Pips Service Maintenance Warranty Annual for 2nd - 5th year \$2,000

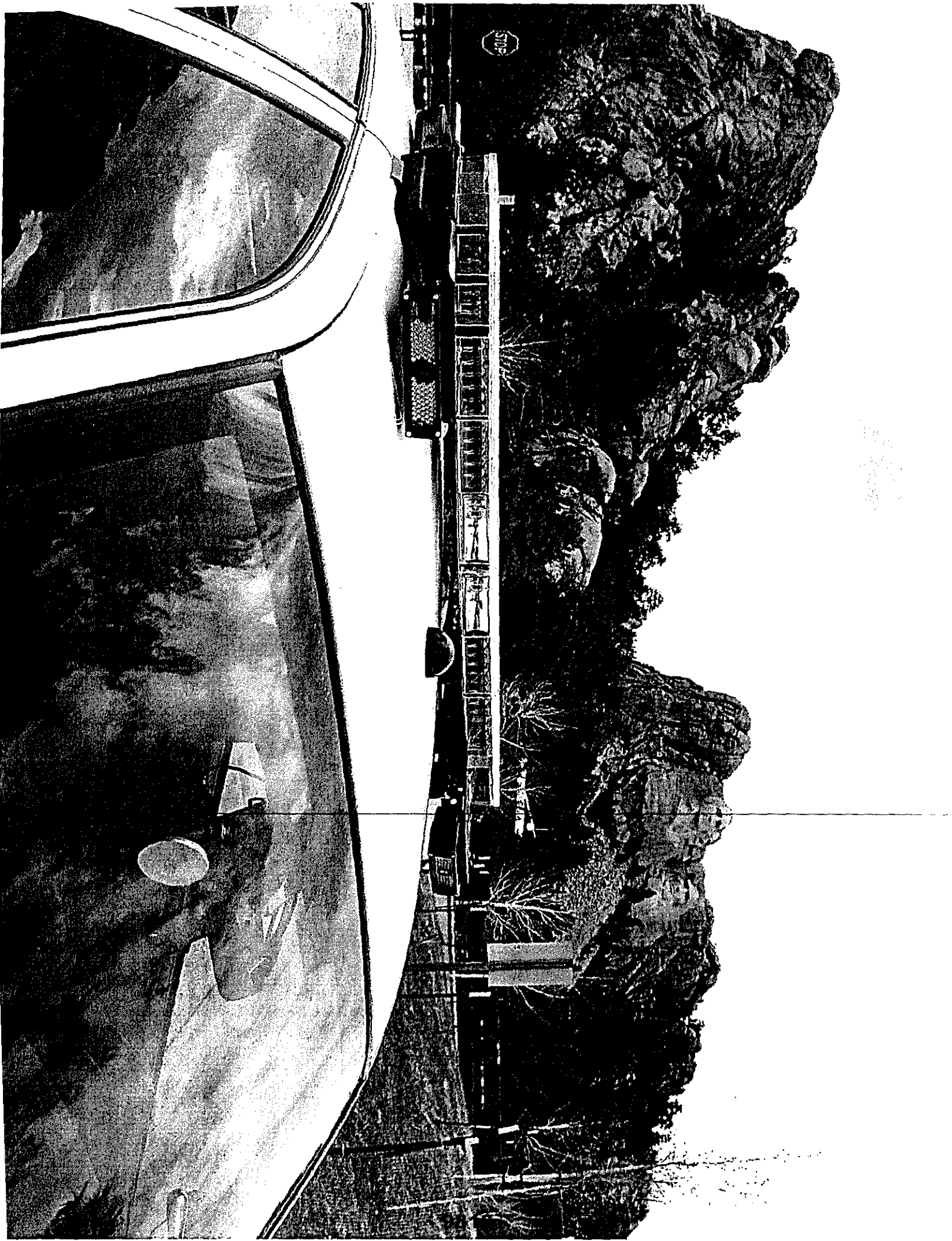
Annual Service Maintenance cost for BOSS 12% of the cumulative fee for BOSS

**PIPS Technology - [www.pipstechnology.com](http://www.pipstechnology.com)**

*The world leader of automated license plate recognition technology - why trust anyone else?*

- One-stop shop: design, manufacture, installation and support of cameras, processors, software, OCR engines, other services.
- Headquarters in Knoxville, TN with sales/support offices in California, Texas, New Jersey, and the United Kingdom.
- Experience in Law Enforcement, Security, Access Control, Parking, Tolling, and Intelligent Transportation
  - Performance related patents including Platefinder and TripleFlash.
  - Recipient of numerous innovation and technology awards.
  - Over 11,000 cameras deployed worldwide.

*This quotation is valid for 120 days, and may be rescinded at any time.*





## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Tuesday, May 19, 2009 10:20 AM  
**To:** Eric Borton; Larry Barclay  
**Subject:** Re: ALPR Proposal

Simultaneously (2) - it comes std with up to 2 users "concurrently."

However, you can have "multiple users" with access - but only 2 can be signed on at the same exact time.

This seems to be the norm for most pd's.

pb

Patrick Brady  
Bearcom Enterprise Solutions  
214-869-8210

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

**From:** Eric Borton <Eric.Borton@arlingtontx.gov>  
**To:** Patrick Brady; Larry Barclay <Larry.Barclay@arlingtontx.gov>  
**Sent:** Tue May 19 10:12:33 2009  
**Subject:** RE: ALPR Proposal

Patrick,

If we do not purchase the optional 5 user license for \$2200, how many users can connect to the LPR system?

Eric

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Tuesday, May 19, 2009 9:59 AM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** ALPR Proposal

---

Dear Larry & Eric,

I've attached a copy of the PIPS ALPR proposal for your review. PIPS is without question the most accurate, dependable and best value available in an ALPR system. I hope that you will strongly consider PIPS for their ALPR solution, their fixed cameras and for BearCom and their local service connection.

PIPS Technology has been the industry leader in ALPR systems worldwide for over 15 years. When considering an ALPR vendor I hope you will take into consideration the following key points about PIPS::

§ Our only market focus is specializing in Automatic License Plate Recognition technologies.

§ PIPS has been in the LPR market since 1993 and has over 16,000 LPR cameras in place worldwide

§ PIPS Technology is the only North American Original Equipment Manufacturer, that designs, manufactures, and develops our own hardware and software – we control the quality and support of our products from start to finish.

§ PIPS offers the only single source, LPR "back-end" solution (BOSS) that provides, user management, hotlist coordination, and, most importantly - data-mining of "historic" license plate information obtained and stored from all deployed mobile (and fixed) systems within your department. BOSS can be linked to other users of PIPS systems to create a local, regional, or statewide network



of LPR data for enhanced crime fighting capabilities.

§ Our technology has passed a rigorous 10-protocol day and night testing procedure by the CHP with successful capture and successful plate interpretation rates of 92% accuracy obtained at speeds up to 110 miles per hour in various conditions that simulate the mobile law enforcement environment. No other LPR vendor has come close to this standard.

Our quote includes installation of our system. During that time, our system will be installed in your designated vehicles at the location, and 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 your existing 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 PAGIS unit. 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 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. This version of BOSS has a storage limit of 2GB. If your agency already has a full license of Microsoft Sequel Server, BOSS will not have any storage limit.

Please see pictures of PIPS low profile Slate camera that does not block view of the light bar. These are the cameras that you will receive from PIPS Technology.

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 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 annual costs for these agreements will be quoted if requested.

Thank you again for the opportunity to provide you a price quotation. Please let me know if you require any other information. Pat Brady/ BearCom is PIPS Technology dealer salesperson in the North Texas area. BearCom gives provides local service and expertise in wireless networking and other technology.

The attached quote is off HGAC so you do not have to go to bid on this product. HGAC received reduced pricing for this equipment.

Patrick Brady

BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

---

Two-way Analog and Digital Communications / IP Surveillance On-site, Remote, Thermal, ALPR / Sprint-Nextel Cellular, Broadband, GPS / Symbol Solutions eTicketing / Wireless Broadband via MESH, Canopy, PTP / Emergency Management Expertise

---

Visit us at: <http://www.youtube.com/user/fedsigpublicsafety> <<http://www.youtube.com/platereader>>

Need additional support? Call our dedicated support line at (865) 392-5590 or email [support@pipstechnology.com](mailto:support@pipstechnology.com) <<mailto:support@pipstechnology.com>> .

## Steven Meyer

---

From: Eric Borton  
Sent: Tuesday, May 19, 2009 11:22 AM  
To: Larry Barclay  
Subject: RE: LPR Project

Jessica and an project manager for LPR. I can't think of his name but I can get it from Jessica.

I also spoke to Rob about it.

Eric

---

From: Larry Barclay  
Sent: Tuesday, May 19, 2009 10:35 AM  
To: Eric Borton  
Subject: RE: LPR Project

I mean from the Motorola show last week. Was it Rob?

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

From: Eric Borton  
Sent: Tuesday, May 19, 2009 10:26 AM  
To: Larry Barclay  
Subject: RE: LPR Project

Col. Combs and Heather Whitton were speaking on what they were doing, both fixed and mobile. I spoke to Combs. She said that Heather was SME and she would be the person whom we would get most of our questions answered.

Eric

---

From: Larry Barclay  
Sent: Tuesday, May 19, 2009 10:19 AM  
To: Eric Borton  
Subject: RE: LPR Project

---

We need to follow-up with Motorola on the MDC add-on hardware. Who were you discussing this with?

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

From: Eric Borton  
Sent: Tuesday, May 19, 2009 9:57 AM  
To: Larry Barclay  
Subject: RE: LPR Project

Ok. If we can make it happen, then they are glad to have us visit.

Cincinnati Police Department contacts:

Cindy Combs, Lt. Colonel (over Technology Sections) [Cindycombs@cincinnati-oh.gov](mailto:Cindycombs@cincinnati-oh.gov)

Heather Whitton, LPR Project Manager  
[Heather.whitton@cincinnati-oh.gov](mailto:Heather.whitton@cincinnati-oh.gov)

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

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

From: Larry Barclay  
Sent: Monday, May 18, 2009 4:12 PM  
To: Eric Borton  
Subject: RE: LPR Project

I don't see us going out of state.

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

From: Eric Borton  
Sent: Monday, May 18, 2009 3:41 PM  
To: Larry Barclay  
Subject: RE: LPR Project

Got it already. When do you think we might go? I will ask if we can visit.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

Sent from my smartphone.

---

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

From: Larry Barclay <[Larry.Barclay@arlingtontx.gov](mailto:Larry.Barclay@arlingtontx.gov)>  
Sent: Monday, May 18, 2009 3:13 PM  
To: Eric Borton <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>  
Subject: RE: LPR Project

Cool...get some contact info.

Later, LB

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

From: Eric Borton  
Sent: Monday, May 18, 2009 3:02 PM  
To: Larry Barclay  
Subject: RE: LPR Project

After spending the first day on LPR issues. I would recomend Cincinnati, they have a large LPR project but a regional LPR datashare. They use PIPs. They have over 3 million reads.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

Sent from my smartphone.

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

From: Larry Barclay <[Larry.Barclay@arlingtontx.gov](mailto:Larry.Barclay@arlingtontx.gov)>  
Sent: Friday, May 15, 2009 10:25 AM  
To: Eric Borton <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>; Glenn Cole <[Glenn.Cole@arlingtontx.gov](mailto:Glenn.Cole@arlingtontx.gov)>; Carol Riddle <[Carol.Riddle@arlingtontx.gov](mailto:Carol.Riddle@arlingtontx.gov)>  
Cc: Steve Evans <[Steve.Evans@arlingtontx.gov](mailto:Steve.Evans@arlingtontx.gov)>; Janice K. Hughes <[Janice.Hughes@arlingtontx.gov](mailto:Janice.Hughes@arlingtontx.gov)>; Larry Barclay <[Larry.Barclay@arlingtontx.gov](mailto:Larry.Barclay@arlingtontx.gov)>; Beth Ann Unger <[BethAnn.Unger@arlingtontx.gov](mailto:BethAnn.Unger@arlingtontx.gov)>; Lora Logan <[Lora.Logan@arlingtontx.gov](mailto:Lora.Logan@arlingtontx.gov)>  
Subject: LPR Project

Group,

We have completed vendor presentations and hands-on demos for the two selected LPR vendors...we are beginning the final stages of selection. Attached are two documents for your review and comment.

The first is a customer reference questionnaire. Unless one of you volunteer to assist, I will be making phone calls to several clients for each vendor and asking a number of questions regarding how they selected their vendor, how pleased they are with the product and company and any lessons learned. If there are other questions that would help you make a more informed decision, please let me know and I will include them.

The second document is an evaluation form that I will ask each of you to complete...we will meet and discuss afterward. If there are additional evaluation criteria that you would like to consider, please let me know.

---

The only other step in the process that we make want to add are site visits. PlateScan has several local customers we can visit...I think we will need to go out-of-state to see a PIPS client (New Orleans or Los Angeles come to mind :). Let me know your thoughts on that.

Thanks, LB

## Steven Meyer

---

**From:** Bondurant Rob-c10165 [c10165@motorola.com]  
**Sent:** Tuesday, May 19, 2009 3:38 PM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** RE: LPR Project

working on the quote now.

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

**From:** Larry Barclay [mailto:Larry.Barcly@arlingtontx.gov]  
**Sent:** Tuesday, May 19, 2009 2:56 PM  
**To:** Bondurant Rob-c10165  
**Cc:** Eric Borton  
**Subject:** FW: LPR Project

Hey Rob,

Apparently Jessica mentioned to Eric that there is add-on hardware for a MW810 that will allow it to run LPR cameras without a dedicated CPU. We need some details...can you help us out please?

LB

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

**From:** Eric Borton  
**Sent:** Tuesday, May 19, 2009 11:22 AM  
**To:** Larry Barclay  
**Subject:** RE: LPR Project

Jessica and an project manager for LPR. I can't think of his name but I can get it from Jessica.

I also spoke to Rob about it.

Eric

---

**From:** Larry Barclay  
**Sent:** Tuesday, May 19, 2009 10:35 AM  
**To:** Eric Borton  
**Subject:** RE: LPR Project

I mean from the Motorola show last week. Was it Rob?

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

**From:** Eric Borton  
**Sent:** Tuesday, May 19, 2009 10:26 AM  
**To:** Larry Barclay  
**Subject:** RE: LPR Project

Col. Combs and Heather Whitton were speaking on what they were doing, both fixed and mobile. I spoke to Combs. She said that Heather was SME and she would be the person whom we would get most of our questions answered.

Eric

---

From: Larry Barclay  
Sent: Tuesday, May 19, 2009 10:19 AM  
To: Eric Borton  
Subject: RE: LPR Project

We need to follow-up with Motorola on the MDC add-on hardware. Who were you discussing this with?

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

From: Eric Borton  
Sent: Tuesday, May 19, 2009 9:57 AM  
To: Larry Barclay  
Subject: RE: LPR Project

Ok. If we can make it happen, then they are glad to have us visit.

Cincinnati Police Department contacts:  
Cindy Combs, Lt. Colonel (over Technology Sections) [Cindycombs@cincinnati-oh.gov](mailto:Cindycombs@cincinnati-oh.gov)

Heather Whitton, LPR Project Manager  
[Heather.whitton@cincinnati-oh.gov](mailto:Heather.whitton@cincinnati-oh.gov)

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

**Steven Meyer**

---

**From:** Eric Borton  
**Sent:** Wednesday, May 20, 2009 2:04 PM  
**To:** jpkh38@motorola.com  
**Subject:** LPR on MW810

Please send me info on LPR over MW810.  
Plus your contact info.  
Thanks.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

Sent from my smartphone.

**Steven Meyer**

---

**From:** Pat Fox [pat.fox@elsagna.com]  
**Sent:** Thursday, May 21, 2009 1:04 PM  
**To:** Eric Borton  
**Subject:** RE: contact  
**Attachments:** Traffic Safety Deck 112108.ppt; Traffic Safety Grant Information.doc; ArlingtonPDquote#1.xls; ArlingtonPDquote#2.xls

Eric,

Here are the quotes you requested. I also have attached a power point presentation about our LPR system as well as some information about a NHSTA Highway Safety grant through your Governor's Traffic Safety Council and a cheat sheet on what is needed to apply.  
Let me know.

Pat

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


**From:** Eric Borton [<mailto:Eric.Borton@arlingtontx.gov>]  
**Sent:** Wednesday, May 20, 2009 3:33 PM  
**To:** Pat Fox  
**Subject:** contact

Please quote 2 and 3 camera system.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

Sent from my smartphone.





**License Plate Recognition Technology**  
Enhancing Your Traffic Safety Mission

### WHO WE ARE:

#### ELSAG North America Law Enforcement Systems




- The Company *formerly* known as Remington ELSAG
- A Division of Finmeccanica, a global leader in defense technology
  - Headquartered in Brewster, NY
  - All manufacturing in Greensboro, NC
- Years of experience and rapid market adoption
  - First introduced in Italy 10 yrs. ago/expanded throughout Europe by Finmeccanica
  - Introduced to US market 4 years ago
- Market Leadership
  - Focus on Service Excellence; 24/7 Customer Support
  - Innovation leadership
  - Depth and Breadth of Mission
  - Nearly 500 agencies in 32 states




### WHAT WE DO: We Read License Plates...

...Any Kind, Anywhere, Anytime

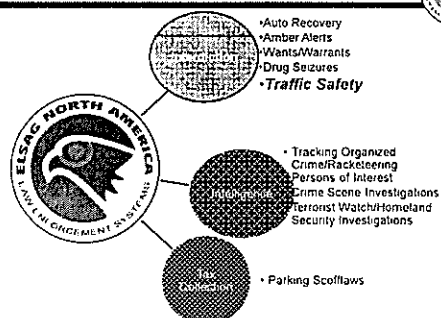


- All License Plates are NOT Created Equal
- The Magic is in the Details that Can Make *All* the Difference in Results



- High performance levels of the OCR algorithms achieved through customization — 95%+ accuracy
- Only ALPR Provider that can read plates in All 50 states

### How the MPH-900 is being used Today



➔ **Significant Opportunity** to use ALPR as a *Prevention Tool* for Highway & Traffic Safety

### Why LPR is Mission Critical to Traffic Safety



- ❑ An estimated **40 million** license privileges are **revoked, suspended or denied** for serious traffic violations
- ❑ 46% of drivers involved in fatal crashes who have previous suspensions and/or revocations were driving without a valid license
- ❑ 50% of drivers involved in fatal crashes who had a previous DWI/DUI conviction, were driving without a valid license

Source: NHTSA Traffic Safety Facts, 2006

"It was DNA 10 years ago; LPR is the **NEXT** Revolution in Policing..."

Dr. Stanley Erickson, National Institute of Justice

### How the MPH-900 Can Improve Traffic Safety



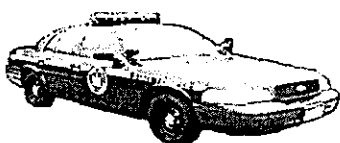
- ❑ Greatly enhances an officer's potential to observe traffic offenses by alerting on vehicles with existing violations
- ❑ System alerts officer of suspended/revoked plates allowing officer to initiate interdiction **BEFORE** offender can strike again
- ❑ System can be configured to alert officers of vehicles designated as equipped with an Ignition Interlock Device
- ❑ Traffic safety use ties vehicle and traffic violations to potential "bigger" criminal apprehensions, highlighting the relationship between traffic enforcement and crime

**The Bottom Line:** As a traffic safety tool, alerts the officer to a major segment of the offender pool—the **repeat offender**—potentially allowing the officer to interdict a dangerous individual and as a result, **Prevent the next Tragedy BEFORE it occurs!**

### Long Term Experience in New York State



- ❑ 100% geographic coverage by NY State Police
- ❑ Over 200 local agencies using the MPH-900
- ❑ Support for Multiple Law Enforcement Missions



### Suffolk County, NY Highway Safety Results



**Goal:** Identify suspended/revoked license tags and interdict to remove those drivers from the Long Island Expressway.



#### Results:

202 Shifts with the SCPD Highway Patrol Unit

- ❑ 537 Valid alarm interdictions
- ❑ 1,491 Summonses for suspended/revoked tags; suspended D/L were found 42% of the time
- ❑ Average of 2.8 summonses per pursued alarms

### Other Traffic Safety Applications: Preventing Illegal School Bus Passing



#### An average of 27 children die each year in the U.S.

(Source: NHTSA)

- ☐ Half of deaths involve children ages 5-7
- ☐ Stop Arm Passes a common daily violation throughout U.S
- ☐ Countless injuries and accidents
- ☐ Difficult to enforce; proof not easily available
- ☐ Successful Pilot Program in Syracuse, NY, funded by NHTSA & NY State



### The MPH-900 Solution for School Bus Safety



- ☐ One Camera System with software, mounted on the exterior of the bus, near the driver
- ☐ Bus Driver does not have to do anything to operate the system
- ☐ Downloadable results for law enforcement follow-up action



### Making an Impact on Traffic Safety



- ☐ ELSAG's Commitment and Understanding of the Importance of Traffic Safety Applications for ALPR
- ☐ Unmatched in quality, service and support to keep our customers operational
  - ☐ 24/7 customer service
  - ☐ Ongoing training and support
- ☐ Continuous improvement and development of new applications

**YOUR MISSION... IS OUR MISSION**

## POINTS TO BE MADE WHEN APPLYING FOR A TRAFFIC SAFETY GRANT INVOLVING NHSTA FUNDS

ELSAG North America (ELSAGNA) Law Enforcement Systems has already firmly established itself within the law enforcement community; its focus appears to be predominantly one of criminal apprehension via wanted persons, stolen vehicles, etc. along with other ancillary benefits such as the detection of parking scofflaws, amber alerts, etc.

Traffic safety is a critical spoke of the overall law enforcement mission. Highway safety funding originates at the federal level (Congress) and from there flows to the National Highway Traffic Safety Administration (NHTSA), then to the states' Governors Highway Safety Offices (GHSO) and ultimately to individual agencies responsible for traffic safety initiatives. The use of the LPR can target a traffic safety component that demonstrates the positive impact the product can produce relating to traffic safety.

We are now focusing our equipment on a traffic safety mission. Our product can enhance the traffic safety mission of a law enforcement agency (increase enforcement/apprehension of traffic law offenders and thus, ultimately decrease crashes of all types) and showcase ELSAG's MPH 900 Plate Hunter as a premier tool for traffic safety.

When writing the grant the following points should be made:

- The LPR greatly enhances an officer's potential to observe traffic offenses by alerting on vehicles with existing violations such as suspended, revoked and expired registrations.
- Plates that have been suspended and/or revoked for traffic-related offenses, especially those that are alcohol-related, will alert the officer and therefore will have the potential to initiate an interdiction *before that offender can strike again* (see statistics re: repeat offenders below).
- Ignition interlock devices (IID) are instruments placed on convicted drunk driver's vehicles that prevent the vehicle from starting if alcohol is detected on board the operator. IID's are a primary focus of Mothers Against Drunk Driving (MADD) and their *Campaign to Eliminate Drunk Driving*. As such, this countermeasure is also a priority focus of government agencies, the courts and probation. The product, acting as an "electronic" probation officer, can be configured to alert on vehicles that motor vehicle agencies have designated to be IID equipped.
- It is well documented that criminal activity is often first noticed as a result of vehicle and traffic law violations. A traffic safety focus ties vehicle and traffic

violations to potential “bigger” criminal apprehensions and highlights the relationship between traffic enforcement and crime.

Data to bolster these points is an important component of the overall marketing strategy. The following data points may be used as a part of a traffic safety pitch:

- The National Highway Traffic Safety Administration (NHTSA) estimates that currently in the United States there are forty (40) million license privileges that are revoked, suspended or denied for serious traffic violations.
- Forty-six (46%) percent of drivers involved in fatal crashes who have previous suspensions and/or revocations, were driving without a valid license (*NHTSA Traffic Safety Facts, 2006 Table 64*).
- Fifty (50%) of drivers involved in fatal crashes who had a previous DWI/DUI conviction, were driving without a valid license (*NHTSA Traffic Safety Facts, 2006 Table 64*).

**The Bottom Line** – Using ELSAGNA plate readers as a traffic safety tool expands the observation/detection abilities of traffic safety law enforcement personnel and alerts an officer to a major segment of the offender pool – the repeat offender – potentially allowing the officer to interdict this dangerous individual and as a result, prevent the next tragedy before it occurs!

#### **Potential Highway Safety Funding Options:**

In states like New York, ELSAGNA units have already been purchased using partial funding from the GHSO and the potential for expanded highway safety funding now currently exists nationwide. NHSTA now allows Section 402 (discretionary) funding to be used to purchase the License Plate Reader. These grants are a new way for law enforcement agencies to submit grant applications to assist in funding the LPR purchase. Law enforcement agencies that choose to attempt to access highway safety funding must do so through their own Governor’s Highway Safety Office. You need to contact them and speak with them re: funding possibilities and ultimately to submit a grant proposal/request.

When applying for potential highway safety funding the following criterion must be included (and highlighted) in the grant application:

- The primary objective of the grant will be data-driven and focus on the detection and apprehension of traffic law violators thus ultimately decreasing traffic crashes.
- Special focus will be dedicated to the apprehension of suspended, revoked and expired drivers/vehicles thus concentrating on the repeat offender.

- By focusing on the above, successful interdiction of problem drivers is possible before they crash again.
- Use of the LPR greatly enhances the ability of traffic safety officers to monitor greater areas of traffic flow and detect additional violators.
- The LPR's data collection capabilities will be used to enhance traffic records with the goal of timely and accurate dissemination of data to field personnel.



# ELSAG North America Law Enforcement Systems, LLC

412 Clocktower Commons  
Brewster, NY 10509  
Duns # 196140821  
Phone: 1-866-9MPH900 (967-4900)  
Fax: 336-379-7164

DATE

09/18/2012
<b>** QUOTATION **</b>

## Delivered to:

Arkington Police Dept.  
Att: Sgt. Eric Borton  
620 West Division St. - PO Box 1065  
Arlington, Texas 76004-1065

Quotation valid until: August 21, 2009

Prepared by: Pat Fox

Projected Arrival Date: TBD

(Please mail or Fax your Purchase Order to the address or number above and Fax a copy to (518) 452-7777)

Receipt of Goods

**NASPO Multi-State Contract #PC62119 Award #19745**  
**(California Participating Addendum)**  
**WSCA # PC 62119 Hazardous Incident Response Equipment**  
**(Contract term: 5/20/2007 - 5/10/2010)**

Model #	Description	Cost	Units	Amount
<b>MPH-900X2AD3M SPLIT TRANS</b>	Mobile License Plate Reader - Includes two units with LPR Processors, cameras (color and IR LPR); Infrared Illuminators; enclosures, junction box, cables and related software. (REQUIRES INSTALLATION BY ELSAG N.A. AUTHORIZED PERSONNEL).	\$19,975	1	\$19,975.00
<b>MPH-900INSTALL</b>	TRANSPORTABLE SYSTEM. Hedley mount with a clicker for a Dodge Charger.	No Charge		No Charge
	Operations Center License	\$975	1	<b>\$975.00</b>
	1 extra power cord (\$125.00), 1 extra ethernet cable (\$100.00) and 1 extra GPS unit (\$96.00) for a Total of \$321.00	\$321	1	<b>\$321.00</b>
			<b>TOTAL</b>	<b>\$21,271.00</b>

## Service Plan for goods and services provided by the above quote

Year I	Free		
Year II	7% of the purchase price	Hardware and Software	Due: 8/1/10
Year III	7% of the purchase price	Hardware and Software	Due: 8/1/11
Year IV	7% of the purchase price	Hardware and Software	Due: 8/1/12
Beyond		Software Only	

## Service Plan Includes:

- Software Updates
- Annual Training/Service
- Parts & Labor

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




# ELSAG North America Law Enforcement Systems, LLC

412 Clocktower Commons  
Brewster, NY 10509  
Duns # 196140821  
Phone: 1-866-9MPH900 (967-4900)  
Fax: 336-379-7164

DATE

09/18/2012

\*\* QUOTATION \*\*

## Delivered to:

Arlington Police Dept.  
Att: Sgt. Eric Borton  
620 West Division St. - PO Box # 1065  
Arlington, Texas 76004-1065

Quotation valid until: August 21, 2009

Prepared by: Pat Fox

Projected Arrival Date: TBD

(Please mail or Fax your purchase order to the above address and number above and also Fax a copy to (518) 452-7777)

Receipt of Goods

**NASPO Multi-State Contract #PC62119 Award #19745**  
**(California Participating Addendum)**

**WSCA # PC 62119 Hazardous Incident Response Equipment**  
**(Contract term: 5/20/2007 - 5/10/2010)**

Model #	Description	Cost	Units	Amount
<b>MPH-900X3 AD3M SPLIT TRANS</b>	Mobile License Plate Reader - Includes 3 units with LPR Processors, 6 cameras (3 color & 3 infrared in 3 enclosures), junction box, cables and related software. (REQUIRES INSTALLATION BY ELSAG N.A. AUTHORIZED PERSONNEL).	\$23,725	1	\$23,725.00
	TRANSPORTABLE UNIT. Hledley mount for a Dodge Charger.	No Charge		No Charge
	1 extra power cord (\$125.00), 1 extra ethernet cable (\$100.00) and 1 extra GPS unit @ \$96.00 for a Total of \$321.00	\$321	1	<b>\$321.00</b>
<b>OPERATION CENTER LICENSES</b>	Operation Center License	\$975	1	<b>\$975.00</b>
			<b>TOTAL</b>	<b>\$25,021.00</b>

## Service Plan for goods and services provided by the above quote

Year I	Free		
Year II	7% of the purchase price	Hardware and Software	Due: 8/1/10
Year III	7% of the purchase price	Hardware and Software	Due: 8/1/11
Year IV	7% of the purchase price	Hardware and Software	Due: 8/1/12
Beyond		Software Only	

## Service Plan Includes:

- Software Updates
- Annual Training/Service
- Parts & Labor

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




## Steven Meyer

---

**From:** Morais Gratian-JPKH38 [nishanth.morais@motorola.com]  
**Sent:** Tuesday, May 26, 2009 11:16 AM  
**To:** Bullock Brian-CBB051; Eric Borton  
**Subject:** FW: LPR on MW810

Hi Eric,

We think we a good discussion at LEIM and I hope you feel the same. I was delighted to hear of the department's interest in the upcoming Integrated MW810 ALPR solution.

I have cc-ed Brian Bullock, our business development manager, who is already working with the team on your side. My contact details for your reference.

Regards  
Nishanth

Gratian Nishanth Morais  
Product Manager  
Govt and Public Safety  
Motorola, Inc.  
Ph: 847.576.4329  
Mob: 312.339.5873

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

**From:** Eric Borton [<mailto:Eric.Borton@arlingtontx.gov>]  
**Sent:** Wednesday, May 20, 2009 2:04 PM  
**To:** Morais Gratian-JPKH38  
**Subject:** LPR on MW810

Please send me info on LPR over MW810.  
Plus your contact info.  
Thanks.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

Sent from my smartphone.

**Steven Meyer**

---

**From:** Bondurant Rob-c10165 [c10165@motorola.com]  
**Sent:** Tuesday, June 02, 2009 1:44 PM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** FW: Arlington ALPR 4 Camera Install on a MW810  
**Attachments:** Arlington ALPR.xls

Larry, this is equipment only quote .I'm waiting on the install number. Can you tell me what type of vehicle is equipment will go into.

MW810								
Description	Model	APC	Price	Discount	NSAD	Qty	Extended NSAD	
<b>CPU - Must Select</b>								
MW810 MOBILE WORKSTATION CPU	F5208	736	\$2,995.00	22%	\$ 2,336.10	1	\$ 2,336.10	
<b>Expansion Board Options - Must Select One</b>								
ALPR EXPANSION BOARD	VA00497	736	\$995.00	22%	\$ 776.10	1	\$ 776.10	
ALPR SPLITTER CABLE (must choose w ALPR Exp Board)	FKN8577	736	\$395.00	22%	\$ 308.10	1	\$ 308.10	
<b>Processor Options - Must Select One</b>								
INTEL CORE 2 DUO 1.66GHZ T5500	VA00364	736	\$0.00	22%	\$ -	1	\$ -	
<b>Operating System - Must Select</b>								
WIN XP PRO. OS MW	VA00038	736	\$250.00	22%	\$ 195.00	1	\$ 195.00	
<b>Hard Drive options - Must Select One</b>								
HARD DRIVE, 120GB W/WIN XP PRO	VA00398	736	\$120.00	22%	\$ 93.60	1	\$ 93.60	
RPOMO: HARD DRIVE, 120GB W/WIN XP PRO	VA00635	736	(\$120.00)	22%	\$ (93.60)	1	\$ (93.60)	
<b>Memory Options - Must Select One</b>								
2GB DDR2, DUAL SLOT, MW810	VA00369	736	\$295.00	22%	\$ 230.10	1	\$ 230.10	
PROMO: 2GB DDR2, DUAL SLOT, MW810	VA00636	736	(\$295.00)	22%	\$ (230.10)	1	\$ (230.10)	
<b>GPS Receiver Options - Must Select One</b>								
LASSEN IQ GPS RECEIVER The GPS package includes an integrated Lassen IQ GPS module, a rugged, low-profile, hardmount GPS antenna and a 16-ft CPU-to-antenna cable.	V145	736	\$450.00	22%	\$ 351.00	1	\$ 351.00	
<b>Internal Radio Options US - May Select One WLAN and One WWAN</b>								
WLAN 802.11A/B/G, 2 CONN, 1 ANT The WLAN package includes one antenna (with reverse thread connector), and two CPU antenna connectors, certified for use with the MW810 internal WLAN module. Order a second WLAN antenna if antenna diversity is desired (see Accessories section).	VA00024	736	\$395.00	22%	\$ 308.10	1	\$ 308.10	
						Customer Price Per Unit		\$ 4,274.40
						Customer Extended Price		\$ 4,274.40

The camera package below includes SLATE Automatic License Plate Recognition (ALPR) Kit includes four SLATE 810/950 nm cameras, PAGIS license, Security Dongle, Camera Cables and Mounting Brackets.

PIPS Components	APC	Part #	List Price	Discount	NSAD	Qty	Extended NSAD
FOUR CAMERA PACKAGES							
SLATE STD FOUR CAM ALPR PKG 810NM	41	TT2174	\$15,000	20%	\$12,000	1 \$	12,000.00

TOTAL SYSTEM: \$ 16,274.40

**Steven Meyer**

---

**From:** Bondurant Rob-c10165 [c10165@motorola.com]  
**Sent:** Wednesday, June 03, 2009 8:01 AM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** RE: Arlington ALPR 4 Camera Install on a MW810

no it was not I will add it.

**From:** Larry Barclay [mailto:Larry.Barcly@arlingtontx.gov]  
**Sent:** Tuesday, June 02, 2009 2:22 PM  
**To:** Bondurant Rob-c10165  
**Cc:** Eric Borton  
**Subject:** RE: Arlington ALPR 4 Camera Install on a MW810

probably Chargers, but I'll find out for sure.

You're going to need to explain this to us. Does this include the BOSS back-end software or BOSS mapping?

**From:** Bondurant Rob-c10165 [mailto:c10165@motorola.com]  
**Sent:** Tuesday, June 02, 2009 1:44 PM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** FW: Arlington ALPR 4 Camera Install on a MW810

Larry, this is equipment only quote .I'm waiting on the install number. Can you tell me what type of vehicle is equipment will go into.

## Steven Meyer

---

**From:** Larry Barclay  
**Sent:** Wednesday, June 10, 2009 2:24 PM  
**To:** Eric Borton  
**Subject:** FW: MW810

FYI

**From:** Patrick Brady [<mailto:patrick.brady@bearcom.com>]  
**Sent:** Wednesday, June 10, 2009 1:20 PM  
**To:** Larry Barclay  
**Cc:** Dean Wiesmann (E-mail)  
**Subject:** MW810

Larry,

I appreciate the phone call from you and I have some good news...I just got off the phone with our Motorola MDT contact and we can definitely sell the MW810 with the integrated processor that supports up to 4 of the PIPS cameras - it is available as we speak.

I will get pricing for the MW and the difference for the PIPS system - less the SuperRex Processor to you soon.

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-Way Analog and Digital Communication Products • Mobile Data Terminals • Dispatch Software • GPS • Smart Network Data Foundation • Video • Closed-Circuit Television • Video Surveillance • Mobile Computing • Emergency Management Solutions



**Steven Meyer**

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Monday, June 22, 2009 9:39 AM  
**To:** Patrick Brady  
**Subject:** Cincinnati benefits and uses of mobile ALPR letter

**Subject:** Cincinnati benefits and uses of mobile ALPR letter

The attached story is a very powerful reason to consider mobile ALPR.

I've included a copy of the link directly below. You should be able to scroll over or CTRL Right click to go directly to the story.

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

**From:** Brady, Patrick [mailto:patrick.brady@bearcom.com], Wiesmann, Dean [mailto:dwiesmann@federalsignal.com]

[http://policechiefmagazine.org/magazine/index.cfm?fuseaction=display&article\\_id=1823&issue\\_id=62009](http://policechiefmagazine.org/magazine/index.cfm?fuseaction=display&article_id=1823&issue_id=62009)

Great article on our LPR system in Cincinnati in Police Chief Magazine.

Police Chief Magazine - View Article

Cincinnati Regional Automatic License Plate Recognition Technology Project .... Do all hotlists go to all mobile and fixed cameras, or are certain hotlists ...

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Monday, July 20, 2009 12:14 PM  
**To:** Eric Borton; Larry Barclay  
**Subject:** ALPR Proposal

Any idea on when you two would like to proceed with a system. I just spoke with another dept that will be using forfeiture funds.

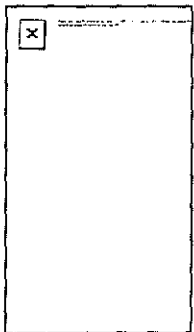
From my Moto contacts it sounds like it will be very late 09 if not early '10 before a 4 cam MW810 will be available.

We just finished discussions for a connected Orthogon that Moto wont be able to put together for at least a year.....so I am skeptical about the MW build.

pb

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-way Analog and Digital Communications • IP Surveillance On-site, Remote, FLIR THERMAL, ALPR • Sprint-  
Nextel Broadband • GPS • Virtual TEAM Operations / MESH-CANAL • SATELLITE



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

**From:** Eric Borton [mailto:Eric.Borton@arlingtontx.gov]  
**Sent:** Tuesday, May 19, 2009 10:13 AM  
**To:** Patrick Brady; Larry Barclay  
**Subject:** RE: ALPR Proposal

Patrick,

If we do not purchase the optional 5 user license for \$2200, how many users can connect to the LPR system?

Eric

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Tuesday, May 19, 2009 9:59 AM  
**To:** Larry Barclay  
**Cc:** Eric Borton  
**Subject:** ALPR Proposal

Dear Larry & Eric,

I've attached a copy of the PIPS ALPR proposal for your review. PIPS is without question the most accurate, dependable and best value available in an ALPR system. I hope that you will strongly consider PIPS for their ALPR solution, their fixed cameras and for BearCom and their local service connection.

PIPS Technology has been the industry leader in ALPR systems worldwide for over 15 years. When considering an ALPR vendor I hope you will take into consideration the following key points about PIPS::

- Our **only** market focus is specializing in Automatic License Plate Recognition technologies.
- PIPS has been in the LPR market since 1993 and has over 16,000 LPR cameras in place worldwide
- PIPS Technology is the only North American Original Equipment Manufacturer, that designs, manufactures, and develops our own hardware and software – we control the quality and support of our products from start to finish.
- PIPS offers the only single source, LPR "back-end" solution (BOSS) that provides, user management, hotlist coordination, and, most importantly - data-mining of "historic" license plate information obtained and stored from all deployed mobile (and fixed) systems within your department. BOSS can be linked to other users of PIPS systems to create a local, regional, or statewide network of LPR data for enhanced crime fighting capabilities.
- Our technology has passed a rigorous 10-protocol day and night testing procedure by the CHP with successful capture and successful plate interpretation rates of 92% accuracy obtained at speeds up to 110 miles per hour in various conditions that simulate the mobile law enforcement environment. **No other LPR vendor has come close to this standard.**

Our quote **includes** installation of our system. During that time, our system will be installed in your designated vehicles at the location, and 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 your existing 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 PAGIS unit. 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 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. **This version of BOSS has a storage limit of 2GB. If your agency already has a full license of Microsoft Sequel Server, BOSS will not have any storage limit.**

Please see pictures of PIPS low profile Slate camera that does not block view of the light bar. These are the cameras that you will receive from PIPS Technology.

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 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 annual costs for these agreements will be quoted if requested.

Thank you again for the opportunity to provide you a price quotation. Please let me know if you require any other information. Pat Brady/ BearCom is PIPS Technology dealer salesperson in the North Texas area. BearCom gives provides local service and expertise in wireless networking and other technology.

The attached quote is off HGAC so you do not have to go to bid on this product. HGAC received reduced pricing for this equipment.

Patrick Brady

BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Training: Android, iPad, iPhone, Windows, Linux, Mac OS, Windows Server, Remote, Thermal, ALPR, Sprint-Nexel Cellular, Broadband, GPS, Synthetic Data, Cloud, Mobile, Frontload, in MEOH Canopy, PTP, Emergency Management Expertise



PIPS Technology, Inc.  
Advancing Public Safety with Technology

Visit us at: <http://www.youtube.com/user/fedsignpublicsafety>



Need additional support? Call our dedicated support line at (865) 392-5590 or email [support@pipstechnology.com](mailto:support@pipstechnology.com).

**Steven Meyer**

---

**From:** Mike O'Brien [mike.obrien@citysynctech.com]  
**Sent:** Friday, August 21, 2009 11:53 AM  
**To:** Eric Borton  
**Subject:** CitySync ALPR  
**Attachments:** JetMobile1.pdf

Hi Sgt,

I found your request for License Plate Recognition information on the CJIS site and just left you a voice mail. If you are still looking for LPR information please consider CitySync Technologies, where our US HQ is in Houston.

I'd like to introduce you to CitySync Technologies and provide a little background about us. CitySync was established in 1999 and headquartered in the UK outside of London with recent offices in Houston and Chicago. CitySync offers entry level systems as well as mid range and high end systems depending on the end users needs. With over 18,000 installations of ALPR in use worldwide, we are a company committed to customer satisfaction.

CitySync has created a line of products which are easily integrated into existing platforms that allow our **JetMobile** software to install onto existing MDT's such as a Panasonic Toughbook CF-29. Using a typical CF-29, **JetMobile** can accurately capture plate images from two cameras concurrently without adding additional hardware at about a third of the price of our competitors. There is no need for added computers or expensive grabber cards mounted in your already congested trunk.

Our software products simply make your existing hardware more effective and efficient which in turn provides a critical tool for added public safety.

Don't hesitate to call with any questions.

Kindest Regards,

Mike O'Brien



CitySync Technology, Inc.  
Mike O'Brien  
*National Account Manager*  
[mike.obrien@citysynctech.com](mailto:mike.obrien@citysynctech.com)  
Galleria Tower I  
2700 Post Oak Blvd  
Suite 1400  
Houston, TX 77056  
US Office: 832.369.7502  
UK Office: 011 44 1707 275 169  
Fax: 281.657.3301  
Mobile: 708.691.2299  
[www.CitySyncTech.com](http://www.CitySyncTech.com)

=====WARNING=====

This email may contain legally privileged or confidential information and is intended for the addressee(s) only. Any statements, views or comments contained in this email should be regarded as personal to the sender and do not necessarily reflect those of CitySync. If you are not the intended recipient please delete it immediately and do not disclose the content to anyone. Thank You.

=====

# JetMobile™

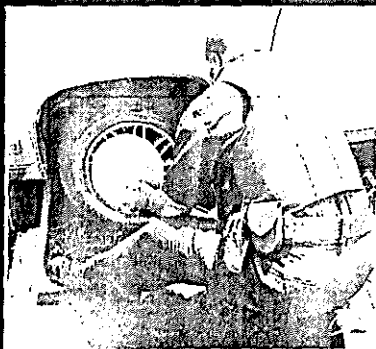
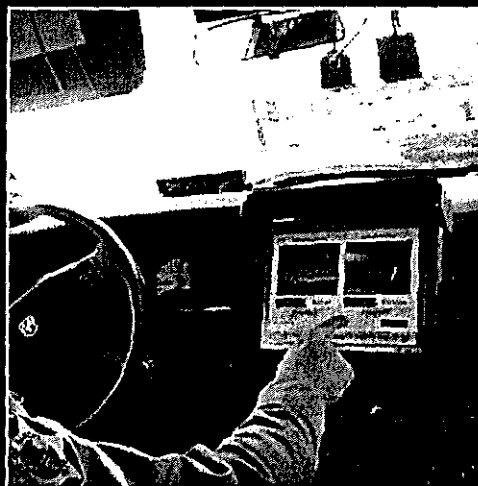
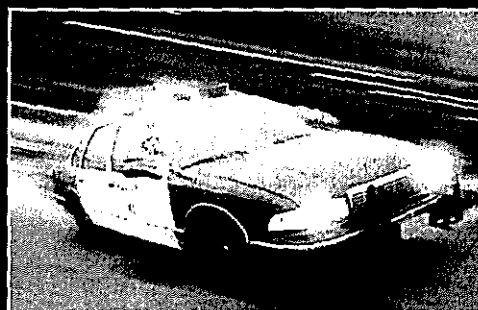
## Law Enforcement ALPR Software

*JetMobile™ is a simple to use ALPR system that can be installed on your existing laptop or in-car processor. It can often operate with an existing DVR system providing significant cost savings. Police users can select from a range of cameras to meet challenging ALPR requirements.*

Key to its success is the officer-friendly user interface which contains large clearly identified buttons allowing a user to easily interact with the system during vehicle operation. A touch screen option removes the need for a keyboard while audible license plate alarms can be processed with a couple of button pushes.

Cameras can be unobtrusively installed inside the vehicle allowing the officer to capture plate images covertly and check all plates against 200 hotlist databases in real time.

JetMobile™ can capture license plates from vehicles travelling up to 150mph. Two ALPR cameras can be connected to a single Panasonic CF-29 laptop or equivalent using the low cost CitySync IP converter. Up to eight cameras can be connected using the powerful 'Jet Bluebird™' in-car ALPR processor. The Bluebird™ has built-in battery backup and can record both video and audio simultaneously for evidential purposes.



The system has an optional GPS mapping system which not only helps the officer to navigate, but also displays recent hits on an interactive map. At the end of a shift all collected plates can be wirelessly uploaded to the Jet Back Office Suite™ along with all the day's hits. The data contains plate details, officer's notes, GPS data and color images of the suspect vehicles.

New hotlists can then be synchronized and downloaded to the car ready for the next shift.

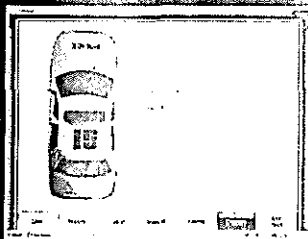
### Application areas for JetMobile include...

- Scofflaw/Revenue Collection
- Village Vehicle Sticker Enforcement
- Traffic Management
- Automatic Ticket Printer Field Populating
- Recovery of Stolen Vehicles
- Intelligence Gathering
- Local/State/Federal Hotlist Apprehension
- Counter-Terrorism
- Speed Enforcement
- Parking Lot Surveillance

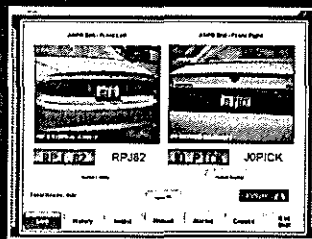


## JetMobile™ Benefits Include:

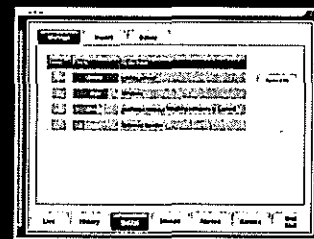
- Instant results can be achieved to increase parking revenues by tracking bootable offenders and dramatically increasing collection rates.
- Capturing and archiving license plates has proven invaluable to investigative and criminal intelligence.
- Officer safety by providing on-screen driver/owner information prior to approaching vehicle.



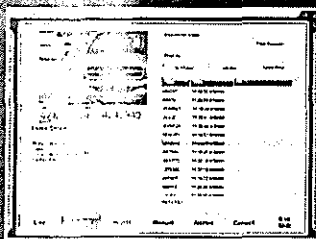
Touch screen camera setup for night time configuration.



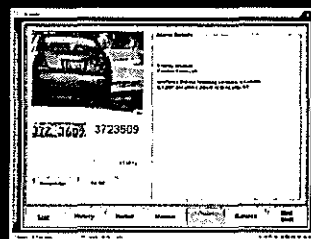
Multi-camera license plate reads as the police car patrols.



Touch screen prioritizing of tolls with configurable audible alarms.



Recently captured plates can be quickly searched or examined.



Visual and audible alarms give instant alerts to the driver.

### ALPR Results:

- ALPR has been used in downstate Illinois to recover 35 stolen vehicles in the first three months of use.
- A Chicago area suburb booted \$110,000 worth of outstanding tickets within the first two weeks of deployment.
- A second Chicago area suburb has been booting 5-10 vehicles per day while collecting debt in excess of 7 years old.
- The Chief commented: "This product has paid for itself in less than 30 days."

CitySync is a full service technology company that designs, manufactures and supports advanced ALPR systems for Federal, State and local governments as well as the private sector.

Minimum PC Specification (Laptop or in-car) 1.2GHz Windows XP/Vista. 2MB RAM. 120GB HDD.

## ALPR YOU CAN TRUST

CitySync Americas,  
Galleria Tower 1  
2700 Post Oak Blvd  
Suite 1400  
Houston, TX 77056

[www.citysyncamericas.com](http://www.citysyncamericas.com)

832.369.7502  
281.657.3301

Specifications subject to change without notice.



CitySync

**Steven Meyer**

---

**From:** Eric Borton  
**Sent:** Monday, August 24, 2009 10:28 AM  
**To:** 'Mike O'Brien'  
**Cc:** Larry Barclay  
**Subject:** RE: CitySync ALPR

Is your product on a state purchase contract?

I will contact you if I need further information on your LPR product.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

**From:** Mike O'Brien [<mailto:mike.obrien@citysynctech.com>]  
**Sent:** Friday, August 21, 2009 11:53 AM  
**To:** Eric Borton  
**Subject:** CitySync ALPR

Hi Sgt,

I found your request for License Plate Recognition information on the CJIS site and just left you a voice mail. If you are still looking for LPR information please consider CitySync Technologies, where our US HQ is in Houston.

I'd like to introduce you to CitySync Technologies and provide a little background about us. CitySync was established in 1999 and headquartered in the UK outside of London with recent offices in Houston and Chicago. CitySync offers entry level systems as well as mid range and high end systems depending on the end users needs. With over 18,000 installations of ALPR in use worldwide, we are a company committed to customer satisfaction.

CitySync has created a line of products which are easily integrated into existing platforms that allow our **JetMobile** software to install onto existing MDT's such as a Panasonic Toughbook CF-29. Using a typical CF-29, **JetMobile** can accurately capture plate images from two cameras concurrently without adding additional hardware at about a third of the price of our competitors. There is no need for added computers or expensive grabber cards mounted in your already congested trunk.

Our software products simply make your existing hardware more effective and efficient which in turn provides a critical tool for added public safety.

Don't hesitate to call with any questions.

Kindest Regards,

Mike O'Brien



CitySync Technology, Inc.  
Mike O'Brien  
National Account Manager  
[mike.obrien@citysynctech.com](mailto:mike.obrien@citysynctech.com)  
Galleria Tower I  
2700 Post Oak Blvd  
Suite 1400  
Houston, TX 77056  
US Office: 832.369.7502  
UK Office: 011 44 1707 275 169  
Fax: 281.657.3301  
Mobile: 708.691.2299  
[www.CitySyncTech.com](http://www.CitySyncTech.com)

=====WARNING=====

This email may contain legally privileged or confidential information and is intended for the addressee(s) only. Any statements, views or comments contained in this email should be regarded as personal to the sender and do not necessarily reflect those of CitySync. If you are not the intended recipient please delete it immediately and do not disclose the content to anyone. Thank You.

=====

**Steven Meyer**

---

**From:** mitch.lee@l-3com.com  
**Sent:** Saturday, August 29, 2009 10:32 AM  
**To:** Eric Borton  
**Subject:** Follow up - Mitch Lee, L-3 Mobile Vision  
**Attachments:** ALPR System Overview.pdf

Sgt. Borton,

Hope things are well these days. I just wanted to send you some information on our LPR offering. The baseline system is \$6,995 (2 LPR cameras).

Regards,

**Mitch Lee**

Regional Sales Manager – Northern Texas

L-3 Mobile Vision, Inc

90 Fanny Road, Boonton, NJ 07007

C: 973.856.2492 F: 973.257.3024

[Mitch.Lee@l-3com.com](mailto:Mitch.Lee@l-3com.com) [www.l-3com.com/mv](http://www.l-3com.com/mv)



## ***L-3 Advanced License Plate Recognition (ALPR)***



### ***An ALPR System that is easy to use and afford***

**Usability - Simple & Straightforward:** L-3 is the leader in In-Car camera systems and as such has an installed base that is second to none. With this experience comes an understanding of user optimized interaction. The L-3 ALPR system is simple to use and requires little training to operate.

**Flexible – A Solution Optimized for your Needs:** The baseline configuration consists of an internally mounted front facing color camera a side facing "parking lot patroller" camera as well as an Encoder and the application software. This solution allows for a versatile performance both on the road and through parking lots. Additionally, if parking lot patrol is the focus, an additional drivers side camera can be added to allow the concurrent reading of two lanes of parked cars. And if the focus is on nighttime operation, then an enhanced external IR camera optimized for nighttime operation can be added.

**Integrated Solution:** While the system can operate as a standalone appliance, the system is also capable of operating in conjunction with and repurposing the In-Car video system equipment. Additionally the ALPR system can be configured to trigger the DVR into record based on "hit" signifying a major crime.

**Superior Recognition Performance:** The ALPR recognition engine builds on decades of recognition systems development and Homeland Security experience to create not one, but multiple integrated recognition engines each with particular strengths allowing for performance in conditions that others cannot match. Multiple States, vanity plates, sizes and skews exceed the completion and where most systems require the use of an IR camera to even approach an acceptable level of performance, the L-3 system can effectively operate with a color camera within the vehicle. And when the L-3 advanced IR cameras are utilized the performance outdistances the competition significantly.

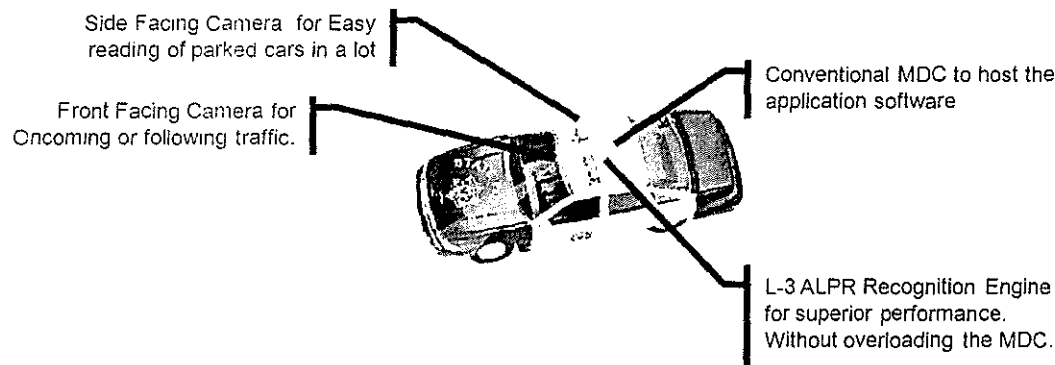
**Server Centric Management & Analytics:** From a central point within the office all the "hot lists" are distributed to the cars and all resultant "hit data" returned wirelessly using L-3's WIFI system and evidence management server. This allows the historical ALPR performance to be analyzed and "hits" identified on a graphical map for situational awareness.

## L-3 Communications Proprietary and Confidential

### *The Solution Overview*

L-3 has decades of history integrating cameras into law enforcement vehicles and synergistically blends this experience with similar imaging technology expertise to bring several “use optimized” camera packages to the solution.

The baseline system consists of an internally mounted front facing color camera and a side facing “parking lot patroller” camera. The differentiated L-3 recognition technology allows for the effective use of a color camera (using the color differentiation as a capability rather than a noise source), which in turn allows for the camera to be mounted internal to the vehicle. – This package is a very versatile and cost effective package for general operation.



If the focus is on parking lot surveillance then a second “parking lot optimized” camera can be added on the driver’s side in order to concurrently read plates on either side of the patrol car. And if the operation is predominately in non-lit environments at night, then an enhanced external IR camera optimized for nighttime operation can be added.

The L-3 solution consists of the cameras, the encoding equipment and the application software. The recognition engine (application software) runs on a standard Law Enforcement Mobile Data Computer (MDC) without negatively impacting its standard functions.

### *The L-3 Camera and Recognition*

L-3 brings years of experience, unmatched technology and a dedicated recognition development team to constantly improve on an already superior product.

- ✓ L-3 is the leading In-Car camera provider and has decades of experience integrating equipment into the patrol car.
- ✓ The L-3 integrates with and repurposes existing In-Car camera equipment for a truly integrated system with superior performance at a reduced cost point.
- ✓ The L-3 recognition engine is actually multiple recognition engines that can uniquely operate with superior performance with a color camera without requiring a costly and difficult to integrate IR camera system.
- ✓ L-3 can provide a complete solution from In-Car Video to Mobile Data Computers and on to ALPR Systems.

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Monday, September 14, 2009 10:04 AM  
**To:** Larry Barclay; Eric Borton  
**Subject:** Pictures of some of Slate mounts  
**Attachments:** SuperRex IIIP 072.jpg; DSC\_0043.JPG; SuperRex IIIP 052.jpg; SuperRex IIIP 069.jpg

Larry and Eric

Here are a couple of pictures of a different type of mount for the new Slate Cameras

Also, I have heard that the Motorola MW810 is ready for sale with the 4 camera option.

Let me know when things have cooled down for you on your other projects and we can proceed with the ALPR one.

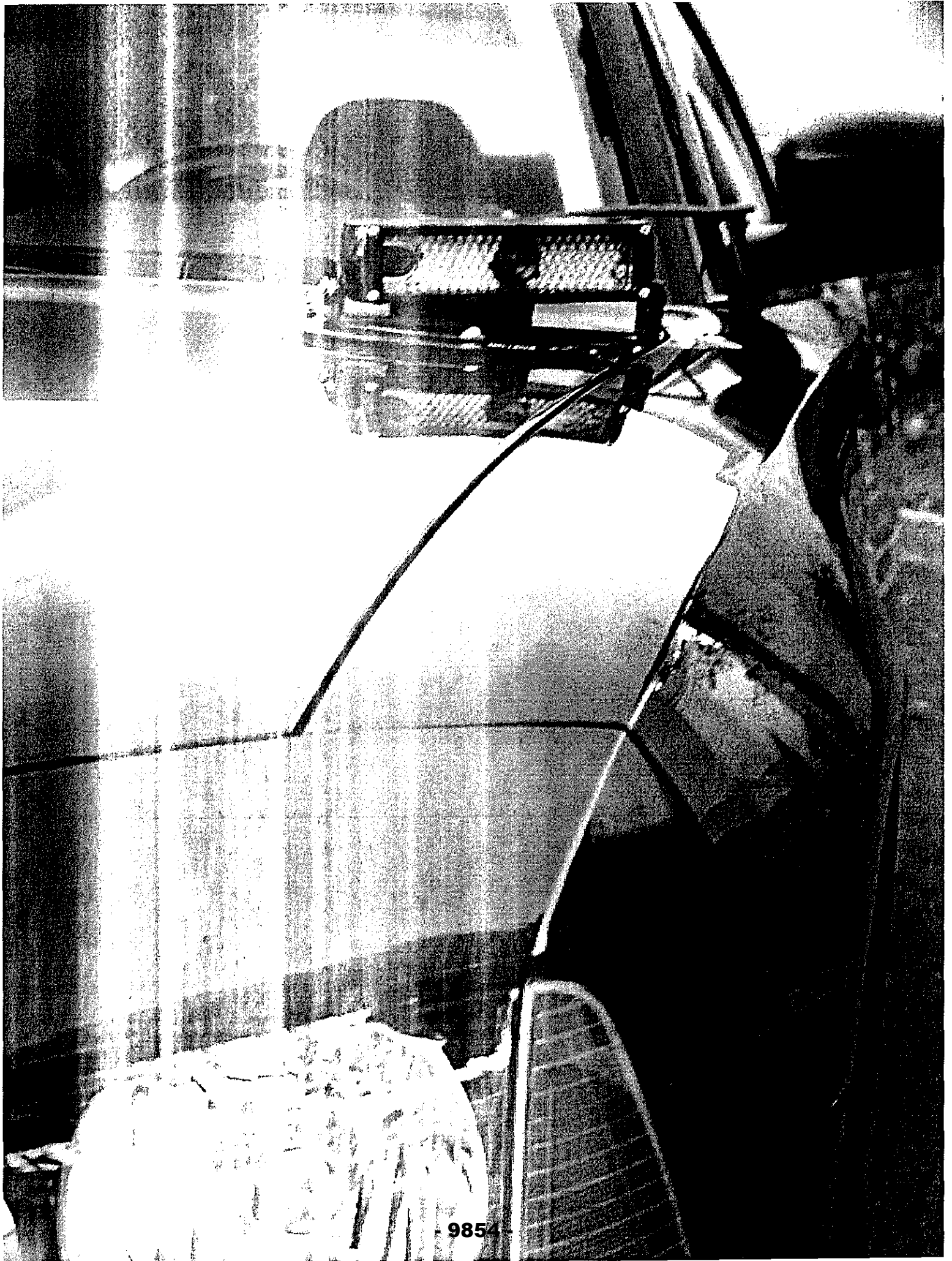
ps - we also just did a deal with LEAP - NCTCOG...they just added the BOSS to their server farm in Richardson. So the sharing of "all sorts of data" should be pretty easy now.

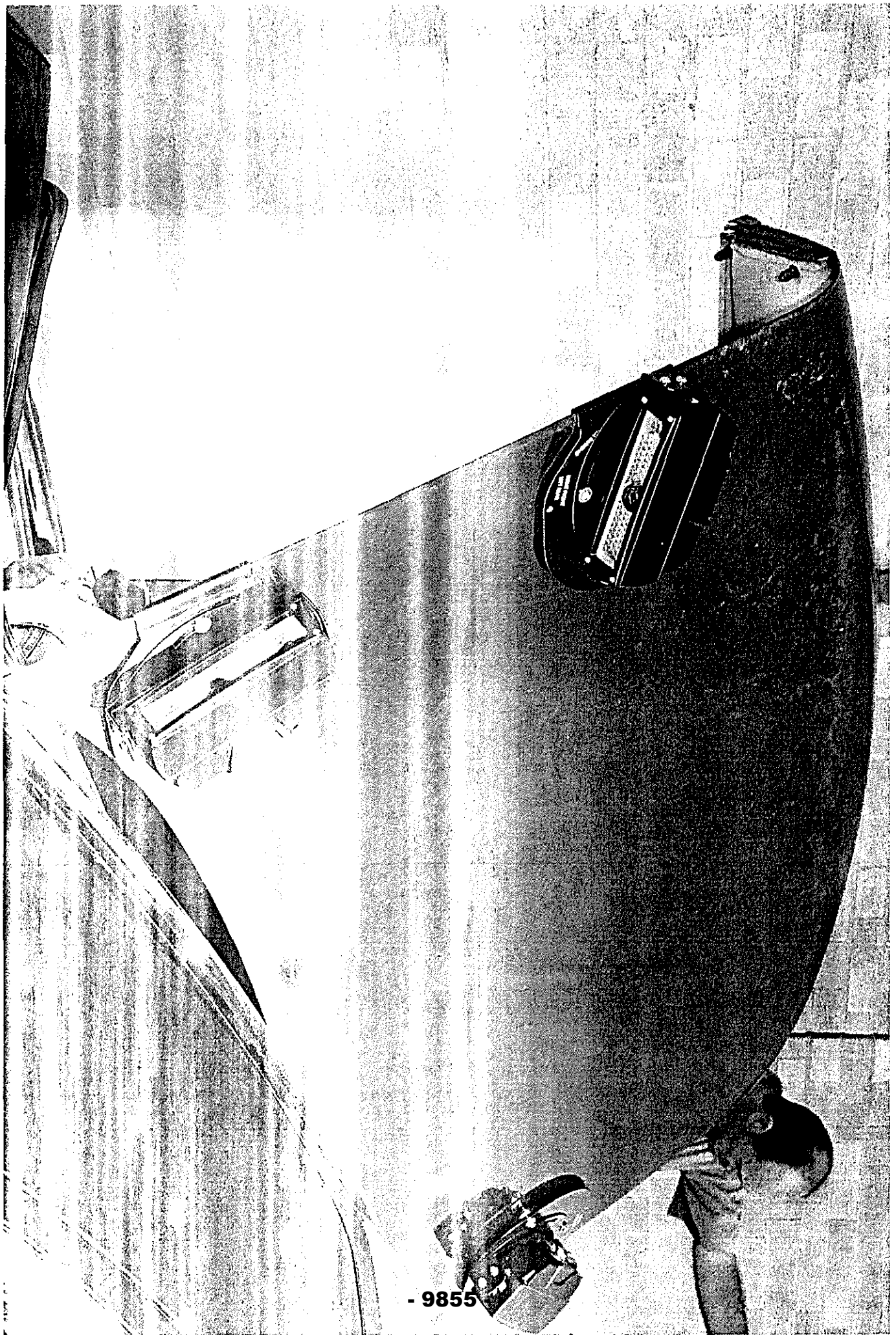
pb

Patrick Brady  
214.869.8210 Wireless Phone  
214.355.4955 Fax  
[www.BearCom.com](http://www.BearCom.com)

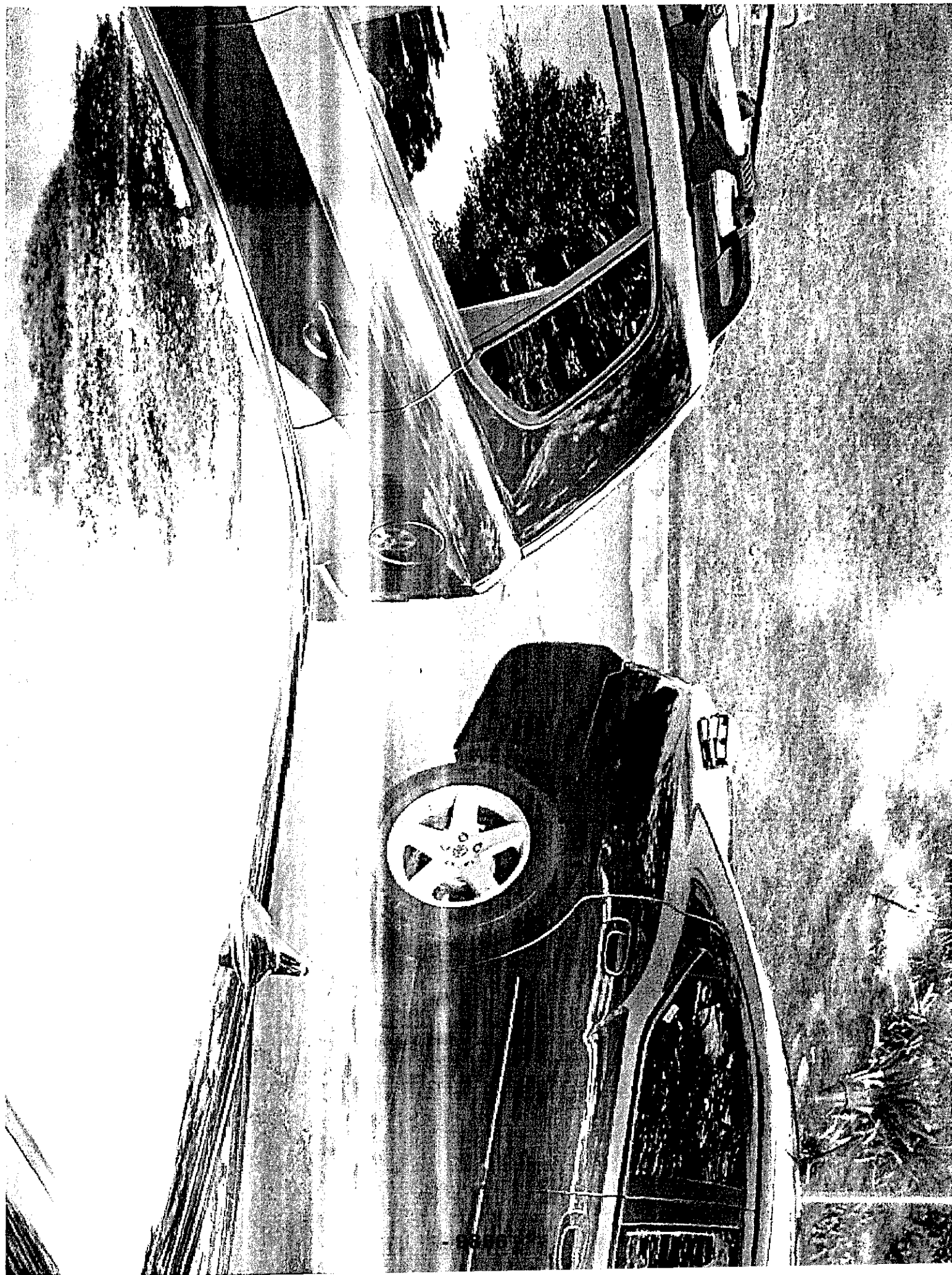


Patrick Brady  
Advancing Technology and Service











**Steven Meyer**

---

From: Patrick Brady [patrick.brady@bearcom.com]  
Sent: Friday, September 18, 2009 12:35 AM  
To: Patrick Brady  
Subject: reference having used two different systems.

I understand that there are a couple of Plate Scan systems in DFW. They got a head start on us with some funding that came about in late 2006.

However, there are many local agencies preparing to purchase ALPR and most are leaning towards PIPS.

At LEAP - NCTCOG recently loaded a BOSS - PIPS Back Office Software solution onto their servers in Richardson and they are anxious to share all the data they have with their members.

Please scroll down to read the reference from an officer in Colorado....who has used Plate Scan and PIPS..

He would be an excellent resource to get the pros and cons of both.

\*\* Also - we have tested the cameras on the new 7 digit plates and the PIPS cameras are reading them very well.

pt

Patrick Brady



214-869.8210 Wireless Phone  
214-335.4955 Fax  
[www.BearCom.com](http://www.BearCom.com)

From: Wiesmann, Dean [mailto:dwiesmann@federalsignal.com]  
Sent: Wednesday, September 16, 2009 5:45 PM  
To: Patrick Brady; Tony Driggs  
Subject: FW: reference  
Please call the officer below if you want a reference to compare PIPS to PlateScan!

**Dean Wiesmann**  
Regional Sales Manager

Email: [dwiesmann@federalsignal.com](mailto:dwiesmann@federalsignal.com)  
Office: (1) 865 392-5540  
Home: (1) 936-697-6248

From: Phillip McDowell [mailto:pmcdowell@dcsheriff.net]  
Sent: Friday, September 11, 2009 10:31 AM  
To: sword, Giles  
Subject: RE: reference

Steve would love to! :) Anytime

Phillip McDowell  
Training Division  
Dallas County Sheriff's Office



4000 Justice Way  
Castle Rock, CO. 80109  
303-660-7505  
303-814-7005 ext. 6532 (voicemail only)  
[pmcdowel@dcsheriff.net](mailto:pmcdowel@dcsheriff.net)

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

From: Tipsword, Giles [<mailto:gtipsword@federalsignal.com>]  
Sent: Fri 9/11/2009 11:16 AM  
To: Phillip McDowell  
Subject: reference

Phil,

Would you mind being a reference to other agencies that are comparing systems, specifically Platescan versus PIPS? We would like other deputies/officers to have feedback from one of their peers to provide them info that doesn't come from us. If you are ok with that, I would just use you as a reference via email. If not, no worries, I'm not offended. I hope all is well.

Regards,

Giles

Giles Tipsword

(Lieutenant, Retired, Phoenix Police Department)

Sales Manager

Arizona / New Mexico / Colorado / Utah

PIPS Technology/Federal Signal Corporation

Mobile: 602 363 7077

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Thursday, September 24, 2009 2:35 PM  
**To:** Larry Barclay; Eric Borton  
**Subject:** PIPS new cams on demo unit

Larry and Eric

Dean is in town and we are driving around showing all with interest the new Slate cameras. Dean has them mounted on his crown vic and they are working great.

They actually are picking up most vehicles 2 lanes over...so a bonus with the new cameras.

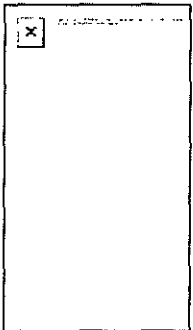
If you are interested in seeing them, we will be in Arlington visiting with Randy from LEAP/NCTCOG so it will be easy to stop by.

Just let me know.

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two way Analog and Digital Communications / IP Surveillance On-site Remote FLIR THERMAL ALPR / Sprint-NexTel Broadband / GPS /  
Symbol TEAM cCitations / MESH-CANOPY-SATELLITE



## Steven Meyer

---

**From:** Eric Borton  
**Sent:** Friday, September 25, 2009 1:29 PM  
**To:** 'Patrick Brady'  
**Subject:** RE: PIPS new cams on demo unit

No prob. Next time

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

**From:** Patrick Brady [<mailto:patrick.brady@bearcom.com>]  
**Sent:** Friday, September 25, 2009 12:50 PM  
**To:** Eric Borton  
**Subject:** Re: PIPS new cams on demo unit

Eric,

We are still in Kaufman...so will probably run out of time.

I'll look up the schedule and get back with you.

pb

Patrick Brady  
Bearcom Enterprise Solutions  
214-869-8210

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

**From:** Eric Borton <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>  
**To:** Patrick Brady  
**Sent:** Fri Sep 25 08:55:17 2009  
**Subject:** RE: PIPS new cams on demo unit

I have time after 1pm but you don't have to go out of your way.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED] <[8174561362@mobile.mycingular.net](mailto:8174561362@mobile.mycingular.net)>  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

**From:** Patrick Brady [<mailto:patrick.brady@bearcom.com>]  
**Sent:** Friday, September 25, 2009 8:42 AM  
**To:** Eric Borton  
**Subject:** Re: PIPS new cams on demo unit

Headed to Kaufman sheriff, but have some time ??midday?  
Patrick Brady  
Bearcom Enterprise Solutions  
214-869-8210

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

From: Eric Borton <[Eric.Borton@arlingtontx.gov](mailto:Eric.Borton@arlingtontx.gov)>  
To: Patrick Brady  
Sent: Fri Sep 25 08:32:48 2009  
Subject: RE: PIPS new cams on demo unit

Are you in town today?

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED] <[8174561362@mobile.mycingular.net](mailto:8174561362@mobile.mycingular.net)>  
[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov) <<mailto:Eric.Borton@ArlingtonTX.gov>>  
[www.arlingtonpd.org](http://www.arlingtonpd.org) <<http://www.arlingtonpd.org>>

From: Patrick Brady [<mailto:patrick.brady@bearcom.com>]  
Sent: Thursday, September 24, 2009 2:35 PM  
To: Larry Barclay; Eric Borton  
Subject: PIPS new cams on demo unit

Larry and Eric

Dean is in town and we are driving around showing all with interest the new Slate cameras. Dean has them mounted on his crown vic and they are working great.

They actually are picking up most vehicles 2 lanes over...so a bonus with the new cameras.

If you are interested in seeing them, we will be in Arlington visiting with Randy from LEAP/NCTCOG so it will be easy to stop by.

Just let me know.

Pat

Patrick Brady

BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

---

Two-way Analog and Digital Communications / IP Surveillance On-site, Remote, FLIR THERMAL, ALPR / Sprint-Nextel  
Broadband, GPS / Symbol TEAM eCitations / MESH-CANOPY-SATELLITE

<<http://www.bearcom.com/news/news-releases/storyImages/poceAward.jpg>>

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Friday, October 02, 2009 9:08 AM  
**To:** Eric Borton  
**Subject:** Southern Border and High Drug Trafficking Grant Awards.docx  
**Attachments:** Southern Border and High Drug Trafficking Grant Awards.docx

Good morning Eric

If you guys need any help on deciding where to spend some of this money, please let me know ;)

Seriously though, we can help with quite a few products.

PIPS - ALPR

FLIR - Thermal Cameras - mobile, air, hand held

SYMBOL - RFID for DNA information, eTicketing, etc

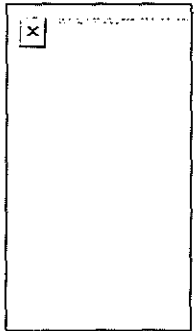
Very nice Sony PTZ IP Surveillance cameras - wired or installed with wireless PTP.

For vehicles, out at the airport, etc.

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two way Analog and Digital Communications / IR Surveillance On-site, Remote FLIR THERMAL, ALPR / Sprint-  
Nextel Broadband, GPS / Symbol TEAM eCitations / MESH-CANOPY-SATELLITE



**Subject:** Southern Border and High Drug Trafficking Grant Awards.docx

## **Assistance for Law Enforcement along the Southern Border and in High Intensity Drug Trafficking Areas (HIDTA)**

This program provides resources for hiring, retention, assistance, and equipment to law enforcement along the Southern border and in High-Intensity Drug Trafficking Areas to combat criminal narcotics activity stemming from the Southern border of the United States. For the purpose of this solicitation, the term "criminal narcotics activity" includes all drugs controlled by the Controlled Substance Act 21 USC Section 801.

### **State of Arizona**

Arizona Department of Public Safety - \$1,462,256.00  
Arizona Office of the Attorney General - \$2,911,082.00  
Maricopa County Adult Probation Department - \$685,993.00  
Pima County Attorney Generals Office - \$1,285,040  
Pima County Superior Court - \$841,150.00  
Santa Cruz County - \$457,006.00

### **State of California**

Chula Vista Police Department - \$2,864,605.00  
San Diego County - \$4,999,996.00  
San Mateo County - \$800,700.00

### **State of New Mexico**

City of Albuquerque - \$826,422.00  
New Mexico Second Judicial District of the Office of the District Attorney - \$893,750.00

### **State of North Carolina**

City of Durham - \$724,497.00

### **State of Texas**

Anthony Police Department - \$319,264.00  
Cameron County - \$2,251,942  
City of Arlington - \$ 1,138,984  
City of Robstown - \$472,626.00  
County of Webb - \$783,615  
Pharr Police Department - \$686,347.00  
Texas Department of Criminal Justice - \$4,946,732.00  
Travis County Adult Probation Department - \$287,500

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Friday, October 02, 2009 10:01 AM  
**To:** Corry Blount (E-mail); James Snyder (E-mail); Eric Borton; jason.hawley@flower-mound.com  
**Cc:** brad.curtis@cityofdenton.com; Tiffany.Wei@cityofdenton.com; melaniet@ci.waco.tx.us; terryh@ci.waco.tx.us; mark.wilson@fortworthgov.org; Jesus.Hernandez@fortworthgov.org; linda.stuart2@fortworthgov.org; kelli.agan@ci.bedford.tx.us  
**Subject:** pics of Plate Scan and new PIPS cameras

Thought it might be beneficial to show the differences in size and install for the Plate Scan and PIPS systems.....let alone the accuracy differences. Please see pics below.

\*\* Dean and I are working on setting up a Grant Writing seminar very soon. It will likely be in the latter part of October. We'll also be setting up county - mini-meetings for up to 10 agencies to attend -with updates to the PIPS system and how information being provided by the NCTCOG can make the PIPS system and its level of accuracy even more useful to your departments.

The NCTCOG has received their copy of the BOSS software and has come up with a really great introductory offer for local departments to take part in their information sharing systems.

We'll be in touch soon. As always, if you have any questions, please don't hesitate to contact me.

pb

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-way Analog and Digital Communications / IP Surveillance On-site, Remote, FLIR THERMAL, ALPR / Sprint-  
Nextel Broadband, GPS / Symbol TEAM eCitations / MESH-CANOPY-SATELLITE

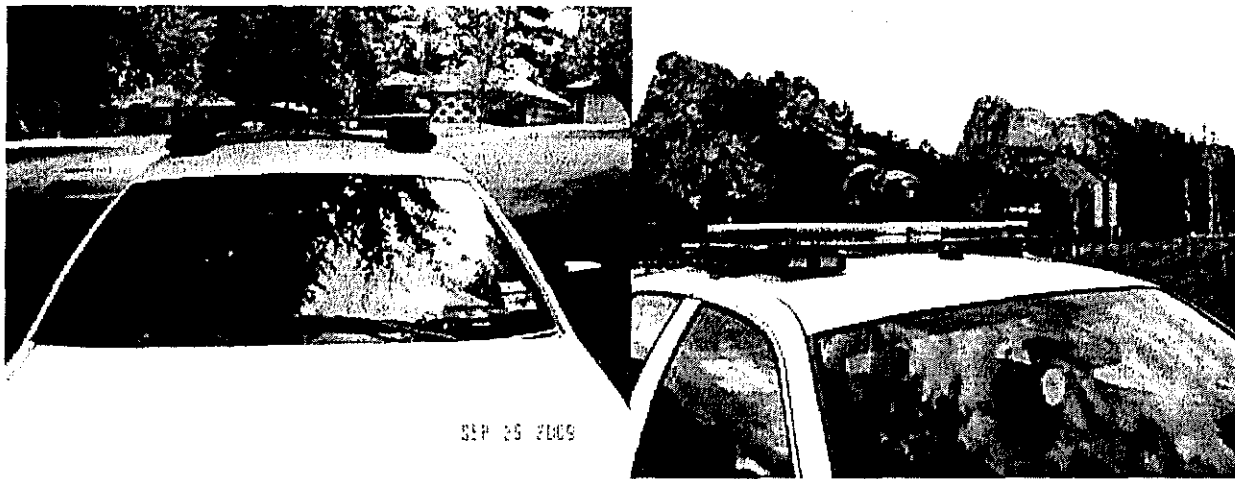
### Which of these ALPR cameras would you like mounted on your vehicle?

**PlateScan ?** independent studies show an accuracy rating of 57%



**PIPS Technology?** independent studies show an accuracy rating of 92%





Do you know which one was rated #1 by Police Technology Review and Department of Homeland Security? PIPS Technology was rated best in these two reviews!

PIPS Technology, a Federal Signal company, is the world leader of ALPR. With design and manufacturing headquarters in Tennessee, PIPS holds the distinguished position as being the only vendor headquartered in the US offering design and manufacture of a complete solution including both mobile and fixed ALPR. PIPS has over 16,000 cameras deployed in over 40 states and 25 countries. Many of the leading agencies in the United States now have selected PIPS as their ALPR of choice including Chicago, Los Angeles, and Cincinnati. If you would like a demonstration please contact me!

As Dean and I meet with more and more agencies....we come across some that have had the experience of working with both Plate Scan and PIPS...for a list of contacts (your peers - in Public Safety) give me a call or email and I will pass on their contact information to you so that you can ask them specific questions. pb

Photos courtesy of **Pat Brady & Dean Wiesmann**  
Regional Sales Manager



FEDERAL SIGNAL  
Advancing security and emergency services

Visit us at: <http://www.youtube.com/user/fedsigpublicsafety>

## Steven Meyer

---

**From:** mitch.lee@l-3com.com  
**Sent:** Saturday, October 17, 2009 11:08 AM  
**To:** Eric Borton  
**Subject:** Follow up - Mitch Lee, L-3 Mobile Vision  
**Attachments:** ALPR System Overview.pdf; ALPR Price List (10\_16\_09).pdf

Sgt.,

Although you are currently using another system, I just wanted to send you some updated pricing and information on our **NEW** LPR system.

- Currently, you can install the software on most PCs. In Q2 of 2010, if you have our server for In-car video/CycleVision/Interview/Intox/Jail/etc., the information can be sent wirelessly to the server.
- Pricing on fixed systems will be released in the next 10-14 days. Self contained systems that can be placed on traffic light poles, etc.
- Virtually chalking option is \$5,000. This will allow you to create a database on the fly for locations with parking meters.

If you would like a demonstration, please don't hesitate to contact me.

Regards,

**Mitch Lee**

Regional Sales Manager – Northern Texas  
L-3 Mobile Vision, Inc  
90 Fanny Road, Boonton, NJ 07007  
C: 973.856.2492 F: 973.257.3024  
[Mitch.Lee@l-3com.com](mailto:Mitch.Lee@l-3com.com) [www.l-3com.com/mv](http://www.l-3com.com/mv)

## ***L-3 Advanced License Plate Recognition (ALPR)***



### ***An ALPR solution that you can trust and afford***

**Usability - Simple & Straightforward:** L-3 is the leader in In-Car camera systems and as such has an installed base that is second to none. With this experience comes an understanding of user optimized interaction. The L-3 ALPR system is simple to use and requires little training to operate.

**Flexible – A Solution Optimized for your Needs:** The baseline configuration consists of an internally mounted front facing color camera a side facing "parking lot patroller" camera as well as an Encoder and the application software. This solution allows for a versatile performance both on the road and through parking lots. Additionally, if parking lot patrol is the focus, an additional drivers side camera can be added to allow the concurrent reading of two lanes of parked cars. And if the focus is on nighttime operation, then an enhanced external IR camera optimized for nighttime operation can be added.

**Integrated Solution:** While the system can operate as a standalone appliance, the system is also capable of operating in conjunction with and repurposing the In-Car video system equipment. Additionally the ALPR system can be configured to trigger the DVR into record based on "hit" signifying a major crime.

**Superior Recognition Performance:** The ALPR recognition engine builds on decades of recognition systems development and Homeland Security experience to create not one, but multiple integrated recognition engines each with particular strengths allowing for performance in conditions that others cannot match. Multiple States, vanity plates, sizes and skews exceed the completion and where most systems require the use of an IR camera to even approach an acceptable level of performance, the L-3 system can effectively operate with a color camera within the vehicle. And when the L-3 advanced IR cameras are utilized the performance outdistances the competition significantly.

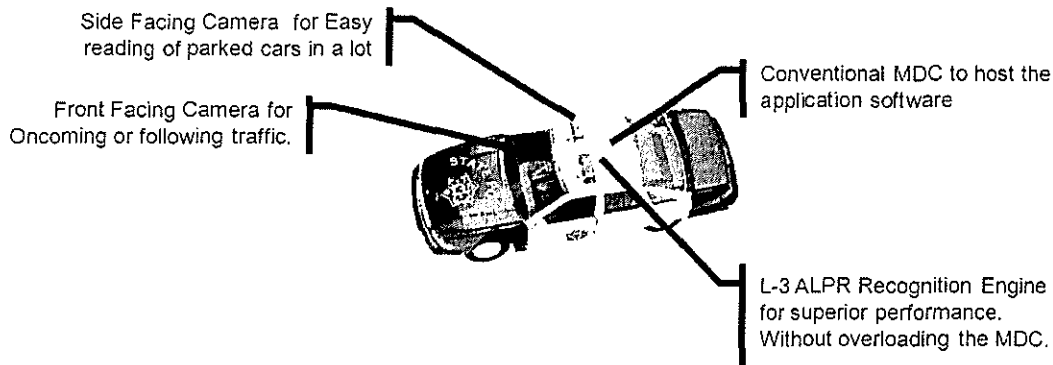
**Server Centric Management & Analytics:** From a central point within the office all the "hot lists" are distributed to the cars and all resultant "hit data" returned wirelessly using L-3's WIFI system and evidence management server. This allows the historical ALPR performance to be analyzed and "hits" identified on a graphical map for situational awareness.

## L-3 Communications Proprietary and Confidential

### *The Solution Configuration*

L-3 has decades of history integrating cameras into law enforcement vehicles and synergistically blends this experience with similar imaging technology expertise to bring several "use optimized" camera packages to the solution.

The baseline system consists of an internally mounted front facing color camera and a side facing "parking lot patroller" camera. The differentiated L-3 recognition technology allows for the effective use of a color camera (using the color differentiation as a capability rather than a noise source), which in turn allows for the camera to be mounted internal to the vehicle. – This package is a very versatile and cost effective package for general operation.



If the focus is on parking lot surveillance then a second "parking lot optimized" camera can be added on the driver's side in order to concurrently read plates on either side of the patrol car. And if the operation is predominately in non-lit environments at night, then an enhanced external IR camera optimized for nighttime operation can be added.

The L-3 solution consists of the cameras, the encoding equipment and the application software. The recognition engine (application software) runs on a standard Law Enforcement Mobile Data Computer (MDC) without negatively impacting its standard functions.

### *The L-3 Communications difference*

L-3 brings years of experience, unmatched technology and a dedicated recognition development team to constantly improve on an already superior product.

- ✓ L-3 is the leading In-Car camera provider and has decades of experience integrating equipment into the patrol car.
- ✓ The L-3 integrates with and repurposes existing In-Car camera equipment for a truly integrated system with superior performance at a reduced cost point.
- ✓ The L-3 recognition engine is actually multiple recognition engines that can uniquely operate with superior performance with a color camera without requiring a costly and difficult to integrate IR camera system.
- ✓ L-3 can provide a complete solution from In-Car Video to Mobile Data Computers and on to ALPR Systems.

## ALPR Baseline Pricing

Package	Description	Application	Pricing
<b>A1</b>	<b>Single Camera System</b>	Entry level system packaged for either patrol (front facing color daylight optimized camera) or parking lot scanning (side facing active day/night camera) applications.	<del>\$6,295</del> <b>Special introductory price \$5,495</b>
<b>A2</b>	<b>Versatile 2 Camera System - Color Camera and a Side Facing (parking lot) camera</b>	Allows for versatile patrol enforcement (stationary or mobile) and a dedicated side facing camera optimized for parking lot scanning.	<b>\$6,995</b>
<b>A3</b>	<b>Parking Lot Patroller – Twin side cameras for simple parking lot scanning</b>	Twin active side cameras positioned for simple and quick scanning of parking lots.	<b>\$6,995</b>
<b>A4</b>	<b>Parking Lot Patroller with a Front Facing Camera – Single front facing and twin side color cameras</b>	Single front facing color camera for flexible patrolling and twin side cameras for simple parking lot scanning lots.	<b>\$7,495</b>
<b>A5</b>	<b>Premium Dual Camera System (IR and Side facing parking lot camera)</b>	Versatile patrol enforcement (equally effective night/day) and a dedicated side facing camera optimized for parking lot scanning.	<b>\$8,995</b>
<b>A6</b>	<b>Deluxe Tri-Camera System (Dual IR cameras + either a Side facing or front facing color camera)</b>	Dual forward sector enforcement coverage areas with twin IR cameras (equally effective night/day) and a side or front facing camera optimized for parking lot scanning.	<b>\$11,995</b>
<b>O-4</b>	<b>Add an External IR Camera to any option</b>	Versatile patrol enforcement (equally effective night/day).	<b>\$3,000</b>
<b>O-5</b>	<b>Add an CPU to any of the above options</b>	Existing MDC "Monitor/keyboard" are repurposed, but processing is performed on the CPU.	<b>\$2,500</b>

## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Tuesday, November 17, 2009 4:45 PM  
**To:** Eric Borton  
**Cc:** Larry Barclay  
**Subject:** PIPS software update

Larry and Eric,

I hope things are working out regarding the potential purchase of the ALPR solution. Know you had a lot going on, when things slow down, be sure and let me know.

Just an FYI. Dean with PIPS received the updated version to the PIPS OCR engine and it is reading the new 7 digit multi color plates perfectly.

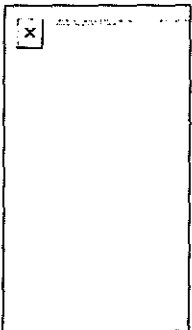
The new Texas plate with the 7 characters and Blue on Black had presented all ALPR providers with some new issues to correct.

Although some vendors use a color camera to read the plates, PIPS IR Cameras have been easily updated and corrected to perfect the reading of the multi-color, 7 digit plates.

I am happy to announce that PIPS has already updated the OCR engine and any PIPS cameras ordered going forward will have the new release programmed into them. Providing the same high standards and read rate quality as with the previous 6 character Texas plates.

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-way Analog and Digital Communications / IP Surveillance On-site Remote, FLIR THERMAL ALPR / Sprint-  
Nextel Broadband, GPS / Symbol TETRA eCitations / MESH-CANOPY-SATELLITE



## Steven Meyer

---

**From:** Patrick Brady [patrick.brady@bearcom.com]  
**Sent:** Tuesday, November 24, 2009 4:33 PM  
**To:** Eric Borton  
**Subject:** ALPR cameras

Eric,

Hoping all is going well for you.

Not sure if you are in the office this week, if you are, could you give me a quick update re: the ALPR scenario.

Any idea on when you'll be ready to create a PO? Do you think in December?

Do you need any other information from me to help you facilitate the purchase.

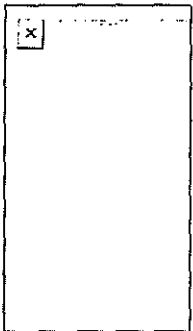
Let me know.

If you're out for Turkey Day already, no worries, I'll catch up with you next week.

Pat

Patrick Brady  
BearCom Cell:214.869.8210 Ofc:800.273.6154 Fax:214.355.4955

Two-way Analog and Digital Communications / IP Surveillance On-site Remote FLIR THERMAL ALPR Sprint-Nextel Broadband GPS  
Syndex BEAMCom Bionics WESCAM CANOPY SATELLITE



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

**From:** Eric Borton [<mailto:Eric.Borton@arlingtontx.gov>]  
**Sent:** Monday, October 19, 2009 5:06 PM  
**To:** Patrick Brady  
**Cc:** Larry Barclay  
**Subject:** RE: Demo of new Slate

Patrick,

I will be out of the office for the next 2 or 3 days. Sorry I can't make you demo.

Sgt. Eric Borton  
Research & Development Division  
Arlington, TX, Police Department  
Office: 817-459-5563  
Cell: [REDACTED]

[Eric.Borton@ArlingtonTX.gov](mailto:Eric.Borton@ArlingtonTX.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

**From:** Patrick Brady [<mailto:patrick.brady@bearcom.com>]

**Sent:** Monday, October 19, 2009 3:56 PM

**To:** Eric Borton

**Subject:** Demo of new Slate

Eric,

Dean has the car with the Slate cams on it. Will u have some time tomorrow. We're booked from 11-1, so can do earlier - 8:30-10:30, or later - 1:45-5:00...somewhere in those time frames will work. pb

Patrick Brady  
Bearcom Enterprise Solutions  
214-869-8210



**Steven Meyer**

---

**From:** Larry Barclay  
**Sent:** Monday, March 01, 2010 11:56 AM  
**To:** Janice K. Hughes; Beth Ann Unger; Eric Borton; Christopher Cook; Glenn Cole  
**Subject:** Vendor Bid Sheets for PIPS LPR  
**Attachments:** PIPS LPR Bid Sheet.docx

All,

Please take a look at this and let me know if I'm on the right track...its everything I can think of

Janice, we should receive state approval for this in the next few week...if possible, I'd like to move forward with the bid submissions while we are waiting. I know there is a lot of purchasing "stuff" that needs to go with this, so modify as needed. I'd figure two weeks should be enough time for the vendors to respond after the posting date.

Thanks, LB

Larry Barclay  
Manager  
Research & Development Division  
Arlington Police Department  
POB 1065  
Arlington, TX 76004-1065  
817-459-5705 Office  
817-459-5722 Fax  
[Larry.Barcly@arlingtontx.gov](mailto:Larry.Barcly@arlingtontx.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

## Steven Meyer

---

**From:** Larry Barclay  
**Sent:** Friday, March 05, 2010 3:24 PM  
**To:** Matthew Miller  
**Cc:** Laretta Hill; Will Johnson; Janice K. Hughes; Christopher Cook; Glenn Cole; Eric Borton  
**Subject:** RE: UASI Expenditure Request

10-4...thanks

Larry Barclay  
Manager  
Research & Development Division  
Arlington Police Department  
POB 1065  
Arlington, TX 76004-1065  
817-459-5705 Office  
817-459-5722 Fax  
[Larry.Barcly@arlingtontx.gov](mailto:Larry.Barcly@arlingtontx.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

**From:** Matthew Miller  
**Sent:** Friday, March 05, 2010 2:54 PM  
**To:** Larry Barclay  
**Cc:** Laretta Hill; Will Johnson  
**Subject:** RE: UASI Expenditure Request

Approval has been given for the LPR project. Please remember to forward us any and all quotes, POs and Invoices related to this project.

Charge Code: 228601-xxxxx-228853

Thanks,

Matthew Miller  
Em Mgt Planner  
Office of Emergency Management  
Arlington Fire Department  
817.459.6939 - Office  
817.459.5767 - Direct  
[matthew.miller@arlingtontx.gov](mailto:matthew.miller@arlingtontx.gov)

*The information contained in this message and any attachments is intended only for the use of the individual or entity to which it is addressed, and may contain information that is PRIVILEGED, CONFIDENTIAL, and exempt from disclosure under applicable law. If you are not the intended recipient, you are prohibited from copying, distributing, or using the information.*

---

**From:** Will Johnson  
**Sent:** Friday, February 26, 2010 4:49 PM  
**To:** Matthew Miller  
**Cc:** Laretta Hill; Larry Barclay  
**Subject:** FW: UASI Expenditure Request

Matthew –

Two projects are listed in the attached memo.

- Project 1 – Automatic License Plate Recognition equipment. I approve this project – PD-08-CI/KR. Larry Barclay will be your PD point of contact for any additional document/information needs.
- Project 2 – Wireless card project. This project was approved jointly by PD/FD as part of the 09 Communications UASI project. Gerard is the p.o.c for UASI paperwork for the overall 09 Communications project. Larry Barclay can provide you support with any PD related document/information needs.

Please seek SAA approval on both projects and send me confirmation once approval has been received.

**Will Johnson**

Assistant Chief - Support Operations Bureau  
Arlington Police Department  
817-459-5602

"One Mind, One Heart, One Voice."

**From:** Larry Barclay  
**Sent:** Friday, February 26, 2010 1:32 PM  
**To:** Will Johnson  
**Cc:** Steve Evans  
**Subject:** UASI Expenditure Request

...attached.

LB

Larry Barclay  
Manager  
Research & Development Division  
Arlington Police Department  
POB 1065  
Arlington, TX 76004-1065  
817-459-5705 Office  
817-459-5722 Fax  
[Larry.B Barclay@arlingtontx.gov](mailto:Larry.B Barclay@arlingtontx.gov)  
[www.arlingtonpd.org](http://www.arlingtonpd.org)

**Steven Meyer**

---

**From:** Glenn Cole  
**Sent:** Tuesday, March 09, 2010 11:59 AM  
**To:** mitch.lee@l-3com.com  
**Cc:** Eric Borton  
**Subject:** Re: L-3 Technology Seminar

Thank you for the invitation but I won't be able to attend. I have copied Eric in R&D

Sent from Glenn's iPhone

On Mar 9, 2010, at 7:25 AM, "[mitch.lee@l-3com.com](mailto:mitch.lee@l-3com.com)" <[mitch.lee@l-3com.com](mailto:mitch.lee@l-3com.com)> wrote:

Lt. Cole,

I just wanted to let you know about our upcoming L-3 Technology Seminar featuring Wireless Communications (Voice and Data)/In-Vehicle Video/Mobile Computing/ALPR solutions. A formal invitation will be sent out later this week. Please let me know if you are interested, which day would work best and how many people would be attending from your organization.

<image001.jpg>

**EVENT:** L-3 Technology Seminar featuring Wireless Communications (Voice and Data)/ In-Vehicle Video/Mobile Computing/ALPR solutions

**DATE:** Tuesday, March 23<sup>rd</sup> or Wednesday, March 24<sup>th</sup>

**TIME:** 10:00am – 4pm (Lunch served)

**LOCATION:** Seminar – Gentle Creek Golf Club, Prosper, TX (North of DFW)

Site Tour – Town of Prosper

*Tentative schedule*

10:00am – 10:45am (Radio and Data networks)

<image002.jpg><image003.jpg><image004.jpg> <image005.jpg>

- Trunked P-25 Digital Radio system
  - Full Feature Mission Critical Voice Systems with dispatch consoles and voice recorder
- Mesh Network Data Systems
  - 900MHz system
  - Multi-Frequency High Speed system
- **HOT** TOPICS
  - *P-25 Voice systems to meet upcoming FCC narrow banding requirement*
  - *Private High Speed Data networks*
  - *Real-time Streaming video and Video distribution*
  - *Radio Interoperability products that provide ability for disparate voice and data systems to communicate.*

10:50am – 11:30am (In-Vehicle Video/Mobile Computing/ALPR)

<image006.png>      <image007.png>      <image008.png>

- In-vehicle video
  - Distributed (Agency/Precinct) agency solution
  - Medium-to-Large agency solution
  - Small agency solution

- Products

- Flashback in-vehicle
- Flashback CycleVision
- Flashback AirVision
- Flashback Interview/Intox Room
- Flashback Prisoner Transport

- **HOT** Topics

- **Live View**
- **GPS**
- **Data Entry**

- MV1 Mobile Data computer
- ALPR (Advanced License Plate Recognition)
  - Fixed applications
  - Mobile applications
- PistolCam/Portable bomb robot

11:30am – 1:00pm (Equipment demonstrations/Lunch)

- Demonstrations will be inside/outside Gentle Creek Golf Club
- Lunch served at club

1:00pm – 3:00pm (Site Visit – P-25 Radio system, 900 MHz Data network, In-car video system and MDCs)

- Tour of Town of Prosper facilities
  - 601 W. 5<sup>th</sup> Street, Prosper, TX 75078

3:00pm – 4:00pm (Q&A)

Regards,

**Mitch Lee**

Regional Sales Manager – Northern Texas/Oklahoma

L-3 Mobile Vision, Inc

90 Fanny Road, Boonton, NJ 07007

C: 973.856.2492 F: 973.257.3024

[Mitch.Lee@l-3com.com](mailto:Mitch.Lee@l-3com.com) [www.l-3com.com/mv](http://www.l-3com.com/mv)

This document contains information that is confidential and proprietary to L-3 Mobile Vision, Inc. It is intended for the use of the individuals named herein only. It is not to be distributed, copied, or otherwise used by anyone other than the named individuals. If you are not a named individual, you should not use this information. If you are a named individual, you should use this information in accordance with the policies and procedures of L-3 Mobile Vision, Inc. If you have any questions or concerns, please contact your supervisor or the L-3 Mobile Vision, Inc. Legal Department. This document is the property of L-3 Mobile Vision, Inc. and is to be kept confidential. If you are not a named individual, you should not use this information. If you are a named individual, you should use this information in accordance with the policies and procedures of L-3 Mobile Vision, Inc. If you have any questions or concerns, please contact your supervisor or the L-3 Mobile Vision, Inc. Legal Department.

**Steven Meyer**

---

**From:** Vigilant Video Announcements [announcements@vigilantvideo.com]  
**Sent:** Wednesday, April 07, 2010 1:32 PM  
**To:** Eric Borton  
**Subject:** License Plate Recognition from Vigilant Video  
**Attachments:** MOA LEA Non Commit to Try ALPR 7-6-2009.pdf

Sgt. Eric Borton  
Arlington Police Dept.

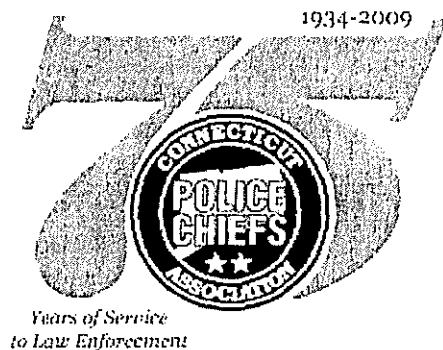
We would love the opportunity to provide you with an on-site demo of our product at your convenience. This could take as little as 1 hour of your time.

We also offer agencies FREE 30-day demo systems to use on their cruisers in their community before making a final purchasing decision. Please contact me for additional information and I will be happy to assist you.

Thank you in advance for your time.



us!  
010  
Club  
, CT  
16





# National LPR Data Server

## Now Available to LEAs – Pre-loaded with Private Data

Vigilant Video is  
the first and only  
LPR

Manufacturer to  
launch the  
Nation's first LPR  
data repository

Vigilant Video  
Now  
Offers the  
Following:

- Nationwide LPR Crosschecks
- National LPR Data sharing
- Private LPR data Subscriptions
- LPR Data Hosting for LEAs

**National Vehicle Location Service**

**NVLS Data Request (SAMPLE)**

Place Image

3421

Plate Number

3421

Not Last Plate #

Map It

Color Overview Image

Additional 'Target' vehicle NVLS records

Date	Time
11/11/01	11:11:11
11/11/01	11:11:11
11/11/01	11:11:11
11/11/01	11:11:11

Select Record to View

[View Record](#)

**National LPR Data Repository**  
Click to Register!

Get FREE LPR Data  
Lookups with  
National Vehicle  
Location Services  
(NVLS)

Pre-register your NVLS  
account Now!!!

Get started with a  
Vigilant Video National  
LEARN server account  
On the Nation's first  
LPR server  
LEARN/NCIC Server

Contact Vigilant Video

to LEARN more  
**NVLS - National Vehicle Location Service**

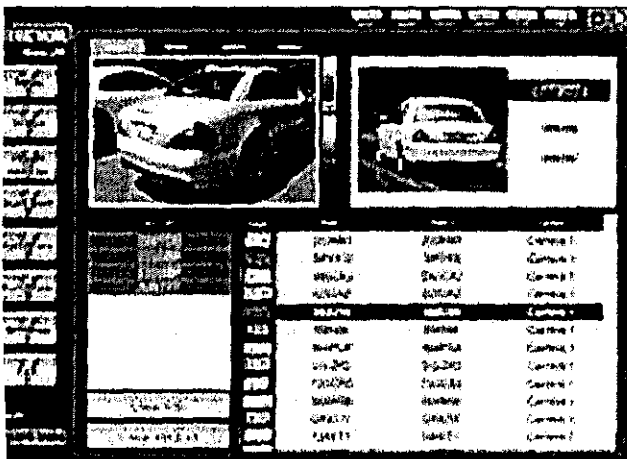
Over 70 million US vehicle location LPR Plate Records Available – More Records  
Streamed Live Daily!

Available to all LAW Enforcement subject to Validation of Department's Originating Agency  
ID Number (ORI #)

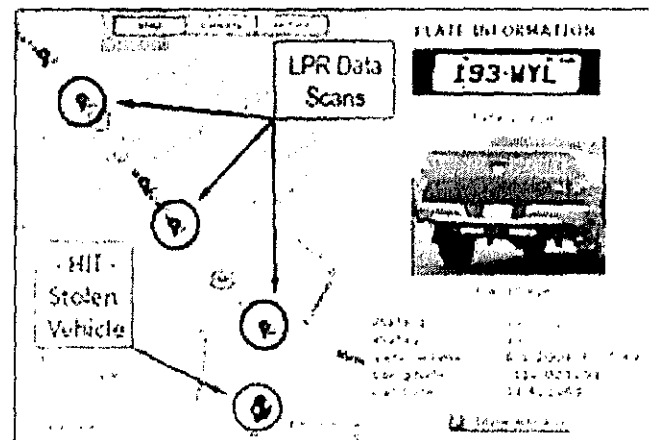


## Mobile License Plate Recognition Systems

Let Us Give You a Demonstration... of the Most Scalable Mobile LPR  
Solution in the US



- Automated Hot-List Management (Wireless)
- Historical Hits & Data Forensics
- Multiple Plate Records on Single Geo-Map
- Partial or Wild Card Plate Record



Most Dynamic Software Usability

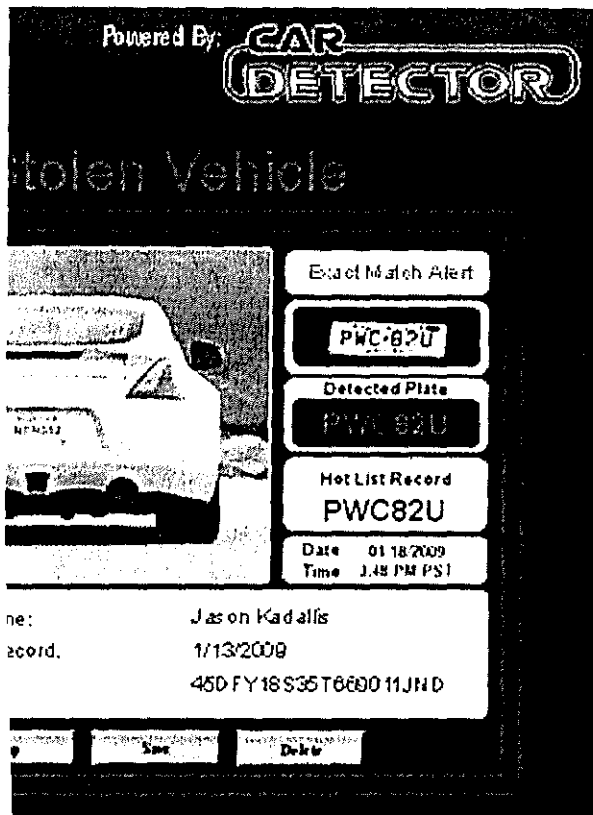
[LEARN MORE](#)

---

---

# Target Alert Serv

Real-time Alerts!...Anytime... Anywh



Instantly broadcast Hot-List 'Hits' to any PC or LPR 'Pop-Up" Alarms notify you and or your agency/department within seconds of a spotted "Interest" passing by the ever-watching eye of CarDetector LPR camera.

Receive LPR Alerts at your:

- Office
- Police Dispatch
- Home
- Business

---

---

In summary, data sharing and apprehending the bad guys... just got a lot easier!

Can't wait for a kit? Contact us now!

---

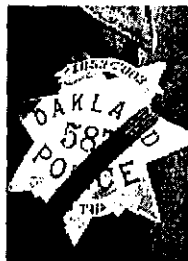
## Free Mobile LPR Kit

or visit our website at

[www.vigilantvideo.com](http://www.vigilantvideo.com)

Vigilant Video 2021 Las Positas Ct Suite 101, Livermore, CA 94551  
(925) 398-2079 Ext. 717  
Sales Coordinator, Lisa Dalisa

---



# Vigilant Video

## CarDetector – Mobile License Plate Recognition System

### Evaluation System

### Memorandum of Agreement

This MOA represents a formal understanding between **Vigilant Video Inc. (Vigilant Video)** and The **Law Enforcement Agency (LEA)** concerning their collective responsibilities in the LEA's evaluation of Vigilant Video's CarDetector Mobile License Plate Recognition system.

#### Definitions:

**"Law Enforcement Agency (LEA)"** means a law enforcement agency or other applicable governmental agency that has expressed interest to evaluate the Vigilant Video CarDetector Mobile License Plate Recognition (LPR) system.

**"CarDetector"** means Vigilant Video's trade mark name for the family of products associated with both static and mobile LPR applications.

**"Mobile LPR System (MLPRS)"** means Vigilant Video's *CarDetector - Mobile LPR Edition* combination software/hardware product, a customized system solution that enables automated reading and "Hot-List" matching of car license plates passing through LPR video cameras connected to Vigilant Video approved and tested CarDetector system components.

**"Demo Kit"** means a complete MLPRS kit furnished by Vigilant Video to include all hardware and software components required for installation and evaluation of the MLPRS for application in a LEA patrol vehicle.

**"Site License"** means a non-exclusive license to install and operate Vigilant Video's CarDetector family of software suites on to any recommended media for LPR use without quantity limitation within the LEA's agency for a period of one year.

**"LEARN Server"** means Vigilant Video's Law Enforcement Archival Reporting Network server application whereby access to demo this application is offered free of charge to the LEA.

#### **Term of Agreement:**

A fully executed MOA will entitle the LEA to receive one complete Demo Kit, valid for a thirty (30) day field trial, in which to set up and install the MLPRS in one LEA patrol vehicle for purposes of evaluation, in conjunction with Vigilant Video's LEARN Server, with intent to purchase a CarDetector Product Family Site License. It is exclusively and mutually agreed that the LEA will evaluate the CarDetector MLPRS and provide Vigilant Video with feedback regarding meeting or exceeding the Performance Criterion under the guidelines and restrictions outlined in this MOA document.

# Vigilant Video

## LEA Obligations:

The following are the key intentions and obligations of LEA:

- The LEA shall sign and execute the attached Vigilant Video Non-Disclosure Agreement (NDA) prior to the execution of this agreement, to be returned to Vigilant Video via fax to 925-398-2113 or email to [support@vigilantvideo.com](mailto:support@vigilantvideo.com).
- The LEA shall be willing to receive and return, free of charge, the CarDetector Mobile LPR Demo Kit provided by Vigilant Video.
- The LEA shall complete the following within (30) days:
  - Installation of the Demo Kit
  - Complete field testing of the MLPRS & LEARN Server
  - De-installation and return shipment to Vigilant Video
    - NOTE: Extension of additional 30 day demo shall be requested in writing and approved by Regional Sales Engineer (RSE) or VP, sales & marketing.
- The LEA shall review all recorded results of the MLPRS field trial and evaluate against the stated Performance Criterion. A copy of all performance results will be sent directly to Vigilant Video via fax to 925-398-2113 or email to [support@vigilantvideo.com](mailto:support@vigilantvideo.com).
- The LEA will complete the CarDetector Survey and return to Vigilant Video via fax to 925-398-2113 or email scan attachment email to [support@vigilantvideo.com](mailto:support@vigilantvideo.com).

## Vigilant Video Obligation:

The following are the key intentions and obligations of Vigilant Video:

- Vigilant will provide MLPRS Demo Kit to LEA including all required system software and hardware components plus associated product documentation. Vigilant Video will deliver and return (via enclosed ARS label) the Demo Kit to and from the LEA.
- The Demo Kit will be shipped with a step by step installation chart in graphical form including all required steps to achieve 100% installation. The projected installation time is less than two (2) hours for the non-certified Vigilant Video Technician, depending on level of technical expertise.
- Vigilant Video will offer LEARN Server credentials to the LEA and support the use of the LEARN server at the Vigilant Video home office.
- Vigilant Video will be available for technical support via fax, phone & email, and offer a paid on-site support option if necessary (desired) to complete substantial installation completion.
- Vigilant Video will fully disclose the entire scope of the CarDetector LPR Product Family Site License program prior to execution of this agreement.
- If required, Vigilant Video representative will visit the LEA site throughout the process to support and/or discuss the mobile LPR Family product suite.

## Demo Kit Deliverables:

Vigilant Video will provide a complete Demo kit including the following contents:

- Vigilant Video's CarDetector mobile LPR software including MDT viewer application.
- Two mobile LPR CCTV cameras.
- Dual DSP processing hardware w/ required cabling & removable component bracketing.
- All required video input capture cards, connectors & cords.
- Single point power wiring kit via cigarette lighter.

# Vigilant Video

## Performance Criterion:

The MLPRS shall meet or exceed the following performance metrics:

- The system demonstrated as being able to be installed, started up and configured with use of available, select staff within the LEA.
- The system shall be capable of uploading a “Hot-List” record set of up to 500,000 records with a minimum of 5 cell inputs per record in tab-delimited ASCII formats or standard DOJ format.
  - Available Inputs per Record
    - PLATE#, STATE, COUNTY, REGISTERED OWNER, CARMAKE-MODEL
- The system, in both day and night conditions:
  - Shall display plate image capture rates (capture image to process for OCR) of:
    - At least 92% - Side camera view
      - Acceptable angle to camera, parking lot speeds < 15MPH
    - At least 92% - Front/Rear camera view
      - Acceptable angle to camera, relative speeds < 120MPH
  - While using Vigilant Video qualified camera hardware, in-focus camera view, all recommended lenses, and correct software interface to control camera settings with Vigilant Video Car Detector Mobile Edition Software yielding, the system shall perform Adaptive Optical Character Recognition (AOOCR) on all captured plate images yielding accuracy rates of:
    - At least 90% - Side camera view
    - At least 90% - Frontal camera view
  - Shall create a CarDetector record for all captured plate images with:
    - Up to two (2) AOOCR results.
    - “.jpg” close up image of detected license plate
    - “.jpg” view of vehicle associated with detected license plate.
    - Time and day of detection stamp
  - Shall, in the event of a “Hot-List” match:
    - Lookup “Exact Match” accuracy of at least 96%.

## Demo Unit Delivery & Return:

The demo unit and all associated documentation will be delivered within 10 business days after signing of this agreement. The LEA is responsible to return the entire Demo kit “As received” to Vigilant Video. Upon return of the Demo Kit, the LEA is responsible for all costs incurred by Vigilant Video from Demo Kit repair/replacement/loss due to contents of Demo Kit being received damaged, stolen, destroyed, tampered, altered and/or in any condition other than that of which was received by the LEA. The maximum demo kit value that the LEA shall be responsible for in the unlikely event of complete non-recovery is set to sub-standard market value of \$4,995.00.

## Ownership of Demo Kit:

The Software Product is copyrighted by Vigilant Video and remains the property of Vigilant Video. The hardware components are owned by and titled to Vigilant Video. This agreement does not constitute sale of any piece, part or portion of the Demo Kit contents. Vigilant Video Inc. retains title and ownership of the software and hardware components related to the Demo Kit and all other materials included as part of the Software Product.

# Vigilant Video

## Initiating a Demo Kit:

To obtain a MLPRS Demo Kit, fill out the attached Vigilant Video NDA and CarDetector Mobile LPR Evaluation form below and return a completed copy to Vigilant Video. Vigilant Video support specialists will contact you after receiving your information to coordinate delivery.

## Authorization:

IN WITNESS WHEREOF, The Law Enforcement Agency and Vigilant Video have caused This Agreement to be signed on the date set forth below and be effective on the last date specified below.

Manufacturer: Vigilant Video, Inc.

Authorized Agent: Joseph L. Harzewski III

Title: VP, Sales and Marketing

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

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

Enforcement Agency: \_\_\_\_\_

Officer: \_\_\_\_\_

Supervisor: \_\_\_\_\_

Title: \_\_\_\_\_

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

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



# Vigilant Video

## Vigilant Video CarDetector Mobile LPR Evaluation Form

To obtain a MLPRS Demo Kit, please fill out the following form and return it to Vigilant Video. Please allow 10 business days for shipment.

City: \_\_\_\_\_ Law Enforcement Agency: \_\_\_\_\_

Provide an estimated number of patrol vehicles in LEA: \_\_\_\_\_

**Product Evaluation:**      ☐ CarDetector Mobile Edition – used with new to-be-installed Mini-PC.  
   ☐ CarDetector Mobile Edition – used with existing cruiser laptop.

### LEA Contact

*This is the person whom will function as the main LEA contact for Vigilant Video.*

Name/Position \_\_\_\_\_

Department \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

### Site Evaluation Contact

*This is the person whom will evaluate and measure demo unit performance.*

Name/Position \_\_\_\_\_

Department \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

### Site Technical / Integrator / Representative

*This is the person who will receive technical support and install demo unit package.*

Name \_\_\_\_\_

Dept. \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail \_\_\_\_\_

**Return to:**    Vigilant Video, Inc.  
                    2021 Las Positas Court Suite # 101  
                    Livermore, CA 94551

Phone: 925-398-2079  
Fax:    925-398-2113  
Email: support@vigilantvideo.com

# Vigilant Video

*Address Correspondence about this document to:*

Joe Harzewski  
VP, Sales & Marketing

Tel: 925-398-2079  
Fax: 925-398-2113  
Cell: 818-915-8085  
Email: [joe@vigilantvideo.com](mailto:joe@vigilantvideo.com)

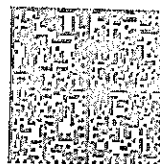
ARLINGTON POLICE DEPARTMENT  
RECORDS DIVISION 810601  
620 W. DIVISION STREET  
ARLINGTON, TEXAS 76011

1 of 2

Daniel Collins  
ALCU of TEXAS INC  
PO Box 8306  
Houston, TX 77288

12/4/12

Priority Mail  
ComBosPrice



UNITED STATES POSTAGE  
EAGLE  
TIMELY DELIVERY  
\$06.05  
02 1A  
0004629784  
OCT 05 2012  
MAILED FROM ZIP CODE 76010