



CENTRAL TEXAS REGIONAL  
**MOBILITY AUTHORITY**

December 16, 2020  
**AGENDA ITEM #5**

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Approve an agreement with Motorola Solutions, Inc. for the purchase (as provided in the State Department of Information resources Program) of additional automatic license plate reader technology for the Mobility Authority's habitual violator enforcement program

Strategic Plan Relevance: Regional Mobility  
Department: Operations  
Contact: Tracie Brown, Director of Operations  
Associated Costs: not to exceed \$285,373.05  
Funding Source: FY21 Capital Budget, 183S Capital Improvement Project, MoPac General Fund  
Action Requested: Consider and act on draft resolution

Summary:

**Background** – The vast majority of Mobility Authority customers pay for their toll usage in a timely manner, either by electronic toll tag or through our courtesy Pay By Mail program. Non-payers undermine the ability of the Mobility Authority pay back its bonds and to finance future projects and is presents an unfair burden to its paying customers.

Chapter 372 of the Texas Transportation Code provides enforcement tools for egregious toll violators throughout Texas. This statute authorizes additional remedies for “habitual violators,” those who have accumulated 100 or more unpaid tolls in aggregate in a 12-month period and have been issued two notices of nonpayment. The remedies include publication of the toll scofflaw’s name, a vehicle registration block and a ban of the vehicle’s use of the entity’s toll facilities. Traffic citations and vehicle impoundment are possible for those who violate the vehicle prohibition. The Mobility Authority’s Board of Directors approved changes to its Policy Code in September 2018 adding the habitual violator remedies to the enforcement toolkit.

*The ALPR Solution* - In support of the Authority's habitual violator enforcement program, Mobility Authority staff and its consultants researched various enforcement technologies. License plate readers (ALPRs) are high-speed, computer-controlled camera systems that are typically mounted on street poles, streetlights, highway overpasses, mobile trailers, or attached to police squad cars. ALPRs automatically capture all license plate numbers that come into view, along with the location, date, and time. The data is then uploaded to a central server.

Fixed-position ALPRs are mounted on specific gantries and entrance/exit locations to monitor the license plates of passing vehicles. If a vehicle on the Authority's "hot list" is detected, the system sends an alert to law enforcement who then detains the prohibited vehicle. Staff's research led to the identification of fixed automated license plate readers (ALPRs) in conjunction with some mobile units as the best options to support the Authority's enforcement goals.

Authority staff and its consultants examined and compared three qualified vendors capable of fulfilling an ALPR solution for CTRMA. The vendors were evaluated on the basis of features, limitations, time to implement, and price. The Vigilant Reaper™ solution was identified as the product that met the most evaluation factors. Government Technology Solutions, Inc. (GTS) was identified as a provider of the Reaper solution. GTS was acquired by Motorola Solutions in 2020.

*About Motorola Solutions* - Motorola Solutions is an approved Texas Department of Information Resources (DIR) vendor for IT products and services including computer hardware, software, and temporary IT staffing services. DIR's Cooperative (Co-op) Contracts program is a streamlined cooperative purchasing program for state and local government, public education, and other public entities in Texas, as well as public entities outside the state. Motorola Solutions' contract with DIR, contract # DIR-TSO-4101, expires on April 24, 2023.

**Current Action** - The Statement of Work (SOW) between CTRMA and Trinity Innovative Solutions, a partner of Motorola Solutions, covers the equipment and services to be provided for the fixed ALPR project. The SOW contemplates the installation and configuration of 14 Vigilant Reaper fixed ALPR cameras. Kapsch TrafficCom will serve as a subcontractor to Motorola Solutions / Trinity to assist in the installation of this equipment at the identified tolling points.

Below are the proposed locations of the cameras to be installed:

Facility	Gantry / Direction	Gantry Type	Direction / No of Cameras
183S	MLK - SB	Mainline	4
	51st St - NB	Mainline	3
290	Parmer - EB	Mainline	2
	Parmer - WB	Mainline	4
MoPac	Far West - NB	Mainline	1
<b>TOTAL</b>			<b>14</b>

The total cost for the proposed work is \$271,783.86. A 5% project contingency has been added to cover any unforeseen expenses related to lane closures or telecommunications needs, bringing the total not to exceed project cost to \$285,373.05. It will take 10-12 weeks to complete the work once Notice to Proceed has been issued. Future phases and approvals may be brought before the Board for consideration to install this technology at additional locations.

**Previous Actions** – In July 2019 the CTRMA Board approved an agreement with the same vendor for the purchase and installation of license plate reader technology for the 183A and 290 corridors. Since its installation the system has detected 45,439 prohibited vehicles – 24,799 on 183A and 20,460 on 290. Between February and November 2020 – with a break from March to June due to COVID - contracted law enforcement personnel have detained 748 vehicles, a rough average of 130 stops per month.

**Action Requested/Staff Recommendation** – Staff recommends contracting with Motorola Solutions for the installation of automatic license plate reader (ALPR) technology in support of the Mobility Authority's habitual violator enforcement program through their contract with the Department of Information Resources (DIR). Pursuant to Texas Government Code Section 2054.0565 and the Mobility Authority's Policy Code, use of the DIR contract with Motorola Solutions, Inc. satisfies all competitive purchasing requirements.

**Backup Provided** - Draft Resolution  
 Motorola Solutions Quote  
 Trinity Innovative Solutions Statement of Work  
 Kapsch TrafficCom Statement of Work  
 Study by Fagan on Violator Enforcement



Violator  
Enforcement Study



CENTRAL TEXAS  
REGIONAL MOBILITY  
AUTHORITY



## Introduction

Senate Bill 1792 (SB 1792) grants toll authorities in Texas options to remedy the issue of chronic toll violators, also known as Habitual Violators (HV). The four options available today to toll entities include:

- Impounding the violator's vehicle
- Posting the names of chronic violators on the agency's website
- Flagging the vehicle renewal registration via the Department of Motor Vehicles, enforced by county Tax Assessor-Collectors
- Prohibiting the use of toll facilities

CTRMA is most interested in the fourth option, keeping HVs off the roadways. The approaches detailed in this study utilize advanced camera technology to detect HVs and notify the appropriate Law Enforcement (LE) agencies when prohibited vehicles use the roadways. These systems can notify patrolmen on duty or a LE command center about the vehicle's location and direction, as well as capture images that an agency may use to issue a citation if video evidence as enforcement is supported in their jurisdiction. Options include Mobile Automatic License Plate Recognition (ALPR), Fixed ALPR, as well as software plug-ins to existing toll systems.

## Market Drivers

Unpaid tolls cost agencies millions of dollars each year. In the most extreme cases, an individual HV may accumulate tens-of-thousands of dollars, or more, in unpaid tolls and fees. This reality has motivated agencies to explore new ways of discouraging and preventing the chronic violators from using the roadways. Of course, to stop these users, they must be identified accurately and quickly, so that LE agencies can issue citations and/or prosecute HVs in a court of law.

Minimizing revenue leakage remains a key operational goal for tolling agencies. Unusually high revenue loss can create negative perceptions from paying customers, stakeholders, and financial rating agencies. As tolling approaches advance so should the methods of toll enforcement.

Despite harsher penalties, agencies across the nation remain frustrated with chronic violators creating large sums of unpaid tolls. While some revenue loss is typically part of operating toll facilities. There are additional solutions worth considering. The most direct, impactful approach is for LE to stop, cite, and force these individuals to address their unpaid accounts to a judge. Our study will explore technologies and vendors that help agencies and law enforcement to do just that.

## Generic Overview

### Mobile ALPR

Mobile ALPR is camera systems installed on police cruisers. The system continuously scans license plates as a LE officer patrols the roadway. These ALPR system references the plates against a database of HV vehicle license plate numbers for violator detection. The benefit of mobile ALPR systems is that the LE officer is within proximity of the offending vehicle when the ALPR database makes an identification. The ability to readily identify HV vehicles increases the likelihood that the officer can pursue and issue a citation. Mobile systems are also inexpensive, as little equipment is required to outfit a handful of vehicles. However, the flaw with this solution is that LE can only monitor vehicles driving within proximity of the police cruiser and only while that vehicle is on patrol. The probability that an officer on patrol will be in “the right place, at the right time” to catch a HV is low.

### Fixed ALPR

Users mount these types of systems in a fixed position (typically on gantries and entrance/exit locations) to monitor the license plates of passing vehicles. The system sends an alert to LE. Again, the ALPR database hold the license plates of HV vehicles. The advantage to these systems over mobile ALPR is that they operate 24/7, scan the toll road in its entirety, and can immediately notify a LE command center if a violator is detected. Note that these systems are costlier because they require the procurement and installation of proprietary camera and roadside equipment at all toll points if the desire is to cover all roadways.

### Existing Toll System Cameras Notify Law Enforcement

Back-office software solutions can integrate with and utilize existing tolling infrastructure to identify violators against a database once again. These systems are attractive to agencies because they do not require the procurement, installation, and maintenance of additional road-side equipment. The software runs on a hosted computer solution requiring zero hardware. It is essential to understand that these systems are not Commercial off the shelf (COTS) solutions. They need custom computer code to integrate with existing systems. As a result, these solutions take significantly longer to develop, test, and turn-up, compared to the packaged solutions previously mentioned. However, the cost savings of integrating with existing equipment is the attraction to such products.

### Notes

If only one platform is to be selected, Fagan Consulting recommends a fixed ALPR system if CTRMA’s budget allows. Two of the three vendors we explored offer mobile enforcement solutions as part of their product line-up. However, we feel that there are too many limitations inherent in mobile systems to make them solely viable for identifying the majority of HVs. The always-watching, 24/7 nature, of fixed enforcement solutions will greatly increase the probability of catching these offenders. Additionally, publicizing the use of a fixed ALPR could serve as a strong deterrent to customers contemplating using the roadway once prohibited from doing so.

## ALPR Specific Solutions/Vendors

In this section, we will examine and compare three qualified vendors capable of fulfilling an ALPR solution for CTRMA. We evaluated the vendors on the basis of features, limitations, time to implement, and price.

### Vigilant Solutions

California-based, Vigilant Solutions, has implemented fixed and mobile ALPR solutions for dozens of law enforcement agencies in Texas, mostly local police and sheriff's departments. A few examples of Vigilant customers are Austin Police Department, Dallas Police Department, Dallas Fort Worth International Airport, FBI Dallas, and NTTA.



#### *Features*

Their Reaper product is a proprietary system of integrated camera and processor units installed at tolling points. The system is hosted in a private and secure data center, where a list of prohibited plates may be stored for HV detection. The system can alert LE via email, to a mobile application, or any Windows-based PC, thus eliminating the need for additional equipment in police cruisers or LE command centers.

#### *Limitations*

From a performance standpoint, there are no limitations. However, it is of note that the Reaper product is far more robust than what CTRMA requires to identify HVs. The system offers features, such as data sharing between law enforcement agencies and other police-related alerting services that are well outside the scope of the project.

#### *Time to Implement*

Due to the out-of-the-box nature of the Reaper product, it is possible that it may take as little as three months to implement.

#### *Costs*

Vigilant has quoted us a total cost of approximately \$550,000 for a hosted fixed ALPR system covering all CTRMA's roadways. This capital expenditure is independent of a \$17,000 per year hosting fee. Vigilant estimates a non-hosted system at \$615,000. The system includes a one-year warranty. Work permits, any related costs, and electrical usage would be the responsibility of CTRMA.

## Leonardo

Leonardo is an Italian, high-tech defense and security firm with offices in North Carolina. The firm has been in business for nearly seventy years. They have provided ALPR solutions nationwide, most notably in Texas and Georgia.



### *Features*

Their ELSAG ALPR product line features both fixed and mobile camera technologies. The ELSAG Plate Hunter F3 product is a proprietary solution that utilizes dedicated ELSAG cameras at tolling points. The system runs at the roadside, and the customer has the option of hosting the solution on local servers or in-the-cloud on an Amazon AWS platform. The system can reference either a “HOT list” of prohibited plates or a “WHITE list” of allowed plates and can alert LE as needed. Like Vigilant, the ELSAG system does not necessitate additional equipment in police cruisers or LE command centers. Only a computer or mobile device, as well as, an internet connection is required to receive alerts.

### *Limitations*

There are no limitations, except cost.

### *Time to Implement*

Due to the out-of-the-box nature of the ELSAG Plate Hunter product, it is possible that it may take as little as three months to implement.

### *Costs*

Leonardo estimates that it would cost approximately \$867,000 to install and maintain a fixed ALPR Plate Hunter system for all toll points that CTRMA maintains. This capital expenditure includes a one-time hosting fee for the AWS solution. As with Vigilant, work permits, related costs, and electrical usage would be the responsibility of CTRMA.



## Ace Applications

Florida-based, Ace Applications, is a relative newcomer to ALPR. Nevertheless, recently, they successfully developed an alert system for a large tolling agency in Florida.



### *Features*

Their solution is a software package that integrates with an existing back office system. The software is hosted at the lane level and resides on the Microsoft Azure cloud, negating the need for additional roadside computing hardware and maintenance. Utilizing existing camera and roadside equipment, the software references, in real-time, incoming plate data against a database of offenders. Once a HV is identified, LE may be alerted via a desktop or mobile application, SMS text message, or email. The system gives real-time updates regarding the vehicle's direction and last known location, so that police officers on patrol have the opportunity to intercept and cite the violator.

### *Limitations*

Due to the customized nature of Ace's software, such a solution will take far longer to implement than competitors' offerings. As this would be a one-off system, there are risks associated with delays in development due to unforeseen technical roadblocks. We recommend that if CTRMA is interested in Ace's offerings, a workshop be held between Ace, the back-office vendor, and roadside vendor to investigate any potential issues with integration before making any commitments.

### *Time to Implement*

Five-to-six months of development time is required, as well as an additional one-to-two months for testing and turn-up. This solution will likely take twice the time (possibly more) to implement as compared to one of the COTS solutions from Vigilant or Leonardo.

### *Costs*

Ace estimates that it would require a capital expenditure of approximately \$275,000 to implement such a system and roughly \$70,000 in annual maintenance. Maintenance covers all break-fix and updates/patches. Their Master Service Agreement is standard at one year, and a discount is available for multiple years.

## ALPR Specific Solutions – Vendor Summary

The Vendor Summary table below summarizes the critical factors concerning each vendor researched.

### *Vendor Summary*

Feature	Vigilant	Leonardo	Ace Applications
<b>Fixed ALPR solution</b>	X	X	X
<b>Mobile ALPR solution</b>	X	X	
<b>Cloud based</b>	X	X	X
<b>Onsite</b>	X	X	X
<b>Implementation Time &lt;3 months</b>	X	X	
<b>Implementation Time &gt;3 months</b>			X
<b>Alerts provided via email, SMS</b>	X	X	X

## Next Steps

Any of these vendors can meet CTRMA’s roadside enforcement needs. As a next step, Fagan Consulting recommends that CTRMA have comprehensive discussions with these vendors to ascertain specific requirements and more exact pricing. It is important to note that the costs researched in this study are estimates for comparison purposes. Vendors’ contact information is in Appendix A.



## Appendix A: Vendor Contacts

### **Vigilant Solutions**

Chantell Tice  
Client Success Manager, West Coast  
[chantell.tice@vigilantsolutions.com](mailto:chantell.tice@vigilantsolutions.com)  
(512) 983-8773

### **Leonardo**

Craig Duncan  
Southern Regional Field Operations Manager  
[craig.duncan@leonardocompany-us.com](mailto:craig.duncan@leonardocompany-us.com)  
(910) 986-0596

### **Ace Applications**

Courtney Powell  
Sales Manager, Ace Applications  
[cpowell@aceapplications.com](mailto:cpowell@aceapplications.com)  
(407) 353-3748

**Statement of Work For**  
**Sub-Contractor Services to assist with the ALPR**  
**Camera Install for Vigilant Solutions for**  
**CTRMA – Central Texas Regional Mobility Authority**  
**183S, MOPAC and 290 Toll Collection Systems**

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7701 Metropolis Dr.,

Building 14, Suite 100

Austin, TX 78744

Phone 512-450-6300

November 2020

## 1. PURPOSE

The purpose of this Statement of Work (“SOW”) is to Install ALPR Cameras at the Mainline ORT zones CTRMA is requesting. Kapsch to perform the installation and implementation of the ALPR cameras in support of Vigilant Solutions.

This SOW will require the successful contractor to perform the following services:

- Procure and install cat-6 cable from cameras located in the zone to each roadside cabinet.
- Mount and terminate each of these cameras.
- 14 Cameras total

## 2. SCOPE OF WORK

Provide Road closures for camera installation for these locations.

- **Parmer Mainline 290** – for 6 Cameras
- **51<sup>st</sup> Mainline NB 183S** – for 3 Cameras
- **MLK Mainline 183S** – for 4 Cameras
- **Farwest MOPAC** – for 2 Cameras

Pull in approximately 9,000’ Belden Cat-6 from Cameras to roadside cabinet.

Provide a separate Vlan for the cameras.

Assist with installation of Server in rack space at the TMC and at Parmer ILP.



**GENERAL MEETING OF THE BOARD OF DIRECTORS  
OF THE  
CENTRAL TEXAS REGIONAL MOBILITY AUTHORITY**

**RESOLUTION NO. 20-0XX**

**APPROVING AN AGREEMENT WITH MOTOROLA SOLUTIONS, INC.  
FOR THE INSTALLATION OF AUTOMATIC LICENSE PLATE READER  
TECHNOLOGY FOR THE MOBILITY AUTHORITY'S HABITUAL VIOLATOR  
ENFORCEMENT PROGRAM**

WHEREAS, by Resolution No. 18-049 dated September 26, 2018, the Central Texas Regional Mobility Authority (Mobility Authority) Board of Directors (Board) amended the Mobility Authority Policy Code to include the additional level of habitual violator enforcement as prescribed by Chapter 372, Texas Transportation Code; and

WHEREAS, by Resolution No. 19-032 dated June 26, 2019, the Board authorized the Executive director to enter into an agreement with GTS Technology Solutions, Inc. for the installation of automated license plate reader technology on the 183A and 290E corridors to support the Mobility Authority's habitual violator enforcement goals; and

WHEREAS, the Mobility Authority now seeks to install additional automated license plate reader technology on the 183 South, 290E and MoPac corridors; and

WHEREAS, the Executive Director has negotiated a scope of work for the installation of automated license plate reader technology on Mobility Authority facilities based on the quote received from Motorola Solutions, Inc. which are attached hereto as Exhibit A and Exhibit B, respectively; and

WHEREAS, Motorola Solutions, Inc. currently provides services to the State of Texas through Texas Department of Information Resources (DIR) Contract No. DIR-TSO-4104; and

WHEREAS, pursuant to Texas Government Code Section 2054.0565, the Mobility Authority may use the DIR contract with Motorola Solutions, Inc. for the installation of automated license plate reader technology without the need to seek competitive bids; and

WHEREAS, the Executive Director recommends entering into an agreement with Motorola Solutions, Inc. for the installation of automatic license plate reader technology in an amount not to exceed \$285,373.05 through their DIR contract.

NOW THEREFORE BE IT RESOLVED that the Board of Directors hereby approves the scope of work and quote from Motorola Solutions, Inc. for the installation of automated license plate reader technology which are attached hereto as Exhibit A and Exhibit B, respectively; and

BE IT FURTHER RESOLVED, that the Executive Director is authorized to enter into an agreement with Motorola Solutions, Inc. in an amount not to exceed \$285,373.05 through their

contract with the Department of Information Resources for the installation of automatic license plate reader technology in support of the Mobility Authority's habitual violator enforcement program.

Adopted by the Board of Directors of the Central Texas Regional Mobility Authority on the 16<sup>th</sup> day of December 2020.

Submitted and reviewed by:

Approved:

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Geoffrey Petrov, General Counsel

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Robert W. Jenkins, Jr.  
Chairman, Board of Directors

**Exhibit A**



2385 Oak Grove Parkway  
Little Elm, TX 75068  
Ph: (972) 292-3993  
[www.tsmtexas.com](http://www.tsmtexas.com)

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<b>SOW #</b>	TIS-VS-CTRMA-11252020
<b>PROJECT</b>	CTRMA Fixed LPR Project – Phase 2
<b>CLIENT</b>	Vigilant Solutions
<b>CONTACT</b>	Jason Cheshier
<b>EMAIL</b>	<a href="mailto:jason.cheshier@vigilantsolutions.com">jason.cheshier@vigilantsolutions.com</a>
<b>PHONE</b>	

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# STATEMENT OF WORK

## I. INTRODUCTION

This Statement of Work (SOW) covers the equipment and services to be provided by Trinity Innovative Solutions, LLC. (TIS) for the CTRMA Fixed LPR Project.

All parties mutually agree that TIS has the experience, expertise, and capacity to deliver all equipment and services detailed in this SOW.

## II. PURPOSE

TIS understands that the purpose of this project is to deploy multiple Vigilant Reaper fixed LPR cameras for the purpose of capturing license plates and alerting law enforcement to the passage of vehicles that are listed as having excessive toll violations or other criminal wants and/or warrants.

This document will identify the following:

- A. The equipment and services to be supplied by TIS as defined in this SOW.
- B. The proposed timeframe for equipment and services to be delivered.
- C. Specific items the client will be required provide or address to complete the project.

## III. OVERVIEW OF WORK TO BE PERFORMED

TIS will be responsible for performing the following work:

- A. All work to be completed within 5 working days.
- B. Provide a project book.
- C. Install and configure 14 Vigilant Reaper fixed LPR cameras. Includes all mounting hardware.
- D. Install and configure 1 edge-of-network LPR processors. Includes installation of 2U NUC shelving units.
- E. Connect LPR cameras and edge server to client network infrastructure.
- F. Perform complete system testing. This includes:
  - 1. Power up.
  - 2. Network connection verification.
  - 3. Cameras are properly aimed.

4. Cameras are reading plates in a consistent manner.
5. Use test plates to verify system is sending alerts when a positive hit is detected.
6. Other testing as required.

#### **IV. EQUIPMENT AND SERVICES LIST**

See attached quote.

#### **V. OTHER RESPONSIBILITIES**

1. Client is responsible for pulling any required cable runs.
2. Client is responsible for providing a network infrastructure capable of consistent and reliable transmission of LPR data.
3. Client is responsible for providing a bucket truck and operator to support TIS personnel perform installation work.
4. Any required Traffic Control Plans or Maintenance of Traffic Plans.
5. TIS is responsible for delivery and installation of all equipment purchased by by the client for this project.

#### **VI. OTHER PROVISIONS**

If TIS, through no fault of their own, is required to perform services in excess of the allocated 10 working day schedule, the client will be billed at the rate of \$1,000.00 per day.



**Exhibit B**



Account Manager: Ben Zotyka  
 2120 W Breaker Lane Suite P  
 Austin Texas 78758

Date: 11/25/20  
 Quote#: JAS-1270-01  
 Contract Number: TX DIR TSO-4101

Prepared For: Greg Mack	Ship to Address: TBD	Bill to Address: TBD
Phone Number:		
Email :		
Agency: Central Texas Reg Mobility Authority		
Customer #:		

Item	Qty	Description	Model	List Price	Contract Price	Extended
14		<b>ReaperXD Fixed LPR Camera System VSF-100-RXD</b> Vigilant Solutions REAPER XD Fixed LPR Camera Varifocal lens for capture up to 120'	DDN2841A	\$ 6,240.00	\$ 5,200.00	\$ 72,800.00
1		<b>Vigilant LPR Standard Service Package for Hosted/Managed LPR Deployments VSBSCSVC-03</b>	DDN2844A	\$ 30,800.00	\$ 28,000.00	\$ 28,000.00
1		<b>Target Alert Svc- LPR Alert Del Software TAS-UL</b>	DDN2844A	\$ -	\$ -	\$ -
14		<b>Vigilant Start Up and Commissioning "In Field System"</b>	DDN2842A	\$ 880.00	\$ 800.00	\$ 11,200.00
14		<b>Extended Warranty years 2-5</b>	DDN2843A	\$ 23,100.00	\$ 21,000.00	\$ 21,000.00
1		<b>Installation At Toll Zones</b>	DDN2842A	\$ 110,000.00	\$ 100,000.00	\$ 100,000.00
1		<b>All Additional Hardware - Server, Ethernet Switches(qty 5), power supplies (Qty 5), Server Racks (Qty 5), Cabling, Clamps, block Assemblies</b>	DDN2841A	\$ 22,456.63	\$ 18,713.86	\$ 18,713.86
1		<b>Additional Services including Engineering, Fixed Cameras(qty 14) and Edge Server Installation</b>	DDN2842A	\$ 22,077.00	\$ 20,070.00	\$ 20,070.00
<b>EQUIPMENT TOTAL</b>						<b>\$ 271,783.86</b>

**Quote Notes:**

1. All prices are quoted in USD and will remain firm and in effect for 60 days.
2. Orders requiring immediate shipment may be subject to a 15% QuickShip fee.



**Quote for:**

CTRMA (Central TX Regional Mobile Authority)

**Attn:**

Greg Mack

**Reference:**

Phase 2 (Qty 14 Cameras)

**Quote By:**

Jason Cheshier

**Date:**

11-25-20



		<b>Vigilant Solutions, LLC</b> 1152 Stealth Street Livermore, California 94551 (P) 925-398-2079 (F) 925-398-2113			
Issued To:	CTRMA (Central TX Regional Mobile Authority) Attention: Greg Mack			Date:	11-25-20
Project Name:	Phase 2 (Qty 14 Cameras)			Quote ID:	JAS-1270-02

## PROJECT QUOTATION

We at Vigilant Solutions, LLC are pleased to quote the following systems for the above referenced project:

Qty	Item #	Description
(14)	VSF-100-RXD	<b>ReaperXD Fixed LPR Camera System</b> <ul style="list-style-type: none"> <li>• Vigilant Solutions High Definition Fixed LPR camera (standard wavelength)</li> <li>• Varifocal lens for capture up to 120'</li> <li>• Requires Vigilant Intel Box, sold separately</li> <li>• Includes Vigilant Solutions Pole Mount</li> </ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(5)	VSBSVC-03	<b>Vigilant LPR Basic Service Package for Hosted/Managed LPR Deployments</b> <ul style="list-style-type: none"> <li>• Managed/hosted server account services by Vigilant               <ul style="list-style-type: none"> <li>◦ Includes access to all LEARN or Client Portal and CarDetector software updates</li> </ul> </li> <li>• Priced per camera per year for 31-60 total camera units</li> <li>• Requires new/existing Enterprise Service Agreement (ESA)</li> </ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(1)	TAS-UL	<b>Target Alert Service - LPR Alert Delivery Software - Unlimited User</b> <ul style="list-style-type: none"> <li>• Real Time LPR notification and mapping software sends LPR alerts to any in-network PC</li> <li>• Send Alerts over any communication protocol including LAN, WAN, internet wireless, etc.</li> <li>• Server Client software compatible with all Vigilant CDFS applications</li> </ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(14)	SSUPSYS-COM	<b>Vigilant System Start Up &amp; Commissioning of 'In Field' LPR system</b> <ul style="list-style-type: none"> <li>• Vigilant technician to visit customer site</li> <li>• Includes system start up, configuration and commissioning of LPR system</li> <li>• Applies to mobile (1 System) and fixed (1 Camera) LPR systems</li> </ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(14)	VS-SHP-02	<b>Vigilant Shipping Charges</b> <ul style="list-style-type: none"> <li>Applies to each fixed camera LPR System</li> <li>Shipping Method is FOB Shipping</li> </ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(1)	KAP_SCVS	<b>Installation of License Plate Recognition (LPR) Cameras at Toll Zones, on the 290E, MOPAC and 183S Roadways for Central Texas Regional Mobility Authority (CTRMA)</b> <ul style="list-style-type: none"> <li>Procure and install no more than 9,000 feet of Belden Cat-6 cable , from the ALPR cameras that will be located in the toll zone to each roadside cabinet, and install in existing conduit(s).</li> <li>Provision of a separate Vlan for the cameras</li> <li>Assist and support the installation of the new server into existing rack space at the TMC</li> <li>Provide for the Maintenance of Traffic (MOT) or lane closures, for the camera installation at the toll zone locations listed below:</li> </ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(1)	SERVER-2U RACKMOUNT AMD EPYC	<b>2U AMD EPYC Server. 32-core AMD proc., 64GB RAM, 2 X M.2 1TB NVM SSD, 4-port GbE Intel I350 LAN adapter, 700W power supply, Windows 10 IoT Ent. 2019 High End, 2 yr Warranty</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(5)	SWITCH-5PORT-POE	<b>5-Port Industrial Unmanaged PoE Ethernet Switch.</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(5)	CONS-PS-120-12	<b>DIN Rail Mounted 10A 12VDC Power Supply</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(5)	TIS-2U-RACK-SHELF	<b>TIS 2U Server Rack Shelf 22.83 x 19.8 x 4.72 inches</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>



Qty	Item #	Description
(6)	COM-CBL-ETH-STP-BLU-14FT	<b>SlimRun Cat6A Ethernet Patch Cable - Snagless RJ45, Stranded, S/STP, Pure Bare Copper Wire, 36AW...</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(14)	TIS-CLC-KIT	<b>TIS Camera Locking Clamp Assy. Includes Camera Locking Clamp, Thumb Screw and Cap Screw</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(14)	ASM-CMB	<b>TIS Camera Mounting Block Assembly</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(14)	SVC-LPR-INSTALL	<b>Fixed LPR camera installation. Per camera.</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(1)	SCV-FIELD-LVL2	<b>Installation and testing of edge server.</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(1)	SVC-ENGINEERING	<b>Solution Engineering Services.</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(1)	TRVL	<b>Travel and Expenses - 5 days on-site for 2 field technicians.</b>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

Qty	Item #	Description
(14)	CDFS-4HWW	<b>Fixed Camera LPR System - Extended Hardware Warranty - Year 2 through 5</b> <ul style="list-style-type: none"> <li>• Fixed LPR System LPR hardware component replacement warranty</li> <li>• Applies to 1-Channel hardware system kit</li> <li>• Valid for 4 years from standard warranty expiration</li> </ul>
<b>Subtotal Price</b> (Excluding sales tax)		<b>TBD</b>

**Quote Notes:**

1. All prices are quoted in USD and will remain firm and in effect for 60 days.
2. Returns or exchanges will incur a 15% restocking fee.
3. Orders requiring immediate shipment may be subject to a 15% QuickShip fee.
4. 5 year warranty on cameras is an additional \$21,000
5. 5 year CLK's on all 14 cameras is an additional \$22,400

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