



June 25, 2025
AGENDA ITEM #12

Discuss and consider approving a
contract with SHI Government
Solutions, Inc. for Rekorder subscription
services

Strategic Plan Relevance: Collaboration, Innovation, Safety, Service
Department: Operations Department
Contact: Fabiola Bowers, Traffic & Incident Manager
Associated Costs: Not to Exceed \$2,000,000.00
Funding Source: Operating Budget
Action Requested: Consider and act on the draft resolution

Project Description/Background: The Advanced Transportation Reporting and Incident Management/Prediction System supplements Traffic Incident Management (TIM) Center's capabilities to detect incidents, reduce response times, and enhance communications with first responders and the traveling public. This service is part of an initiative to modernize the Mobility Authority's toll and roadway technology systems, and to thoughtfully expand the use of technology to maximize road capacity.

Previous Actions & Brief History of the Program/Project: The Mobility Authority's Board approved an agreement with Waycare Technologies in July 2020. Waycare was acquired by Rekorder Systems, Inc., an artificial intelligence technology company based in Columbus, Maryland, circa August 2021. The current agreement will expire on June 30, 2025.

Financing: The approved FY 2026 Operating Budget (Account 74177 ETC Toll Management Center System Operation) includes funds for the Initial Term.

Action requested/Staff Recommendation: The Authority wishes to procure Rekorder subscription services to support its traffic management and incident response activities through an agreement with SHI Government Solutions, Inc. Rekorder Systems Inc.'s platform leverages vast amounts of data from both internal road sources such as sensors

and cameras, as well as external vehicle and ecosystem data such as navigation solutions, telematics data, and more. Machine learning technologies are harnessed to synthesize all data sets (historical and real-time data sources including crashes, incidents, weather, events, construction, infrastructure, connected vehicle data, etc.) and then provide actionable insights to improve incident traffic management and traffic safety operations. It offers the following benefits:

- Event Detection including incident detection AI and smart duplication
- Roadway Response includes organization settings, intelligence layers, traffic impact, event management, and history logs
- Decision Support with event priority ranking, corridor analysis, and incident trends
- Community Connect which pushes notifications to social media, navigation applications, and driver connect systems

SHI Government Solutions is an approved Texas Department of Information Resources vendor. Through DIR contract #DIR-CPO-5241, SHI is a Reseller of various brands and products and offers Software Products and related services plus Software as a Service through this contract, including maintenance, technical services, and training. Contracts may be used by the state and local government, public education, other public entities in Texas, as well as public entities outside the state. This contract does not provide resellers. DIR has exercised the automatic renewal option for this Contract. This renewal extends the contract through 6/18/2030.

This agreement provides for a five-year period. The pricing for the agreement is \$335,920.45 in FY26, FY27, FY28, FY29, and FY30 should this activity continue to be funded. Additional enhancements have been accounted for in the FY26 budget and will be implemented when appropriate. The agreement may be cancelled with sufficient notice at any time.

Backup provided: Draft Resolution
Pricing Proposal – SHI Government Solutions, Inc.
DIR Public Records Agreement – SHI Government Solutions, Inc.
for Rekor Agreement
DIR Vendor Agreement – SHI Government Solutions, Inc. for
Rekor Agreement

**GENERAL MEETING OF THE BOARD OF DIRECTORS
OF THE
CENTRAL TEXAS REGIONAL MOBILITY AUTHORITY
RESOLUTION NO. 25-0XX**

**APPROVING A CONTRACT WITH SHI GOVERNMENT SOLUTIONS, INC.
TO PROVIDE AN ADVANCED TRANSPORTATION REPORTING AND INCIDENT
MANAGEMENT/PREDICTION SYSTEM**

WHEREAS, in order facilitate the safe and efficient flow of traffic the Mobility Authority has undertaken an initiative to strategically use technology to reduce the time required to identify and clear incidents and to enhance communications with first responders and the traveling public; and

WHEREAS, by Resolution No. 20-044 on June 3, 2020, the Board of Directors approved an agreement with Waycare Technologies, Inc. for an Advanced Transportation Reporting and Incident Management/Prediction System services; and

WHEREAS, the Mobility Authority's current agreement with Waycare Technologies, Inc. expires on June 30, 2025; and

WHEREAS, Advanced Transportation Reporting and Incident Management/Prediction System services are offered by SHI Government Solutions, Inc. through Rekor Systems, Inc. subscription services; and

WHEREAS, Rekor Systems, Inc. software can be purchased from SHI Government Solutions, Inc. through Texas Department of Information Resources (DIR) Contract No. DIR-CPO-5241; and

WHEREAS, the Executive Director has obtained pricing for the Rekor Systems, Inc. software license from SHI Government Solutions, Inc. which is attached hereto as Exhibit A; and

WHEREAS, pursuant to Texas Government Code Section 2054.0565 and Mobility Authority Policy Code Section 401.008, the Mobility Authority may use the DIR cooperative contract with SHI Government Solutions, Inc. to procure Rekor Systems, Inc. software without the need to seek competitive bids; and

WHEREAS, the Executive Director recommends approving the acquisition of Rekor Systems, Inc. software subscription in an amount not to exceed \$2,000,000.00 for a five (5) year period of from SHI Government Solutions, Inc. through their DIR cooperative contract.

NOW THEREFORE BE IT RESOLVED in order facilitate the safe and efficient flow of traffic the Mobility Authority, the Executive Director is hereby authorized to enter into an agreement with SHI Government Solutions, Inc. for Rekor Systems, Inc. software subscription in an amount not to exceed \$2,000,000.00 for a five (5) year period of from SHI Government Solutions, Inc. through their cooperative contract with the Texas Department of Information Resources.

Adopted by the Board of Directors of the Central Texas Regional Mobility Authority on the 25th day of June 2025.

Submitted and reviewed by:

Approved:

James M. Bass
Executive Director

Nikelle Meade
Vice Chair, Board of Directors

Exhibit A



Central Texas Regional Mobility Authority
3300 N. IH 35 Suite 300
Austin, TX 78705

February 14, 2025

This document is amending the Central Texas Regional Mobility Authority's (CTRMA) access to features of Rekor Command.

QUOTE

The Core package includes the features described in the table below.

Event Detection	Incident Detection AI	Leveraging Rekor One®, our roadway intelligence engine, to aggregate massive amounts of data, we trained our innovative incident detection AI model to understand what is expected on the roadways, identify anomalies in real time, and ultimately determine various types of incidents impacting the roadway in real-time. With feedback from operators, the model continually learns, allowing it to adapt to new scenarios and continually improve accuracy.
	Smart Deduplication	Our smart deduplication feature ensures we limit the noise you would normally see from ingesting multiple data sources by identifying and eliminating duplicative events before they reach the platform.
Roadway Response	Organization Settings	Our organization settings feature allows you to create the custom environment needed to ensure the efficiency and effectiveness of your unique transportation management center. It all starts with defining your workspaces, the geographical boundary for the roads and event data that you need to manage. Workspaces can be divided up as needed to accommodate different discernible boundaries you may require for operational activities. From there, system administrators can set role-based permissions for each user, controlling what an individual user can view or edit across the platform. With the ability to create custom roles with unique permissions, you can ensure each member of the team has the appropriate access and permissions they need to manage their work. And as your needs and work requirements change, you can update and modify these settings directly in the platform. Lastly, with Rekor Support, you designate two team members who will have direct access to engage via web, email, or phone with the first available member of the Rekor customer support team, while also having access to the on-demand Rekor Help Center, containing knowledge base self-help articles. Each element of our organization settings feature is designed with the user in mind to enable a truly best in class user experience.
	Intelligence Layers	Our intelligence layers give you the ability to control the depth of situational awareness you gain at any given moment by allowing you to add and remove different layers of information. Driven by our incident detection AI feature, it all starts with the incident layer that allows you to focus on key types of incidents or see all incidents in a given area. Fed from direct system integrations, third-party vendors or added directly by users, the traffic disruptions layer then allows you to monitor pre-planned special events and see construction and other disruptions or closures that may impact your ability to effectively manage new events. When you integrate your existing assets, both fixed and mobile, our asset layer allows you to see locations, characteristics, and live feeds from each asset to support your incident verification and management efforts. Finally, with our roadway layers, you can choose to see traffic, mile markers, and even switch to satellite view to gain insights into the exact environment surrounding an event. Each of these layers can be turned on to ensure you have the situational awareness you need to manage individual events, but also



		turned off to ensure you can focus on the key insights that matter most as you monitor the roadways.
	Traffic Impact	Our traffic impact feature identifies the impact each event is having on the surrounding roadways, providing important situational awareness without the need for additional hardware. By analyzing real-time telematics data with historical trends, we provide enhanced visibility and actionable insights to ensure TMC operators can identify, locate, prioritize, and manage the most impactful events disrupting the normal flow of traffic.
	Event Management	Our event management feature provides the tools you need to monitor and manage the events happening on your roadway. Within the insight panel, the persistence score provides real-time insights into the likelihood that an incident is still active on the roadway, allowing you to quickly prioritize the events you want to focus on. For each confirmed event, you are able to add additional information and edit event details, including the option to precisely identify the location of the event. To ensure you are able to quickly and thoroughly manage your response, you have the option to input and assign pre-planned response plans to individual events and can easily review past actions taken as part of managing the event. Lastly, when you integrate your CCTV camera, the platform will automatically identify and link the closest cameras to each event to speed up verification efforts. Each of these capabilities enable smarter prioritization and management, ensuring maximum effectiveness of your transportation management team.
	History Log	Our history log feature provides historical event related data that can be viewed, filtered, sorted, and exported as needed. This data can be used for auditing purposes, viewing event-related activity details, and exporting to additional external systems for deeper analysis.
Decision Support	Priority Ranking	Uses multi-factor prioritization method, this capability revolutionizing incident management by empowering users to focus on high-impact events with precision and speed. Priority Ranking fuses real-time mobility data, such as incident types, road types, persistence score, dynamic speed data, and applies AI-driven algorithms to assess incident impact, enabling users to prioritize responses where they matter most, reducing response times, optimizing resource allocation, and ensuring safer, more efficient traffic flow when it's needed most.
Roadway Analytics	Corridor Analysis	Our corridor analysis feature identifies the corridors most impacted by events in a given time frame, providing insights into your most troublesome areas.
	Incident Trends	Our incident trends feature highlights the incident patterns on your roadways including frequency, source, and location type, allowing you to analyze and address the most impactful trends.
Community Connect	Social Media	Our social media feature allows you to push public alert notifications directly from the event you are managing to the social media apps your citizens are using, such as X (formerly known as Twitter).
	Navigation Apps	Our navigation apps feature allows you to push public alert notifications directly from each event you are managing to the navigation apps your traveling public is using, such as Waze.
	511	Our 511 feature allows you to initiate phone notifications to the public about an event or disruption impacting the roadways, directly from each event you are managing.
	Email	Our email feature allows you to email the public about an event or disruption impacting the roadways, directly from each event you are managing.
	Driver Connect	Our feature allows you to broadcast incident updates directly to private and commercial vehicles equipped with alert systems.

QUOTE

Item	Cost
Total (per year)	\$335,920.45

HOURLY RATES

If ad-hoc work is to be required through a change order Rekor will invoice CTRMA for work performed at the following rates.

Position	Rate
Project Manager	\$141.97
Senior Solutions Engineer	\$218.72
Senior Product Manager	\$201.89
Senior Product Designer	\$141.97
Senior Front-End Developer	\$236.59
Senior Back End Developer	\$283.94
QA Engineer	\$157.75
Senior Solutions Architect	\$236.59
Back End Developer	\$189.28
Data Scientist	\$220.83
Senior Back End Developer	\$283.94
Project Principal	\$363.40
Administration	\$126.50

QUOTE TERMS

The term of the agreement is five (5) years, with two (2) optional renewal periods of two (2)



years each. The agreement will start on July 1, 2025.

QUOTE ACCEPTANCE

This quote is valid until **June 30, 2025**. If not accepted before this date, the quote may be subject to review, change, or withdrawal. This feature will go live on July 1, 2025, upon Rekor's receipt of a Notice to Proceed. To secure the terms, scope of work, and pricing indicated in this document, please ensure acceptance is confirmed on or before the above expiration date. This quote is subject to the following terms <https://www.rekor.ai/privacy#terms>. Should CTRMA require an extension or have concerns regarding the expiration date, they are encouraged to contact Paul-Matthew Zamsky at pzamsky@rekor.ai to discuss potential adjustments or revisions.

Eyal Hen
Chief Financial Officer
Rekor Recognition Systems, Inc.





Pricing Proposal
Quotation #: 26294368
Created On: 6/11/2025
Valid Until: 6/30/2025

TX-Central Texas Regional Mobility Authority

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All Prices are in US Dollar (USD)

Product	Qty	Retail	Your Price	Total
1 Rekor AI Renewal - Outlined in attached document Rekor - Part#: NPN-WAYCA-REKOR-A Contract Name: COTS/Related Services Contract #: DIR-CPO-5241 Coverage Term: 7/1/2025 – 6/30/2026 Note: Year 1	1	\$0.00	\$335,920.45	\$335,920.45
2 Rekor AI Renewal - Outlined in attached document Rekor - Part#: NPN-WAYCA-REKOR-A Contract Name: COTS/Related Services Contract #: DIR-CPO-5241 Coverage Term: 7/1/2026 – 6/30/2027 Note: Year 2	1	\$0.00	\$335,920.45	\$335,920.45
3 Rekor AI Renewal - Outlined in attached document Rekor - Part#: NPN-WAYCA-REKOR-A Contract Name: COTS/Related Services Contract #: DIR-CPO-5241 Coverage Term: 7/1/2027 – 6/30/2028 Note: Year 3	1	\$0.00	\$335,920.45	\$335,920.45
4 Rekor AI Renewal - Outlined in attached document Rekor - Part#: NPN-WAYCA-REKOR-A Contract Name: COTS/Related Services Contract #: DIR-CPO-5241 Coverage Term: 7/1/2028 – 6/30/2029 Note: Year 4	1	\$0.00	\$335,920.45	\$335,920.45
5 Rekor AI Renewal - Outlined in attached document Rekor - Part#: NPN-WAYCA-REKOR-A Contract Name: COTS/Related Services Contract #: DIR-CPO-5241 Coverage Term: 7/1/2029 – 6/30/2030 Note: Year 5	1	\$0.00	\$335,920.45	\$335,920.45

Subtotal	\$1,679,602.25
Shipping	\$0.00
Total	\$1,679,602.25

Additional Comments

Thank you for choosing SHI-GS! The pricing offered on this quote proposal is valid through the expiration date set above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order.

SHI Government Solutions, Inc. is 100% Minority Owned, Woman Owned Business.
TAX ID# 22-3695478; DUNS# 14-724-3096

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.