

Larson, Erik

From: Conor Kelly <conor.kelly@passportinc.com>
Sent: Tuesday, February 12, 2019 6:15 PM
To: Larson, Erik
Cc: Giglio, Julie; Travers, James; Fedeli, Frank; Petise, Frank; Peterson, Gary M; Albanese, Michael
Subject: Re: Passport Best and Final RFP 746
Attachments: 01-2019-LPR-CutSheet.pdf; Enforcement Cut Sheet for Displacements (1).pdf

Erik,

Your statement is confirmed as true. Passport has a long standing relationship and deep integration with Genetec LPR, which will ensure no loss in continuity of service for the City of Stamford. With the acquisition of [NuPark](#), Passport has the ability to improve City workflows and drive operational efficiencies through License Plate Recognition technology.

Please see attached for further details and let me know if you have any further questions.

Thanks,
Conor Kelly
Director, Enterprise Solutions
704-899-5302

On Tue, Feb 12, 2019 at 5:01 PM Larson, Erik <ELarson@stamfordct.gov> wrote:

Conor –

Please confirm that Passport has a current relationship with Genetec LPR and provide an assurance that there will be no interruption of current City operations, and Passport can add further applications to LPR that will improve City operations and reduce manual operations?

Erik J. Larson

Purchasing Manager

203-977-4107

From: Larson, Erik
Sent: Saturday, February 9, 2019 11:51 AM
To: conor.kelly@passportinc.com
Cc: Giglio, Julie; Travers, James; Fedeli, Frank; Petise, Frank; Peterson, Gary M; Albanese, Michael
Subject: Passport Best and Final RFP 746

Conor –

Please confirm the accuracy of the data in the attached Word file [City of Stamford (CT) Shortlist Notes 11.15.18] and Excel file [(RFP Request for Pricing detail (Passport))].

The Selection Committee is in the final phase of our evaluation process. We are asking that you present your best and final offer on the attached Excel file – RFP 746 Request for Pricing Best and Final 02092019

Please submit your response by Friday, Feb. 15, 2019.

Thank you - Erik

Erik J. Larson

Purchasing Manager

City of Stamford

888 Washington Boulevard

Stamford, CT 06901

203-977-4107

LPR Technology

License Plate Recognition makes parking management and enforcement *even easier*.



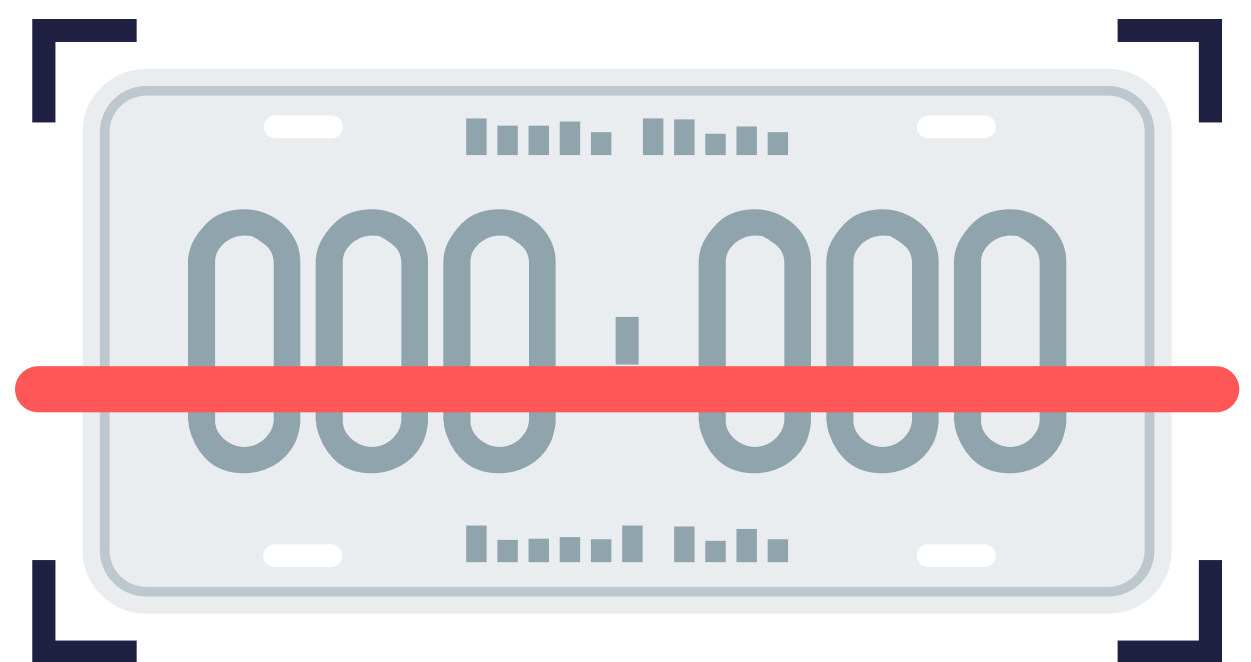
Enforcing compliance in your parking and permitting operations has never been easier, faster or more accurate, thanks to license plate recognition (LPR) software, which makes monitoring paid parking sessions, digital permits, and time-limit parking a breeze. Municipalities, universities and private operators across the country are utilizing this technology to optimize their operations, and you can, too.

BENEFITS OF LPR:

- **Streamline operations.** With real-time information at their fingertips, officers and staff can spend their time more efficiently.
- **Increase compliance.** Officers can easily identify time-limit, permit, or scofflaw infractions.
- **Expand patrol coverage.** Check more areas, more frequently, during a shift.
- **Simplify ticket issuance.** Integration with a handheld solution
- **Prevent appeals.** Evidence of violations is automatically generated through the LPR camera, and is shown on the printed ticket, preventing appeals from violators.
- **Connect with citizens.** Turn your parking enforcement officers into parking ambassadors to create a better parking experience for all.

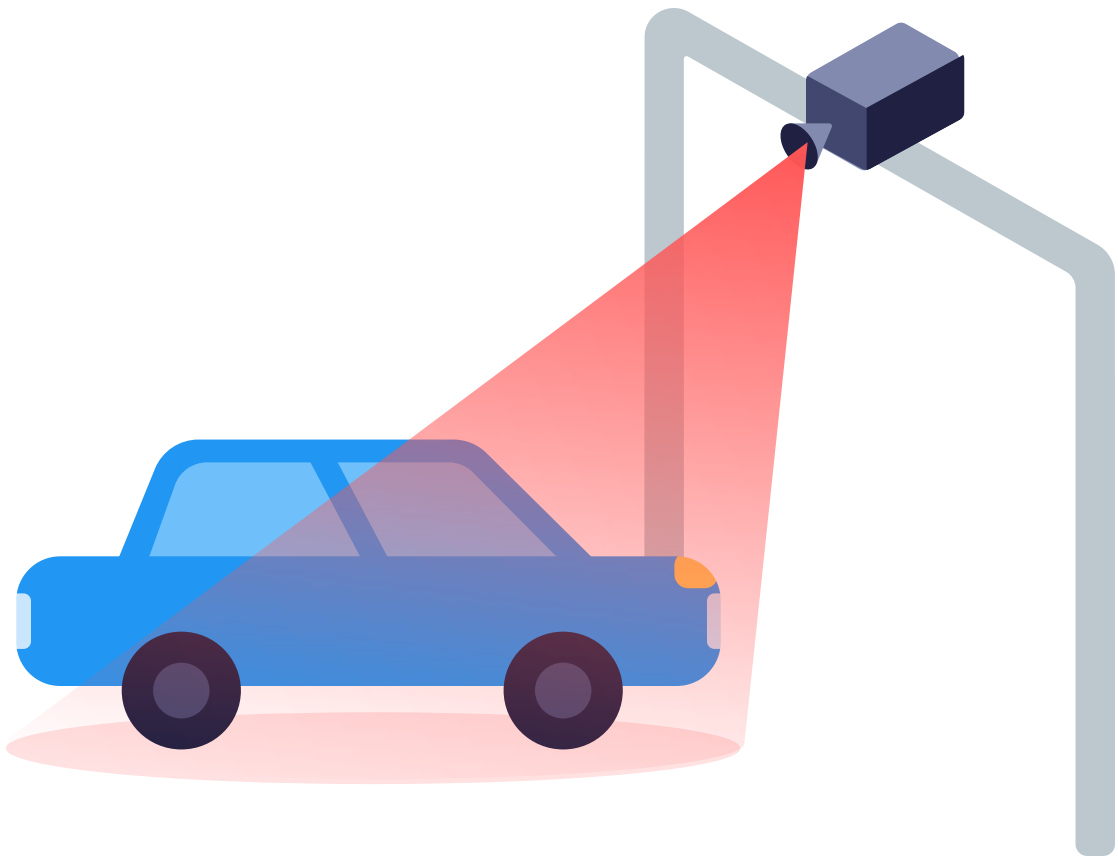
■ **Up to +1400%**
in scofflaw identification*

■ **+40%**
in enforcement productivity**



*Source: Genetec. Parking in the City of Fort Lauderdale.

**Source: Genetec. (2015). University of British Columbia Transitions to Gateless Parking with Autovu Free Flow. V0718

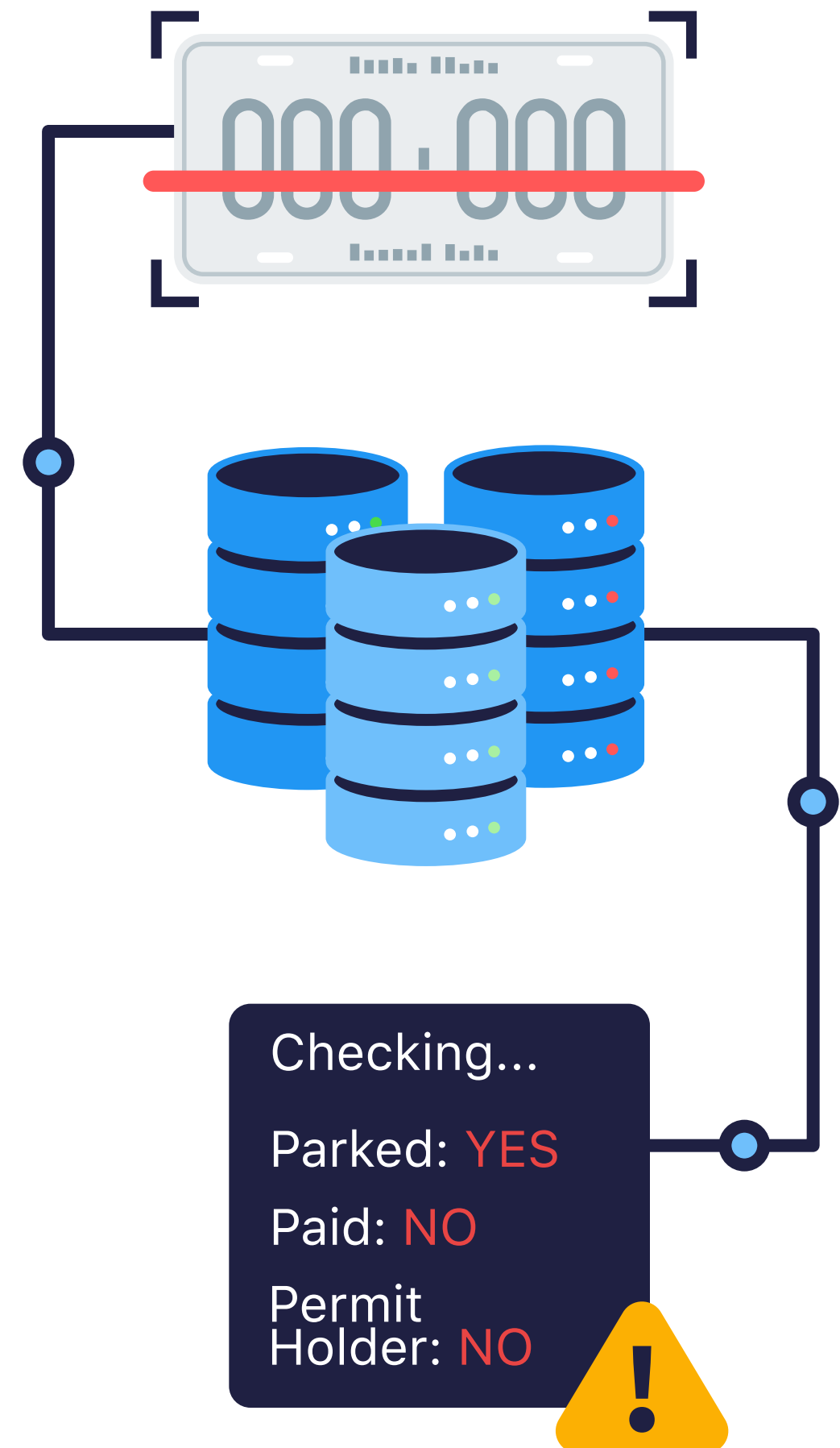


TYPES OF LPR HARDWARE:

- **Fixed LPR:** Cameras used at the entry point, exit point, or throughout a parking structure to manage enforcement, traffic flow, and occupancy data
- **Vehicle-based LPR:** Cameras on roving vehicles

HOW IT WORKS:

- LPR hardware and software is mounted on fixed structures or enforcement vehicles.
- The cameras scan license plate numbers for payment and permit status, and digitally chalk vehicles in zones with parking time limits.
- The system can automatically send infractions picked up by the LPR system to officers' mobile devices in real-time.
- Your officers print parking tickets for the violators through an in-car printer system or the Passport mobile issuance app and printer.
- Scofflaw, whitelists and blacklists can also be detected
- Passport's robust back-end system houses all of your data and generates reports in real-time.



CLIENTS WE SERVE:



DALLAS
FORT WORTH
INTERNATIONAL
AIRPORT



City of **New Haven**
CONNECTICUT

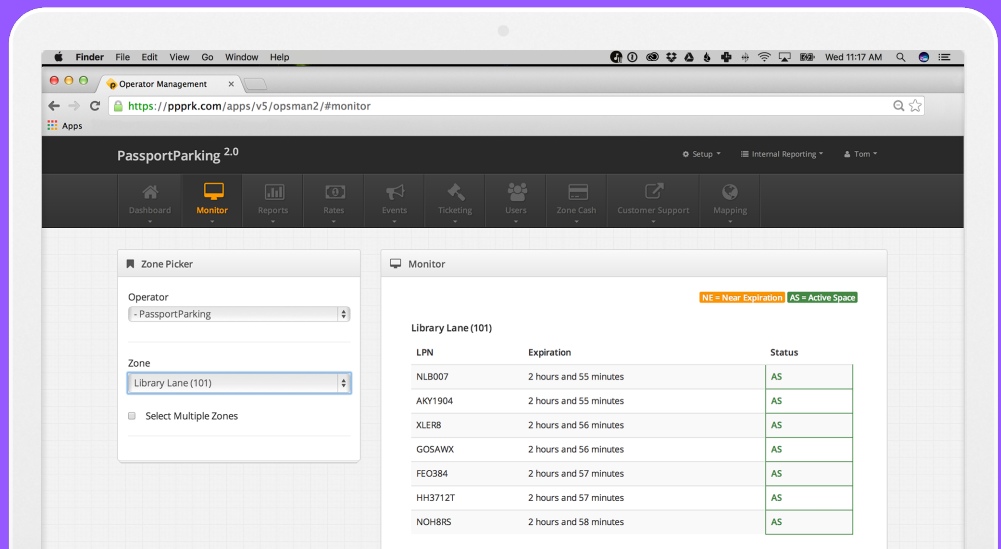
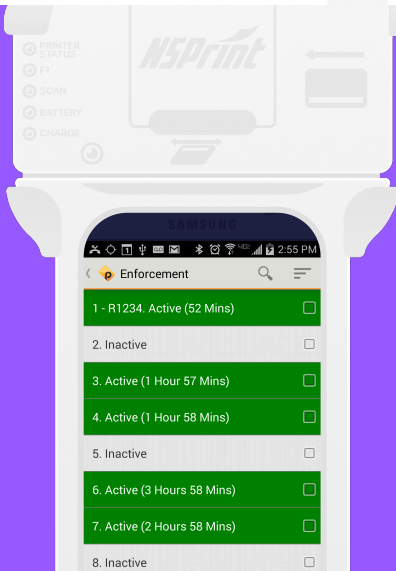


To learn more about LPR solutions, contact us today.

passportinc.com | sales@passportinc.com | © 2018 Passport Labs, Inc. All rights reserved.

ENFORCEMENT

Seamless Transitions



WITH PASSPORT

Passport's diligent, experienced team has a proven, agile process to help our clients transition their enforcement solutions smoothly, quickly, and with zero loss of data. Our Service Delivery and Client Success teams are known for their continuous communication, attention to detail and relentless support of each and every client as they make the switch to Passport.

400+

Implementations
worldwide

70 DAYS

Average time to
implement technology*

*pending availability of all client data

0% DATA LOSS

during transition process

You have held my hand throughout the transition from Duncan Solutions to Passport, and calmly and patiently worked with me, and all of my team, as we ventured into uncharted territory. Your kindness... bolstered my confidence in using a different product...Your understanding of the Passport system, along with your historical knowledge from Duncan and your time as a Hearing Officer, makes you invaluable to me and my team...You truly understand the ideal of service leadership, and I am most grateful.

Isabelle Perry Overman, Parking Citation
Administrator, DFW International Airport

PLATFORM BENEFITS



Working Groups

Passport will establish a dedicated working group to ensure all key stakeholders are kept abreast of any updates.



Data Import

A preliminary dry run ensures migrated information is functioning correctly *prior* to the full import being completed. Once the data format can be imported seamlessly, Passport will import the entirety of the City's legacy data, regardless of the volume of records or size of the import. There is no limit!



Configuration & Role Definition

Passport will configure the administrators using the system based on appropriate permissions for each department or function. Passport will setup all citation types, escalation schedules, and other rules as defined by the City.



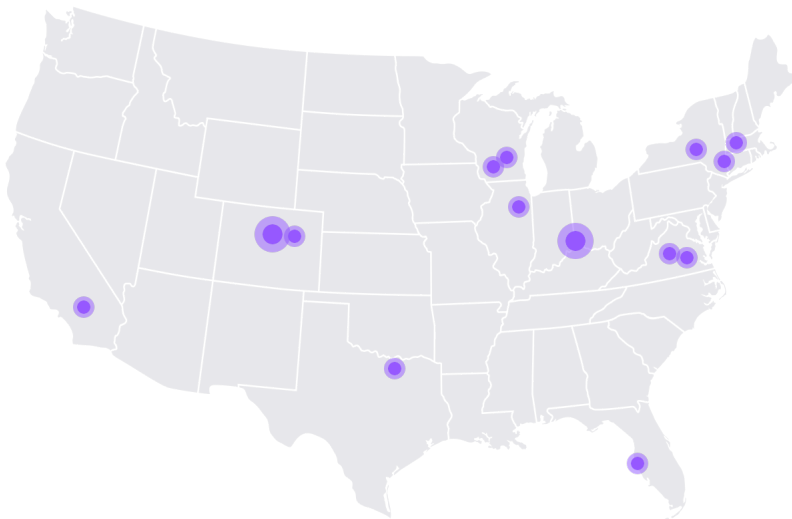
Printer Paper

Passport will reformat the stock citation layout to meet the needs of the City prior to transition. Passport can customize not only the layout, but also the paper itself to be branded for the City.



Going Live

At the *Go Live!* date, Passport will switch everything over to the new system while the old system is still live, eliminating any risk of functional gaps. All citation payments will be switched to the payment portal and funds will flow to the City's account. Old citations will be in the new system and payments can be made on those tickets using Passport's provided portal. When ready, the City can decommission the legacy system.



CLIENTS WE'VE TRANSITIONED

Passport understands that no two cities are exactly the same and has conducted transitions from several other providers to the Passport system, including:

- New Haven, CT – previously Duncan
- San Luis Obispo, CA – previously Phoenix Group
- Virginia Beach, VA – previously Republic Parking
- Breckenridge, CO – previously T2
- Inglewood, CA – previously Duncan
- Fort Myers, FL – previously Clancy
- And more!

To learn more about our products and implementation process, contact us today.

passportinc.com

sales@passportinc.com

© 2018 Passport Labs, Inc. All rights reserved.

