i. Technical Specifications: Single-Space Parking Meter

2. **Hardware**

2.1.1 *The height of the meter must comply with the Americans with Disabilities Act (ADA) requirements.*

IPS will comply. IPS is partnering with a local general contractor to install ADA compliant meter poles and housings.

2.1.1.1 "Accessible parking meter" and "accessible on-street parking meter" shall mean a parking meter with the following characteristics:

2.1.1.1.1 *All operable parts, including but not limited to slots for payment, no higher than 48" from the ground;* IPS complies.

2.1.1.1.2 *The operable parts and meter face directed at an accessible route; and* IPS complies.

2.1.1.1.3 *A box of ground space free of obstacles and measuring at least 30" x 48" aligned for forward or parallel approach to the operable parts and meter.* IPS complies.

2.2 Security and Locking Mechanisms

2.2.1 Locks must be corrosive resistant and should not require regular cleaning or maintenance. IPS complies.

2.2.2 Locks must not utilize oval or hollow keys. IPS complies.

2.2.3 Locks cannot be duplicated or purchased from either the vendor or lock manufacturer without the City's written approval. IPS complies.

2.2.4 Separate keys must be available to prevent maintenance personnel from entering the collection area and vice-versa. IPS complies.

2.2.5 All apertures shall be designed and/or shielded to discourage vandalism and insertion of foreign material. IPS complies.

2.3 Payment Types

2.3.1 *Meter must accept quarter, dime and nickel coins.*

IPS complies. IPS meters will accept any combination of coins the City chooses.

2.3.2 *Coin slot shall accept all coins through a single slot.* IPS complies.

2.3.3 *Must be able to detect and reject foreign coins and slugs. If the coin slot is jammed (inoperable), the station should still accept credit or debit card payments.*

IPS complies. IPS meters will keep track of all invalid coins deposited in the meter. An accurate count of rejected coins can be found in the Data Management System (DMS). If the coin slot is inoperable, IPS meters will display a screen directing the motorist to alternate payment options, such as "Card Only" for payment and will accept credit/debit, smart cards, and pay-by-cell transactions.

2.3.4 Debit and Credit card acceptance shall include at least Visa and MasterCard; American Express and Discover if possible.

IPS complies. The M5 meter accepts magnetic stripe credit/debit cards – such as Visa, MasterCard, American Express, Discover, and many more, assuming the acquirer is set up to process these cards. The M5 also has the capability to accept NFC payment (optional), such as Visa Paywave and MasterCard Paypass.

2.3.5 The credit card reader must be modular and easily unplugged and removed with basic tools for easy servicing.

IPS complies. The IPS meter is modularly designed for the easy removal and servicing of specific parts with basic tools, including the credit card reader.

2.3.6 The meter must be Payment Certification Industry (PCI) compliant. Vendor supplying parking equipment must meet the credit card data security requirements outlined by the Payment Card Industry Standards Council (http//www.pcisecuritystandards.org) for Service Providers and/or Software Vendors. PCI Certification must be achieved through a third party audit process. The provision of voluntary, security scan reports and questionnaires as proof of compliance will not be acceptable.

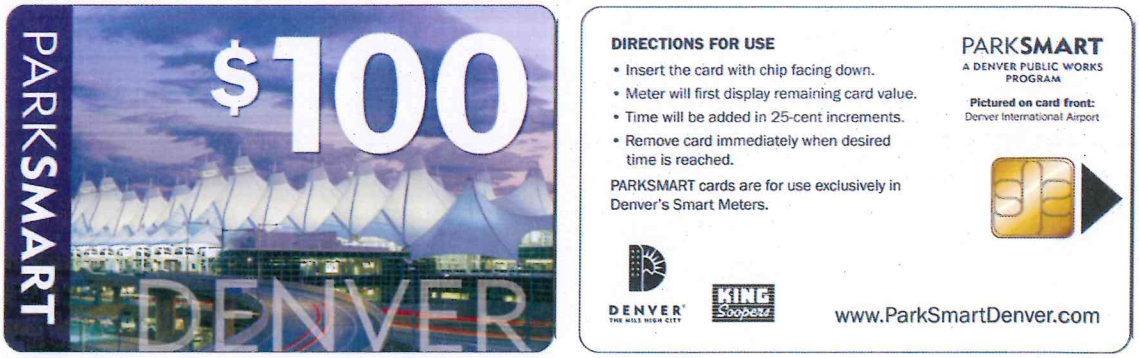
IPS complies. IPS is Level 1 PCI certified. A copy of our certificate is located in the Appendix of this proposal.

2.4 Token Program

2.4.1 The City is considering implementing a "token program" for the City and businesses to provide valid tokens or cards to customers. Please explain how a token program would operate, and list the price per 100 tokens and/or cards. Prices shall be guaranteed for the duration of the two (2) year contract. Please provide more detailed information on other validation programs you have.

IPS complies. Currently, IPS works with the cities of Denver and Columbus to provide these types of programs for downtown businesses, merchants, and patrons. With a token program, the City would provide downtown merchants with tokens to give out to patrons of their business to pay for parking, or encourage them to return to the area. Should the City desire a similar program, the following rates would apply. Although the prices are shown based on a quantity of 100 tokens, most purchases require a 1,000 token minimum. The price for 100 1.00" tokens would be $25.90. In addition, a $150.00 set up fee would apply and rates for custom dies begin at $195.00

Should the City decide to opt for a smart card program implementation, which can be purchased by merchants or patrons and are used similarly to a credit card, collections would not be impacted as they would be with tokens and would be an easier system to maintain. Pricing details are given in the pricing section of this proposal. IPS-generated smart cards are based on lithographically printed 4 colors one side and 1 color on the reverse side. Card is personalized with one stored value in the chip and is printed with a serial number and. Color is black or choice of one solid color printer ribbon on reverse side. Artwork and approval to be provided by the City prior to printing. Physical samples of cards provided to other Cities upon request. Pricing for smart cards begins at $2.25 per card, with a minimum order of 2,500 cards required. An example of the City of Denver's card is given below.



2.5 Instructions to paying customers

2.5.1 Instructions should be provided in English. IPS complies.

2.5.2 Instructions must include an "opt-out" option for customers throughout the transaction, until the transaction is completed. IPS complies.

2.5.3 Total transaction time should be less than 15 seconds. Please estimate the average time of a transaction in seconds.

IPS complies. IPS credit card transactions are generally processed in less than 10 seconds. IPS coin transactions are processed immediately.

2.6 Graphical Display

2.6.1 The single-space parking meter shall have a graphical liquid crystal display (LCD).

IPS complies. The M5 LCD is 160 x 160 pixels and can display graphics, metered time, parking rates and maximum stay period messages, current time of day (including when the meter will expire), as well as other alpha-numeric messages depending on the status of the meter.

2.6.2 *The meters must maintain normal operation within -20 degrees Fahrenheit to 125 degrees Fahrenheit.*

IPS complies. IPS meters are located in some of the most extreme environments in the country, including Minneapolis, MN and Phoenix, AZ.

2.6.3 Maximum stay period messages, current time of day (including time when meter will expire) must be featured. IPS complies.

2.6.4 The LCD displays must be remotely programmable via web-based meter management system, such that the meter staff is not required to be present at the meter for changes to be made.

IPS complies. All meter configurations can be done remotely through the web based data management system.

2.6.5 For increased visibility in low-light conditions, the LCD shall be backlit. Backlight will be enabled automatically via light sensitivity and will require no additional settings to be adjusted.

IPS complies. The M5 meter backlight is enabled automatically when low light conditions are

present. See photo above for an example of the M5 backlit screen.

2.6.6 UV resistant (non-yellowing) polycarbonate material should be used to protect the LCD and solar panel.

IPS complies. IPS meters utilize a Lexan cover to protect both the LCD and solar panel.

2.6.7 The polycarbonate material must be treated with an anti-fog coating to maximize the user's ability to interact with the display at all times.

IPS complies. The M5's Lexan cover is treated with an anti-fog coating to ensure moisture does not affect the mechanism itself or the readability of the meter when moisture is present.

2.6.8 *Shall use U.S. date style (MM:DD:YY) and time (HH:MM AM/PM).*

IPS complies. IPS meters can be configured to any date/time style the City prefers. The listed configuration is the IPS standard.

2.7 Coin Collection Card

2.7.1 With the use of a coin collection card and without opening the meter housing, the meter must allow for the user to clear the coin box counter at the time of cash collection. The effect of this card is to provide a cash audit feature that is available in the web-based management system that will allow visibility of the time, card used, cash value collected, and a detailed summary of the coin types collected.

IPS complies. Various magnetic stripe cards are available to easily perform a variety of operations such as a Cash Collection card, a Maintenance card (to add time to a meter after a maintenance event without affecting the financial audit), and a Diagnostics card to assist with in-field meter diagnostics.

2.8 Meter Maintenance Card

2.8.1 With the use of a meter maintenance card and without opening the meter housing, the meter maintenance card must allow the maintenance staff to put time on the meter to compensate a motorist in the event of meter maintenance activity.

IPS complies. The meter maintenance card will allow maintenance staff to add time to the meter should the crew member need to work on a meter currently occupied by a motorist.

2.8.2 *The time put onto the meter will not affect the revenue audit, but can be logged and displayed in the web-based management system.*

IPS complies. All meter maintenance credits are logged in the management system for easy tracking. Time added to the meter with the meter maintenance card will not affect the City's revenue audit.

3.1 Power System

3.1.1 *Shall include commercially available battery.*

IPS complies. IPS meters can be powered by the correct combination of off the shelf alkaline batteries; the specific batteries used by IPS are designed to maximize battery life better than what is available to consumers.

3.1.2 Batteries must last an average of three (3) years without recharge or replacement.

IPS complies. The M5 has the longest lasting battery on the market, with under optimal conditions battery life lasting 3-5 years.

3.1.3 The battery storage area must allow for easy access to the battery for removal and replacement with a proper key.

IPS complies. Battery removal in the M5 is simple and does not require any additional tools other than the key to access the meter housing.

3.1.4 Must include a solar panel for recharge of the internal battery.

IPS complies. IPS meters are powered by a patented combination solar power and battery system provided by IPS. The solar panel on the back side of the meter allows for constant recharging of the battery with ambient light. This GREEN energy source provides a battery life which can last up to two years. A nominal amount of ambient sunlight keeps the battery packs charged. Primary Cell technology keeps the unit operating, even with minimal sunlight and acts as the back-up battery.

3.1.5 Shall include a separate backup battery to sustain clock, calendar and audit information in the event of a main battery failure or during battery replacement.

IPS complies. The M5 has two battery components – a lithium thionyl choride (backup/non-rechargeable pack) and a lithium ion (rechargeable) battery. The backup battery will sustain the clock, calendar, and audit info in the event the main battery fails or is replaced.

3.1.6 If lithium is provided, proposal shall include a cost reimbursement for disposal.

IPS complies. IPS understands the need to protect our environment. We also understand that customers want the peace of mind that goes along with proper handling and disposal / recycling of batteries in accordance to local, state and federal laws.

IPS utilizes a third party recycling/disposal service that meets all of the legal requirements, in addition to making it extremely convenient for our customers to use. Batteries are stored in a safe and convenient container until full. When full, simply call to have it picked-up. All paperwork and shipment labels are pre-printed, and freight is pre-paid by IPS. For more information please visit: www.batteryrecycling.com/smartrecycle+system

3.1.7 Single-space meters shall be equipped with an integrated solar panel recharge system. This solar panel will be incorporated into the inside of the meter housing, in order to prevent damage due to operating conditions or vandalism.

IPS complies. IPS meters are powered by a patented combination solar power and battery system provided by IPS. The solar panel on the back side of the meter allows for constant recharging of the battery with ambient light. This GREEN energy source provides a battery life which can last up to two years. A nominal amount of ambient sunlight keeps the battery packs charged. Primary Cell technology keeps the unit operating, even with minimal sunlight and acts as the back-up battery.

3.2 Serviceability

3.2.1 All circuit boards and internal components are to be environmentally sealed, high water resistant and operate in conditions of -20 degrees Fahrenheit to 125 degrees Fahrenheit. Vendor shall explain how unit components are protected from moisture, dust and other factors that might cause an operational failure of a component or the unit.

IPS complies. The M5 has been proven to operate at the temperatures listed and under the most extreme environmental conditions, including snow storms, hurricanes, and dust storms. All PCBs and connectors are conformal coated to protect against moisture. To further enhance weatherproofing with the coin validator, the M5 has a shrouded connector to help keep the connection dry.

3.2.2 The following components must be easily field interchangeable without the use of significant tools (pay stations): (single space parking meter)

3.2.2.1 Circuit boards IPS complies.

3.2.2.2 Display and cover screen IPS complies.

3.2.2.3 Coin path components (coin discriminators, etc) IPS complies.

3.2.2.4 Locks IPS complies.

3.2.2.5 Keypads IPS complies.

3.2.2.6 Credit card readers IPS complies.

3.2.2.7 Modems/wireless devices IPS complies.

3.2.2.8 Coin vaults IPS complies.

3.2.2.9 Paper printers N/A

3.2.2.10 Batteries IPS complies.

3.3 Tool Kit

Please provide with the proposal a complete tool kit list that includes all the tools necessary for maintenance and repair of the pay station. Also please list all the tools required to access and interchange these components with associated prices.

IPS complies. The IPS meter was modularly designed to make the removal and repair of parts within the meter mechanism serviceable from the field. For the IPS meter mechanism, only a phillips screw driver is needed. For the meter housing, a ratchet set with a medium-sized extension and allen wrench set are needed.

3.4 Diagnostics (pay stations) (single space meters)

3.4.1 Units must have built in diagnostic software. IPS complies.

3.4.2 The unit shall be able to report and send warnings for all of the following:

3.4.2.1 Cash box status IPS complies.

3.4.2.2 Open door N/A

3.4.2.3 Paper supply low N/A

3.4.2.4 Low battery IPS complies.

3.4.2.5 Power failure IPS complies.

3.4.2.6 Unit operational status IPS complies.

3.4.2.7 Please list any other operational status reports and/or warnings available.
Reports: Faulty Meters, Faults Summary, Faults Overview, Non-Reporting Meters, Battery Voltage, Solar Voltage, Meter Diagnostic Log Report and more.

Notifications: Coin Fault, Coin Path Blocked, Validator Oscillator Fault, Card Read Error, Card Detect Error, Call-In, Low-Battery and more.

3.5 Data Management

3.5.1 Unit shall have both cellular and wireless communication devices (Wi-Fi cards, etc.) pre-installed. Wi-Fi should be available in the build of the equipment and should be easily programmed if and when the City installs Municipal wireless. We would like to also know what frequency services you offer in Wi-Fi.

IPS complies. IPS units have cellular and wireless communications devices installed. A Wi-Fi card option could be used to replace the preinstalled cellular communications if/when the City chooses to install municipal Wi-Fi for an additional cost. However, a number of trials have proven that public Wi-Fi is not a reliable transport of information. IPS has included a report highlighting the issues of Wi-Fi communications when it comes to processing credit card data and reliability in the Appendix of this proposal.

3.5.1.1 Please provide your cellular communications plan pricing on the attached price sheet. We seek to compare your pricing with our government pricing and select the less expensive option. If the cellular plan is not severable from your hardware and maintenance costs, please explain why. If it is severable, then provide the pricing information on the pricing sheet and any additional information that we would need to secure quotes on a cellular plan with third party vendors.

IPS complies. The cellular communications pricing is bundled into our service offering, which includes wireless data, connectivity service, and support, and is detailed in the pricing section of this proposal.

3.5.1.2 The cellular modem shall be carrier neutral and support the following networks 4g/3g/2g. This should be accomplished by using a SIM card from chosen carrier.

IPS complies. IPS meters are supported by both the GSM and CDMA networks.

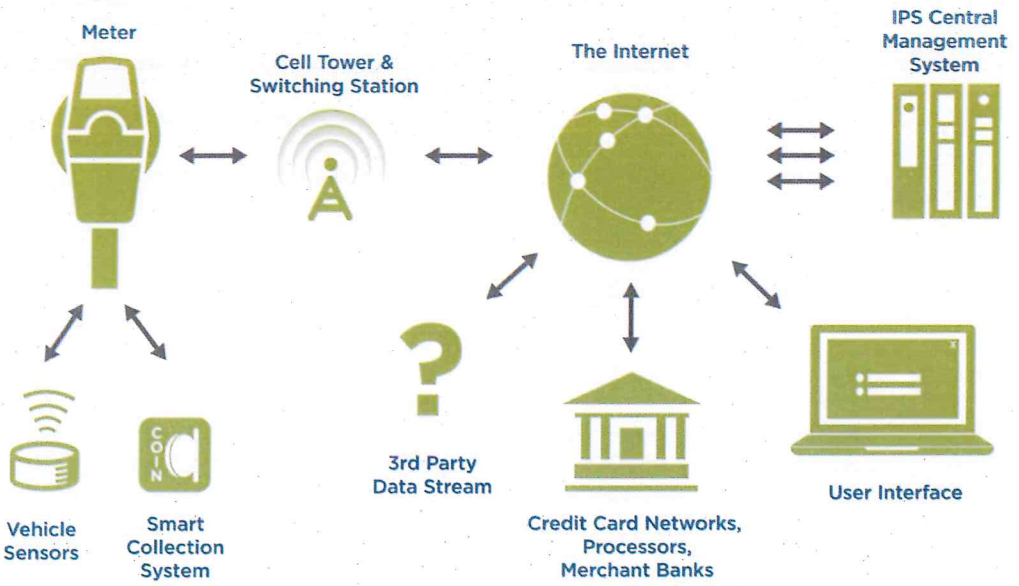
3.5.2 The unit shall be capable of two-way communication to a remote communication center to transmit financial data, activity reports and operational status of the unit.

IPS complies.

3.5.3 Vendor shall explain in detail how its wireless two-way secure communication system works.

IPS complies. Please see diagram below for a high level communication diagram of what the communication process is from the Meter to the Data Management System. IPS is Level 1 PCI-DSS and PA-DSS certified, which ensures data is transmitted securely

throughout this process.



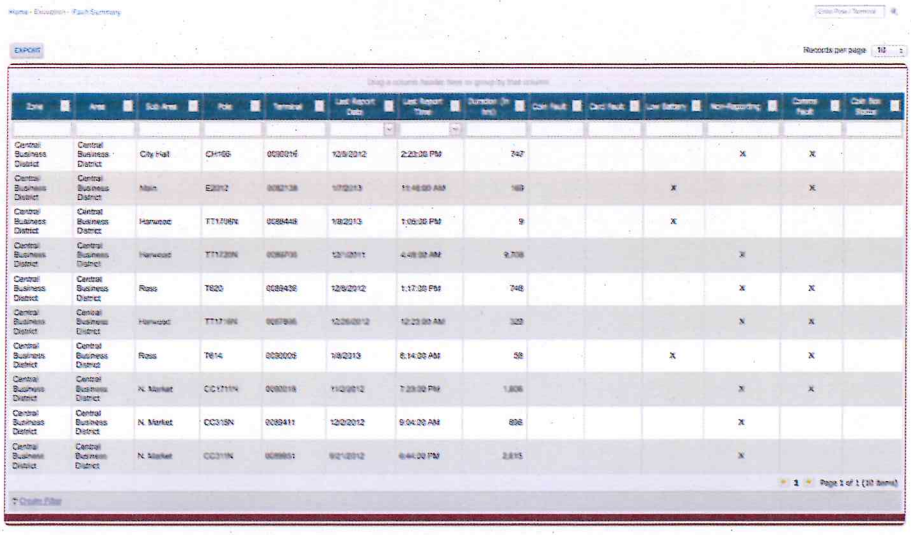
IPS provides a full turnkey single-space meter retrofit solution that is meant to be ready to deploy out-of-the-box without any additional configuration or supplemental technology required to be provided by the City. IPS provides all of the elements that you see below, including wireless connectivity via the digital cellular network, pre-integration with the IPS data management system, City merchant account services, and ready to operate and take payment the instant the meters are installed.

3.5.4 All operational and financial data must communicate with remote backend software and must be viewable 24 hours, 7 days a week.

IPS complies. The IPS Data Management System is a web-based system, which can be accessed remotely and 24/7/365. All operational and financial data will be communicated with the backend DMS 24/7/365 as well.

3.5.5 Critical operational failure data or alarms must be transmitted to email, pager and/or cellular communication immediately upon failure occurring.

IPS complies. All faults/alarms can be sent to designated emails, pagers, or cellular devices in real-time. This is configurable in the Data Management System. In addition, a full report of all faults is available at any time through the DMS. An example of this report is given below.



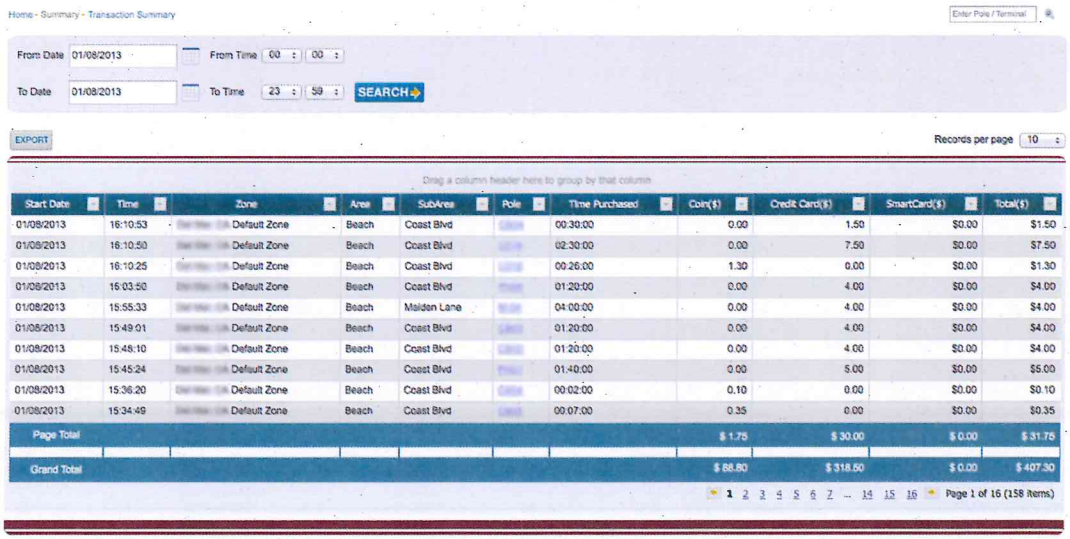
3.5.6 Vendor shall provide an Application Programming Interface (API) for the City to query data in real-time for both analysis and sharing. IPS will comply.

3.5.7 All City workstations are currently Windows XP Professional and will be moving to Windows 7. We are not looking at installing Windows 8 at this time; however, your software should be compatible with the latest Microsoft Release. Compatibility with Mac OSX is desirable but not required. Browser-based components should work with Webkit-based browsers: Firefox, Chrome, Safari, etc.

IPS complies. IPS is compatible with any of the operating systems and browsers listed above.

3.5.8 The system must be able to create ad hoc reports about on-street parking operations on a daily basis. Parking management software shall have, at a minimum, the ability to generate the following reports: IPS complies. Please see below.

3.5.8.1 Revenue by location or pay station/single-space meter IPS complies.



Home - Summary - Transaction Summary

From Date 01/08/2013 From Time 00 : 00 :

To Date 01/08/2013 To Time 23 : 59 : SEARCH

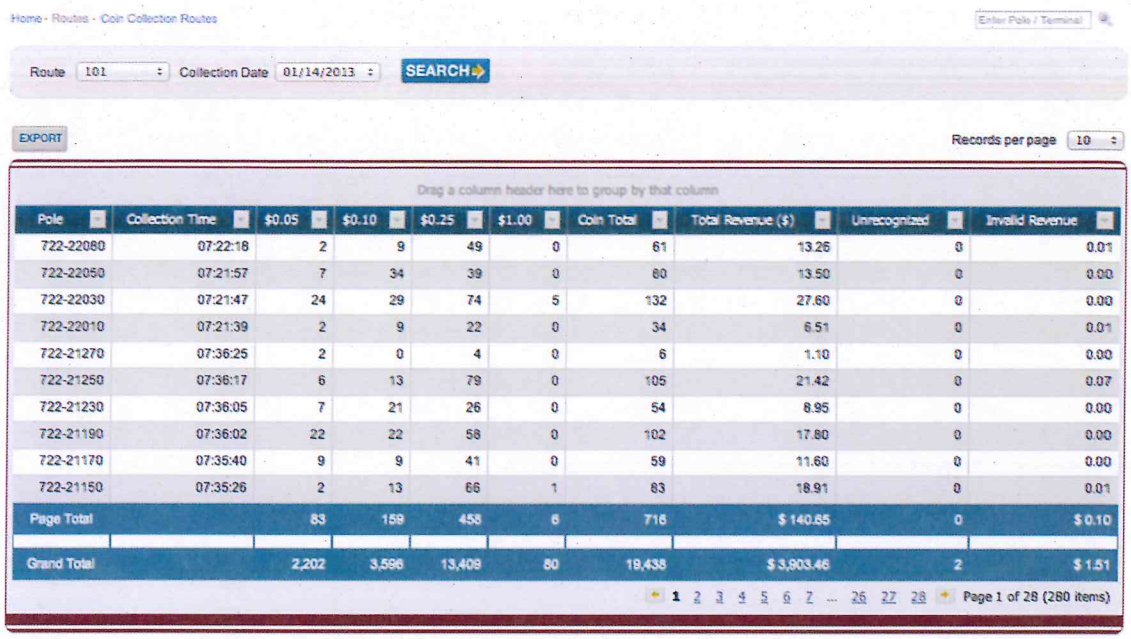
EXPORT Records per page 10

Drag a column header here to group by that column

Start Date	Time	Zone	Area	SubArea	Pole	Time Purchased	Coin($)	Credit Card($)	SmartCard($)	Total($)
01/08/2013	16:10:53	Default Zone	Beach	Coast Blvd		00:30:00	0.00	1.50	$0.00	$1.50
01/08/2013	16:10:50	Default Zone	Beach	Coast Blvd		02:30:00	0.00	7.50	$0.00	$7.50
01/08/2013	16:10:25	Default Zone	Beach	Coast Blvd		00:26:00	1.30	0.00	$0.00	$1.30
01/08/2013	16:03:50	Default Zone	Beach	Coast Blvd		01:20:00	0.00	4.00	$0.00	$4.00
01/08/2013	15:55:33	Default Zone	Beach	Malden Lane		04:00:00	0.00	4.00	$0.00	$4.00
01/08/2013	15:49:01	Default Zone	Beach	Coast Blvd		01:20:00	0.00	4.00	$0.00	$4.00
01/08/2013	15:48:10	Default Zone	Beach	Coast Blvd		01:20:00	0.00	4.00	$0.00	$4.00
01/08/2013	15:45:24	Default Zone	Beach	Coast Blvd		01:40:00	0.00	5.00	$0.00	$5.00
01/08/2013	15:36:20	Default Zone	Beach	Coast Blvd		00:02:00	0.10	0.00	$0.00	$0.10
01/08/2013	15:34:49	Default Zone	Beach	Coast Blvd		00:07:00	0.35	0.00	$0.00	$0.35
Page Total							$ 1.75	$ 30.00	$ 0.00	$ 31.75
Grand Total							$ 88.80	$ 318.50	$ 0.00	$ 407.30

1 2 3 4 5 6 7 ... 14 15 16 Page 1 of 16 (158 items)

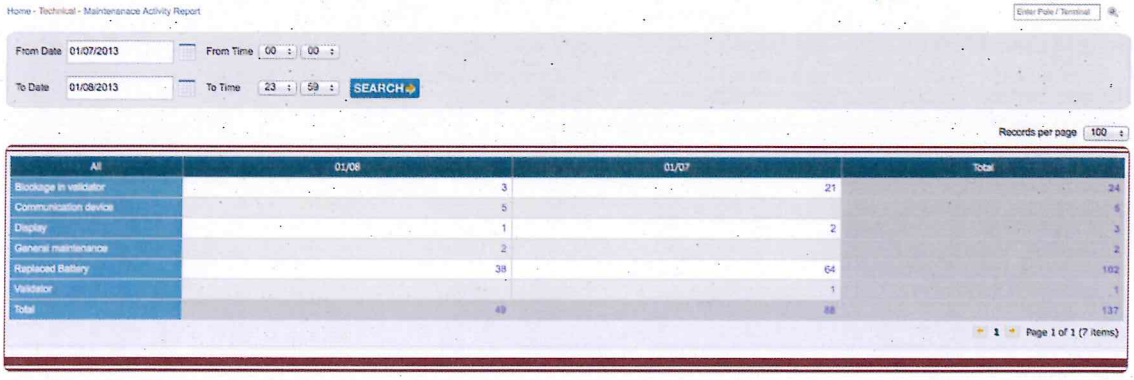
3.5.8.2 Revenue by collection area or maintenance route IPS complies.



Pole	Collection Time	$0.05	$0.10	$0.25	$1.00	Coin Total	Total Revenue ($)	Unrecognized	Invalid Revenue
722-22080	07:22:18	2	9	49	0	61	13.26	0	0.01
722-22050	07:21:57	7	34	39	0	80	13.50	0	0.00
722-22030	07:21:47	24	29	74	5	132	27.60	0	0.00
722-22010	07:21:39	2	9	22	0	34	6.51	0	0.01
722-21270	07:36:25	2	0	4	0	6	1.10	0	0.00
722-21250	07:36:17	6	13	79	0	105	21.42	0	0.07
722-21230	07:36:05	7	21	26	0	54	8.95	0	0.00
722-21190	07:36:02	22	22	58	0	102	17.80	0	0.00
722-21170	07:35:40	9	9	41	0	59	11.60	0	0.00
722-21150	07:35:26	2	13	66	1	83	18.91	0	0.01
Page Total		83	159	458	6	716	$ 140.85	0	$ 0.10
Grand Total		2,202	3,596	13,409	80	18,438	$ 3,903.46	2	$ 1.51

1 2 3 4 5 6 7 ... 26 27 28 Page 1 of 28 (280 items)

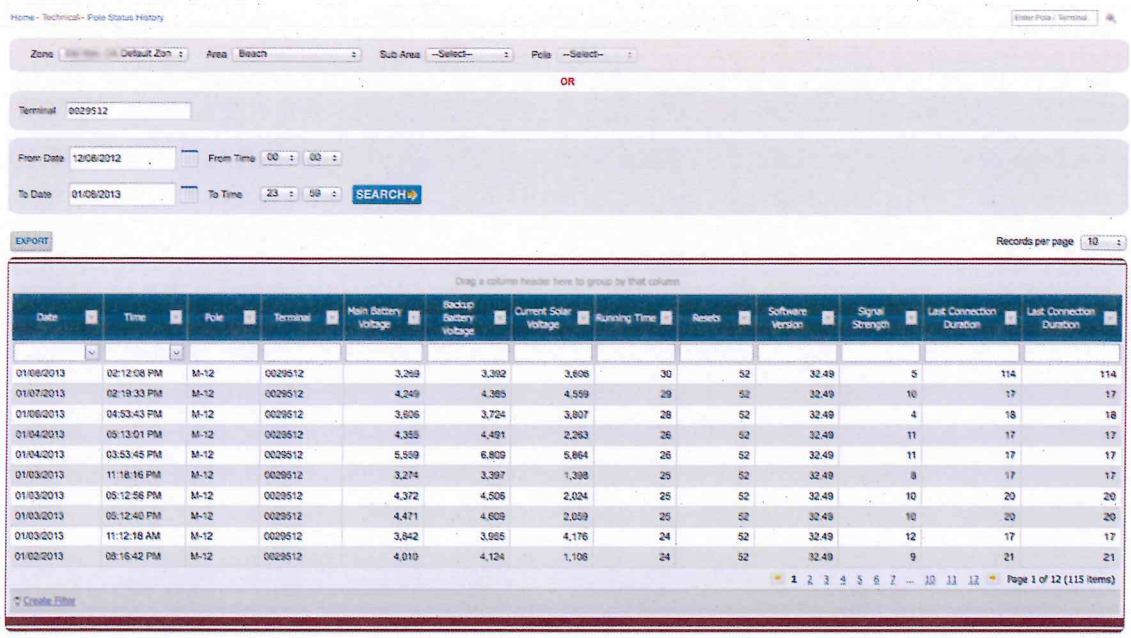
3.5.8.3 Maintenance activity by location or pay station IPS complies.



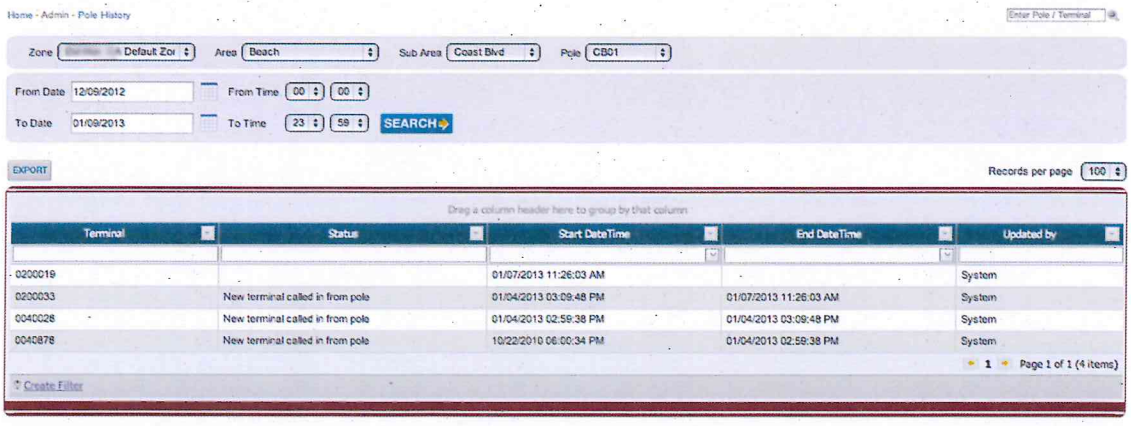
All	01/08	01/07	Total
Blockage in validator	3	21	24
Communication device	5		5
Display	1	2	3
General maintenance	2		2
Replaced Battery	38	64	102
Validator		1	1
Total	49	88	137

1 Page 1 of 1 (7 items)

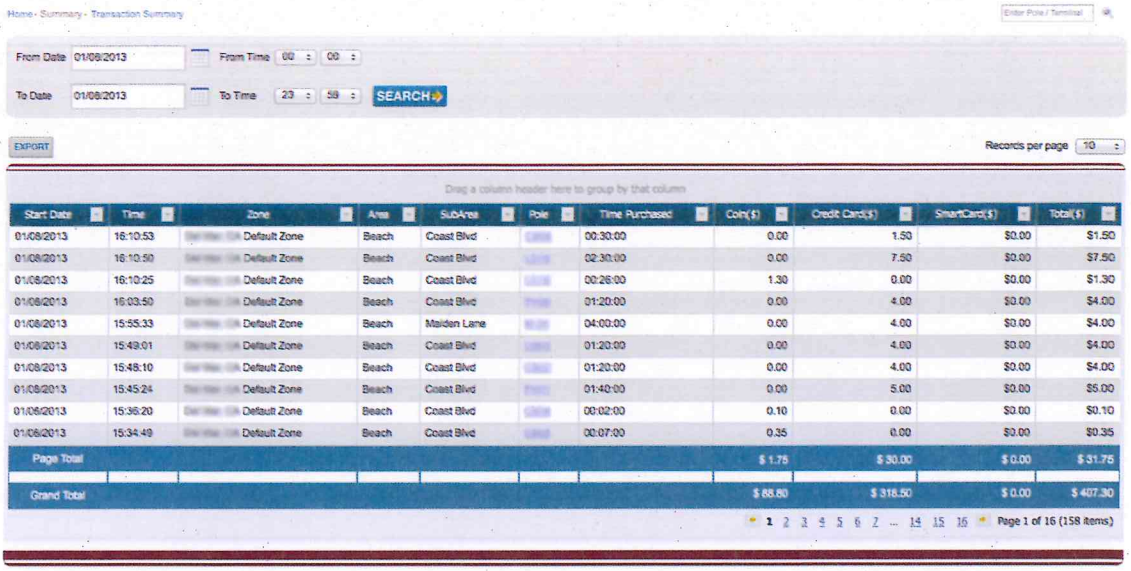
3.5.8.4 Operational status by pay station IPS complies.



3.5.8.5 Date and time stamps for all operational events IPS complies.



3.5.8.6 Date, time, type, and amount of each transaction IPS complies.



Home - Summary - Transaction Summary

From Date 01/08/2013 From Time 00 00

To Date 01/08/2013 To Time 23 59 SEARCH

EXPORT Records per page 10

Drag a column header here to group by that column

Start Date	Time	Zone	Area	SubArea	Pole	Time Purchased	Coin($)	Credit Card($)	SmartCard($)	Total($)
01/08/2013	16:10:53	Default Zone	Beach	Coast Blvd		00:30:00	0.00	1.50	$0.00	$1.50
01/08/2013	16:10:50	Default Zone	Beach	Coast Blvd		02:30:00	0.00	7.50	$0.00	$7.50
01/08/2013	16:10:25	Default Zone	Beach	Coast Blvd		00:26:00	1.30	0.00	$0.00	$1.30
01/08/2013	16:03:50	Default Zone	Beach	Coast Blvd		01:20:00	0.00	4.00	$0.00	$4.00
01/08/2013	15:55:33	Default Zone	Beach	Malden Lane		04:00:00	0.00	4.00	$0.00	$4.00
01/08/2013	15:49:01	Default Zone	Beach	Coast Blvd		01:20:00	0.00	4.00	$0.00	$4.00
01/08/2013	15:48:10	Default Zone	Beach	Coast Blvd		01:20:00	0.00	4.00	$0.00	$4.00
01/08/2013	15:45:24	Default Zone	Beach	Coast Blvd		01:40:00	0.00	5.00	$0.00	$5.00
01/08/2013	15:36:20	Default Zone	Beach	Coast Blvd		00:02:00	0.10	0.00	$0.00	$0.10
01/08/2013	15:34:49	Default Zone	Beach	Coast Blvd		00:07:00	0.35	0.00	$0.00	$0.35
Page Total							$ 1.75	$ 30.00	$ 0.00	$ 31.75
Grand Total							$ 68.80	$ 318.50	$ 0.00	$ 407.30

1 2 3 4 5 6 7 ... 14 15 16 Page 1 of 16 (158 items)

3.5.8.7 Please list any other reports available from the parking management software. (Please see list below and examples included in Chapter 4 of this proposal)

3.5.8.7.1 Please provide examples of each report listed.

IPS complies. Each IPS single space parking meter is integrated into the web-based data management system (DMS), in which the data is stored on central servers hosted by IPS. This data transfer happens automatically and does not require personnel to interface with each meter to retrieve data. This data is available via a secure web-based portal and a username and password. We provide a full set of data and Management, Financial and Maintenance Reports, and the data can be exported into other software packages such as MS Excel, MS Access, CSV, etc. should the City have any specific requirements. Some of the most common management system reports include: Daily, Weekly, Monthly and Annual Total Revenue Reports from City level down to meter level, by payment type; Daily / Monthly credit card auditing and reconciliation, types used and searches; Coin collection by date, routes, collector; Monthly citywide statistics for meters, average number and value of transactions.

Most Common Management System Reports	
Financial	Daily, Weekly, Monthly and Annual Total Revenue Reports from City level down to meter level, by payment type
	Daily/Monthly credit card auditing and reconciliation, types used and searches
	Coin collection by date, routes, collector
	Monthly citywide statistics for meters, average number and transactions value
Cards Used	Maintenance
	Diagnostic
	Collection
Technical	Maintenance Shop Log
	Battery Voltages
	Meter Communications Log
	Meter Status Logs
	Detailed Terminal and Pole events
Exception	Communications
	Time Based Flags
	Coin Validation
	Current Fault List
Help	Manuals
	Help Ticketing Service
Administrative	Meter programming
	Maintenance Notifications
	User

3.5.9 Software must be capable of showing real time mapping of unit status and location. Status should include at a minimum any warnings or alarms, time remaining and expired vehicles.

IPS complies. IPS will show real time data in both reports and mapping functions within the management system. All status and alarms can be configured to the City's needs, including time remaining and expired vehicles. Alarms can be sent via email or to mobile devices to alert enforcement officers of paid vs. unpaid meters and can be displayed on the maps function to help direct officers to areas of potential violations.

3.5.10 Discuss whether or not the reporting is web based, and if it is not, explain how is the information will be accessed.

IPS complies. Each IPS single space parking meter is integrated into the web-based data management system (DMS), in which the data is stored on central servers hosted by IPS. This data transfer happens automatically and does not require personnel to interface with each meter to retrieve data. This data is available via a secure web-based portal and a username and password.

3.5.11 Include information about whether or not there are licensing fees for the software, and if so, explain what they are.

IPS complies. IPS has included a breakdown of management system fees for the software in the pricing section of this proposal.

3.5.12 Single-space meter reporting shall be in the umbrella of software reporting for the pay stations. Please explain how this will work.

IPS complies. With the IPS single-space metering solution, the City would only have to reference one backend system to cover all the City's pay-to-park spaces. IPS can integrate the City's current multi-space information into our backend system to provide the city with a

seamless reporting and auditing experience.

Should the City decide to utilize an on-street multi-space vendor for this contract in addition to IPS meters, IPS could either send real time information to the multi-space vendor's software reporting integration or receive relevant information to be integrated into the IPS software reporting system. Files are always exportable into other software packages such as MS Excel, MS Access, CSV, etc. should the city have any specific requirements.

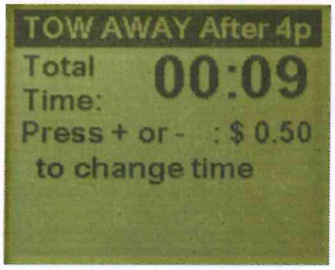
3.6 Rate Changes

3.6.1 The vendor shall provide twelve (12) free hourly rate changes per year as long as we are engaged with the vendor's company.

IPS complies. There are no limits to hourly rate and stay of time changes throughout the year/contract. The City of Bloomington's customer support manager, Ananda Aleman, will assist the City in setting up configurations throughout the term of the contract and will train City staff on how to do configurations in case the City would prefer to make the changes on their own.

3.6.2 The City also shall have the ability to change the rates as we see fit.

IPS complies. This requirement is one of the nice features of the IPS meters – the ability to vary rates throughout the day and as needed. The display can show the desired message, including "No Parking", "Tow Away", etc. All of the display messages as well as rate updates are done via the DMS, eliminating the need to physically interface with the meter.



3.7 Revenue Audit Capabilities

3.7.1 Unit shall record and store all financial data.

IPS complies.

3.7.2 Unit shall transfer financial data to remote data management software.

IPS complies. Each IPS single-space parking meter is integrated into a web-based data management system (DMS), in which the data is stored on central servers hosted by IPS. This data transfer happens automatically and does not require personnel to interface with each meter to retrieve data.

3.7.3 Unit must reset the balances to zero (0) after each collection of financial data.

IPS complies. With the use of the cash collection card, financial data within the management system will reset back to zero once the coins have been collected.

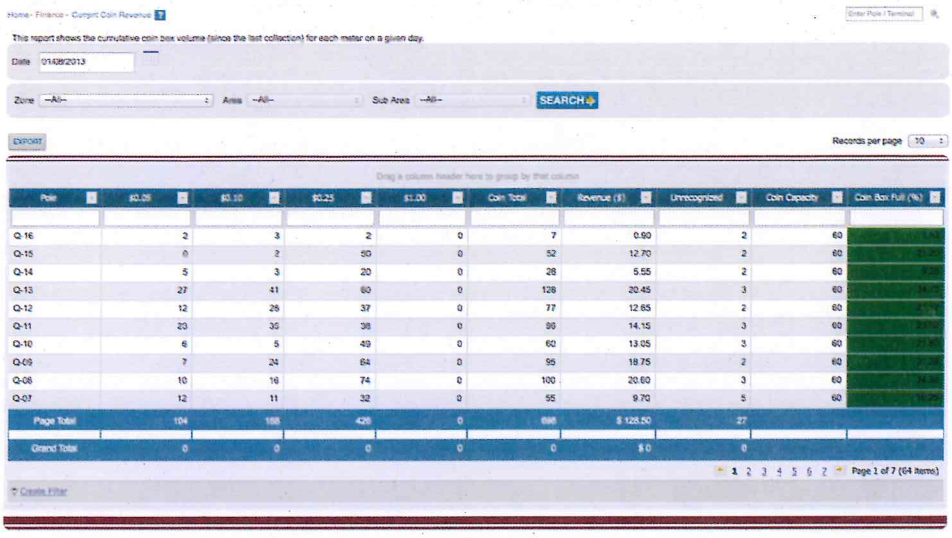
3.7.4 Resetting the meter or loss of power must not affect audit figures held in memory by the pay station.

IPS complies. A meter reset or loss of power will not affect the audit figures.

3.7.5 *Revenue must be sorted by denomination of coin and/or type of credit card along with*

totals.

IPS complies. Please see sample report below.



This report shows the cumulative coin box volume (since the last collection) for each meter on a given day.

Date 01/08/2013

Zone --All-- Area --All-- Sub Area --All-- SEARCH

EXPORT Records per page 10

Pole	$0.05	$0.10	$0.25	$1.00	Coin Total	Revenue ($)	Unrecognized	Coin Capacity	Coin Box Full (%)
Q-16	2	3	2	0	7	0.90	2	60	
Q-15	0	2	50	0	52	12.70	2	60	
Q-14	5	3	20	0	28	5.55	2	60	
Q-13	27	41	60	0	128	20.45	3	60	
Q-12	12	26	37	0	77	12.65	2	60	
Q-11	20	30	36	0	86	14.15	3	60	
Q-10	6	5	49	0	60	13.05	3	60	
Q-09	7	24	64	0	95	18.75	2	60	
Q-08	10	16	74	0	100	20.60	3	60	
Q-07	12	11	32	0	55	9.70	5	60	
Page Total	104	168	426	0	698	$ 128.50	27		
Grand Total	0	0	0	0	0	$ 0	0		

1 2 3 4 5 6 7 Page 1 of 7 (64 items)

Create Filter

3.7.6 Full reporting and auditing software must be included. IPS complies. The IPS Data Management System will offer the city the most intuitive reporting and auditing software on the market.

3.8 Training

3.8.1 Vendor shall provide training on an individual basis or in a group setting as approved by the City for the operation and maintenance of the pay stations.

IPS will provide as much training as required by the City of Bloomington, including additional sessions and specialized sessions customized to the needs of the City throughout the life of the contract. Most IPS training sessions are a combination of classroom and hands-on use of meters and management system, including manuals for reference material. As new features are deployed, additional training sessions can be established at mutually agreeable times to provide updates and refresher training. Below represents what IPS believes to be the primary training subject areas, but can be further customized to meet City needs.

3.8.2 Vendor must provide a training program for technicians and staff responsible for:

3.8.2.1 *Installation, start up and maintenance/repair of the units.* IPS complies. See training schedule below.

3.8.2.2 Coin collection. IPS will work with the City to provide training on single-space meter coin collection.

3.8.2.3 Programming rates, valid parking times, etc. through the management software. IPS complies. See training schedule below.

3.8.2.4 Monitoring the equipment, generating reports and internal auditing. Data file collection, credit card file downloading and processing, set up and maintenance of user accounts, etc.
IPS complies. See training schedule below.

3.8.3 *Vendor must provide a thorough outline of the training content and provide a training schedule for both software and hardware. The schedule shall include continual education, including emphasis on areas of City's choice and for upgrades of software and/or hardware.*

IPS complies. IPS will be flexible with the needs of the City. Below you will find our proposed City training and timeline. However, due to the unique nature of this installation as a deployment of an entire on-street pay-to-park program, IPS will modify the training as needed. This will ensure ample training is given to all staff throughout the life of the contract.

3.8.4 *Vendor shall provide three (3) copies and one electronic version (PDF) of the operating manual in English for installation, maintenance and use (complete with wiring diagrams and specifications). Manuals shall be provided at the time the units are delivered (or installed if the City chooses to have vendor install the pay stations).*

IPS will comply with this requirement. The most recent manuals are available 24/7/365 in the Data Management System and will be provided during the meter technician training during installation.

3.9 Inventory of Parts

3.9.1 Vendor must provide detailed list of inventory supplies with expected life expectancy of each part in the bid. The list should include the recommended number of parts the City should have in its inventory, for each part, per meter.

IPS complies. Please see list below and recommended spares per 100 meters. Most items are stock items available for immediate delivery, and should take 2-3 business days. In the case of larger orders, standard lead times of 4-6 weeks will apply to all items.

Spare Parts Inventory

M5 Replacement Components	Refurbished Available	Unit List Price	Recommended Spares per 100	Ext Price
Card Entry Die Casting	N	$19.00	3	$57.00
Hybrid Card Reader	N	$49.00	3	$147.00
Coin Validator	Y	$69.00	5	$345.00
Complete Dome with Anti-Fog Lexan	N	$69.00	3	$207.00
Lexan (with Anti Fog) for Dome	N	$15.00	3	$45.00
Coin Entry Slot	N	$2.00	3	$6.00
Keypad	N	$25.00	3	$75.00
Validator Connector Board	N	$15.00	3	$45.00
Battery Pack 795-600-H2 (non-rechargeable)	N	$20.00	5	$100.00
Validator Connection Cable	Y	$5.00	3	$15.00
Expiry Indicator with LEDs	N	$15.00	3	$45.00
Solar Panel Only*	N	$25.00	3	$75.00
Solar Panel / Comms Board	N	$165.00	0	$0.00
Main Board	N	$185.00	0	$0.00
Display Board with NFC	N	$139.00	0	$0.00
Display Board without NFC	N	$89.00	3	$267.00
RFID Tag	N	$10.00	3	$30.00

3.9.2 Vendor must provide a list of all parts should there be a need to order additional items. This price list must be included in the proposal with the costing as a separate attachment. Prices shall be guaranteed for the duration of the two (2) year contract.

(See above) Prices are guaranteed for the duration of the contract.

3.9.2.1 Parts must be described as either proprietary or non-proprietary. All of the parts listed above are proprietary to IPS Group, Inc.

3.9.2.2 Parts must be described as either available refurbished or not. Please see above.

3.10 Customer Support/Service

3.10.1 Vendor must provide a point of contact that is reachable Monday through Friday during normal operating hours (8 am – 6 pm) Eastern Time. IPS complies.

3.10.2 Vendor must provide a point of contact for after-hours requests (6 pm – 8 am).

IPS employs a 24/7/365 answering service which has the capability to call designated support team members after hours if needed. Please call 858-404-0607.

3.10.3 Vendor must return phone calls the same day, should the City need immediate assistance.

IPS will comply. The City of Bloomington will have a designated customer support manager, Ananda Aleman, which will respond to all of the city's requests.

3.10.4 The Vendor guarantees, for a minimum period of two (2) years from the date of installation, to repair or replace any part or component determined to be defective in material or workmanship under normal use and service at no additional cost to the City.

IPS complies. IPS has provided pricing for the City of Bloomington in the pricing section of this proposal, which includes a 2 year warranty.

3.10.5 Please indicate if an additional warranty (greater than the minimum required two years) on parts and components is available.

IPS complies. Additional warranty information is provided in the pricing section of this proposal. A copy of the standard IPS Limited Warranty is included below.

IPS LIMITED WARRANTY

IPS will provide a limited warranty for any new meter or sensor product manufactured and supplied by IPS for 12 months against defects in materials and workmanship from the point of installation or 15 months from the date of delivery, whichever is sooner, and 90 days from the date of delivery received in the case of spare or repaired products. IPS does not cover defects caused by improper care or use, lack of preventative maintenance, and does not warranty any defects due to vandalism or other factors contained as a part of the Force Majeure clause below.

Additional Provisions:

- IPS must have the opportunity to assist in the initial deployment and system installation.
- Repair or replacement under warranty of any defective product (including any meter or subcomponent) does not extend the warranty period for that product or subcomponent.
- IPS will either repair or replace products or subcomponents, at our discretion, that are found to be defective within the defined warranty period.
- Returns for credit will only apply once IPS has received defective product (including any meter or subcomponent) and confirmed that defects were within the warranty period and are covered under the terms and conditions of the warranty provided.

Exclusions:

- Warranty voided with use of imitation or non-genuine IPS replacement parts, unauthorized alterations, abuse, vandalism, improper handling or general misuse to the equipment (hardware or software), including attempted repairs that result in damage.
- Force Majeure: IPS shall not be liable for any warranty provisions where such product failure is as a result of Acts of Nature (including fire, flood, earthquake, storm, hurricane or other natural disaster), war, invasion, act of foreign enemies, hostilities (whether war is declared or not), civil war, rebellion, revolution, insurrection, military or usurped power or confiscation, terrorist activities, nationalization, government sanction, blockage, embargo, labor dispute, strike, lockout or interruption or failure of electricity [or cellular telecommunication failures caused by any of the events or causes described above).

Preventative Maintenance (Meters):

- Preventative maintenance will be similar to current single-space parking meters. However, the primary elements will be a working battery, card reader and coin validator.
- Meters surfaces should be kept clean with mild soap and water.
- The card reader heads should be cleaned with a cleaning card every 1-2 months to ensure optimum performance. Cleaning cards may be purchased from IPS.
- At 9-12 month increments, the coin validator shall be visually inspected for any damage or debris. Compressed air may be used to keep the card reader and coin acceptor clear of debris, every 9-12 months.
- Additional preventative maintenance shall be administered by City Staff at such time as it is apparent to be necessary, even if it should occur on a more frequent basis than described herein.
- City, at its own cost and expense, shall keep the equipment in good repair, condition and working order after warranty expiration.

3.10.6 The Vendor shall provide the City with any new software releases for a period of two (2) years at no charge.

IPS complies. IPS will make available software upgrades at no additional charge to the city. However, any data costs associated with downloading such software upgrades to the parking meters will apply.

3.10.7 Please list the cost of the most recent software upgrade or new release for one software package.

IPS complies. There was no cost associated for customers for the most recent software upgrade/package.

3.11 Communications

3.11.1 The Vendor must include a comprehensive communications plan that shall provide the public with a smooth transition to meters. The communications plan is subject to approval from the City and shall include items such as:

3.11.1.1 Clearly written text useful for news releases, handouts, web sites and outreach materials on how to use meters, with a focus on customer convenience.

IPS complies. Please see sample communications materials in Chapter 5.

3.11.1.2 A video, available to post on the web, demonstrating how to use the meters

IPS complies. A website and video will be customized for the City of Bloomington for the installation of IPS meters. A demo site and video can be viewed at www.ipsgroupinc.com/demo

3.11.2 *The City will specify color, logos and printed instructions at a later date. All materials must be approved by the City before distribution.*

IPS complies. IPS will work with a local PR firm and the City to establish branding and marketing materials.

3.12 Installation Timeframe

3.12.1 Units shall be installed within ninety (90) days after the contract is agreed upon and signed.

IPS complies. Please see proposed installation schedule.

3.12.2 Once the installation begins, vendors shall have thirty (30) days to complete all unit installations.

IPS complies. IPS can install all 1200 single-space meter poles, housings, and mechanisms within a couple of weeks.

3.12.3 All safety considerations during installation must be taken by the vendor during installation. IPS complies.

3.13 Quantities

3.13.1 Quantities listed are estimates of anticipated usage for the initial term of the contract.

The City retains the option to increase or decrease quantities based on actual installation and recommendations from Vendors. The City does not guarantee the purchase of any specific minimum quantities during the term of this agreement.

Please see recommended list of IPS meter spare parts.

3.14 Supplies

Please provide a list of all the supplies used to maintain the pay stations with associated prices (examples include oils, lubes, cleaning supplies, graffiti removal supplies, etc.).

IPS single space meters do not require many additional supplies for removing graffiti due to their smaller size (when compared to pay stations) and smaller canvas for artists to paint on. IPS does recommend the City acquire card reader cleaning cards to help maintain the life of the reader.

A. ii 1. Purchasing

Capital Purchase

IPS is pleased to provide pricing details for our credit card enabled single space meter for the City. Pricing below is based on a retrofit into existing meter housings, and does not include any applicable taxes or permitting requirements that may be required by the City. This will allow the City to evaluate the technology and gather data to help the City make the most informed decision.

We believe that IPS provides the very best, most proven credit card enabled single-space meter technology solution, which equates to the best possible value for the City. We also believe in transparency which is why we **outline all costs up front** so that you will not be surprised. This is especially true when it comes to credit card costs. It is not enough to say that the customer will be responsible to set up a 3rd party credit card gateway service or that additional fees associated with that service will apply. Instead, IPS discloses all of these fees up front, very clearly, so that our customers can make a fully informed decision. It is this transparency and sense of partnership that sets IPS apart from the competition.

Below are the costs associated with a standard capital purchase of the IPS system.

IPS Parking Meter Solution			
Meter Hardware	Meters	Cost Per Meter	Extended Cost
Credit Card Enabled Single Space Meter Mechanism (includes 12 month warranty, RFID tag, meter top, FOB San Diego, CA)	1200	$465.00	$558,000.00
Shipping, Training, Installation and Commissioning (Local contractor to provide pole installation)	--	--	$50,000.00
New Duncan Model 90 Style Single –Space Meter Housing (or equivalent) (FOB San Diego, CA, Standard locks, sealed coin canister with 12 month warranty, and keys)	1200	$185.00	$222,000.00
Additional 12 Month Warranty (for a total of 24 months)	1200	$60.00	$72,000.00
Meter Yoke (attaches 2 meter housings to a single meter pole, FOB San Diego, CA)	625	$35.00	$21,875.00
Total Cost:			**$923,875.00**

Alternative housing pricing is given below should the City choose to purchase refurbished single space housings.

Alternative Housing Option				
Item	Meters	Cost Per Meter	Extended Cost	Savings with Refurbished Option
Duncan Model 90 Style Single – Space Refurbished Meter Housing (or equivalent) (FOB San Diego, CA, Standard locks, sealed coin canister with 12 month warranty, and keys)	1200	$110.00	$132,000.00	-$90,000.00

NOTE: Price per meter (per unit) is the total fixed price for the equipment. Additional ongoing costs associated with wireless services, management system access, and credit card fees are ongoing and outlined below. Pricing does not include any applicable state or local taxes that are required to be paid by the City currently or in the future, and required city permits or additional bonding requirements. Any such costs will be added to the invoiced amounts.

Standard Ongoing IPS Data and Management System Fees

IPS recommends option 1 for the City of Bloomington, IN.

Ongoing Data & Management System Fees			
Cost per month per space	**Recommended Option 1**	Option 2	Option 3
Management System License Fee & Base Wireless Data Fee*	**$5.75**	$8.00	$12.00
Secure Credit Card Gateway Fee (per credit card transaction)	**$0.13**	$0.06	included

**Base data fee includes all base data requirements for the meter including real time reporting of credit card transactions and maintenance alerts.*

BEST RATE GUARANTEE: In order to provide the most economical plan available for the customer, upon customer request, IPS will move customer to least-cost plan shown above at no additional cost if another fee structure offered would be more beneficial to the customer. This may also include if the City is able to achieve better data rates for wireless data directly from a specific carrier.

NOTE: Additional ongoing costs associated with wireless services, management system access, and credit card fees are ongoing and outlined above. All pricing does not include any applicable state or local taxes that are required to be paid by the City currently or in the future. Credit card fees are not inclusive of any additional fees charged by the Customer's Bank or Processor. Ongoing fees are subject to annual adjustment due to increases in Inflation as published by the US Bureau of Labor Statistics for All Items Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average, and will not exceed 3% annually.

Management System Customizations and Upgrades

- IPS customizations will be evaluated and quoted at the time of request. Standard hourly fees for customizations are $150 per hour.
- Client may, from time to time, wish to implement available upgrades in meter hardware and software. Additional hardware costs will be paid by the Client as provided for in a quote by IPS separate from or by mutual written amendment to any agreement. The Client maintains the sole City to determine when and where such upgrades will be implemented.
- IPS will make available software upgrades at no additional charge to the City. However, any data costs associated with downloading such software upgrades to parking meters will apply. Additional charges may apply for new software that requires new or upgraded hardware. A meter firmware change will cost $2.50 data charge per meter if based on a customer driven customization.
- Add $2.75 per meter per month for additional real-time data reporting features, such as real time coin transactions or directed enforcement notifications from IPS sensors. This would also be required if real-time meter data is necessary to sync with a 3rd party sensor system. This fee is not typically required for efficient visual enforcement of IPS meters; however, if real time coin payment is a requirement, then this additional data fee will apply.

Optional **Pay-By-Cell**

IPS is pleased to provide pricing details for our optional integration with pay-by-cell phone systems which will be seamlessly integrated into the IPS management system via the wirelessly enabled single space meter system. This is a data charge to push real-time payments to the meters. No applicable taxes are included in any pricing below.

Ongoing Pay-by-Cell Costs	
Item	Cost per Transaction
Pay-by-Cell Data Push Fee	$0.10

Pay-by-cell service and data feed provided by 3rd party to be selected by City. This is the data charge to push real-time payments to the meters. (Alternate pricing of $1.25 per meter per month unlimited pay-by-cell transactions vs. per transaction pricing above).

It is possible to implement pay-by-cell without a real time data push to the meter, which will not incur this cost and will extend battery life. Real time data push may reduce battery life to less than 12 months depending on location and operating parameters. IPS has battery saving methodologies that can be implemented if selected.

C.ii.2. Installation

IPS believes that to ensure a healthy public/private partnership, the relationship must be fostered throughout the contract. None of this is more evident than our commitment to success during the City's parking meter upgrade installation. We will work closely with the City immediately after the contract has been awarded to establish an installation timeline which is in the best interest of the City. The table below is meant to outline key responsibilities during the implementation and installation process.

Phase	Responsible Party	Installation Steps
Preparation	City	City will provide all required pole numbering, required credit card processing details, and meter operating configurations to ensure implementation runs smoothly.
Delivery of Product	IPS	IPS guarantees delivery, installation of all meters and fully operational back end system within 60 days or less of contract agreement. IPS is prepared to work with the City to meet deadlines associated with the kickoff project date.
	City	City will provide shipping address and location such that meters or any other materials can be delivered and securely stored prior to installation. This should mean that meters in boxes should be stored indoors or at least have covering from rain or other weather.
	City	City will provide the means to receive and unload freight or shipped boxes from freight carrier or forwarder. If this is not possible, City will notify Contractor so alternate arrangements can be made.
Product Installation	City/IPS	IPS will supervise and participate in the meter installation. IPS will coordinate with the City to organize IPS Staff and City employees (those involved in the ongoing maintenance and operations of the single space meters) for the install.
	IPS	IPS will ensure all meters are installed correctly, functioning properly, and are approved by the appropriate City personnel.
	City/IPS	Installation will take place during business hours or as requested by the City.
Ongoing Maintenance	City/IPS	IPS will work with the City throughout the contract to ensure warranty repairs are expedited and staff are properly trained to conduct routine maintenance on IPS products. A designated support technician will be assigned to the City and will support the Bloomington team from installation throughout the partnership.

C.ii.3 Implementation Plan

Project Implementation

Due to the simplicity of the IPS single-space system, no additional marketing, signage or public campaigns to explain the concept are required. This being said, any changes made to city services need to be conveyed in a clear and timely manner through multimedia channels, which is why public outreach begins immediately between IPS and the City.

IPS will designate a Project Manager to be the single point of contact throughout the installation for the purposes of providing a single-space meter system to the City as part of the contract. In support is a team of technical and customer support personnel to assist with training, installation, trouble-shooting and on-site support. Below is an implementation plan designed to convey the intended method for servicing the requirements of this contract, including a general timeline outline.

Installation/Implementation Schedule

Below is an anticipated schedule of events based on the signing of a contract or approval to proceed from the City. The Target timeline listed below is relative to the Notice to Proceed ("NTP") that the City will give to IPS upon receipt of a fully executed contract. Many of these activities are happening in parallel.

Task	Party	Target Timeline
Notice to Proceed (NTP)	City/IPS	<60 days
Public Outreach	City/IPS	Immediately
Define all Installation points	City/IPS	5-10 days
Complete Meter Configuration Data Sheets	City/IPS	10-20 days
Complete Credit Card Processing Information	City/IPS	20-30 days
Meter Programming Configuration Approved	City	20-30 days
Meter Locations Site Preparations	City/IPS	30-45 days
Meter Delivery, Installation & Testing	IPS	<60 days
Training of City/Parking personnel (3-5 days)	IPS	Prior to and during installation

Preparation

- IPS will work with the local contractor and the City to manage the installation of necessary poles and housings for the IPS single space meters.
- City will provide all required pole numbering, required credit card processing details, meter operating configurations to ensure that the implementation runs as smoothly as possible.

Delivery of Product

- IPS guarantees delivery, installation of all meters and fully operational back-end system within 60 days or less of contract agreement. IPS is prepared to work with the City to meet deadlines associated with the kickoff project date.
- City will provide shipping address and location such that meters or any other materials can be delivered and securely stored prior to installation. This should mean that meters in boxes should be stored indoors or at least have covering from rain or other weather.
- City will provide the means to receive and unload freight or shipped boxes from freight carrier or forwarder. If this is not possible, City will notify Contractor so that alternate arrangements can be made.

Product Installation

- With all projects, IPS supervises and participates in the installation of IPS products. IPS will coordinate with the City to organize IPS Staff and City employees (those involved in ongoing maintenance and operations of the single-space meters) for the install.
- IPS will ensure that meters are installed correctly, functioning properly, and are approved by the appropriate City personnel.
- Installation will take place during business hours or as requested by the City.

Ongoing Customer Support

- The City of Bloomington's designated project manager, Ananda Aleman, will be the single-point-of-contact support contact for the City.
- A regional product support technician will also be assigned to the City, who will work closely throughout the partnership with the City's meter technicians and administrators who work with the Data Management System. They will provide customer support to the City during the hours of 8:00am to 7:00pm EST.
- The public-private partnership between the City and IPS will continually be fostered by IPS Group's team of financial, sales and marketing, and administrative experts who will ensure the City is attaining all of their goals throughout the contract.
- Additional services and products that are continually being developed by the IPS research and development team will be introduced to the City as they become available.
- IPS has a 24/7/365 answering service that will allow the City to contact an IPS support representative at any time in an emergency.

C.ii.4. Operations and Maintenance Plan

IPS has a streamlined repair and replacement process which allows us to expedite orders in record time. The City's designated customer support/project manager, Ananda Aleman, will work directly with the City to place repair or replacement orders. In addition, if staff would prefer to request their replacement parts online, IPS has an online ticketing website, which can be located in the DMS under the "Help" tab. Replacement parts will be shipped immediately to the City and the City will return their faulty part in the box provided with delivery. All warranty and repair work, including shipment of spare parts, is based in San Diego, CA, and averages 1-2 business days delivery using ground freight services. Average life expectancy of IPS spare parts can be found in the Proposal technical specifications section, 3.9.

C.ii.5. Software and Management Components

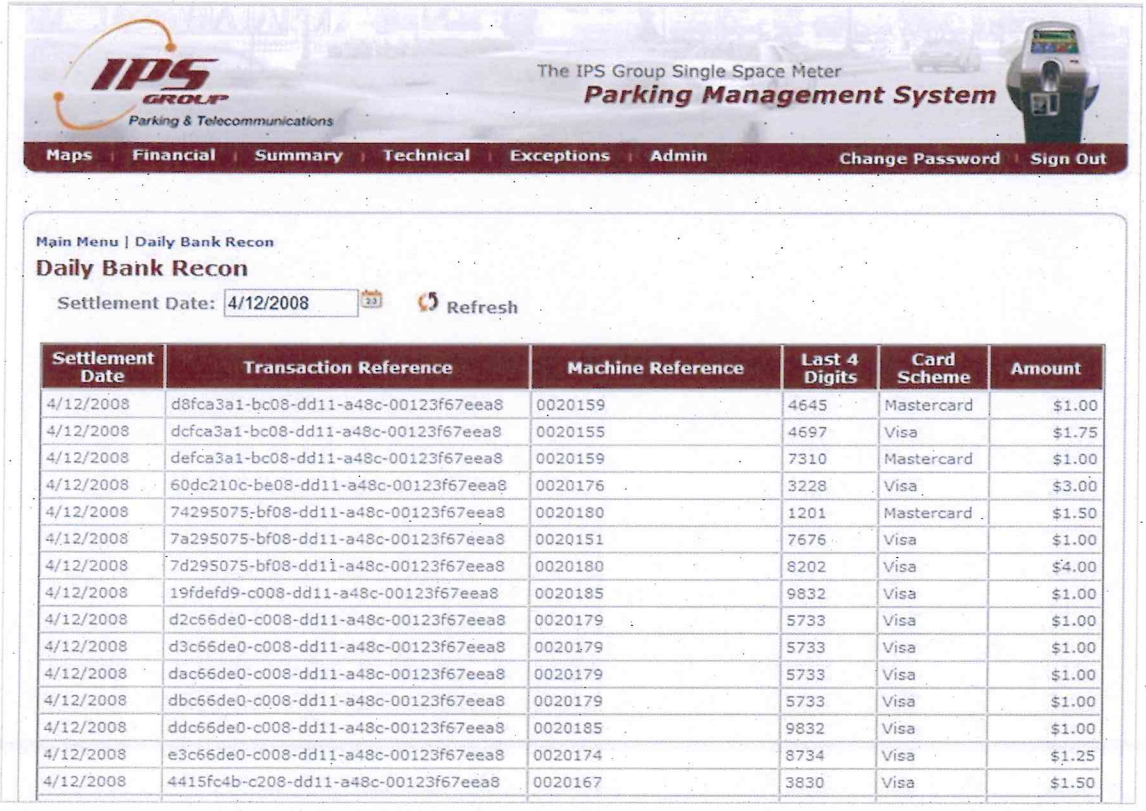
The IPS Data Management System

Access to the IPS meter management system is web-based. There are many benefits of this type of user interface:

- No need for local software installation
- Software updates are automatic
- Always uses the latest in encryption and security available on the market
- Capable of integrating and consolidating data from multiple data sources
- Low hardware cost
- Intuitive point-and-click user operation
- Remote access to rate setting, coin box monitoring, meter/battery status and time-of-day pricing

Access to the management system is controlled by only those with usernames and passwords as required by the City. Given the ease of use and continuous availability of data, the on-demand statistical and financial reporting capabilities of the IPS management system is among the very best in the industry in terms of efficiency, reliability and ease of use.

A sample credit card audit report is highlighted below.



Settlement Date	Transaction Reference	Machine Reference	Last 4 Digits	Card Scheme	Amount
4/12/2008	d8fca3a1-bc08-dd11-a48c-00123f67eea8	0020159	4645	Mastercard	$1.00
4/12/2008	dcfca3a1-bc08-dd11-a48c-00123f67eea8	0020155	4697	Visa	$1.75
4/12/2008	defca3a1-bc08-dd11-a48c-00123f67eea8	0020159	7310	Mastercard	$1.00
4/12/2008	60dc210c-be08-dd11-a48c-00123f67eea8	0020176	3228	Visa	$3.00
4/12/2008	74295075-bf08-dd11-a48c-00123f67eea8	0020180	1201	Mastercard	$1.50
4/12/2008	7a295075-bf08-dd11-a48c-00123f67eea8	0020151	7676	Visa	$1.00
4/12/2008	7d295075-bf08-dd11-a48c-00123f67eea8	0020180	8202	Visa	$4.00
4/12/2008	19fdefd9-c008-dd11-a48c-00123f67eea8	0020185	9832	Visa	$1.00
4/12/2008	d2c66de0-c008-dd11-a48c-00123f67eea8	0020179	5733	Visa	$1.00
4/12/2008	d3c66de0-c008-dd11-a48c-00123f67eea8	0020179	5733	Visa	$1.00
4/12/2008	dac66de0-c008-dd11-a48c-00123f67eea8	0020179	5733	Visa	$1.00
4/12/2008	dbc66de0-c008-dd11-a48c-00123f67eea8	0020179	5733	Visa	$1.00
4/12/2008	ddc66de0-c008-dd11-a48c-00123f67eea8	0020185	9832	Visa	$1.00
4/12/2008	e3c66de0-c008-dd11-a48c-00123f67eea8	0020174	8734	Visa	$1.25
4/12/2008	4415fc4b-c208-dd11-a48c-00123f67eea8	0020167	3830	Visa	$1.50

The IPS Parking Management System

Each IPS single-space parking meter is integrated into a web-based data management system (DMS), in which the data is stored on central servers hosted by IPS. This data transfer happens automatically and does not require personnel to interface with each meter to retrieve data.

Data is available via a secure web-based portal and a username and password. We provide a full set of data and Management, Financial and Maintenance Reports, and the data can be exported into other software packages such as MS Excel, MS Access, CSV, etc. should the City have any specific requirements.

Most Common Management System Reports	
Financial	• Daily, Weekly, Monthly and Annual Total Revenue Reports from City level down to meter level, by payment type
	• Daily/Monthly credit card auditing and reconciliation, types used and searches
	• Coin collection by date, routes, collector
	• Monthly citywide statistics for meters, average number and transactions value
Cards Used	• Maintenance
	• Diagnostic
	• Collection
Technical	• Maintenance Shop Log
	• Battery Voltages
	• Meter Communications Log
	• Meter Status Logs
	• Detailed Terminal and Pole events
Exception	• Communications
	• Time Based Flags
	• Coin Validation
	• Current Fault List
Help	• Manuals
	• Help Ticketing Service
Administrative	• Meter programming
	• Maintenance Notifications
	• User

*A sampling of DMS report examples are given in Chapter 4 of this proposal

C.ii.6. Training Plan

IPS will work closely with the City of Bloomington to ensure ample training is provided to all levels of staff within the organization. This will include ongoing training and certifications for meter maintenance staff, collections, enforcement, accounting, and administration. Below you will find our suggested training schedule, which is modifiable to meet the City's needs.

Training Subject: Meter Maintenance	
Element	Description
Subject Matter	To introduce maintenance and operational staff with basic meter use and operating features, including primary construction & disassembly, meter installation & removal, coin and card transactions, primary diagnostics tools, standard operating parameters, first line troubleshooting, and basic repair. Session also includes FAQs and Q&A session.
Primary Audience	All maintenance and operations staff
Training Sessions Offered	1 day, or as requested by the City
Training Hours per Student	1-2 hours per session
Students Eligible to Train	5-10 per session, no limit to number of total students
Proposed Schedule	30 days prior to installation, and then 30 days post installation
Location of Training	City meter shop or location TBD
Training Provided By	Local Field Service Technician
Continuing Education	Available through continuing education training sessions and at the request of the City

Training Subject: Finance / Accounting / Audit	
Element	Description
Subject Matter	To provide overview of IPS meter management system reporting capabilities covering all financial reports, credit card settlement, coin reconciliation and transaction details.
Primary Audience	Operations Supervisors/Managers, Administration, Data Analysts, Finance & Accounting Managers
Training Sessions Offered	1-2 sessions, or as requested by the City
Training Hours per Student	1-2 hours per session
Students Eligible to Train	8-10 per session, no limit to number of total students
Proposed Schedule	30 days prior to installation, and then 30 days post installation
Location of Training	Online Training
Training Provided By	IPS Group Project Manager
Continuing Education	Available through continuing education training sessions and at the request of the City

Training Subject: Enforcement	
Element	Description
Subject Matter	Demonstrate how IPS meters are operated by a user as well as how to perform visual enforcement. Training will also demonstrate meter flexibility and configuration options that can be used to make enforcement as easy as possible.
Primary Audience	Enforcement Staff / Supervisors, Adjudication Staff
Training Sessions Offered	1-2 sessions, or as requested by the CIty
Training Hours per Student	1-2 hours per session, 1-2 total training hours (or as needed)
Students Eligible to Train	8-10 per session, no limit to number of total students
Proposed Schedule	30 days prior to installation, and then 30 days post installation
Location of Training	Enforcement staff offices or location TBD
Training Provided By	IPS Group Project Manager and Local Field Service

	Technician
Continuing Education	Available through continuing education training sessions and at the request of the City

Training Subject: Meter Management System Usage	
Element	Description
Subject Matter	Provide thorough review of all financial, technical, administrative reporting capabilities, specific to each functional user group, in addition to more advanced training for system administrators who will use multiple reporting areas, data analysis, as well as meter configurations.
Primary Audience	Operations Supervisors/Managers, Adjudication Staff, Project Mangers, System Administrators
Training Sessions Offered	1-2 sessions, or as requested by the City
Training Hours per Student	1-2 hours per session, 1-2 total training hours (or as needed)
Students Eligible to Train	5-10 per session, no limit to number of total students
Proposed Schedule	30 days prior to installation, and then 30 days post installation
Location of Training	Administration offices or location TBD for each user group
Training Provided By	IPS Group Project Manager and Local Field Service Technician
Continuing Education	Available through continuing education training sessions and at the request of the City

IPS understands the needs of a City implementing a pay-to-park program for the first time and will work closely with the City to provide training and consulting for City staff.

C.ii.7. Credit Card Processing

IPS is a fully certified PCI-DSS Level 1 payment gateway with the ability to host the City merchant account or interface with the merchant processor that the City chooses. Please note: Not all vendors allow complete flexibility for the City to choose processors, but IPS gives this flexibility completely to the customer. Most common processors include First Data, Paymetech, Elavon and TSYS. IPS is compatible with all of these and many more. PCI and PA-DSS certificates and Steps of Credit Card Processing diagram are located in the Appendix.

C.ii.8. Communications

For the communications piece of the City of Bloomington Single Space Parking Meter deployment, IPS will partner with a local public relations firm to organize and deploy a successful public education campaign. This includes, but is not limited to: press release, customized website, flyers, posters, public survey, etc. IPS feels a public outreach campaign is needed to create and sustain positive public acceptance of the City's new pay-to-park initiative. Please see Chapter 5 for examples of marketing materials that were produced for the City of Honolulu with local PR firm Red Monarch during the deployment of IPS meters and sensors last summer.

Below is an example of a customizable City of Bloomington website to introduce the program to the parking public:

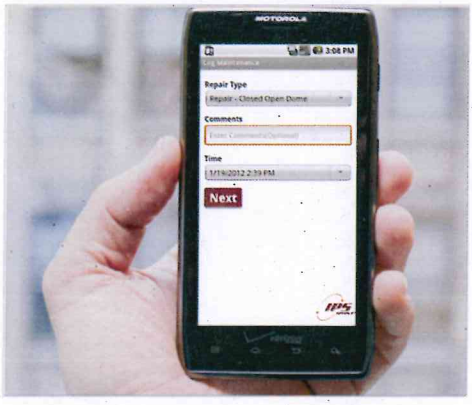
www.ipsgroupinc.com/demo
(View of homepage of IPS Demo Website, modifiable to City's needs)

These tools will not only help educate the public, but will also help the City of Bloomington collect valuable data regarding their parking experience. Customized survey questions, website language, and meter location map not only give the public a City specific viewing experience, but they also help customers ensure they are supplying their constituents with the most comprehensive site possible.

C.ii.9. Modularity

- Pay-by-Phone: IPS meters already have the ability to interface with pay-by-cell vendors such as ParkNow, ParkMobile and PayByPhone (formerly Verrus). This is a standard feature that IPS can provide at the direction of the City.
- Smart Phone Applications: IPS offers a meter maintenance application to be used by maintenance staff in order to easily log all meter maintenance activities. These maintenance reports are then available within the Data Management System. IPS can also offer smart phone application development services if the City is interested. (See below)
- Vehicle Detection: IPS meters already have the ability to integrate with the IPS vehicle detection system. This is the most accurate, cost effective system available today. Please see the Appendix for additional information.

IPS Smart Technology Suite Solutions



Smart Phone Apps for Maintenance and Enforcement

- Efficiently log all meter maintenance on smart phone application
- Retrieve real-time meter configuration, maintenance records, transaction history, vehicle sensor enforcement updates instantly
- Receive real-time maintenance and enforcement alerts. Also available via map interface.
- Full access to all IPS web-based reports

Smart Cash Collection System

- Wirelessly paired with IPS meter to transmit information to web-based Data Management System
- Coins are counted by smart cans for dual accountability
- Automatically registers the person performing the collections via key fob
- Time stamps when the collection can is removed, deposited and if correct can is returned
- Powered by "green" rechargeable battery system

C. iii - Methodology for Establishing Wireless Communications

With IPS, you get the most proven, efficient and cost effective wireless communication available among any of the parking technology companies. We believe that cellular based communication systems are the most reliable today due to cost effectiveness and inherent redundancies within the digital cellular network. This is simply not possible with WiFi technology today. Additionally, IPS operates approximately 90,000 wireless devices, using GSM based wireless technology in each of our meters and we consistently achieve 99+% communications uptime.

Additionally, IPS has addressed concerns for lost revenue by contractually signing-up for penalties associated with downtime and would make this a part of our negotiation if selected.

Why is IPS the best partner for your wireless meter solution?

- Most experience with wireless technology and more devices deployed than any parking company in the USA.
- Best relationships with carriers to address any service requirements
- A proven install base of meters with excellent wireless connectivity

Process for Re-establishing Wireless Communications in the Event of a Failure

As wireless experts, IPS has access to monitor and control every aspect of the wireless communication of our meters. In addition, the size of our wireless install base affords IPS a very strong relationship with our carrier partner, giving us the unique ability to escalate issues and deploy teams that can make in field adjustments to address any coverage needs. Our system routinely operates above 99% uptime and management system reports can quickly identify any non-reporting meters (example below).

Main Menu | Nonreporting Meters

Nonreporting Meters

Customer:

The following meters have not called in within the last 24 hours:

Zone	Area	Pole	Terminal	Main Battery	Backup Battery	Last Successful Call-in	Last Contact Start	Hours
Central Business District	Harwood	TT1720N	0089700	6442	7375	6/15/2012	12/1/2011 4:48:00 AM	5830

While a communication failure with IPS equipment is very rare, in the event of such a communication failure, IPS has many tools at its disposal. Additionally, while the meter will automatically re-attempt failed connections, the IPS meter is capable of operating in an offline mode to mitigate customer confusion and loss of revenue.

- Meter connectivity logs – to determine a repeatable issue that may be due to signal
- Signal Strength Analyzers – although meter communications are tested at the point of installation to identify any issues with connectivity, IPS can provide additional services.
- Meter Diagnostics – ability to force a meter to make a connection with the IPS back office. This resolves 99% of all connectivity issues. Training will be provided as part of our solution.

C.iv. Specification Worksheets

	Multi Space Meters (MSM) (164)	Limited Single Space Meters (SSM) (159)*	Full Single Space Meters (SSM) (1,200)**
Visually Pleasing Design?			Yes
Theft Resistant Steel Housing?			Yes
Minimum 12 gauge rolled steel?			Yes
Separate compartments for maintenance & collection?			Yes
Surface has a powder coated finish with an anti graffiti protection coating?			Yes
Height & interface comply with ADA requirements?			Yes
Locks out of public view & not exposed beyond the flush mount of housing?			Yes
Locks Corrosive Resistant?			Yes
Locks utilize tumblers, oval or hollow keys?			Yes
Locks able to be duplicated or purchased without written approval?			No
Separate keys for collection and maintenance?			Yes
Apertures designed to discourage vandalism and/or insertion of foreign material?			Yes
Accept quarter, dime & nickel coins through a single slot?			Yes
Coin slot equipped with a barrier plate?			Yes
Detect & reject foreign coins & slugs?			Yes
If coins slot is jammed will accept credit or debit card payments?			Yes
Debit & credit card acceptance includes Visa & Mastercard?			Yes
Card reader modular & easily unplugged & removed with basic tools for servicing?			Yes
Payment Certification Industry (PCI) compliant?			Yes
LCD backlit & enabled via light sensitivity?			Yes
Date style (MM:DD:YY) & Time style (HH:MM AM/PM)			Yes
Graphical Liquid Crystal Display?			Yes
Color LCD?			No
All prompts on pay station are user configurable?			N/A

Display is remotely programmable via web based meter management system?			Yes
UV resistant polycarbonate material used to protect the LCD & Solar panel?			Yes
Polycarbonate material treated with anti-fog coating?			Yes
Pay station & screen maintain normal operation within -20 degrees Fahrenheit to 125 degrees Fahrenheit.			Yes
Instructions provided in English?			Yes
Instructions provided on screen & with decals/signage?			Yes
Instructions include an "opt-out" option?			Yes
Keypad vandal resistant, weather proof & corrosion resistant?			Yes
Keypad modular & easily unplugged and removed with basic tools for servicing?			Yes
Coins are held in a double-locked secured coin container?			Yes
Separate keys are required to remove the coin container & to open the coin container?			Yes
Maintenance personnel without keys are not able to remove or open the coin container?			Yes
Meter maintenance card allows staff to put time on meter & does not affect the revenue audit but is logged?			Yes
Battery commercially available?			Yes
Battery storage area allows for easy access?			Yes
Solar panel?			Yes
Separate back-up battery			Yes
SSM equipped with an integrated solar panel recharge system incorporated into the inside of the housing?			Yes
All internal components are environmentally sealed & high water resistant?			Yes
Components listed in 3.2.2 are easily interchangeable on pay stations?			*N/A*
Units have built in diagnostic software?			Yes
Units able to report and send warnings for all specified in 3.4.2?			Yes
Unit is equipped with both cellular and wireless communication devices?			Yes
Ability to utilize city cellular package selected?			Yes

Two-way communication with device and a remote communication center?			Yes
All operational & financial data communicates with remote backend software & is viewable 24/7?			Yes
Operational failure is transmitted to means of communication (text, email, etc.) immediately upon failure?			Yes
Application Programming Interface (API) is provided for the city to query in real time?			Yes
Software is compatible with the latest Microsoft release?			Yes
Software capable of showing real time mapping of unit status & location?			Yes
City has ability to change rates as we see fit with no additional cost to the city?			Yes
Unit records & stores all financial data?			Yes
Unit transfers all financial data to remote management software?			Yes
Unit resets balance to zero after each collection of financial data?			Yes
Resetting the meter or loss of power does not affect audit figures held in memory?			Yes
Revenue sorted by denomination of coin and/or type of credit card with totals?			Yes
Full reporting and audit software included?			Yes
Training Included?			Yes
Training provided for all included in 3.8.2			Yes
3 copies and one electronic version of the operating manual in English?			Yes
Agree to repair or replace any part or component determined to be defective in material or workmanship under normal use and service at no additional cost to the City?			Yes
Provide at no cost to the City any new software releases for a period of two years.			Yes

*Limited is for the use of single space meters in conjunction with multi space pay stations. The RFP is requesting bids on 159 singe space meters.

**Full is the use of single space meters in every space through the bid area. The RFP is requesting bids on 1,200 single space meters.

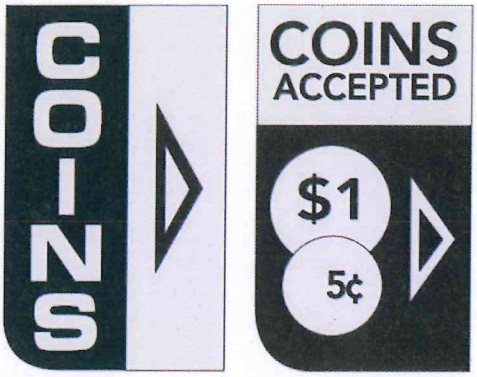
	Multi Space Meters (MSM) (164)	Limited Single Space Meters (SSM) (159)*	Full Single Space Meters (SSM) (1,200)**
Price Per Unit			$726.92
Installation Price (Per Unit)			$61.87
Back Office Software Fee (Per Unit/Per Month)			$5.75
Wireless Data Fee (Per Unit/Per Month)			Included in above
Secure Credit Card Gateway Fee (per transaction)			$0.13
Minimum capacity of coin vault in quarters (dollar amount).			$50.00
Anti graffiti protection coating (list type)			Yes
List height (in inches) the highest operable part is from the ground.			ADA compliant
Debit & Credit card acceptance other than Visa & Mastercard.			Discover & AMEX
Price of tokens per 100			$25.90*
Price of cards per 100			$225.00**
Languages available for customers along with cost per each if applicable			English
Estimated time of transaction in seconds			Less than 10
Price of light bar option			N/A
Wi-Fi frequency services offered?			Yes
Is reporting web-based? If not how is the information accessed?			Yes
Are there licensing fees? If so what are they?			$5.75
How many FREE hourly rate changes are provided per year?			>10
List the cost of the most recent software upgrade or new release for one software package.			$0

Multi Space Meters

- Meter Materials, Thickness & Safety Design
- Provide samples of signage on pay stations

Single Space Meters

- Provide samples of signage on meters



- Explain the coin collection card process and the audit features
  When the City collection staff approach a meter to collect coins, staff will insert an IPS coin collection card. When the coin collection card is inserted the meter will notify the IPS Data Management System that the coins have been collected. This will add additional accountability for the collection process and will ensure an accurate audit trail.

- Can SSM reporting be in the umbrella of software reporting for the pay stations? Please explain.
  N/A

General

- Meter Materials, Thickness & Safety Design
  IPS meter mechanisms are protected by a zinc alloy dome and Lexan covering. All apertures are covered to discourage vandalism.

- Explain how a token program/other validation programs would operates
  Currently, IPS works with the cities of Denver and Columbus to provide these types of programs for downtown businesses, merchants, and patrons. With a token program, the City would provide downtown merchants with tokens to give out to patrons of their business to pay for parking, or encourage them to return to the area.

- If lithium is provided include a cost reimbursement for disposal
  IPS utilizes a third party recycling/disposal service that meets all of the legal requirements, in addition to making it extremely convenient for our customers to use. Batteries are stored in a safe and convenient container until full. When full, simply call to have it picked-up. All paperwork and shipment labels are pre-printed, and freight is pre-paid by IPS. For more information please visit: www.batteryrecycling.com/smartrecycle+system

- Provide a complete tool kit list that includes all the tools necessary for maintenance & repair with associated prices.
  Precision phillips screwdriver $5-$10
  Reg Phillips screwdriver $5-10
  Long Phillips screwdriver $5-$10
  Ratchet set varies
  Allen wrench set $2-$5

- Provide a list of operational status reports and/or warnings available along with the available means of delivery (email, text, etc.)
  Please see Sample Management Reports located in Chapter 4.

- Explain in detail how your wireless two-way secure communication system works
  Please see proposal technical specifications section.

- Provide report examples for all listed in 3.5.8
  Please see Sample Management Reports located in Chapter 4.

- Provide a thorough outline of the training content & provide a training schedule for both software & hardware.
  IPS will provide as much training as required by the City of Bloomington, including additional sessions and specialized sessions customized to the needs of the City throughout the life of the contract. Most IPS training sessions are a combination of classroom and hands on use of meters and management system, including manuals for reference material. As new features are deployed, additional training sessions can be established at mutually agreeable times to provide updates and refresher training. Below represents what IPS believes to be the primary training subject areas, but can be further customized to meet City needs.
  Please see Chapter 2 for more detailed information.

- Provide a detailed list of inventory supplies with expected life expectancy for each part. This list should include the recommended number of parts the City should have in inventory for each part per meter.
  Please see proposal page 24 for spare parts inventory list.

- Provide a list of all parts should there be a need to order additional items. The price list must be included and guaranteed for the duration of the two year contract. Describe each part as wither proprietary or non-proprietary and as either refurbished or not.
  Please see above for the list of M5 components. All parts are new and proprietary.

- Provide a point of contact that is able to be reached Monday through Friday from 8 am to 6 pm EST and after hours from 6 pm to 8 am.
  Ananda Aleman, Customer Support Manager.

- Note if any additional warranty (greater than the minimum required two years) on parts & components is available.
  Yes. Additional warranties may be purchased and pricing is given in the pricing section of this proposal.

- Include a comprehensive communications plan that shall provide the public with a smooth transition to meters. The communications plan is subject to approval from the City and shall include :

- Clearly written text useful for news releases: Please see Chapter 5
- Handouts: Please see Chapter 5
- Web sites: Please see Chapter 5
- Outreach materials on how to use meters, with a focus on customer convenience: Please see Chapter 5
- A video, available to post on the web, demonstrating how to use the meters: Please visit http://www.ipsgroupinc.com/parking-meters/how-to-use.htm
- Please provide a list of all the supplies used to maintain the pay stations with associated prices (examples include oils, lubes, cleaning supplies, graffiti removal supplies, etc.): N/A
- Are there features not available in the current software that will be available by the end of 2013? Not at this moment. Should IPS add additional necessary features to the software, the City will receive them at no charge.
- Please describe your roadmap for meter software, desktop software and mobile device/smartphone software.
  Software roadmap information is proprietary and can be described to the City by request in a confidential setting.
- Do you have a smartphone meter/fine payment app? If no, when will one be available? If yes, what platforms do you support, is there a cost to the city or end-users, and what are the capabilities of these apps? No. N/A

C.v. Pricing Worksheet

City of Bloomington
RFP for
Parking Meter Purchase and Installation in Downtown Bloomington

Option B-SINGLE SPACE METERS (1,200)
CAPITAL EXPENDITURE

	Interest Rate	Year 1	Year 2	Year 3	Year 4	Year 5
Purchase		$923,875.00				
Lease Purchase	5%	$486,380.16	$486,380.16			
Lease	5%	$209,215.93	$209,215.93	$209,215.93	$209,215.93	$209,215.93

ONGOING MONTHLY EXPENDITURES PER METER

	Year 1	Year 2	Year 3	Year 4	Year 5
Operating Cost	-	-	$24,000*	-	-
Back Office Cost	$28,800	$28,800	$28,800	$28,800	$28,800
Wireless Charges	$54,000	$54,000	$54, 000	$54,000	$54,000

OTHER EXPENDITURES

Credit Card Transaction Fee *(per transaction)*	$0.13**
Service Call Fee *(per call)*	$250 + pre-approved travel costs

*Assumes that sometime during the first 2-5 year time frame that all batteries must be replaced. Other spare parts or extended warranty options are not included.

**IPS Group Inc. offers several ongoing monthly expenditure and card transaction fee options which are included in our proposal. For the purposes of this analysis, we have assumed 30 credit card transactions per metered space per month based on parking rates and regional averages. While other options with a lower per credit card transaction fee are available, the one above yields the best total cost.

NOTE: 5% lease pricing is for estimation purposes only, and is based on use of local bank or municipal lender direct with the City. Final rate subject to final terms and conditions of the lender.

C.vi. Financing Options

Pricing: Approaches to Purchase, Leasing, or Financial Agreements

IPS is pleased to provide various options for purchase, lease and/or lease-purchase. Each option has various benefits and disadvantages to the City and is outlined below, however, IPS is capable and experienced in providing all financing arrangements, including direct financing as well as using third parties, such as local banks and private municipal lenders. In addition, IPS has the flexibility to offer hybrid solutions to maximize the flexibility that the City needs and the budget that is available. Ultimately, more flexibility and risk for the lender means higher costs for the City, however, IPS is and will be a committed partner to work with the City to explore these traditional opportunities as well as alternative solutions, an example of which is listed below.

Purchase: A traditional capital budget method, which represents most of the agreements that IPS has today. If capital is available, this option can be used to avoid additional interest.

Lease: Can be financed with IPS or with third party lenders. Local banks and municipal lending specialists will provide the best possible rates and IPS has partners ready to work closely with the City of Bloomington. Local bank rates are provided for the purposes of the pricing worksheet using 2.75%, but better rates may be possible when given the opportunity to negotiate more directly with such lenders if awarded. Given that most of the useful meter life will be used during this straight lease, it is our recommendation that the City utilize a lease purchase-agreement if interested in a lease option.

Lease-Purchase: Can be financed with IPS or with third party lenders. Local banks and municipal lending specialists will provide the best possible rates and IPS has partners ready to work closely with the City of Bloomington. Local bank rates are provided for the purposes of the pricing worksheet using 2.75%, but better rates may be possible when given the opportunity to negotiate more directly with such lenders if awarded. This represents the cleanest option, in our opinion, as it maximizes the number of meters that can be deployed with limited funds, and it also builds equity towards eventual ownership of the asset. In any lease option, IPS can provide the ability to offer upgrade options, inclusion of installation costs, and extended warranty as part of the deal.

Alternative Options: If selected, IPS can offer hybrid solutions, examples include:

- ***Combination lease & purchase*** – A lease-purchase agreement with an up-front buy-down, such that a portion of current capital can be used, but more meters can be installed vs. a straight lease resulting in a lower monthly rate over the term of the agreement.
- ***Performance based*** – pay for the meters out of the increase in revenues generated or from receipt of net credit card revenues. Both performance based options are available through IPS and this form of agreement would not require the City to provide any up front capital.
- With more flexibility and lender risk comes increased costs. Such options may increase the costs of capital to 10-15%. However, IPS can provide such options, and if it is the City's intention to pay off any lease obligation early, most interest can be avoided and IPS can provide such financing solutions with no pre-payment penalties.

On the following page you will find a breakdown of purchase/lease options and benefits/advantages for the City of Bloomington.

Purchase Options	Costs (subject to terms & conditions)	Primary Benefits	Primary Disadvantages
Purchase	n/a	• One-time capital cost and no interest • City has complete ownership of equipment at time of installation/delivery	• Capital outlay is larger vs all options • Requires City to appropriate funds in advance.
Lease*	3% (local bank) 3%-5% (private lender)	• Install more meters sooner with current budget and defer capital cost over term of the agreement. • Generate revenue earlier that can pay for equipment and recurring fees.	• Interest costs will result in paying more • City does not own the asset at the end • Locked into payment stream for term of contract.
Lease-Purchase*	3% (local bank) 3%-5% (private lender)	• Install more meters sooner with current budget and defer capital cost over term of the agreement. • Generate revenue earlier that can pay for equipment and recurring fees.	• Interest costs will result in paying more • City does not own the asset until all payments are made • Locked into payment stream for term of contract.
Deferred Payment Option	n/a	• Install more meters sooner with current budget and defer remaining capital payments for 12 months with no interest charge. • Generate revenue earlier that can pay for equipment and recurring fees.	• City does not know if next fiscal year's budget will have the funds to pay the deferred amount. • City does not own the asset until all payments are made
Performance Based	10% - 15% (can only be provided by vendor due to inherent risks)	• Install more meters sooner without outlaying any capital • Generate revenue earlier that can pay for equipment and recurring fees. • Tie payments to the increases in revenues generated to create more positive cash flow • Can be structured to be annually renewable	• Interest costs will be higher due to increased contract flexibility and risk on the part of the vendor. • City does not own the asset until all payments are made

* IPS can also provide IPS direct financed lease options, but will not achieve the rates of local banks or private municipal lenders. However, IPS can provide vendor financing if the City is interested to explore this option further. For the purposes of the cost analysis 3% is used when calculating the lease and lease-purchase options. 3% is based on discussions with potential lenders and the City of Bloomington, based on a tax exempt municipal rate and subject to an annual appropriations clause from the City.