

# Vigilant Video

July 6, 2011

Purchasing Division  
City of Ft. Worth  
1000 Throckmorton St.  
Ft. Worth, TX 76102

Re: Sole source points supporting proposal by Vigilant Video, Inc.

To Whom It May Concern,

The following are the sole source points in support of Vigilant Video's proposal to the City of Ft. Worth:

**1) Private LPR Data Sharing:**

Currently, Vigilant Video holds over 80% of the market share for private LPR systems deployed for financial institutions, lending institutions, insurance companies and asset recovery firms. This network of LPR data scanning is known as the 'Private LPR Fleet Network', or 'Private Fleet'. At present, the private fleet scans over 30,000,000 plates per month nationwide, primarily in 30 major metropolitan areas across the United States. Once collected, all of these LPR data records are copied to the National Vehicle Location Service (NVLS). NVLS is the nation's first national LPR server and is located on an FBI audited, Law Enforcement Agency (LEA) server rack. NVLS' data records are made available exclusively 'For Law Enforcement Only'. Today the NVLS database houses over 365,000,000 LPR data records.

Vigilant Video is the ONLY Company within the United States that offers such a program to Law Enforcement Agencies. While other vendors provide public data sharing for stolen vehicles and other Law enforcement sharing, no other vendor can match the number of plate scans that Vigilant Video offers to LEAs. The value of the NVLS LPR data records for Law Enforcement purposes far outweighs all other standard shared LEA acquired data. While LEAs primarily target moving vehicles, the NVLS data, acquired by Private Licensed Fleet Operators (LFOs), target parked vehicles that are predicted to remain or return for a period of time. This program is only offered by Vigilant Video.

**2) Centralized, No Cost Data Hosting:**

Vigilant Video is the only LPR provider within the United States offering LEAs a No-Cost data hosting solution. In 2009, Vigilant Video launched a national LPR data sever with a copy of the LEARN LPR server software application installed. LEAs, as a Vigilant Video site license holder (an integral part of the Vigilant Video LPR acquisition purchase), are entitled to an 'Agency' account that will host and manage all Vigilant Video CarDetector In-Car / In-Field LPR systems. The same LEARN server features and functionality will apply whether the data is hosted by Vigilant Video or maintained by an LEA's IT dept. The hosted LEARN system is accessible via secure web pages (again, same as LEA's IT

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hosting). More importantly, Vigilant Video covers any costs associated with hardware and ongoing maintenance greatly reducing LEA costs. For LEAs holding a Vigilant Video Site License Agreement, there is No Charge for participating in the hosted managed LPR data server option.

### 3) Mapping Alert Service (MAS):

Only Vigilant Video offers a customizable LPR data 'Hit' map that plots all of the LEA's accessible hit data onto a geographic map. MAS "hit" icons are customizable and based on a series of data query input points. The MAS utility is an important feature to the LPR field campaign. For LEA users, it readily highlights all points of concentrated criminal 'Hot-Spots' based on the LPR User's data trends. All LPR transaction data associated with the MAS 'Hit map' are readily available to all LEA users associated with the particular LEA LPR data server agency account. This in combination with the available NVLS private data easily puts Vigilant Video head and shoulders above it's competition.

### 4) NVLS Mobile Companion

the 'Mobile Companion', is an advanced LPR technology software application that provides Vigilant Video software site license holders access to installing an unlimited number LPR applications on an Android or I-phone based smart phone. The Mobile Companion feature essentially expands LPR technology to field officers that are afforded the capability of scanning license plates, performing database lookups (LEARN-NVLS database server), and receiving Hit notifications against client loaded Hot-List records.

The Mobile Companion is the first commercially available smart phone based LPR scanning & data intelligence device offered in the world. The product is intended to enhance professional public safety policing practices and promote officer awareness and security. The Mobile Companion will also allow Vigilant Video's clients to expand their use of LPR technology beyond vehicle based systems. The Mobile Companion app will allow all field investigators, foot patrol officers, and other certified personnel to gather field intelligence just by scanning license plates with their smart phone.

### 5) Mobile Hit Hunter

Vigilant Video's newest License Plate Recognition (LPR) product feature, the '**Mobile Hit Hunter**' (MHH), is an advanced LPR technology practice that provides access to 3rd party LPR data intelligence within a four mile diametric proximity of the active LPR system operating in the field. The MHH feature essentially 'pipelines' LPR data Detection records, available from nationwide data sources, to the in-field CarDetector LPR system when matched against the CarDetector operator's accessible Hot-List records. No other vendor can/does offer this technology

### 6) Automated Hot-List Record Distribution:

Vigilant Video's "CarDetector" In-Car LPR system allows a patrol officer to enter a 'Hot-List' target vehicle license plate record. In conjunction with Vigilant Video's LEARN server application, the entered plate can be uploaded immediately to LEARN and then automatically re-distributed as an active Hot-List record to all other LPR systems in the

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LEA's fleet. The net result is a patrol officer may enter a "Hot" license plate, based on personal observation or witness report and have that Hot-List record available and active in the rest of the in-car Vigilant Video LPR systems within seconds. Only Vigilant Video provides this automated Hot-List distribution capability.

## 7) **Software Updates Technology:**

Only Vigilant Video offers a proven method of delivering server administered software updates to all LEA field installed LPR systems. When Vigilant Video administered software updates are available to the LEA, the LEA can easily import the update file to the LEARN server and then distribute the update file to all LEA LPR systems installed in the field via standard LEARN server communications. The other LPR vendors offer software updates that require costly LEA field personnel to manually update each LPR system physically, usually requiring a visit to each LPR system's field installation point.

## 8) **Vigilant Video Site License Program**

Vigilant video is the only LPR Vendor that offers a software Site License Agreement (SLA) program. This SLA program allows the LEA/Client to take advantage of ongoing and unlimited technical support. Additionally, the LEA is entitled to all software updates, bugs, fixes, patches and new releases throughout the SLA time period enrollment. The SLA model is much different than typical software warranty programs that include expiration dates. The software Site License Agreement program does NOT expire and remains active for the length of the LEA's contract period- including renewals.

## 9) **Cabling System Safety:**

Vigilant Video offers a Society for Automotive Engineers, SAE J-1128 'Standard for In-Car Wiring Harnesses', wiring harness for their permanently installed In-Car LPR hardware kits. The wiring harness consists of fire rated/retarded materials, including a 'shut-off' switch, Power Conditioner (to protect electronics against varying vehicle voltages), and inline fuse panel (fuse cell for each component). Vigilant Video is the only LPR vendor that offers an In-Car cabling system that meets this SAE standard.

## 10) **Component Protection Against Electrical Failures:**

Only Vigilant Video has an engineered power and cable harness that incorporates a power conditioner. The Power Conditioner is essential to avoiding camera and electronic component failures directly attributed to the inherent 'power spikes' in all LEA vehicle power systems. (voltages fluctuate from 16 to 11 volts). Without this essential Power Conditioner, the fluctuating voltages will most likely damage and reduce the lifespan of costly LPR components. Vigilant Video's power conditioner protects against said over/under voltage and electrical current spikes when the vehicle is started or when 'electrical draws' are made by emergency equipment or other essential powered accessories in the vehicle(s).

## 11) **LPR Camera Enclosure:**

Only Vigilant Video offers a NEMA-6 rated LPR camera. This is a critical standard for solid or water vapor ingress or condensation within the LPR camera, a primary cause of failure

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or required replacement in the industry. The NEMA-6 rating exceeds the IP67 standard commonly quoted for solid or vapor ingress. The NEMA-6 is much more comprehensive, accounting for the type and durability of the various components and seals, where the IP 67 standard is much more limited.

## 12) LPR Camera Selection Flexibility:

Vigilant Video offers five (5) designated focal lengths for LEAs to choose from. The range of selectable cameras allows an LEA to apply the proper camera for detecting license plates at ranges from 10 to 60 feet away. These multiple cameras allow optimal license plate scanning applications while maintaining adequate officer efficiency and safety. Other LPR vendors offer mobile LPR cameras that range up to approximately thirty (30) feet in distance. Vigilant Video is the only recognized LPR vendor that has proven technology that accurately scans license plates in a mobile application at a range of up to sixty (60) feet in distance.

## 13) Digital Signal Processor Technology:

Vigilant Video is the only LPR vendor that offers mobile LPR units that incorporate Digital Signal Process (DSP) technology. This is important because a DSP unit is a solid state device that contains no moving parts regarding processor, motherboard, or memory. The DSP is designed for installation in a mobile service vehicle and is resistant to failure due to shock due to normal roadway vehicle behavior.

Please feel free to contact me if you have any questions or concerns.

Sincerely,



Steve Cintron  
Vigilant Video, Inc.  
Chief Financial Officer