MEMO

TO: Municipal Services Committee

FROM: Paula Vandehey, Director of Public Works

DATE: May 4, 2017

SUBJECT: **Award "virtual chalking" parking enforcement system to Tannery Creek Systems, Inc. in the amount of $68,000.**

In 2014 the City of Appleton hired Walker Parking Consultants to perform a Downtown Parking Study. The Final Report included recommendations for improvement in areas of technology, enforcement, demand management and planning. To date we have accomplished many of the recommendations including the following:

1. Reduced meter hours from 9:00 am – 9:00 pm to 9:00 am – 6:00 pm, Monday through Saturday, with Sundays remaining free.
2. Changed on-street meter limit from 2 hours to 12 hours and the rate from $0.75/hour to $0.20/hour for all on-street meters north of Washington Street.
3. Implemented new pay-on-exit parking system in the Green, Yellow and Red Parking ramps, including credit card and validation capabilities with new fee structure.
4. Implemented new ramp permit fee rates of $35/month in the Blue Ramp and $30/month in all other ramps.
5. Currently implementing the parking meter pay-by-phone program.

The next recommendation on our list to implement is the "virtual chalking" parking enforcement system. This system recognizes infracting vehicles by using a combination of license plate and vehicle recognition technology to accurately determine plate color, contour and length of each scanned vehicle. Using GPS technology, vehicles staying beyond the allowed time limit are located, documented and cited.

The City solicited proposals from five different companies and received proposals from two of them (Tannery Creek $68,000 and Cardinal $93,399.55). Based on the cost proposals, as well as the documented customer satisfaction of communities such as the City of Madison, we recommend awarding the "virtual chalking" parking enforcement system to Tannery Creek Systems, Inc. in the amount of $68,000.

A Proposal for the City of Appleton

We are delighted to offer you our proposal for *autoChalk*, Tannery Creek's drive-by digital chalking and automated License Plate Recognition (ALPR) and "Virtual Chalking" parking enforcement system.

Tanner Creek's *autoChalk* triples the productivity of your parking enforcement staff yielding better city coverage, more tickets, stiffer enforcement, less cheating, and a more automated method for enforcing timed parking (digital chalking or "virtual chalking"), scofflaw, permits, pay by plate (PBL) and pay by space (PBS). Easy to use, and built for every day operation, *autoChalk* facilitates chalking in any weather.

Tannery's autoChalk excels at:

- Mobile and fixed camera automated License Plate Recognition enhanced with shape and color recognition
- External laser trigger catches virtually all vehicles regardless of a visible license plate
- Digital chalking, PBS, PBL and scofflaw processes two cars per second
- Superb photographic evidence that enforcement officers and courts rely on
- Exceptionally easy to use, tough and reliable and needs only one operator (PEO)
- Automatic zone policy adjustment as the PEO scans different zones
- Back office system with comprehensive and easy to use features and reports and integrates with other vendors' citation management systems

Tannery's core values are:

- Quality and Toughness: We strive to use the toughest and highest quality components

- Ease of use: We are driven by a passion for ease of use and intuitive functionality

- Innovation: Our engineers and clients work together to solve tough problems

- Customer support: Our relationship only begins when you buy our equipment. We work tirelessly to fix problems and keep your staff running 7/24 remotely via internet, telephone or on-site. New solutions and features are regularly deployed.

Our clients find *autoChalk* makes a very positive contribution to their operations and we believe the City of Appleton would also enjoy these benefits too!

Bill Franklin, P.Eng.
President
Tannery Creek Systems Inc.

April 12, 2017

Proposal for autoChalk (dual sided) Purchase

Date created: April 12 2017
Date revised:

Prepared for: **City of Appleton VA**

Prepared by: Bill Franklin, Tannery Creek Systems Inc
160 Applewood Crescent, Unit 32
Vaughan ON L4K 4H2
Office: 905.738.1406   Cell: 416.579.3565   Toll-free: 1.855.738.1406
bfranklin@autoChalk.com

Introduction:

Tannery Creek is pleased to present this proposal to the City of Appleton. This pricing includes:
- All equipment and software including mobile and office application
- Full installation
- Training
- Full warranty and at least one site visit for each year with paid up maintenance
- Price for Optional support and maintenance of equipment and software in an "in perpetuity" model

Prominent features include:
- Pay by License (PBL) plate integrated with companies such as Digital Payment Technologies (now T2)
- Scofflaw
- Permits using license plates
- Digital Chalking including simultaneous timing of PBL parkers
- Parking zone mapping and automatic zone policy application by autoChalk Mobile
- Sophisticated survey grade GPS equipped with gyroscopic instrumentation for better accuracy in tree foliage and urban canyons
- Remarkable easy to use and very reliable
- Very high level of customer support
- Laser triggering on all vehicles regardless of the visibility of a plate

Item	Sub-Item				Price ($US)	
		autoChalk, Drive-by Automated Digital Chalking for Dual Sided scanning				
1		Each unit includes the following items:	1	$ 44,500	$	44,500
	A	Panasonic Toughbook-CF31 rugged laptop/tablet or equivilent	1	included		
	B	Computer cradle and mount, power supply	1	included		
	C	Survey grade precision GPS with gyroscope, microwave speed measurement & dead reckoning	1	included		
	D	Wiring, data routing, autoChalk hub	1	included		
	E	High performance Sony or Pint Grey industrial digital cameras with tough weather resistant cases	4	included		
	F	MDL precision laser measurement devices with tough weather resistant cases	2	included		
	G	Aluminum and stainless steel mounts and frame for camera and laser components	Set	included		
	H	Wiring and cables kit and spares	1	included		
	I	DC-DC Uninterruptable Power Supply to condition and provide clean power supply	1	included		
	J	5A Trickle Charger	1	included		
	K	**autoChalk Mobile Software System & Vehicle Recognition Digital Chalking and LPR**	1	included		
	L	Instruction and maintenance manual	1	included		
	M	Logmein Remote control software for diagnostics and training	1	included		
			1	included		
2		**autoChalk Office application for storage and display of infracting vehicles, reports, policy etc** Includes LogMeIn for remote control for diagnostics and training	1	$ 15,000	$	15,000
3	A	**Printer including cradle and application software**	1	$ 4,000	$	4,000
4		**Installation and Training**				
	A	Installation on vehicle of client's choice	1	included		
	B	Up to 3 days of integration included, overages as per Tannery's hourly rate.	3	included		
	C	Training (days) and on site help in operation	3	included		
5		Full warranty for 1 year from date of installation. Includes all hardware and software.	1	included		
		Total costs for Software and Hardware excluding taxes, shipping and travel			$	63,500

6	Shipping			1	$	1,000	$ 1,000
7	Travel: Per diem cost for food, lodging and airfare for 2 people			1	$	3,500	$ 3,500
8	**Total Price Including Shipping, Installation, Training, Travel and Full Warranty for 1 Year**						$ 68,000

9   OPTIONS

A   Integration software and customization available for $150/hour.

B   **"in-perpetuity" maintenance @ 20% per year.**   1   20% $ 13,600
This is a yearly fee. **In perpetuity maintenance starts second year** and is optional (first year is included in base payment for autoChalk system). Fully covers all software and hardware with no end of life for the products as long as yearly fees are paid. Includes at least one visit per 18 months, and service calls more frequently if product is not performing properly and is not serviceable from remote location. Includes all defects and wear caused by normal operation. Does not include accident, deliberate damage, misuse or failure of customer repaired components. It is worth noting that most of our clients chose this option as it faciliates repairs, guidance and troubleshooting help, updates in hardware and software, and guidance for our clients in terms of operation efficiencies, technical and legal considerations, interfacing to other equipment and other challenges that arise in the course of parking management.

Notes: 1) Damage to equipment (software or hardware) will be repaired and billed to Customer.
2) Material or design defects fixed at no charge.
3) Terms are net 30 days.
4) Lead time for delivery ranges from 6 weeks to 10 weeks
5) Client to provide a dry well lit heated area to install equipment
6) Staff to be trained include one technical liaison for remote troubleshooting. All trainees require basic computer skills.
7) Performance of autoChalk Mobile can be adversely impacted by other vendor's applications. Other software may require disabling or adjusting.
8) Deposit of 30% at contract inception, remainder due within 30 days of project completion.

Tannery works closely with our customers to ensure our equipment and solution fulfils your expectations. This is our culture and commitment to you before and after your purchase.

PROPOSAL - Parking Enforcement System
City of Appleton

	OPTION #1 Item Description	Number of Each Item	Price per Item	Total Price
1	Protruding cameras	4	SEE ATTACHED	SEE ATTACHED
2	Contour-measuring lasers	2	SEE ATTACHED	SEE ATTACHED
3	GPS antenna	1	SEE ATTACHED	SEE ATTACHED
4	Onboard computer	1	SEE ATTACHED	SEE ATTACHED
5	Imaging and symbol recognition software	SET	SEE ATTACHED	SEE ATTACHED
6	Printer	1	SEE ATTACHED	SEE ATTACHED
7	Other recommended equipment SEE ATTACHED		**Total Price:**	SEE ATTACHED

	OPTION #2 Item Description	Number of Years	Price per Year	Total Price
1	Maintenance Agreement			SEE ATTACHED

FIRM NAME: TANNERY CREEK SYSTEMS INC

SIGNATURE: _Will D Franklin_ P. Eng.

TITLE: PRESIDENT

STREET: 160 APPLEWOOD CR UNIT 32

CITY, STATE, ZIP: VAUGHAN ONTARIO L4K 4H2

PHONE: 905 738 1406

E-MAIL: bfranklin @ autochalk.com

DATE: APRIL 12 2017