



**CITY OF SOUTH PASADENA
PUBLIC SAFETY COMMISSION SPECIAL MEETING AGENDA**

**CITY COUNCIL CHAMBERS
1424 MISSION STREET, SOUTH PASADENA, CA 91030
IN-PERSON**

Thursday, August 13, 2026 at 6:00 p.m.

South Pasadena Public Safety Commission Statement of Civility

As your appointed governing board, we will treat each other, members of the public, and city employees with patience, civility and courtesy as a model of the same behavior we wish to reflect in South Pasadena for the conduct of all city business and community participation. The decisions made today will be for the benefit of the South Pasadena community and not for personal gain.

NOTICE ON PUBLIC PARTICIPATION & ACCESSIBILITY

The South Pasadena Public Safety Commission Meeting will be conducted in-person from the Council Chambers, Amedee O. "Dick" Richards, Jr., located at 1424 Mission Street, South Pasadena.

The Public Safety Commission Meeting for **August 13, 2026**, will be broadcasted via zoom teleconference and will take place in-person.

To maximize public safety, members of the public may attend and/or participate by the following means:

The Meeting will be available:

- In-person: 1424 Mission Street, South Pasadena, CA 91030
- Via Zoom – **Meeting ID: 819 7480 7421**
- Zoom Link – **<https://us06web.zoom.us/j/81974807421>**

To maximize public safety while still maintaining transparency and public access, members of the public can observe the meeting via Zoom in one of the methods below:

1. Go to the Zoom website, <https://zoom.us/join> and enter the Zoom Meeting information; or
2. Click on the following unique Zoom Meeting link: **<https://us06web.zoom.us/j/84193226718>**
3. You may listen to the meeting by calling: +1-669-900-6833 and entering the Zoom Meeting ID

For additional Zoom assistance with telephone audio, you may find your local number at:

<https://zoom.us/u/aiXV0TAW2>

CALL TO ORDER

Chair Marcos Holguin

ROLL CALL

Chair Marcos Holguin
Vice-Chair Charley Lu
Commissioner Bethesda Gee
Commissioner Walter Cervantes
Commissioner Armando Munoz
Commissioner Dr. Stephen Sanko
Commissioner Gabriel Reza

COUNCIL LIAISON:

Councilmember Omari Ferguson

PUBLIC COMMENT AND SUGGESTIONS

The City Council welcomes public input. If you would like to comment on an agenda item, members of the public may participate **by means of one of the following options:**

Option 1:

Participants will be able to “raise their hand” using the Zoom icon during the meeting, and they will have their microphone un-muted during comment portions of the agenda to speak for up to 3 minutes per item.

Option 2:

Email public comment(s) to pscpubliccomment@southpasadenaca.gov.

Public Comments received in writing will not be read aloud at the meeting but will be part of the meeting record. There is no word limit on emailed Public Comment(s). Please make sure to indicate:

- 1) Agenda item you are submitting public comment on.
- 2) Submit by no later than 6:00 p.m. August 10, 2026.

NOTE: Pursuant to State law, the Commission may not discuss or take action on issues not on the meeting agenda, except that members of the Commission or staff may briefly respond to statements made or questions posed by persons exercising public testimony rights (Government Code Section 54954.2). Staff may be asked to follow up on such items.

1. Public Comment

No items.

PRESENTATION

No items.

ACTION/DISCUSSION

2. South Pasadena Police Department’s Analysis of Prospective Automated License Plate Reader (ALPR) vendors

CONSIDERATION TO DISCUSS THE SOUTH PASADENA POLICE DEPARTMENT’S EVALUATION OF PROSPECTIVE VENDORS PROVIDING AUTOMATED LICENSE PLATE READER (ALPR) TECHNOLOGY AND MAKE RECOMMENDATION REGARDING CITY COUNCIL ACTION

INFORMATION REPORTS

No items.

COMMUNICATIONS

3. City Council Liaison Communications

No items.

4. Staff Liaison Communications

COMMUNICATIONS

3. City Council Liaison Communications

No items.

4. Staff Liaison Communications

No items.

5. Commissioner Communications

No items.

ADJOURNMENT

PUBLIC ACCESS TO AGENDA DOCUMENTS

The complete agenda packet may be viewed on the City's website, www.southpasadenaca.gov.

Meeting recordings will be available for public viewing after the meeting. Recordings will be uploaded to the City's YouTube Channel no later than the next business day after the meeting. The City's YouTube Channel may be accessed at: https://www.youtube.com/channel/UCnR169ohzi1AlewD_6sfwDA/featured

ACCOMMODATIONS

The City of South Pasadena wishes to make all of its public meetings accessible to the public. If special assistance is needed to participate in this meeting, please contact the City Clerk's Division via e-mail at CityClerk@southpasadenaca.gov or by calling (626) 403-7230. Upon request, this agenda will be made available in appropriate alternative formats to persons with disabilities. Notification at least 48 hours prior to the meeting will assist staff in assuring that reasonable arrangements can be made to provide accessibility to the meeting (28 CFR 35.102-35.104 ADA Title II).

I declare under penalty of perjury that I posted this notice of agenda on the bulletin board in the courtyard of City Hall at 1414 Mission Street, South Pasadena, CA, and the City's website at www.southpasadenaca.gov on August 10, 2026 as required by law.

August 10, 2026

Date



Derek Elmore, Chief of Police



Public Safety Commission Special Meeting Agenda Report

ITEM NO. 2

DATE: August 13, 2026

FROM: Derek Elmore, Chief of Police
Shannon Robledo, Police Lieutenant
Andrew DuBois, Police Sergeant
Davit Ghazaryan, Management Analyst

SUBJECT: **CONSIDERATION TO DISCUSS THE SOUTH PASADENA POLICE DEPARTMENT'S EVALUATION OF PROSPECTIVE VENDORS PROVIDING AUTOMATED LICENSE PLATE READER (ALPR) TECHNOLOGY AND MAKE RECOMMENDATION REGARDING CITY COUNCIL ACTION**

Recommendation

It is recommended that the Public Safety Commission (PSC) review and discuss the South Pasadena Police Department's (SPPD) evaluation and analysis of prospective vendors offering ALPR technology and make a recommendation regarding City Council action.

Executive Summary

At the March 18, 2026, City Council meeting, SPPD presented an overview of the City's contracts with Flock Safety, its current ALPR provider, and suggested multiple options in relation to two separate contracts with Flock Safety, given the concerns that were brought forward regarding Flock Safety's policies on data retention, data sharing and the aggregation of data. Council voted in favor of Option A, which suggested cancelling the City's second contract with Flock Safety for 14 cameras that was due for renewal, and keep the original 13 cameras at least for the following 5 months while SPPD would search for alternative vendors and systems.

Staff were directed to present a report during the month of August 2026 in relation to available alternatives and provide an update to the City Council. The report is to inform the Council about the vendors that SPPD has been in contact with and the appropriate services and prices they offer, for City Council to review and provide directions regarding the future of the City's ALPR program.

Background

Beginning in 2013, SPPD implemented mobile, or vehicle mounted ALPR technology. In support of expanding this capability, the City's Adopted Budget for Fiscal Year 2022/23 included a \$30,000 appropriation to implement and fully migrate to a stationary ALPR system. In November 2022, the Police Department partnered with Flock Safety as part of a regional initiative to enhance crime prevention through strategic technology investments utilizing the Department's General Funds.

On November 16, 2022, the City Council approved a two-year agreement with Flock Safety for the installation of 13 stationary ALPR cameras. To fund the first year's installation and operational expenses of \$30,000, an additional \$ 9,550 was appropriated from the City's General Funds to the Police Department's Contract Services account to cover the full cost of installation and annual operations.

On February 14, 2024, the Urban Area Security Initiative (UASI) 2021 grant enabled the Police Department to expand its ALPR network by adding 14 cameras to the existing system, raising the total to 27 cameras. UASI is a reimbursement -based grant and there is a multiyear lag between grant approval and the actual disbursement of funds. Following the grant award, in which Flock Safety was designated as a pre-approved sole- source vendor, the Department efficiently implemented the expansion to further enhance its public safety and investigative capabilities. This contract was not renewed and the 14 cameras associated with it were fully removed during the month of May, 2026 following the City Council's decision to terminate the City's second contract with Flock Safety made on March 18, 2026. At that meeting, per the City Manager's suggestion and the City Council's directive, staff was instructed to explore other ALPR providers within the next 6 months and present suggestions in relation to the possibility of incorporating a hybrid model (keeping Flock Safety and adding another ALPR vendor) and present potential alternative vendors on the City Council meeting of August 19, 2026.

Analysis

Staff evaluated and analyzed the ALPR solutions offered by Axon, Motorola and SoundThinking, and their ability to interoperate with existing regional ALPR networks, including Flock Safety deployments of law enforcement agencies within the Greater Los Angeles area.

The choice of the above-mentioned vendors is due the fact that they are to a degree already integrated into SPPD's operations: Axon is the provider of SPPD's body worn cameras and tasers, Motorola is the provider of the Department's Computer Aided Dispatch (CAD) system and SoundThinking's Crime Tracer program is being used by SPPD Detectives. The evaluation considered system functionality, data retention and sharing policies, interoperability, security, operational capabilities, and long-term

suitability for the City's law enforcement needs as well as security and privacy features, implementation services, and overall value.

Ultimately, all three systems provide mature ALPR capabilities that support vehicle identification, investigative searches, officer safety, and regional crime investigations. The primary distinctions between the platforms involve ecosystem integration, investigative tools, interoperability strategy, and the degree to which each solution aligns with the City's existing technology investments and long-term operational objectives.

Axon

Axon's ALPR platform is designed as part of the company's broader public safety ecosystem, integrating with Axon Fleet in-car video systems, Axon Evidence, and other digital evidence management tools. This integrated approach provides agencies with centralized evidence management, configurable user permissions, audit logging, and data retention settings that can be tailored to agency policy and applicable California law. The platform is particularly advantageous for agencies that currently utilize other Axon products, as it reduces administrative complexity and allows officers and investigators to access ALPR data within a unified environment. While Axon supports third-party integrations through application programming interfaces (APIs), interoperability with external ALPR systems generally depends on the willingness of participating agencies to exchange data and on the availability of compatible interfaces. Axon representatives have confirmed that SPPD would retain complete ownership of all ALPR Data retention/privacy. Other key takeaways are the following:

- Adjustable retention period based on our agency's policy
- Equipment can be relocated as needed
- Five-year warranty aligned with SPPD's existing BWC and TASER agreements, with full equipment replacement at year five
- Contract can be canceled at any time with no penalties or removal fees

Motorola Solutions

Motorola Solutions offers a comprehensive Automatic License Plate Recognition (ALPR) platform through its Vigilant product line, which includes fixed, mobile, and trailer-mounted cameras integrated with the company's broader public safety ecosystem. The platform is designed to interoperate with Motorola's Computer-Aided Dispatch (CAD), Records Management System (RMS), body-worn cameras, in-car video, command center software, and real-time crime center applications, while also supporting standards-based integration with many third-party systems through APIs. Motorola's cloud architecture allows agencies to retain ownership and control of their

data, with configurable retention periods established by agency policy and applicable law rather than vendor defaults. The company emphasizes privacy-by-design principles, encryption in transit and at rest, audit logging, role-based access controls, and customer-controlled data governance. According to Motorola's data processing policies, customer data is not sold, customers retain control over access and retention, and data is deleted following contract termination unless otherwise required or requested by the customer.

SoundThinking

SoundThinking's (PlateRanger) platform offers both fixed and mobile ALPR capabilities with an emphasis on flexibility and investigative functionality. The platform is capable of ingesting ALPR data from compatible third-party camera systems, allowing agencies to leverage existing infrastructure rather than replacing deployed equipment. PlateRanger also integrates with SoundThinking's CrimeTracer investigative platform, enabling investigators to correlate license plate data with additional law enforcement information. SoundThinking states that ALPR data sharing occurs only with agency authorization and that retention policies are configurable, with routine plate-read data generally retained for up to 30 days unless associated with criminal investigations or evidentiary requirements. This approach provides agencies with significant control over information sharing while supporting regional investigative collaboration when authorized. SoundThinking's PlateRanger solution is typically more competitive as a standalone ALPR deployment, particularly for agencies seeking flexible integration with existing infrastructure rather than replacing multiple public safety systems simultaneously

Compared with Axon and SoundThinking, Motorola occupies a similar position as an enterprise-scale public safety technology provider but differs in ecosystem focus. Axon's ALPR solution is tightly integrated with its Evidence.com digital evidence platform, body-worn cameras, Fleet in-car video, Fusus real-time crime center platform, and drone technologies, making it particularly attractive for agencies already invested in the Axon ecosystem. SoundThinking (formerly ShotSpotter) emphasizes an open-platform approach, integrating its PlateRanger ALPR system with CrimeTracer, SafePointe, ShotSpotter, and numerous third-party CAD, RMS, and real-time crime center applications, making it well suited for agencies seeking interoperability without committing to a single vendor. From a privacy perspective, all three vendors provide agency ownership of ALPR data, configurable retention schedules, audit trails, and access controls; however, retention policies are ultimately governed by agency policy rather than vendor limitations. Overall, Motorola and Axon provide the greatest value for agencies pursuing an integrated end-to-end public safety ecosystem, while SoundThinking offers greater flexibility for agencies seeking to integrate multiple ALPR

camera manufacturers or leverage existing infrastructure while enhancing investigative search capabilities.

All three vendors provide CJIS-compliant security, comprehensive audit logging, role-based access controls, and configurable administrative policies designed to support compliance with California statutes governing ALPR systems. Each platform allows agencies to establish local retention schedules and user access policies consistent with City ordinances, state law, and department policy.

Regional interoperability remains an important consideration because numerous law enforcement agencies throughout Los Angeles County utilize different ALPR technologies. Neither Axon nor SoundThinking relies exclusively on a proprietary network for information sharing; instead, both support integration through APIs and authorized data exchange mechanisms. Actual interoperability with Flock Safety or other regional ALPR providers is dependent upon mutual agreements between participating agencies, available technical integrations, and compliance with each agency's data governance policies. Consequently, no single vendor can guarantee unrestricted access to another agency's ALPR data absent established sharing agreements.

Table 1.

Category	Axon	Motorola (Vigilant)	SoundThinking (PlateRanger)
Interoperability	Best within Axon ecosystem; supports third-party APIs	Best within Motorola ecosystem; supports third-party APIs	Strong multi-vendor integration; open architecture
Data Retention	Agency-controlled, configurable	Agency-controlled, configurable	Agency-controlled, configurable
Privacy	Encryption, audit logs, role-based access	Encryption, audit logs, role-based access	Encryption, audit logs, role-based access
Installation	Moderate; certified installation	Moderate-High; certified installation	Moderate; flexible deployment
Maintenance	Cloud-managed with remote updates	Cloud-managed with enterprise support	Cloud-managed with remote updates
Total Annual Costs (14 cameras)	\$43,484.24	\$58,271.84	\$39,158.00 (+ a one-time fee of \$14,100)
Total Annual Costs (27 cameras)	\$83,238.18	\$106,168.47	\$75,519.00 (+ a one-time fee of \$22,550)

See Attached Quotes: Attachments 1-6

Updated ALPR Policy

Per the City Council's directive from the February 18, 2026, meeting, SPPD has updated its ALPR Policy. The updated ALPR Policy reflects current SPPD practice as well as updates the policy to reflect the guidance of the Attorney General as well as compliance with Senate Bill 54, which prohibits law enforcement from using their resources for immigration enforcement. New provisions have been added regarding prohibited uses of the ALPR System as well as detailed safeguards with respect to the use of the ALPR System, including annual training and monthly audits. Last, a new procedure has been included with respect to sharing ALPR data with other California law enforcement agencies including the requirement of a data sharing agreement.

Fiscal Impact

SPPD has already included funds for ALPR in it's FY26/27 budget in the amount of \$39,000.00 in the Departments Contract Services account number 101-4010-4011-8180.

If the remaining Flock contract is cancelled, below is the fiscal impact of cancelling Flock Safety's First Contract for 13 cameras:

2022 Contract (General Fund - 13 cameras) – Renewal Date - **03/30/2027**

Termination Costs

Termination of convenience fee (camera removal fee)	\$500			
Total	\$6,500 (500 x 13)			
Contract Term Fee / annually	\$39,000			
Amount to be refunded for unused service (pro-rated per day)	\$106.85			
Potential contract termination date:	10/1/2026	11/1/2026	12/1/2026	01/1/2027
Amount to be refunded for unused service to the City of South Pasadena, if contract is terminated:	\$16,134.35	\$12,822.00	\$9,616.50	\$6,411.00

Flock Safety's FY26/27 (second contract year) invoice in the amount of \$39,000.00 was paid on April 23, 2026.

Camera removal fee in the amount of \$7,000.00 was waived in relation to the terminated contract for 14 Cameras, as courtesy from Flock.



Q-823902-46178AO

Issued: 06/05/2026

Quote Expiration: 07/30/2026

Estimated Contract Start Date: 09/01/2026

Account Number: 114482

Payment Terms: N30

Mode of Delivery: AUTO-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
South Pasadena Police Dept. - CA 1422 Mission St South Pasadena, CA 91030-3214 USA	South Pasadena Police Dept. - CA 1422 Mission St South Pasadena CA 91030-3214 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Adam Smith Phone: 602-751-1798 Email: asmith@axon.com Fax: (480) 463-2201	Andrew DuBois Phone: 6264294251 Email: adubois@southpasadenaca.gov Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$167,462.40
ESTIMATED TOTAL W/ TAX	\$173,936.90

Discount Summary

Average Savings Per Year	\$28,007.20
TOTAL SAVINGS	\$140,035.98

Payment Summary

Date	Subtotal	Tax	Total
Aug 2027	\$41,865.60	\$1,618.62	\$43,484.22
Aug 2028	\$41,865.60	\$1,618.62	\$43,484.22
Aug 2029	\$41,865.60	\$1,618.62	\$43,484.22
Aug 2030	\$41,865.60	\$1,618.64	\$43,484.24
Total	\$167,462.40	\$6,474.50	\$173,936.90

Quote Unbundled Price:	\$307,515.60
Quote List Price:	\$209,328.00
Quote Subtotal:	\$167,462.40

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
B00076	OUTPOST TAP PLAN	14	60	\$366.09	\$249.20	\$199.36	\$167,462.40	\$6,474.50	\$173,936.90
Total							\$167,462.40	\$6,474.50	\$173,936.90

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
OUTPOST TAP PLAN	102032	AXON OUTPOST - CAMERA	14	1	08/01/2026
OUTPOST TAP PLAN	102488	AXON OUTPOST - SOLAR PANEL - 100W	14	1	08/01/2026
OUTPOST TAP PLAN	102538	AXON OUTPOST - TOP MOUNT END CAP - STANDARD	14	1	08/01/2026
OUTPOST TAP PLAN	102543	AXON OUTPOST - BATTERY & CHARGER ENCLOSURE - EXTENDED	14	1	08/01/2026
OUTPOST TAP PLAN	102552	AXON OUTPOST - POLE - STANDARD	14	1	08/01/2026
OUTPOST TAP PLAN	102737	AXON OUTPOST - STANDARD SOLAR HARDWARE KIT	14	1	08/01/2026
OUTPOST TAP PLAN	102144	AXON OUTPOST - TAP REFRESH ONE - CAMERA	14	1	08/01/2031
OUTPOST TAP PLAN	102810	AXON OUTPOST - TAP REFRESH ONE - BATTERY ENCLOSURE EXTENDED	14	1	08/01/2031

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
OUTPOST TAP PLAN	102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	14	09/01/2026	08/31/2031

Services

Bundle	Item	Description	QTY
OUTPOST TAP PLAN	102136	AXON OUTPOST - STANDARD INSTALLATION	14
OUTPOST TAP PLAN	102143	AXON OUTPOST - UPGRADE INSTALLATION	14

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
OUTPOST TAP PLAN	102135	AXON OUTPOST - EXT WARRANTY - CAMERA	14	08/01/2027	08/31/2031
OUTPOST TAP PLAN	102137	AXON OUTPOST - MAINTENANCE	14	08/01/2027	08/31/2031

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	1422 Mission St	South Pasadena	CA	91030-3214	USA

Payment Details

Aug 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	B00076	OUTPOST TAP PLAN	14	\$41,865.60	\$1,618.62	\$43,484.22
Total				\$41,865.60	\$1,618.62	\$43,484.22

Aug 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	B00076	OUTPOST TAP PLAN	14	\$41,865.60	\$1,618.62	\$43,484.22
Total				\$41,865.60	\$1,618.62	\$43,484.22

Aug 2029

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	B00076	OUTPOST TAP PLAN	14	\$41,865.60	\$1,618.62	\$43,484.22
Total				\$41,865.60	\$1,618.62	\$43,484.22

Aug 2030

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5	B00076	OUTPOST TAP PLAN	14	\$41,865.60	\$1,618.64	\$43,484.24
Total				\$41,865.60	\$1,618.64	\$43,484.24

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Exceptions to Standard Terms and Conditions

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance. Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

Signature

Date Signed

6/5/2026





Q-866629-46178AO

Issued: 06/05/2026

Quote Expiration: 08/28/2026

Estimated Contract Start Date: 09/01/2026

Account Number: 114482

Payment Terms: N30

Mode of Delivery: AUTO-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
South Pasadena Police Dept. - CA 1422 Mission St South Pasadena, CA 91030-3214 USA	South Pasadena Police Dept. - CA 1422 Mission St South Pasadena CA 91030-3214 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Adam Smith Phone: 602-751-1798 Email: asmith@axon.com Fax: (480) 463-2201	Andrew DuBois Phone: 6264294251 Email: adubois@southpasadenaca.gov Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$322,963.47
ESTIMATED TOTAL W/ TAX	\$332,952.71

Discount Summary

Average Savings Per Year	\$54,013.82
TOTAL SAVINGS	\$270,069.12

Payment Summary

Date	Subtotal	Tax	Total
Aug 2027	\$80,740.86	\$2,497.32	\$83,238.18
Aug 2028	\$80,740.87	\$2,497.32	\$83,238.19
Aug 2029	\$80,740.87	\$2,497.32	\$83,238.19
Aug 2030	\$80,740.87	\$2,497.28	\$83,238.15
Total	\$322,963.47	\$9,989.24	\$332,952.71

Non-Binding Budgetary Estimate

Quote Unbundled Price:	\$593,065.80
Quote List Price:	\$403,704.00
Quote Subtotal:	\$322,963.47

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
B00076	OUTPOST TAP PLAN	27	60	\$366.09	\$249.20	\$199.36	\$322,963.47	\$9,989.24	\$332,952.71
Total							\$322,963.47	\$9,989.24	\$332,952.71

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
OUTPOST TAP PLAN	102032	AXON OUTPOST - CAMERA	27	1	08/01/2026
OUTPOST TAP PLAN	102488	AXON OUTPOST - SOLAR PANEL - 100W	27	1	08/01/2026
OUTPOST TAP PLAN	102538	AXON OUTPOST - TOP MOUNT END CAP - STANDARD	27	1	08/01/2026
OUTPOST TAP PLAN	102552	AXON OUTPOST - POLE - STANDARD	27	1	08/01/2026
OUTPOST TAP PLAN	102737	AXON OUTPOST - STANDARD SOLAR HARDWARE KIT	27	1	08/01/2026
OUTPOST TAP PLAN	103151	AXON OUTPOST - BATTERY & CHARGER ENCLOSURE - EXTENDED	27	1	08/01/2026
OUTPOST TAP PLAN	102144	AXON OUTPOST - TAP REFRESH ONE - CAMERA	27	1	08/01/2031
OUTPOST TAP PLAN	102810	AXON OUTPOST - TAP REFRESH ONE - BATTERY ENCLOSURE EXTENDED	27	1	08/01/2031

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
OUTPOST TAP PLAN	102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	27	09/01/2026	08/31/2031

Services

Bundle	Item	Description	QTY
OUTPOST TAP PLAN	102136	AXON OUTPOST - STANDARD INSTALLATION	27
OUTPOST TAP PLAN	102143	AXON OUTPOST - UPGRADE INSTALLATION	27

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
OUTPOST TAP PLAN	102135	AXON OUTPOST - EXT WARRANTY - CAMERA	27	08/01/2027	08/31/2031
OUTPOST TAP PLAN	102137	AXON OUTPOST - MAINTENANCE	27	08/01/2027	08/31/2031

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	1422 Mission St	South Pasadena	CA	91030-3214	USA

Payment Details

Aug 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	B00076	OUTPOST TAP PLAN	27	\$80,740.86	\$2,497.32	\$83,238.18
Total				\$80,740.86	\$2,497.32	\$83,238.18

Aug 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	B00076	OUTPOST TAP PLAN	27	\$80,740.87	\$2,497.32	\$83,238.19
Total				\$80,740.87	\$2,497.32	\$83,238.19

Aug 2029						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	B00076	OUTPOST TAP PLAN	27	\$80,740.87	\$2,497.32	\$83,238.19
Total				\$80,740.87	\$2,497.32	\$83,238.19

Aug 2030						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	B00076	OUTPOST TAP PLAN	27	\$80,740.87	\$2,497.28	\$83,238.15
Total				\$80,740.87	\$2,497.28	\$83,238.15

Non-Binding Budgetary Estimate

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Exceptions to Standard Terms and Conditions

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance. Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.





SOUTH PASADENA POLICE DEPT

South Pas PD - 14 L6Qs Vaas

06/15/2026

06/15/2026

SOUTH PASADENA POLICE DEPT
1422 MISSION STREET
SOUTH PASADENA, CA 91030

RE: Motorola Quote for South Pas PD - 14 L6Qs Vaas

Dear Andy Dubois ,

Motorola Solutions is pleased to present SOUTH PASADENA POLICE DEPT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide SOUTH PASADENA POLICE DEPT with the best products and services available in the communications industry. Please direct any questions to Troy Sakaguchi at Troy.Sakaguchi@motorolasolutions.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Troy Sakaguchi

Billing Address:
South Pasadena PD - CA
1422 MISSION STREET
SOUTH PASADENA, CA 91030
US

Quote Date:06/15/2026
Expiration Date:08/22/2026
Quote Created By:
Troy Sakaguchi
Troy.Sakaguchi@
motorolasolutions.com

End Customer:
SOUTH PASADENA POLICE DEPT
Andy Dubois
adubois@southpasadenaca.gov
0

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
L6Q as a Service							
1	VSFS-L6Q-SOL-S-SIM	FIXED LPR SUBSCRIPTION PACKAGE - L6Q (SOLAR) W/ CELLULAR	14	5 YEAR	\$14,974.80	\$11,979.84	\$167,717.76
2	LSV07S04314A	LPR REMOTE MONITORING	14	5 YEAR	Included	Included	Included
3	VERIZON-LTE-DATA	SOFTWARE,VERIZON-LTE-DATA	14	5 YEAR	Included	Included	Included
4	LSV07S04315A	LPR STANDARD ONSITE REPLACEMENT	14	5 YEAR	Included	Included	Included
5	VS-DLF-01	DEVICE LICENSE FEE	14	5 YEAR	Included	Included	Included
6	VSF-61-986	KIT, L6Q 25MM AND SP CAT 1 18AH W/ SIM	14		Included	Included	Included
7	LSV07S04746A	LPR ONSITE RESPONSE & REPLACEMENT - NEW CAMERAS	1	5 YEAR	\$91,955.00	\$78,161.75	\$78,161.75
8	HRDWR-INST-SS	HARDWARE INSTALLATION	1		\$32,787.46	\$27,869.34	\$27,869.34
9	LSV07S06337A	LPR 5Y ESSENTIAL W/ ADV REP	14	5 YEARS	\$2,100.00	\$0.00	\$0.00
Subtotal							\$273,748.85
Estimated Tax							\$17,610.36



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products. Motorola Solutions Connectivity, Inc. LOS ANGELES/LOS ANGELES, CA 90017 - #: 95-2580952

Grand Total

\$291,359.21(USD)



Pricing Summary

		Payment Term	Upfront Sale Price	
Upfront Costs*				
				\$27,869.34
Upfront Subscription Fee				
	L6Q as a Service	Annually		\$49,175.90
Sub Total:				\$77,045.24
		Payment Term	Sale Price	Annual Sale Price
Year 2 Subscription Fee				
	L6Q as a Service	Annually	\$49,175.90	\$49,175.90
Year 3 Subscription Fee				
	L6Q as a Service	Annually	\$49,175.90	\$49,175.90
Year 4 Subscription Fee				
	L6Q as a Service	Annually	\$49,175.90	\$49,175.90
Year 5 Subscription Fee				
	L6Q as a Service	Annually	\$49,175.90	\$49,175.90
Sub Total:				\$196,703.61
Grand Total System Price (Inclusive of Upfront and Annual Costs)				\$273,748.85

*Upfront costs include the cost of Hardware, Accessories and Implementation, where applicable.

Notes:

- The Pricing Summary is a breakdown of costs and does not reflect the frequency at which you will be invoiced.
- This quote contains items with approved price exceptions applied against them.



L6Q CAMERA SYSTEM SOLUTION DESCRIPTION

L6Q CAMERA SYSTEM

The L6Q camera system revolutionizes license plate recognition (LPR) technology with its sophisticated capabilities, streamlined design, and consumer-grade installation process. This innovative system is ideal for law enforcement agencies and businesses seeking to enhance security through efficient and effective LPR. The L6Q seamlessly integrates with our backend software, VehicleManager or ClientPortal, to offer a comprehensive solution for building or supplementing a camera network, ensuring the safety and security of the communities they serve.



Key Features and Benefits:

- **Easy Install Out-of-Box:** The L6Q's user-friendly design, convenient carry case, and intuitive out-of-box workflow enable one-person installation and activation in minutes, using a smartphone for ultimate ease.
- **Precise Data Collection:** Configure the L6Q to capture vehicles moving at specific speeds and directions. It collects detailed information beyond license plates, including vehicle make, model, color, and speed, even in low-light conditions, enhancing investigative capabilities.
- **Versatile Power Options:** The L6Q operates anywhere with solar, AC/DC, Pole Tap, and internal battery options. It's built to withstand weather conditions and rated to IP67.
- **Amplified Insight & Awareness:** Beyond license plate data, the L6Q has advanced software for managing hot lists, alerts, searches, and patented analytics. Agencies control data retention and sharing, ensuring security and compliance.
- **App-Based Configuration & Activation:** Use the Mobile Companion app on Android or iOS for quick on-site setup. Scan the camera's QR code for guided configuration, including live video-enabled aiming and adjustable image capture regions for improved accuracy.
- **Advanced Night Vision:** Equipped with long-range infrared (IR) illumination and a starlight sensor, the L6Q can scan vehicles even in total darkness, ensuring round-the-clock operation.
- **Tamper-Proof Design:** The L6Q is built to be physically secure with a tamper-proof shroud, easily customized to blend with various environments.

Deploy the L6Q to enhance your LPR capabilities with a system designed for ease of use, versatility, and advanced data insights.



LICENSE PLATE RECOGNITION TECHNOLOGY STATEMENT OF WORK

OVERVIEW

This Statement of Work (SOW) outlines the responsibilities of Motorola Solutions, Inc. (Motorola) and the Customer for the implementation of fixed or mobile License Plate Recognition (LPR) technology(s) and your License Plate Recognition Technology solution, if Deployment or Installation Services are purchased as part of the Contract. For the purpose of this SOW, the term "Motorola" may refer to our affiliates, subcontractors, or certified third-party partners. A third-party partner(s) (Motorola-certified installer) will work on Motorola's behalf to install your License Plate Recognition Technology system(s) (if applicable).

This SOW addresses the responsibilities of Motorola and the Customer that are relevant to the implementation of the hardware and software components listed in the Solutions Description. Any changes or deviations from this SOW must be mutually agreed upon by Motorola and the Customer and will be addressed in accordance with the change provisions of the Contract. The Customer acknowledges any changes or deviations from this SOW may incur additional cost.

Motorola and the Customer will work to complete their respective responsibilities in accordance with the Project Schedule. Any changes to the Project Schedule must be mutually agreed upon by both parties in accordance with the change provisions of the Contract.

Unless specifically stated, Motorola will perform the work remotely. The Customer will provide Motorola personnel with access to their network and facilities so Motorola is able to fulfill its obligations. The Customer is responsible for acquisition and use of a remote access tool that complies with the regulations controlling use of the remote access tool. All work will be performed during normal business hours based on the Customer's time zone (Monday through Friday from 8:00 a.m. to 5:00 p.m.).

The number and type of software subscription licenses, products, or services provided by Motorola are specifically listed in the Contract and referenced in the SOW. Services provided under this SOW are governed by the mutually executed Contract between the parties, or Motorola's Master Customer Agreement and applicable addenda ("Contract").

AWARD, ADMINISTRATION, AND PROJECT INITIATION

Project Initiation and Planning will begin following the execution of the Contract between Motorola and the Customer. At the conclusion of Project Planning, Motorola's Project Manager (PM) will begin status meetings and provide status reports on a regular cadence with the Customer's PM. The status report will provide a summary of activities completed, activities planned, progress against the project schedule, items of concern requiring attention, as well as, potential project risks and agreed upon mitigation actions.

Motorola utilizes Google Meet as its teleconference tool. If the Customer desires to use an alternative teleconferencing tool, any costs incurred from the use of this alternate teleconferencing tool will be the responsibility of the Customer.



FBI-CJIS SECURITY POLICY – CRIMINAL JUSTICE INFORMATION

CJIS Security Policy Compliance

Motorola does not believe our LPR and License Plate Recognition Technology offerings require compliance with the *FBI-CJIS Security Policy* (CJISSECPOL) based on the definition in Section 4 of CJISSECPOL and how the FBI-CJIS defines Criminal Justice Information. However, Motorola does design its products with the CJISSECPOL security controls as a guide. Motorola's LPR system design and features support best practice security controls and policy compliance. In the event of a CJIS technical audit request, Motorola will support the Customer throughout this process.

Personnel Security – Background Screening

Motorola will assist the Customer with completing the *CJIS Security Policy Section 5.12 Personnel Security* related to authorized personnel background screening when requested to do so by the Customer. Based on Section 5.12, a Motorola employee is defined as someone who is required to be on the Customer's property with unescorted access. Motorola employees will also have access to the Customer's network(s) and stored information. Motorola has remote access tools to support virtual escorted access to on-premises customer assets.

Additionally, Motorola performs independent criminal background investigations including name based background checks, credential and educational vetting, credit checks, U.S. citizen and authorized worker identity verification on its employees.

Motorola will support the Customer in the event of a CJIS audit request to validate employees assigned to the project requiring *CJIS Section 5.12 Personnel Security* screening and determine whether this list is up to date and accurate. Motorola will notify the Customer within 24 hours or next business day of a personnel status change.

Security Awareness Training

Motorola requires all employees who will support the Customer to undergo Level 3 Security Awareness Training provided by Peak Performance and their CJIS online training platform. If the Customer does not have access to these records, Motorola can facilitate proof of completion. If the Customer requires additional and/or separate training, Motorola will work with the Customer to accommodate this request at an additional cost.

CJIS Security Addendum

Motorola requires all employees directly supporting the Customer to sign the CJIS Security Addendum if required to do so by the Customer.

Third Party Installer

The Motorola-certified third party installer will work independently with the Customer to complete the Section 5.12 Personnel Security checks, complete Security Awareness Training and execute the CJIS Security Addendum.

COMPLETION CRITERIA

The project is considered complete once Motorola has completed all responsibilities listed in this SOW. The Customer's task completion will occur based on the Project Schedule to ensure Motorola is able to complete all tasks without delays. Motorola will not be held liable for project delays due to incomplete Customer tasks.



The Customer must provide Motorola with written notification if they do not accept the completion of Motorola responsibilities. Written notification must be provided to Motorola within ten (10) business days of task completion. The project will be deemed accepted if no written notification is received within ten (10) business days.

In the absence of written notification for non-acceptance, beneficial use will occur thirty (30) days after functional demonstration of the system.

SUBSCRIPTION SERVICE PERIOD

If the contracted system includes a subscription, the subscription service period will begin upon the Customer's receipt of credentials for access. The provision and use of the subscription service is governed by the Contract.

PROJECT ROLES AND RESPONSIBILITIES OVERVIEW

Motorola Project Roles and Responsibilities (if applicable)

The Motorola Project Team will be assigned to the project under the direction of the Motorola Project Manager. Each team member will be engaged in different phases of the project as necessary. Some team members will be multi-disciplinary and may fulfill more than one role.

In order to maximize effectiveness, the Motorola Project Team will provide various services remotely by teleconference, web-conference, or other remote method in order to fulfill our commitments as outlined in this SOW.

Our experience has shown customers who take an active role in the operational and educational process of their system realize user adoption sooner and achieve higher levels of success with system operation. The subsections below provide an overview of each Motorola Project Team Member.

Project Manager (PM)

The PM will be the principal business representative and point of contact for Motorola. The PM's responsibilities may include but are not limited to:

- Manage Motorola responsibilities related to the delivery of the project.
- Maintain the Project Schedule, and manage assigned Motorola personnel, subcontractors, and suppliers as applicable.
- Coordinate schedules of assigned Motorola personnel, subcontractors, and suppliers as applicable.
- Maintain project communications with the Customer.
- Identify and manage project risks.
- Coordinate collaboration of Customer resources to minimize project delays.
- Evaluate project status against Project Schedule.
- Conduct status meetings on mutually agreed upon dates to discuss project status.
- Provide timely responses to Customer inquiries and issues related to project progress.
- Conduct status calls with the Customer throughout the Project up to and including Go-Live.

System Technologist

The System Technologist (ST) will work with the Customer's Project Team on:

- Camera programing
- Camera alignment



- Licensed Software Training
- Develop and submit Start Up and Commissioning Sign Off (SSU&C)

Technical Trainer / Instructor

The Technical Trainer / Instructor provides training in accordance with the Training Plan provided to the Customer.

Motorola-Certified Installer

The Motorola-certified installer is primarily responsible for installing in-car and fixed LPRs. There are specific requirements the 3rd party partner must meet in order to be considered a Motorola-certified installer, and they include (but are not limited to) the following:

Required Training

- SSU&C Onsite Training
 - Included Certification testing completed and passed
- Networking (must meet one of the following three requirements)
 - CompTia Network + Certification
 - Networking Degree in IT
 - Basic Networking RDS003
- ASE Certification for Mobile Installers
- Electrical Certification
 - Electrical Certification/Permitting
 - Low Voltage Certification
 - High Voltage Certification
- Equipment Certification
 - Bucket Truck Certification
 - Any applicable testing equipment certification

Other responsibilities the Motorola-certified installer may be involved in include the fixed and/or mobile installation of cellular routers, wired networks, poles, trenching, and conduit runs as well as the manufacturing and/or service of trailers. These activities will only be completed by Motorola if Motorola quotes these services; otherwise, the completion of these services are solely the responsibility of the Customer.

Customer Support and Services Team

The Customer Support and Services Team will provide on-going support to the Customer following Go-Live and final acceptance of the project.

Customer Project Roles and Responsibilities (if applicable)

Motorola has defined key resources that are critical to this project and must participate in all the activities defined in this SOW. During the Project Planning phase, the Customer will be required to provide names and contact information for the roles listed below. It is critical that these resources are empowered to make decisions based on the Customer's operational and administration needs. The Customer Project Team will be engaged from Project Initiation through Beneficial Use of the system. In the event the Customer is unable to provide the resources identified in this section, Motorola may be able to supplement these resources at an additional cost.



Project Manager

The PM will act as the primary point of contact for the duration of the project. In the event the project involves multiple locations, Motorola will work exclusively with the Customer's primary PM. The PM's responsibilities will include, but are not limited to:

- Communicate and coordinate with other project participants.
- Manage the Customer Project Team including subcontractors and third-party vendors. This includes timely facilitation of tasks and activities.
- Maintain project communications with the Motorola PM.
- Identify tasks required of Customer staff that are outlined in this SOW and the Project Schedule.
- Consolidate all project inquiries from Customer staff to present to Motorola PM.
- Approve a deployment date offered by Motorola.
- Review Project Schedule with the Motorola PM and finalize tasks, dates, and responsibilities.
- Measure and evaluate progress against the Project Schedule.
- Monitor project to ensure resources are available as required.
- Attend status meetings.
- Provide timely responses to issues related to project progress.
- Liaise and coordinate with other agencies, Customer vendors, contractors, and common carriers.
- Review and administer change control procedures, hardware and software certification, and all related project tasks required to meet the deployment date.
- Ensure Customer vendors' readiness ahead of the deployment date.
- Assign one or more personnel to work with Motorola staff as needed for the duration of the project, including one or more representatives from the IT department.
- Identify a resource with authority to formally acknowledge and approve milestone recognition certificates, as well as, approve and release payments in a timely manner.
- Provide Motorola personnel with access to all Customer facilities where system equipment is to be installed. Temporary identification cards are to be issued to Motorola personnel, if required for access.
- Ensure remote network connectivity and access for Motorola resources, if applicable to the solution.
- Assume responsibility for all fees pertaining to licenses, permits, inspections and any delays associated with inspections due to required permits as applicable to this project.
- Provide reasonable care to prevent equipment exposure from contaminants that may cause damage to the equipment or interruption of service.
- Ensure a safe working environment for Motorola personnel.
- Identify and manage project risks.
- Provide signature(s) of Motorola-provided milestone recognition certificate(s) within ten (10) business days of receipt.

IT Support

IT Support manages the technical efforts and ongoing activities of the Customer's system. IT Support will be responsible for managing Customer provisioning and providing Motorola with the required information for LAN, WAN, server and client infrastructure.

The IT Support Team responsibilities include but are not limited to:

- Participate in delivery and training activities to understand the software and functionality of the system.
- Participate with Customer Subject Matter Experts (SMEs) during the provisioning process and associated training.



- Authorize global provisioning decisions and be the Point of Contact (POC) for reporting and verifying problems.
- Monitor firmware updates
- Implement changes to Customer infrastructure in support of the proposed system.

Agency Manager

The Agency Manager will act as the primary POC upon project completion.

- Push internal requests for updates through appropriate channels
- Monitor all firmware updates and all other security measures for physical hardware as required by the Customer internal policies
- Administer users
- Audit reports
- Manage Hotlist and Hotlist functionality
- Attend Agency Manager training
- Oversee or act as the training POC
- Ensure all Authorized Users are aware of usage restrictions and any applicable terms related to the use of the LPR System
- Controls appropriate use and data storage policies as well as procedures for the data maintained outside the LPR system. This includes when any information is disseminated, extracted or exported out of the LPR system
- Controls and is responsible for developing the policies, procedures, and enforcement for applying deletion/purging and dissemination rules to information within and outside of the LPR system.
- Ensure data and system protection strategies are accomplished through the tools provided by Motorola for account and user management features along with audit and alert threshold features.

Subject Matter Experts (SMEs)

SMEs are a core group of users involved with the analysis, training and implementation process. The SMEs should be experienced users in their own respective field (evidence, dispatch, patrol, etc.) and should be empowered by the Customer to make decisions based on workflows and department policies related to the proposed system.

General Customer Responsibilities (If Applicable)

In addition to the Customer responsibilities listed above, the Customer is responsible for the following:

- **Customer Site.** If the Solution is to be installed at a Customer location ("Site"), the Solution will only be installed and/or evaluated at the Customer sites identified.
- Customer will be responsible for providing all necessary permits, licenses, and other approvals necessary for the installation and use of the Products and the performance of the Services at each applicable Site, including for Motorola to perform its obligations hereunder, and for facilitating Motorola's access to the Sites. This includes, but is not limited to providing a traffic safety plan to facilitate the safe deployment of all Equipment that is installed on, over, or near Sites with active roadways. No waivers of liability will be imposed on Motorola or its subcontractors by Customer or others at Customer facilities or other Sites, but if and to the extent any such waivers are imposed, the Parties agree such waivers are void. The Equipment used for the Services will only be located at such site.
- If the Solution is to be accessed remotely, Customer will only access Solution in the manner described by Solution documentation or as otherwise instructed by Motorola.



- Site Conditions and Issues. Customer will ensure that (a) all Sites are safe and secure, (b) Site conditions meet all applicable industry and legal standards (including standards promulgated by OSHA or other governmental or regulatory bodies), (c) to the extent applicable, Sites have adequate physical space, air conditioning, and other environmental conditions, electrical power outlets, distribution, equipment, connections, and telephone or other communication lines (including modem access and interfacing networking capabilities), and (d) Sites are suitable for the installation, use, and maintenance of the Products and Services. This Agreement is predicated upon normal soil conditions as defined by the version of E.I.A. standard RS-222 in effect on the Effective Date.
- All costs associated with permitting.
- Supply a proper power source to all Motorola Solutions provided equipment.
- Provide ALL points of attachment for hardware that include fixed LPR Cameras and associated equipment and ensuring all equipment is attached in accordance with local policies and codes.
- Supply any new infrastructure required to mount or attach the Motorola Solutions hardware to.
- Trenching as required for the purpose of running electrical power
- All poles and existing infrastructure that are not being purchased from Motorola as part of the LPR solution.
- All Utility locates needed for impacted areas.
- Providing the communications point of attachment for each site.
- When cellular service is used as the point of connection, customer is responsible for providing cellular service and SIM cards if they are not being purchased from Motorola as part of the LPR solution.
- All Customer-provided equipment, including third-party hardware and software needed for the proposed system but not listed as a Motorola deliverable. Examples include end user workstations, network equipment, etc.
- Configure, test, and maintain third-party system(s) that will interface with the proposed system.
- Establish an Application Programming Interface (API) for applicable third-party system(s) and provide documentation that describes the integration to the Motorola system.
- All work is to be performed by Motorola-certified installers. The Customer is responsible for work performed by non-certified installers.
- Upgrades to Customer's existing system(s) in order to support the proposed system.
- Mitigate the impact of upgrading Customer third-party system(s) that will integrate with the proposed system. Motorola strongly recommends working with the Motorola Project Team to understand the impact of such upgrades prior to taking action.
- Electronic versions of any documentation associated with business processes identified.
- Ability to participate in remote project meetings using Google Meet or a mutually agreed upon Customer-provided remote conferencing tool.
- Manage the Hotlist in accordance with the rules and regulations of the Customers State.

Motorola is not responsible for any delays that arise from Customer's failure to perform the responsibilities outlined in this SOW or delays caused by Customer's third-party vendor(s) or subcontractor(s).

NETWORK AND HARDWARE REQUIREMENTS

The following requirements must be met by the Customer prior to Motorola installing the proposed system:

- Provide network connectivity for the transfer and exchange of data for the proposed system.
- Provide remote access for Motorola personnel to configure the system and conduct diagnostics.
- Provide Internet access to fixed and mobile equipment.
- Provide devices such as workstations, tablets, and smartphones with Internet access for system usage. Chrome is the recommended browser for optimal performance. The workstations must support MS Windows 11 Enterprise.



- Provide and install antivirus software for workstation(s).
- Provide Motorola with administrative rights to Active Directory for the purpose of installation, configuration, and support (if applicable).
- Ensure required traffic is routed through Customer's firewall.

Motorola is not responsible for any costs or delays that arise from Customer's failure to meet network and hardware requirements.

PROJECT PLANNING

A clear understanding of the needs and expectations of Motorola and the Customer is critical to fostering a collaborative environment of trust and mutual respect. Project Planning requires the gathering of specific information to set clear project expectations and guidelines, as well as lay the foundation for a successful implementation.

Project Planning Session (if applicable)

A Project Planning Session will be scheduled after the Contract has been executed. The Project Planning Session is an opportunity for the Motorola and Customer PM to meet prior to the Project Kickoff Meeting and review key elements of the project and expectations. Depending on the items purchased, the agenda will typically include:

- A high level review of the following project elements:
 - Contract documents.
 - A summary of contracted applications and hardware as purchased.
 - Customer's involvement in project activities to confirm understanding of scope and required time commitments.
 - A high level Project Schedule with milestones and dates.
- Confirm CJIS background investigations and fingerprint requirements for Motorola employees and/or subcontractors.
- Confirm Customer location for Motorola to ship their equipment for installation.

Motorola Responsibilities

- Schedule the remote Project Planning Session.
- Request the assignment of Customer Project Team and any additional Customer resources that are instrumental to the project's success.
- Provide the initial Project Schedule.
- Baseline the Project Schedule.
- Review Motorola's delivery approach.
- Document mutually agreed upon Project Kickoff Meeting Agenda.
- Request user information required to establish the Customer in associated training portals.

Customer Responsibilities

- Identify Customer Project Team and any additional Customer resources that are instrumental to the project's success.
- Acknowledge the mutually agreed upon Project Kickoff Meeting Agenda.
- Provide approval to proceed with the Project Kickoff Meeting.



Motorola Deliverables

- Project Kickoff Meeting Agenda.

Project Kickoff (if applicable)

Motorola will work with the Customer to understand the impact of introducing a new solution and the preparedness needed for a successful implementation.

Note – The Detail Design Review (DDR), if applicable, is completed during the pre-sales process and normally completed prior to Contract award. Delay in the DDR review may impact the project schedule. Motorola will not be responsible for additional costs or delays incurred for Customer requested changes to the DDR.

Motorola Responsibilities

- Review Contract documents including project delivery requirements as described in this SOW.
- Discuss the deployment start date and deliver the Deployment Checklist.
- Discuss Mobile LPR equipment installation activities and responsibilities.
- Discuss Fixed LPR installation activities and responsibilities.
- Discuss project team participants and their role(s) in the project with fulfilling the obligations of this SOW.
- Review resource and scheduling requirements.
- Review the DDR, arranging for additional meeting for review as needed
- Review the Credentials Form
- Discuss Motorola remote system access requirements (24-hour access to a secured two-way Internet connection through the Customer's firewall for the purpose of deployment and maintenance).
- Complete all necessary documentation (i.e. fingerprints, background checks, card keys, etc.) required for Motorola resources to gain access to Customer facilities.
- Discuss the Training Plan.
- Review and agree on completion criteria and the process for transitioning to support.

Customer Responsibilities

- Provide feedback on project delivery requirements.
- Review the Deployment Checklist.
- Review the roles of project participants to identify decision-making authority.
- Grant Motorola Support access in the License Plate Recognition Technology program
- Validate non-disclosure agreements, approvals, and other related items are complete (if applicable).
- Provide all documentation (i.e. fingerprints, background checks, card keys, etc.) required for Motorola resources to gain access to Customer facilities.

Motorola Deliverables

- Project Kickoff Meeting Minutes
- Deployment Checklist



PROJECT EXECUTION

Hardware Procurement and Installation (if applicable)

Motorola will procure contracted hardware as part of the ordering process. The Customer is responsible for providing an installation environment that meets manufacturer's specifications for the hardware, which includes but is not limited to:

- Power
- Heating and Cooling
- Network Connectivity
- Access and Security
- Conduit and Cabling

Motorola Responsibilities

- Procure contracted equipment and ship to the Customer's designated location.
- Verify remote connection to hardware.
- The installer will be responsible for installing all Motorola provided hardware.
- Installer will utilize a certified electrician when wiring power to equipment.
- Verify whether the hardware is properly installed, connected to the network, and positioned to capture license plate data. (if applicable).
- Create a Trip Report outlining the activities completed during configuration and testing of system hardware.

Customer Responsibilities (if applicable)

- Provide Motorola with the correct IP address(es) for configuration
- Ensure the Customer's network is operational.
- Inventory LPR equipment after arrival at Customer location.
- Procure Customer-provided equipment and make it available at the installation location.
- Install backend server in Customer's designated area (if applicable).
- Confirm the server room complies with environmental requirements (i.e. power, uninterruptible power, surge protection, heating/cooling, etc.)(if applicable).
- Verify the server is connected to the Customer's network and installed for use.(if applicable)
- Conduct a power-on test to validate the installed hardware and software are ready for configuration.
- Provide, install, and maintain antivirus software for server(s) and/or workstation(s).
- Enable outgoing network connection (external firewall) to License Plate Recognition Technology
- Install Customer-supplied Access Points (if applicable).
- Verify all equipment directly connected to power is properly installed and connected to the network (if applicable).
- For remote deployments, the Customer is responsible for verifying all equipment is connected to their network
- Confirm access to installed software on Customer-provided workstation(s).

Motorola Deliverables

- Contracted Equipment



Mobile LPR Camera System (If Applicable)

The Motorola-certified installer will complete the installation of the Mobile LPR system(s) within the Customer-provided vehicle(s) or selected location. The installer may also be responsible for installing cellular routers or Wi-Fi radios inside the vehicle(s) for wireless upload of video and images.

The Customer vehicles must be available for the ST to complete the configuration and testing of the contractual number of Mobile LPR cameras. If the Customer does not have all vehicles available during the agreed upon date and time, the Customer may opt to sign-off on the number of Mobile configurations completed. If the Customer requires the ST to complete the full contractual number of Mobile LPR Cameras at a later date and time, additional cost may be incurred.

Note – The Pricing Page will reflect the Mobile LPR installation services by Motorola if Motorola is responsible for the installations.

Motorola Responsibilities

- Setup server for Mobile LPR digital video recorder (DVR) configuration.
- Create configuration USB used to complete Mobile LPR hardware configuration and validation.
- Travel to the Customer site to conduct configuration and testing of Mobile LPRs.
- Complete Mobile LPR configuration on a single vehicle, and validate the configuration with the Customer.
- Point and aim the Mobile LPR camera for image capturing.
- Install Licensed Software on Customer-provided mobile data terminal (MDT)
- Configure MDT Network Card
- Enable AI in Video Manager
- Configure NetMotion (if applicable)
- Receive Customer approval to proceed with remaining Mobile LPR configurations.
- Complete remaining contracted vehicle configurations.
- Test a subset of completed Mobile LPR hardware configurations.
- For Motorola-certified installer, complete the installation of cellular router and confirm placement of antenna mounting with Customer (if applicable).
- The Motorola-certified installer will install Customer-provided SIM card into cellular router and connect cellular router to the Mobile LPR (if applicable).

Customer Responsibilities

- Provide Motorola with remote connection and access credentials to complete Mobile LPR hardware configuration.
- Notify Motorola of the vehicle installation location.
- Coordinate and schedule date and time for Mobile LPR hardware configuration(s).
- Make Mobile LPR hardware available to Motorola for configuration and testing in accordance with the Project Schedule.
- Provide cellular SIM Card for Internet connectivity to the installer at time of installation.

Motorola Deliverables

- Complete Configuration and camera aiming as it applies to the proposed solution.



Fixed LPR Camera System Configuration (If Applicable)

The Motorola-certified installer will complete the installation of the Fixed LPR system(s) within the Customers designated locations. The installer may also be responsible for installing cellular routers or Wi-Fi radios for wireless upload of video and images. In the instance where Customer has purchased a self-deploy or quick-deploy camera without deployment or installation, the below Motorola responsibilities will be absorbed by the Customer.

Motorola Responsibilities

- Review preliminary plans for installation
- Verify with customer that proper permits and authorizations have been obtained
- Identify installation locations (pole or infrastructure asset) on which to install the Fixed LPR camera
- Motorola-certified installer will install the Fixed LPR camera
- Point and aim the Fixed LPR camera for image capturing
- Install License Plate Recognition Technology Software

Customer Responsibilities

- Approve installation locations
- Obtain necessary permits and authorizations
- Provide power to installation locations
- Provide any required trenching
- Coordinate with local utility companies in the case of any interrupted service requests or instances

NOTE - The Customer is responsible for having all vehicles and devices available for installation per the Project Schedule. All cellular data fees and Internet connectivity charges are the responsibility of the Customer. When cellular service is used as the point of connection, customer is responsible for providing cellular service, and SIM cards if they are not being purchased from Motorola as part of the LPR solution. If a Motorola-certified installer is not used for installation, Motorola is not responsible for any errors in hardware installation, performance or delays in the Project Schedule. In the event the Customer takes on the responsibility of installing LPR cameras through a Motorola-certified installer, Motorola is also not responsible for any errors in hardware installation, performance or delays in the Project Schedule. For in-car LPR installations, an MDT is required for all vehicles (if applicable).

Automatic License Plate Recognition (ALPR) Commissioning (If Applicable)

This section highlights the responsibilities of Motorola and the Customer when a Motorola In-Car Video (ICV) system interfaces with the LPR database.

Motorola Responsibilities

- Create a Customer account in the LPR data system with authorized user emails.
- Verify License Plate Recognition Technology software has been installed and launched per the Quickstart Guide.
- Provide Mobile LPR - Officer Safety Basic and Advanced Pre-Installation Checklist.
- Provide Agency Manager with Training Materials and Licensed Software MDT installation guide.
- Advise Agency Manager of different options available to add new users.
- Confirm Agency Manager is aware of registration required for Hotlists.
- Confirm Agency Manager understands how to set up data-sharing.



Customer Responsibilities

- Identify the Agency Manager.
- Register to receive access to Hotlists.

SOFTWARE INSTALLATION AND CONFIGURATION (IF APPLICABLE)

Motorola will install LPR software on a specified number of workstations. The Customer will be responsible for installing the software on the remaining workstations.

Licensed Software for the Mobile LPR Solution

Licensed Software is used in conjunction with Mobile LPR cameras. Installation consists of the following activities:

- Network discovery.
- Operating system and software installation.
- Onboarding user / system identity set up.
- Provide user access to the application.

License Plate Recognition Technology

License Plate Recognition Technology software is a cloud solution that does not require an onsite server and supports the full LPR Solution.

Motorola Responsibilities

- Based on Customer feedback, perform the following activities:
 - Create users, groups, and permissions.
- Test to ensure software is accessible to the Customer

Customer Responsibilities

- Verify traffic can be routed through Customer's firewall and reaches end user workstations.

CloudConnect Installation and Configuration (applicable for CommandCentral Aware purchase)**Motorola Responsibilities**

- Verify remote access capability.
- Remotely configure CloudConnect Virtual Machine within the Cloud Anchor Server.
- Configure network connectivity and test connection to the CloudConnect Virtual Machine.
- Create an IPSEC tunnel.
- Provide Customer with the information for setting up the IPSEC tunnel.

Customer Responsibilities

- Provide Motorola with two static IP addresses, corresponding subnet masks/default gateway, and available NTP and DNS IP for the CloudConnect Virtual Machine and the Cloud Anchor Server.
- Confirm with Motorola the network performance requirements are met.
- Configure firewall to allow traffic from IPSEC tunnel.

Completion Criteria

- CloudConnect Virtual Machine configuration is complete and accessible throughout the network.



CommandCentral Evidence (if applicable)

Motorola will work with the Customer to determine best industry practices, current operations environment, and subsystem integration to ensure optimal configuration of your CommandCentral Evidence solution.

Motorola Responsibilities

- Use the CommandCentral Admin Portal to provision users, groups, and rules based on Customer Active Directory data.
- Guide the Customer in the configuration of CommandCentral Evidence.

Customer Responsibilities

- Supply access and credentials to Customer's Active Directory for the purpose of Motorola conducting CommandCentral Evidence provisioning.
- Respond to Motorola's inquiries regarding users, groups and agency mapping to CommandCentral Evidence.
- Provision policies, procedures, and user permissions.
- Configure evidence as directed by Motorola.

Third-Party Interfaces (if applicable)

The integration between Motorola's LPR system and the Customer's third-party system may consist of an iterative series of activities depending on the complexity of accessing the third-party system. Interfaces will be installed and configured in accordance with the Project Schedule. The Customer is responsible for engaging third-party vendors as required to facilitate connectivity and testing of the interface(s).

Motorola Responsibilities

Develop and configure interface(s) to support the functionality described in the Solution Description.

Establish and validate connectivity between Motorola and third-party systems.

Perform functional demonstration to confirm the interface(s) can transmit and receive data to the Customer's digital evidence management system.

Customer Responsibilities

- Act as liaison between Motorola and third-party vendor(s) as required to establish connectivity to the LPR system.
- Provide personnel authorized to make changes to the network and third-party systems to support Motorola's integration efforts.
- Provide network connectivity between the LPR and the third-party system(s).
- Provide information on API, SDKs, data scheme, and any documentation necessary to establish interfaces with all local and remote systems. This information should be provided to the Motorola PM within ten (10) business days of the Interface Engagement Meeting.

NOTE - At the time of initial design, unknown circumstances, requirements or anomalies may present difficulties with interfacing Motorola products to a third-party application. These difficulties could result in a poorly performing or a non-functional interface. By providing Motorola with this information early in the deployment process, will put us in the best position to mitigate these potential issues. If the resolution requires additional third-party integration, application upgrades, APIs, and/or additional software licenses, the Customer is responsible for addressing these issues at their cost. Motorola is not responsible for any delays or costs associated with third-party applications or



Customer-provided third-party hardware or software. All APIs provided by Motorola or integrations with third-party software are provided AS IS. Motorola is not liable for any claims or damages associated with third party applications, or Customer-provided third party hardware or software.

SYSTEM TRAINING

The objective of this section is to prepare for and deliver training. Motorola training consists of computer-based (online) and instructor-led (on-site or remote). Our training delivery methods will vary depending on course content. Training will be delivered in accordance with the Training Plan. As part of our training delivery, Motorola will provide user guides and training materials in an electronic format.

Online Training (if applicable)

Online training is made available to the Customer through LXP and/or Motorola vetted third party platforms.

Motorola Responsibilities

- Designate a LXP Administrator to work with the Customer (if applicable).
- Establish an accessible instance of LXP for the Customer (if applicable).
- Configure a Customer-specific portal view.
- Organize content to align with Customer's selected technologies.
- Create initial Customer user accounts and a single Primary Administrator account..
- Provide technical support for user account and access issues, LXP functionality, and Motorola managed content (if applicable).
- Provide instruction to Customer on building groups.
- Coordinate third party platform usage and additional course offerings

Customer Responsibilities

- Provide user information for the initial creation of accounts.
- Complete LXP Administrator training (if applicable).
- Ensure network and Internet connectivity for Customer access to training platforms.

Instructor-Led Training (On-Site and/or Remote, if applicable)

Instructor-led courses are based on products purchased and the Customer's Training Plan.

Motorola Responsibilities

- Deliver User Guides and training materials in an electronic format.
- Perform training in accordance with the provided Training Plan.
- Provide the Customer with training attendance rosters and summarize any pertinent information that may impact end user training.

Customer Responsibilities

- Supply classroom(s) with the required computer and audio-visual equipment for training.
- Designate training representatives who will work with the Motorola trainer(s) to deliver the training content.
- Facilitate training of all Customer end users in accordance with the Customer's Training Plan.



Motorola Deliverables

- Electronic versions of User Guides and training materials.
- Attendance rosters.

PROJECT GO-LIVE, CLOSURE, AND HANDOVER TO SUPPORT

Motorola will utilize the Deployment Checklist throughout the deployment process to verify features and functionality are in line with installation and configuration requirements. The Customer will witness the ST demonstrating the Deployment Checklist and provide feedback as features and functionality are demonstrated. The Customer is considered Live on the system after the equipment has been installed, configured, and made available for use, and training has been delivered or made available to the Customer.

Upon the conclusion of Go-Live, the project is prepared for closure. Project closure is defined as the completion of tasks and the Customer's receipt of contracted components. The Deployment Checklist serves as the artifact that memorializes a project closure. A System Acceptance Certificate will be provided to the Customer for signature to formally close out the project. The Customer has ten (10) business days to provide Motorola with a signed System Acceptance Certificate. If the Customer does not sign off on this document or provide Motorola written notification rejecting project closure, the project will be deemed closed. Upon project closure, the Customer will engage with Technical Support for on-going needs in accordance with the Customer's specific terms and conditions of support.

Motorola Responsibilities

- Provide the Customer with Motorola Technical Support engagement process and contact information.
- Provide Technical Support with the contact information of Customer users who are authorized to engage Technical Support.
- Ensure Deployment Checklist is complete.
- Obtain Customer signature on the System Acceptance Certificate.
- Provide Customer survey upon closure of the project.

Customer Responsibilities

- Within ten (10) business days of receiving the System Acceptance Certificate, provide signatory approval signifying project closure.
- Provide Motorola with the contact information of users who are authorized to engage Motorola's Technical Support.
- Engage Technical Support as needed.

Motorola Completion Criteria

- Provide Customer with survey upon closure of the project.



ASSUMPTIONS

This SOW is based on the following list of assumptions (if applicable):

- Customer is aware of and abiding by their States' laws, mandates and requirements in relation to the Hotlist
- Pole installations will be done on grassy/dirt/gravel areas or sites where excavation can easily be done with standard auger equipment.
- Site conditions meet all applicable industry and legal standards (including standards promulgated by OSHA or other governmental or regulatory bodies)
- Information provided and approved in the Presales DDR process was accurate



ATTACHMENT: **NA DIRECT** Statements of Work

Please attach when applicable:

- LPR Remote Monitoring SOW
- LPR Standard Onsite Replacement SOW
- LPR Onsite Response & Replacement SOW
- LPR Preventive Maintenance SOW



SOUTH PASADENA POLICE DEPT

South Pas PD - 27 L6Qs Vaas

06/23/2026

06/23/2026

SOUTH PASADENA POLICE DEPT
1422 MISSION STREET
SOUTH PASADENA, CA 91030

RE: Motorola Quote for South Pas PD - 27 L6Qs Vaas

Dear Andy Dubois ,

Motorola Solutions is pleased to present SOUTH PASADENA POLICE DEPT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide SOUTH PASADENA POLICE DEPT with the best products and services available in the communications industry. Please direct any questions to Troy Sakaguchi at Troy.Sakaguchi@motorolasolutions.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Troy Sakaguchi

Billing Address:
South Pasadena PD - CA
1422 MISSION STREET
SOUTH PASADENA, CA 91030
US

Quote Date:06/23/2026
Expiration Date:08/22/2026
Quote Created By:
Troy Sakaguchi
Troy.Sakaguchi@
motorolasolutions.com

End Customer:
SOUTH PASADENA POLICE DEPT
Andy Dubois
adubois@southpasadenaca.gov
0

Line #	Item Number	Description	Qty	Term	List Price	Sale Price	Ext. Sale Price
L6Q as a Service							
1	VSFS-L6Q-SOL-S-SIM	FIXED LPR SUBSCRIPTION PACKAGE - L6Q (SOLAR) W/ CELLULAR	27	5 YEAR	\$14,974.80	\$11,530.60	\$311,326.20
2	LSV07S04314A	LPR REMOTE MONITORING	27	5 YEAR	Included	Included	Included
3	VERIZON-LTE-DATA	SOFTWARE,VERIZON-LTE-DATA	27	5 YEAR	Included	Included	Included
4	LSV07S04315A	LPR STANDARD ONSITE REPLACEMENT	27	5 YEAR	Included	Included	Included
5	VS-DLF-01	DEVICE LICENSE FEE	27	5 YEAR	Included	Included	Included
6	VSF-61-986	KIT, L6Q 25MM AND SP CAT 1 18AH W/ SIM	27		Included	Included	Included
7	LSV07S04746A	LPR ONSITE RESPONSE & REPLACEMENT - NEW CAMERAS	1	5 YEAR	\$160,920.00	\$136,782.00	\$136,782.00
8	HRDWR-INST-SS	HARDWARE INSTALLATION	1		\$57,378.05	\$48,771.34	\$48,771.34
9	LSV07S06337A	LPR 5Y ESSENTIAL W/ ADV REP	27	5 YEARS	\$2,100.00	\$0.00	\$0.00
Subtotal							\$496,879.54
Estimated Tax							\$33,962.85



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products. Motorola Solutions Connectivity, Inc. LOS ANGELES/LOS ANGELES, CA 90017 - #: 95-2580952

Grand Total

\$530,842.39(USD)



Pricing Summary

Payment Term		Upfront Sale Price	
Upfront Costs*			
		\$48,771.34	
Upfront Subscription Fee			
L6Q as a Service	Annually	\$89,621.64	
Sub Total:		\$138,392.98	
Payment Term		Sale Price	Annual Sale Price
Year 2 Subscription Fee			
L6Q as a Service	Annually	\$89,621.64	\$89,621.64
Year 3 Subscription Fee			
L6Q as a Service	Annually	\$89,621.64	\$89,621.64
Year 4 Subscription Fee			
L6Q as a Service	Annually	\$89,621.64	\$89,621.64
Year 5 Subscription Fee			
L6Q as a Service	Annually	\$89,621.64	\$89,621.64
Sub Total:		\$358,486.56	
Grand Total System Price (Inclusive of Upfront and Annual Costs)			\$496,879.54

**Upfront costs include the cost of Hardware, Accessories and Implementation, where applicable.*

Notes:

- The Pricing Summary is a breakdown of costs and does not reflect the frequency at which you will be invoiced.
- This quote contains items with approved price exceptions applied against them.



L6Q CAMERA SYSTEM SOLUTION DESCRIPTION

L6Q CAMERA SYSTEM

The L6Q camera system revolutionizes license plate recognition (LPR) technology with its sophisticated capabilities, streamlined design, and consumer-grade installation process. This innovative system is ideal for law enforcement agencies and businesses seeking to enhance security through efficient and effective LPR. The L6Q seamlessly integrates with our backend software, VehicleManager or ClientPortal, to offer a comprehensive solution for building or supplementing a camera network, ensuring the safety and security of the communities they serve.



Key Features and Benefits:

- **Easy Install Out-of-Box:** The L6Q's user-friendly design, convenient carry case, and intuitive out-of-box workflow enable one-person installation and activation in minutes, using a smartphone for ultimate ease.
- **Precise Data Collection:** Configure the L6Q to capture vehicles moving at specific speeds and directions. It collects detailed information beyond license plates, including vehicle make, model, color, and speed, even in low-light conditions, enhancing investigative capabilities.
- **Versatile Power Options:** The L6Q operates anywhere with solar, AC/DC, Pole Tap, and internal battery options. It's built to withstand weather conditions and rated to IP67.
- **Amplified Insight & Awareness:** Beyond license plate data, the L6Q has advanced software for managing hot lists, alerts, searches, and patented analytics. Agencies control data retention and sharing, ensuring security and compliance.
- **App-Based Configuration & Activation:** Use the Mobile Companion app on Android or iOS for quick on-site setup. Scan the camera's QR code for guided configuration, including live video-enabled aiming and adjustable image capture regions for improved accuracy.
- **Advanced Night Vision:** Equipped with long-range infrared (IR) illumination and a starlight sensor, the L6Q can scan vehicles even in total darkness, ensuring round-the-clock operation.
- **Tamper-Proof Design:** The L6Q is built to be physically secure with a tamper-proof shroud, easily customized to blend with various environments.

Deploy the L6Q to enhance your LPR capabilities with a system designed for ease of use, versatility, and advanced data insights.



LICENSE PLATE RECOGNITION TECHNOLOGY STATEMENT OF WORK

OVERVIEW

This Statement of Work (SOW) outlines the responsibilities of Motorola Solutions, Inc. (Motorola) and the Customer for the implementation of fixed or mobile License Plate Recognition (LPR) technology(s) and your License Plate Recognition Technology solution, if Deployment or Installation Services are purchased as part of the Contract. For the purpose of this SOW, the term "Motorola" may refer to our affiliates, subcontractors, or certified third-party partners. A third-party partner(s) (Motorola-certified installer) will work on Motorola's behalf to install your License Plate Recognition Technology system(s) (if applicable).

This SOW addresses the responsibilities of Motorola and the Customer that are relevant to the implementation of the hardware and software components listed in the Solutions Description. Any changes or deviations from this SOW must be mutually agreed upon by Motorola and the Customer and will be addressed in accordance with the change provisions of the Contract. The Customer acknowledges any changes or deviations from this SOW may incur additional cost.

Motorola and the Customer will work to complete their respective responsibilities in accordance with the Project Schedule. Any changes to the Project Schedule must be mutually agreed upon by both parties in accordance with the change provisions of the Contract.

Unless specifically stated, Motorola will perform the work remotely. The Customer will provide Motorola personnel with access to their network and facilities so Motorola is able to fulfill its obligations. The Customer is responsible for acquisition and use of a remote access tool that complies with the regulations controlling use of the remote access tool. All work will be performed during normal business hours based on the Customer's time zone (Monday through Friday from 8:00 a.m. to 5:00 p.m.).

The number and type of software subscription licenses, products, or services provided by Motorola are specifically listed in the Contract and referenced in the SOW. Services provided under this SOW are governed by the mutually executed Contract between the parties, or Motorola's Master Customer Agreement and applicable addenda ("Contract").

AWARD, ADMINISTRATION, AND PROJECT INITIATION

Project Initiation and Planning will begin following the execution of the Contract between Motorola and the Customer. At the conclusion of Project Planning, Motorola's Project Manager (PM) will begin status meetings and provide status reports on a regular cadence with the Customer's PM. The status report will provide a summary of activities completed, activities planned, progress against the project schedule, items of concern requiring attention, as well as, potential project risks and agreed upon mitigation actions.

Motorola utilizes Google Meet as its teleconference tool. If the Customer desires to use an alternative teleconferencing tool, any costs incurred from the use of this alternate teleconferencing tool will be the responsibility of the Customer.



FBI-CJIS SECURITY POLICY – CRIMINAL JUSTICE INFORMATION

CJIS Security Policy Compliance

Motorola does not believe our LPR and License Plate Recognition Technology offerings require compliance with the *FBI-CJIS Security Policy* (CJISSECPOL) based on the definition in Section 4 of CJISSECPOL and how the FBI-CJIS defines Criminal Justice Information. However, Motorola does design its products with the CJISSECPOL security controls as a guide. Motorola's LPR system design and features support best practice security controls and policy compliance. In the event of a CJIS technical audit request, Motorola will support the Customer throughout this process.

Personnel Security – Background Screening

Motorola will assist the Customer with completing the *CJIS Security Policy Section 5.12 Personnel Security* related to authorized personnel background screening when requested to do so by the Customer. Based on Section 5.12, a Motorola employee is defined as someone who is required to be on the Customer's property with unescorted access. Motorola employees will also have access to the Customer's network(s) and stored information. Motorola has remote access tools to support virtual escorted access to on-premises customer assets.

Additionally, Motorola performs independent criminal background investigations including name based background checks, credential and educational vetting, credit checks, U.S. citizen and authorized worker identity verification on its employees.

Motorola will support the Customer in the event of a CJIS audit request to validate employees assigned to the project requiring *CJIS Section 5.12 Personnel Security* screening and determine whether this list is up to date and accurate. Motorola will notify the Customer within 24 hours or next business day of a personnel status change.

Security Awareness Training

Motorola requires all employees who will support the Customer to undergo Level 3 Security Awareness Training provided by Peak Performance and their CJIS online training platform. If the Customer does not have access to these records, Motorola can facilitate proof of completion. If the Customer requires additional and/or separate training, Motorola will work with the Customer to accommodate this request at an additional cost.

CJIS Security Addendum

Motorola requires all employees directly supporting the Customer to sign the CJIS Security Addendum if required to do so by the Customer.

Third Party Installer

The Motorola-certified third party installer will work independently with the Customer to complete the Section 5.12 Personnel Security checks, complete Security Awareness Training and execute the CJIS Security Addendum.

COMPLETION CRITERIA

The project is considered complete once Motorola has completed all responsibilities listed in this SOW. The Customer's task completion will occur based on the Project Schedule to ensure Motorola is able to complete all tasks without delays. Motorola will not be held liable for project delays due to incomplete Customer tasks.



The Customer must provide Motorola with written notification if they do not accept the completion of Motorola responsibilities. Written notification must be provided to Motorola within ten (10) business days of task completion. The project will be deemed accepted if no written notification is received within ten (10) business days.

In the absence of written notification for non-acceptance, beneficial use will occur thirty (30) days after functional demonstration of the system.

SUBSCRIPTION SERVICE PERIOD

If the contracted system includes a subscription, the subscription service period will begin upon the Customer's receipt of credentials for access. The provision and use of the subscription service is governed by the Contract.

PROJECT ROLES AND RESPONSIBILITIES OVERVIEW

Motorola Project Roles and Responsibilities (if applicable)

The Motorola Project Team will be assigned to the project under the direction of the Motorola Project Manager. Each team member will be engaged in different phases of the project as necessary. Some team members will be multi-disciplinary and may fulfill more than one role.

In order to maximize effectiveness, the Motorola Project Team will provide various services remotely by teleconference, web-conference, or other remote method in order to fulfill our commitments as outlined in this SOW.

Our experience has shown customers who take an active role in the operational and educational process of their system realize user adoption sooner and achieve higher levels of success with system operation. The subsections below provide an overview of each Motorola Project Team Member.

Project Manager (PM)

The PM will be the principal business representative and point of contact for Motorola. The PM's responsibilities may include but are not limited to:

- Manage Motorola responsibilities related to the delivery of the project.
- Maintain the Project Schedule, and manage assigned Motorola personnel, subcontractors, and suppliers as applicable.
- Coordinate schedules of assigned Motorola personnel, subcontractors, and suppliers as applicable.
- Maintain project communications with the Customer.
- Identify and manage project risks.
- Coordinate collaboration of Customer resources to minimize project delays.
- Evaluate project status against Project Schedule.
- Conduct status meetings on mutually agreed upon dates to discuss project status.
- Provide timely responses to Customer inquiries and issues related to project progress.
- Conduct status calls with the Customer throughout the Project up to and including Go-Live.

System Technologist

The System Technologist (ST) will work with the Customer's Project Team on:

- Camera programing
- Camera alignment



- Licensed Software Training
- Develop and submit Start Up and Commissioning Sign Off (SSU&C)

Technical Trainer / Instructor

The Technical Trainer / Instructor provides training in accordance with the Training Plan provided to the Customer.

Motorola-Certified Installer

The Motorola-certified installer is primarily responsible for installing in-car and fixed LPRs. There are specific requirements the 3rd party partner must meet in order to be considered a Motorola-certified installer, and they include (but are not limited to) the following:

Required Training

- SSU&C Onsite Training
 - Included Certification testing completed and passed
- Networking (must meet one of the following three requirements)
 - CompTia Network + Certification
 - Networking Degree in IT
 - Basic Networking RDS003
- ASE Certification for Mobile Installers
- Electrical Certification
 - Electrical Certification/Permitting
 - Low Voltage Certification
 - High Voltage Certification
- Equipment Certification
 - Bucket Truck Certification
 - Any applicable testing equipment certification

Other responsibilities the Motorola-certified installer may be involved in include the fixed and/or mobile installation of cellular routers, wired networks, poles, trenching, and conduit runs as well as the manufacturing and/or service of trailers. These activities will only be completed by Motorola if Motorola quotes these services; otherwise, the completion of these services are solely the responsibility of the Customer.

Customer Support and Services Team

The Customer Support and Services Team will provide on-going support to the Customer following Go-Live and final acceptance of the project.

Customer Project Roles and Responsibilities (if applicable)

Motorola has defined key resources that are critical to this project and must participate in all the activities defined in this SOW. During the Project Planning phase, the Customer will be required to provide names and contact information for the roles listed below. It is critical that these resources are empowered to make decisions based on the Customer's operational and administration needs. The Customer Project Team will be engaged from Project Initiation through Beneficial Use of the system. In the event the Customer is unable to provide the resources identified in this section, Motorola may be able to supplement these resources at an additional cost.



Project Manager

The PM will act as the primary point of contact for the duration of the project. In the event the project involves multiple locations, Motorola will work exclusively with the Customer's primary PM. The PM's responsibilities will include, but are not limited to:

- Communicate and coordinate with other project participants.
- Manage the Customer Project Team including subcontractors and third-party vendors. This includes timely facilitation of tasks and activities.
- Maintain project communications with the Motorola PM.
- Identify tasks required of Customer staff that are outlined in this SOW and the Project Schedule.
- Consolidate all project inquiries from Customer staff to present to Motorola PM.
- Approve a deployment date offered by Motorola.
- Review Project Schedule with the Motorola PM and finalize tasks, dates, and responsibilities.
- Measure and evaluate progress against the Project Schedule.
- Monitor project to ensure resources are available as required.
- Attend status meetings.
- Provide timely responses to issues related to project progress.
- Liaise and coordinate with other agencies, Customer vendors, contractors, and common carriers.
- Review and administer change control procedures, hardware and software certification, and all related project tasks required to meet the deployment date.
- Ensure Customer vendors' readiness ahead of the deployment date.
- Assign one or more personnel to work with Motorola staff as needed for the duration of the project, including one or more representatives from the IT department.
- Identify a resource with authority to formally acknowledge and approve milestone recognition certificates, as well as, approve and release payments in a timely manner.
- Provide Motorola personnel with access to all Customer facilities where system equipment is to be installed. Temporary identification cards are to be issued to Motorola personnel, if required for access.
- Ensure remote network connectivity and access for Motorola resources, if applicable to the solution.
- Assume responsibility for all fees pertaining to licenses, permits, inspections and any delays associated with inspections due to required permits as applicable to this project.
- Provide reasonable care to prevent equipment exposure from contaminants that may cause damage to the equipment or interruption of service.
- Ensure a safe working environment for Motorola personnel.
- Identify and manage project risks.
- Provide signature(s) of Motorola-provided milestone recognition certificate(s) within ten (10) business days of receipt.

IT Support

IT Support manages the technical efforts and ongoing activities of the Customer's system. IT Support will be responsible for managing Customer provisioning and providing Motorola with the required information for LAN, WAN, server and client infrastructure.

The IT Support Team responsibilities include but are not limited to:

- Participate in delivery and training activities to understand the software and functionality of the system.
- Participate with Customer Subject Matter Experts (SMEs) during the provisioning process and associated training.



- Authorize global provisioning decisions and be the Point of Contact (POC) for reporting and verifying problems.
- Monitor firmware updates
- Implement changes to Customer infrastructure in support of the proposed system.

Agency Manager

The Agency Manager will act as the primary POC upon project completion.

- Push internal requests for updates through appropriate channels
- Monitor all firmware updates and all other security measures for physical hardware as required by the Customer internal policies
- Administer users
- Audit reports
- Manage Hotlist and Hotlist functionality
- Attend Agency Manager training
- Oversee or act as the training POC
- Ensure all Authorized Users are aware of usage restrictions and any applicable terms related to the use of the LPR System
- Controls appropriate use and data storage policies as well as procedures for the data maintained outside the LPR system. This includes when any information is disseminated, extracted or exported out of the LPR system
- Controls and is responsible for developing the policies, procedures, and enforcement for applying deletion/purging and dissemination rules to information within and outside of the LPR system.
- Ensure data and system protection strategies are accomplished through the tools provided by Motorola for account and user management features along with audit and alert threshold features.

Subject Matter Experts (SMEs)

SMEs are a core group of users involved with the analysis, training and implementation process. The SMEs should be experienced users in their own respective field (evidence, dispatch, patrol, etc.) and should be empowered by the Customer to make decisions based on workflows and department policies related to the proposed system.

General Customer Responsibilities (If Applicable)

In addition to the Customer responsibilities listed above, the Customer is responsible for the following:

- **Customer Site.** If the Solution is to be installed at a Customer location ("Site"), the Solution will only be installed and/or evaluated at the Customer sites identified.
- Customer will be responsible for providing all necessary permits, licenses, and other approvals necessary for the installation and use of the Products and the performance of the Services at each applicable Site, including for Motorola to perform its obligations hereunder, and for facilitating Motorola's access to the Sites. This includes, but is not limited to providing a traffic safety plan to facilitate the safe deployment of all Equipment that is installed on, over, or near Sites with active roadways. No waivers of liability will be imposed on Motorola or its subcontractors by Customer or others at Customer facilities or other Sites, but if and to the extent any such waivers are imposed, the Parties agree such waivers are void. The Equipment used for the Services will only be located at such site.
- If the Solution is to be accessed remotely, Customer will only access Solution in the manner described by Solution documentation or as otherwise instructed by Motorola.



- Site Conditions and Issues. Customer will ensure that (a) all Sites are safe and secure, (b) Site conditions meet all applicable industry and legal standards (including standards promulgated by OSHA or other governmental or regulatory bodies), (c) to the extent applicable, Sites have adequate physical space, air conditioning, and other environmental conditions, electrical power outlets, distribution, equipment, connections, and telephone or other communication lines (including modem access and interfacing networking capabilities), and (d) Sites are suitable for the installation, use, and maintenance of the Products and Services. This Agreement is predicated upon normal soil conditions as defined by the version of E.I.A. standard RS-222 in effect on the Effective Date.
- All costs associated with permitting.
- Supply a proper power source to all Motorola Solutions provided equipment.
- Provide ALL points of attachment for hardware that include fixed LPR Cameras and associated equipment and ensuring all equipment is attached in accordance with local policies and codes.
- Supply any new infrastructure required to mount or attach the Motorola Solutions hardware to.
- Trenching as required for the purpose of running electrical power
- All poles and existing infrastructure that are not being purchased from Motorola as part of the LPR solution.
- All Utility locates needed for impacted areas.
- Providing the communications point of attachment for each site.
- When cellular service is used as the point of connection, customer is responsible for providing cellular service and SIM cards if they are not being purchased from Motorola as part of the LPR solution.
- All Customer-provided equipment, including third-party hardware and software needed for the proposed system but not listed as a Motorola deliverable. Examples include end user workstations, network equipment, etc.
- Configure, test, and maintain third-party system(s) that will interface with the proposed system.
- Establish an Application Programming Interface (API) for applicable third-party system(s) and provide documentation that describes the integration to the Motorola system.
- All work is to be performed by Motorola-certified installers. The Customer is responsible for work performed by non-certified installers.
- Upgrades to Customer's existing system(s) in order to support the proposed system.
- Mitigate the impact of upgrading Customer third-party system(s) that will integrate with the proposed system. Motorola strongly recommends working with the Motorola Project Team to understand the impact of such upgrades prior to taking action.
- Electronic versions of any documentation associated with business processes identified.
- Ability to participate in remote project meetings using Google Meet or a mutually agreed upon Customer-provided remote conferencing tool.
- Manage the Hotlist in accordance with the rules and regulations of the Customers State.

Motorola is not responsible for any delays that arise from Customer's failure to perform the responsibilities outlined in this SOW or delays caused by Customer's third-party vendor(s) or subcontractor(s).

NETWORK AND HARDWARE REQUIREMENTS

The following requirements must be met by the Customer prior to Motorola installing the proposed system:

- Provide network connectivity for the transfer and exchange of data for the proposed system.
- Provide remote access for Motorola personnel to configure the system and conduct diagnostics.
- Provide Internet access to fixed and mobile equipment.
- Provide devices such as workstations, tablets, and smartphones with Internet access for system usage. Chrome is the recommended browser for optimal performance. The workstations must support MS Windows 11 Enterprise.



- Provide and install antivirus software for workstation(s).
- Provide Motorola with administrative rights to Active Directory for the purpose of installation, configuration, and support (if applicable).
- Ensure required traffic is routed through Customer's firewall.

Motorola is not responsible for any costs or delays that arise from Customer's failure to meet network and hardware requirements.

PROJECT PLANNING

A clear understanding of the needs and expectations of Motorola and the Customer is critical to fostering a collaborative environment of trust and mutual respect. Project Planning requires the gathering of specific information to set clear project expectations and guidelines, as well as lay the foundation for a successful implementation.

Project Planning Session (if applicable)

A Project Planning Session will be scheduled after the Contract has been executed. The Project Planning Session is an opportunity for the Motorola and Customer PM to meet prior to the Project Kickoff Meeting and review key elements of the project and expectations. Depending on the items purchased, the agenda will typically include:

- A high level review of the following project elements:
 - Contract documents.
 - A summary of contracted applications and hardware as purchased.
 - Customer's involvement in project activities to confirm understanding of scope and required time commitments.
 - A high level Project Schedule with milestones and dates.
- Confirm CJIS background investigations and fingerprint requirements for Motorola employees and/or subcontractors.
- Confirm Customer location for Motorola to ship their equipment for installation.

Motorola Responsibilities

- Schedule the remote Project Planning Session.
- Request the assignment of Customer Project Team and any additional Customer resources that are instrumental to the project's success.
- Provide the initial Project Schedule.
- Baseline the Project Schedule.
- Review Motorola's delivery approach.
- Document mutually agreed upon Project Kickoff Meeting Agenda.
- Request user information required to establish the Customer in associated training portals.

Customer Responsibilities

- Identify Customer Project Team and any additional Customer resources that are instrumental to the project's success.
- Acknowledge the mutually agreed upon Project Kickoff Meeting Agenda.
- Provide approval to proceed with the Project Kickoff Meeting.



Motorola Deliverables

- Project Kickoff Meeting Agenda.

Project Kickoff (if applicable)

Motorola will work with the Customer to understand the impact of introducing a new solution and the preparedness needed for a successful implementation.

Note – The Detail Design Review (DDR), if applicable, is completed during the pre-sales process and normally completed prior to Contract award. Delay in the DDR review may impact the project schedule. Motorola will not be responsible for additional costs or delays incurred for Customer requested changes to the DDR.

Motorola Responsibilities

- Review Contract documents including project delivery requirements as described in this SOW.
- Discuss the deployment start date and deliver the Deployment Checklist.
- Discuss Mobile LPR equipment installation activities and responsibilities.
- Discuss Fixed LPR installation activities and responsibilities.
- Discuss project team participants and their role(s) in the project with fulfilling the obligations of this SOW.
- Review resource and scheduling requirements.
- Review the DDR, arranging for additional meeting for review as needed
- Review the Credentials Form
- Discuss Motorola remote system access requirements (24-hour access to a secured two-way Internet connection through the Customer's firewall for the purpose of deployment and maintenance).
- Complete all necessary documentation (i.e. fingerprints, background checks, card keys, etc.) required for Motorola resources to gain access to Customer facilities.
- Discuss the Training Plan.
- Review and agree on completion criteria and the process for transitioning to support.

Customer Responsibilities

- Provide feedback on project delivery requirements.
- Review the Deployment Checklist.
- Review the roles of project participants to identify decision-making authority.
- Grant Motorola Support access in the License Plate Recognition Technology program
- Validate non-disclosure agreements, approvals, and other related items are complete (if applicable).
- Provide all documentation (i.e. fingerprints, background checks, card keys, etc.) required for Motorola resources to gain access to Customer facilities.

Motorola Deliverables

- Project Kickoff Meeting Minutes
- Deployment Checklist



PROJECT EXECUTION

Hardware Procurement and Installation (if applicable)

Motorola will procure contracted hardware as part of the ordering process. The Customer is responsible for providing an installation environment that meets manufacturer's specifications for the hardware, which includes but is not limited to:

- Power
- Heating and Cooling
- Network Connectivity
- Access and Security
- Conduit and Cabling

Motorola Responsibilities

- Procure contracted equipment and ship to the Customer's designated location.
- Verify remote connection to hardware.
- The installer will be responsible for installing all Motorola provided hardware.
- Installer will utilize a certified electrician when wiring power to equipment.
- Verify whether the hardware is properly installed, connected to the network, and positioned to capture license plate data. (if applicable).
- Create a Trip Report outlining the activities completed during configuration and testing of system hardware.

Customer Responsibilities (if applicable)

- Provide Motorola with the correct IP address(es) for configuration
- Ensure the Customer's network is operational.
- Inventory LPR equipment after arrival at Customer location.
- Procure Customer-provided equipment and make it available at the installation location.
- Install backend server in Customer's designated area (if applicable).
- Confirm the server room complies with environmental requirements (i.e. power, uninterruptible power, surge protection, heating/cooling, etc.)(if applicable).
- Verify the server is connected to the Customer's network and installed for use.(if applicable)
- Conduct a power-on test to validate the installed hardware and software are ready for configuration.
- Provide, install, and maintain antivirus software for server(s) and/or workstation(s).
- Enable outgoing network connection (external firewall) to License Plate Recognition Technology
- Install Customer-supplied Access Points (if applicable).
- Verify all equipment directly connected to power is properly installed and connected to the network (if applicable).
- For remote deployments, the Customer is responsible for verifying all equipment is connected to their network
- Confirm access to installed software on Customer-provided workstation(s).

Motorola Deliverables

- Contracted Equipment



Mobile LPR Camera System (If Applicable)

The Motorola-certified installer will complete the installation of the Mobile LPR system(s) within the Customer-provided vehicle(s) or selected location. The installer may also be responsible for installing cellular routers or Wi-Fi radios inside the vehicle(s) for wireless upload of video and images.

The Customer vehicles must be available for the ST to complete the configuration and testing of the contractual number of Mobile LPR cameras. If the Customer does not have all vehicles available during the agreed upon date and time, the Customer may opt to sign-off on the number of Mobile configurations completed. If the Customer requires the ST to complete the full contractual number of Mobile LPR Cameras at a later date and time, additional cost may be incurred.

Note – The Pricing Page will reflect the Mobile LPR installation services by Motorola if Motorola is responsible for the installations.

Motorola Responsibilities

- Setup server for Mobile LPR digital video recorder (DVR) configuration.
- Create configuration USB used to complete Mobile LPR hardware configuration and validation.
- Travel to the Customer site to conduct configuration and testing of Mobile LPRs.
- Complete Mobile LPR configuration on a single vehicle, and validate the configuration with the Customer.
- Point and aim the Mobile LPR camera for image capturing.
- Install Licensed Software on Customer-provided mobile data terminal (MDT)
- Configure MDT Network Card
- Enable AI in Video Manager
- Configure NetMotion (if applicable)
- Receive Customer approval to proceed with remaining Mobile LPR configurations.
- Complete remaining contracted vehicle configurations.
- Test a subset of completed Mobile LPR hardware configurations.
- For Motorola-certified installer, complete the installation of cellular router and confirm placement of antenna mounting with Customer (if applicable).
- The Motorola-certified installer will install Customer-provided SIM card into cellular router and connect cellular router to the Mobile LPR (if applicable).

Customer Responsibilities

- Provide Motorola with remote connection and access credentials to complete Mobile LPR hardware configuration.
- Notify Motorola of the vehicle installation location.
- Coordinate and schedule date and time for Mobile LPR hardware configuration(s).
- Make Mobile LPR hardware available to Motorola for configuration and testing in accordance with the Project Schedule.
- Provide cellular SIM Card for Internet connectivity to the installer at time of installation.

Motorola Deliverables

- Complete Configuration and camera aiming as it applies to the proposed solution.



Fixed LPR Camera System Configuration (If Applicable)

The Motorola-certified installer will complete the installation of the Fixed LPR system(s) within the Customers designated locations. The installer may also be responsible for installing cellular routers or Wi-Fi radios for wireless upload of video and images. In the instance where Customer has purchased a self-deploy or quick-deploy camera without deployment or installation, the below Motorola responsibilities will be absorbed by the Customer.

Motorola Responsibilities

- Review preliminary plans for installation
- Verify with customer that proper permits and authorizations have been obtained
- Identify installation locations (pole or infrastructure asset) on which to install the Fixed LPR camera
- Motorola-certified installer will install the Fixed LPR camera
- Point and aim the Fixed LPR camera for image capturing
- Install License Plate Recognition Technology Software

Customer Responsibilities

- Approve installation locations
- Obtain necessary permits and authorizations
- Provide power to installation locations
- Provide any required trenching
- Coordinate with local utility companies in the case of any interrupted service requests or instances

NOTE - The Customer is responsible for having all vehicles and devices available for installation per the Project Schedule. All cellular data fees and Internet connectivity charges are the responsibility of the Customer. When cellular service is used as the point of connection, customer is responsible for providing cellular service, and SIM cards if they are not being purchased from Motorola as part of the LPR solution. If a Motorola-certified installer is not used for installation, Motorola is not responsible for any errors in hardware installation, performance or delays in the Project Schedule. In the event the Customer takes on the responsibility of installing LPR cameras through a Motorola-certified installer, Motorola is also not responsible for any errors in hardware installation, performance or delays in the Project Schedule. For in-car LPR installations, an MDT is required for all vehicles (if applicable).

Automatic License Plate Recognition (ALPR) Commissioning (If Applicable)

This section highlights the responsibilities of Motorola and the Customer when a Motorola In-Car Video (ICV) system interfaces with the LPR database.

Motorola Responsibilities

- Create a Customer account in the LPR data system with authorized user emails.
- Verify License Plate Recognition Technology software has been installed and launched per the Quickstart Guide.
- Provide Mobile LPR - Officer Safety Basic and Advanced Pre-Installation Checklist.
- Provide Agency Manager with Training Materials and Licensed Software MDT installation guide.
- Advise Agency Manager of different options available to add new users.
- Confirm Agency Manager is aware of registration required for Hotlists.
- Confirm Agency Manager understands how to set up data-sharing.



Customer Responsibilities

- Identify the Agency Manager.
- Register to receive access to Hotlists.

SOFTWARE INSTALLATION AND CONFIGURATION (IF APPLICABLE)

Motorola will install LPR software on a specified number of workstations. The Customer will be responsible for installing the software on the remaining workstations.

Licensed Software for the Mobile LPR Solution

Licensed Software is used in conjunction with Mobile LPR cameras. Installation consists of the following activities:

- Network discovery.
- Operating system and software installation.
- Onboarding user / system identity set up.
- Provide user access to the application.

License Plate Recognition Technology

License Plate Recognition Technology software is a cloud solution that does not require an onsite server and supports the full LPR Solution.

Motorola Responsibilities

- Based on Customer feedback, perform the following activities:
 - Create users, groups, and permissions.
- Test to ensure software is accessible to the Customer

Customer Responsibilities

- Verify traffic can be routed through Customer's firewall and reaches end user workstations.

CloudConnect Installation and Configuration (applicable for CommandCentral Aware purchase)**Motorola Responsibilities**

- Verify remote access capability.
- Remotely configure CloudConnect Virtual Machine within the Cloud Anchor Server.
- Configure network connectivity and test connection to the CloudConnect Virtual Machine.
- Create an IPSEC tunnel.
- Provide Customer with the information for setting up the IPSEC tunnel.

Customer Responsibilities

- Provide Motorola with two static IP addresses, corresponding subnet masks/default gateway, and available NTP and DNS IP for the CloudConnect Virtual Machine and the Cloud Anchor Server.
- Confirm with Motorola the network performance requirements are met.
- Configure firewall to allow traffic from IPSEC tunnel.

Completion Criteria

- CloudConnect Virtual Machine configuration is complete and accessible throughout the network.



CommandCentral Evidence (if applicable)

Motorola will work with the Customer to determine best industry practices, current operations environment, and subsystem integration to ensure optimal configuration of your CommandCentral Evidence solution.

Motorola Responsibilities

- Use the CommandCentral Admin Portal to provision users, groups, and rules based on Customer Active Directory data.
- Guide the Customer in the configuration of CommandCentral Evidence.

Customer Responsibilities

- Supply access and credentials to Customer's Active Directory for the purpose of Motorola conducting CommandCentral Evidence provisioning.
- Respond to Motorola's inquiries regarding users, groups and agency mapping to CommandCentral Evidence.
- Provision policies, procedures, and user permissions.
- Configure evidence as directed by Motorola.

Third-Party Interfaces (if applicable)

The integration between Motorola's LPR system and the Customer's third-party system may consist of an iterative series of activities depending on the complexity of accessing the third-party system. Interfaces will be installed and configured in accordance with the Project Schedule. The Customer is responsible for engaging third-party vendors as required to facilitate connectivity and testing of the interface(s).

Motorola Responsibilities

Develop and configure interface(s) to support the functionality described in the Solution Description.

Establish and validate connectivity between Motorola and third-party systems.

Perform functional demonstration to confirm the interface(s) can transmit and receive data to the Customer's digital evidence management system.

Customer Responsibilities

- Act as liaison between Motorola and third-party vendor(s) as required to establish connectivity to the LPR system.
- Provide personnel authorized to make changes to the network and third-party systems to support Motorola's integration efforts.
- Provide network connectivity between the LPR and the third-party system(s).
- Provide information on API, SDKs, data scheme, and any documentation necessary to establish interfaces with all local and remote systems. This information should be provided to the Motorola PM within ten (10) business days of the Interface Engagement Meeting.

NOTE - At the time of initial design, unknown circumstances, requirements or anomalies may present difficulties with interfacing Motorola products to a third-party application. These difficulties could result in a poorly performing or a non-functional interface. By providing Motorola with this information early in the deployment process, will put us in the best position to mitigate these potential issues. If the resolution requires additional third-party integration, application upgrades, APIs, and/or additional software licenses, the Customer is responsible for addressing these issues at their cost. Motorola is not responsible for any delays or costs associated with third-party applications or



Customer-provided third-party hardware or software. All APIs provided by Motorola or integrations with third-party software are provided AS IS. Motorola is not liable for any claims or damages associated with third party applications, or Customer-provided third party hardware or software.

SYSTEM TRAINING

The objective of this section is to prepare for and deliver training. Motorola training consists of computer-based (online) and instructor-led (on-site or remote). Our training delivery methods will vary depending on course content. Training will be delivered in accordance with the Training Plan. As part of our training delivery, Motorola will provide user guides and training materials in an electronic format.

Online Training (if applicable)

Online training is made available to the Customer through LXP and/or Motorola vetted third party platforms.

Motorola Responsibilities

- Designate a LXP Administrator to work with the Customer (if applicable).
- Establish an accessible instance of LXP for the Customer (if applicable).
- Configure a Customer-specific portal view.
- Organize content to align with Customer's selected technologies.
- Create initial Customer user accounts and a single Primary Administrator account..
- Provide technical support for user account and access issues, LXP functionality, and Motorola managed content (if applicable).
- Provide instruction to Customer on building groups.
- Coordinate third party platform usage and additional course offerings

Customer Responsibilities

- Provide user information for the initial creation of accounts.
- Complete LXP Administrator training (if applicable).
- Ensure network and Internet connectivity for Customer access to training platforms.

Instructor-Led Training (On-Site and/or Remote, if applicable)

Instructor-led courses are based on products purchased and the Customer's Training Plan.

Motorola Responsibilities

- Deliver User Guides and training materials in an electronic format.
- Perform training in accordance with the provided Training Plan.
- Provide the Customer with training attendance rosters and summarize any pertinent information that may impact end user training.

Customer Responsibilities

- Supply classroom(s) with the required computer and audio-visual equipment for training.
- Designate training representatives who will work with the Motorola trainer(s) to deliver the training content.
- Facilitate training of all Customer end users in accordance with the Customer's Training Plan.



Motorola Deliverables

- Electronic versions of User Guides and training materials.
- Attendance rosters.

PROJECT GO-LIVE, CLOSURE, AND HANDOVER TO SUPPORT

Motorola will utilize the Deployment Checklist throughout the deployment process to verify features and functionality are in line with installation and configuration requirements. The Customer will witness the ST demonstrating the Deployment Checklist and provide feedback as features and functionality are demonstrated. The Customer is considered Live on the system after the equipment has been installed, configured, and made available for use, and training has been delivered or made available to the Customer.

Upon the conclusion of Go-Live, the project is prepared for closure. Project closure is defined as the completion of tasks and the Customer's receipt of contracted components. The Deployment Checklist serves as the artifact that memorializes a project closure. A System Acceptance Certificate will be provided to the Customer for signature to formally close out the project. The Customer has ten (10) business days to provide Motorola with a signed System Acceptance Certificate. If the Customer does not sign off on this document or provide Motorola written notification rejecting project closure, the project will be deemed closed. Upon project closure, the Customer will engage with Technical Support for on-going needs in accordance with the Customer's specific terms and conditions of support.

Motorola Responsibilities

- Provide the Customer with Motorola Technical Support engagement process and contact information.
- Provide Technical Support with the contact information of Customer users who are authorized to engage Technical Support.
- Ensure Deployment Checklist is complete.
- Obtain Customer signature on the System Acceptance Certificate.
- Provide Customer survey upon closure of the project.

Customer Responsibilities

- Within ten (10) business days of receiving the System Acceptance Certificate, provide signatory approval signifying project closure.
- Provide Motorola with the contact information of users who are authorized to engage Motorola's Technical Support.
- Engage Technical Support as needed.

Motorola Completion Criteria

- Provide Customer with survey upon closure of the project.



ASSUMPTIONS

This SOW is based on the following list of assumptions (if applicable):

- Customer is aware of and abiding by their States' laws, mandates and requirements in relation to the Hotlist
- Pole installations will be done on grassy/dirt/gravel areas or sites where excavation can easily be done with standard auger equipment.
- Site conditions meet all applicable industry and legal standards (including standards promulgated by OSHA or other governmental or regulatory bodies)
- Information provided and approved in the Presales DDR process was accurate



ATTACHMENT: **NA DIRECT** Statements of Work

Please attach when applicable:

- LPR Remote Monitoring SOW
- LPR Standard Onsite Replacement SOW
- LPR Onsite Response & Replacement SOW
- LPR Preventive Maintenance SOW



SafetySmart™
PLATFORM



PlateRanger™
Powered by REKOR®

**Price Proposal for Subscription-Based
Automatic License Plate Recognition System
for the City of South Pasadena, California
Sourcewell Participating Entity Account #35129
June 10, 2026
Proposal ID: SPASACA061026A**

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Executive Summary

Introduction

SoundThinking™ is pleased to present this proposal in response to the City of South Pasadena's request for a license plate recognition (LPR) system. We appreciate the time the City has spent to help us understand your issues and goals. We understand that the City seeks to address the following challenges:

- Lack of configurable data retention policies that align with state statutes, local ordinances, and agency-specific requirements, creating legal and audit exposure
- No automated compliance reporting to demonstrate adherence to data retention policies, CJIS requirements, and local surveillance technology ordinances
- Inadequate role-based access controls and audit logging, making it difficult to track who accessed ALPR data, when, and for what purpose
- Vulnerability to unauthorized access or data breaches due to insufficient encryption, authentication, and CJIS-compliant security architecture
- Inability to control and govern how ALPR data is shared with external agencies, lacking policy-driven sharing agreements that protect the agency from liability
- No transparency mechanisms to satisfy public records requests, oversight board inquiries, or community stakeholder concerns about how license plate data is collected, stored, and used

Law enforcement agencies turn to SoundThinking for solutions that swiftly provide relevant data and visibility into potential crime and gunfire activity and enable swifter research and organization of criminal case data to support a comprehensive law enforcement and investigation operation. As part of our SafetySmart™ Platform, the proposed PlateRanger™ solution is designed to accurately detect vehicles of interest, uncover organized crime involving vehicles, and support communities by helping law enforcement identify criminals, and assist in increasing case closure rates.

The proposed PlateRanger solution can provide the City:

- Configurable, jurisdiction-specific data retention with automatic purging and system-generated retention logs to support compliance and reduce legal risk
- Built-in compliance dashboards and exportable reports covering data volumes, retention enforcement, access history, and purge activity for audit and public records response
- Strict role-based access controls with immutable audit trails logging all queries, views, and exports to ensure accountability and meet CJIS audit requirements
- CJIS-compliant security architecture with AES-256 encryption, TLS 1.2+ in transit, multi-factor authentication, and SOC 2-audited infrastructure
- Policy-driven data sharing controls that govern partner access, enforce agreements at the system level, and log all cross-agency activity
- Transparency-ready reporting, including anonymized usage statistics and compliance summaries, to support oversight engagement and build public trust

PlateRanger can be an invaluable tool for investigators and prosecutors at trial. The ability to pinpoint a vehicle's presence at a crime scene can provide critical evidence, place a suspect near or at the location of the incident, and often serve as compelling and tangible evidence in court.

PlateRanger vs. Other LPR Systems		
Features/Services	 PlateRanger™ Powered by REKOR®	Other LPR systems
Live Video of Each Read	Included	-
Mobile App with LPR Scanning	Included	-
Convoy, Speed, Command and Interdiction Vehicle Analytics	Included	With additional cost
Multi-plate read reporting	Included	-
Leader in performance	Validated with independent test	-
Bi-directional Integrations	Open API: including AXON Fusus integration	Uni-directional integration
ShotSpotter & CrimeTracer Integrations	Included	-
24x7 Support	Included	-



Figure 1. PlateRanger vs. Other LPR Systems

Security

PlateRanger is designed for agencies that want complete control of their data and confidence in every operational and legal standard they must meet.

Security, Privacy, and Compliance Comparison		
Features/Services	 PlateRanger™ Powered by REKOR®	Other LPR Systems
Physical Tampering	No Wi-Fi access point to the camera	Wi-Fi AP activation via ADB
Operating System & Updates	Linux-based OS with regularly scheduled security updates	Android Things 8/8.1 (EOL 2022), 900+ unpatched CVEs
Data Encryption	End-to-end encryption and standards-based security with AES-256 and TLS1.2+	Sensitive runtime images unencrypted
Privacy & Face Capture	All images and videos only available to the agency	Radar-triggered captures include faces
Electromagnetic Leakage	Industry-standard hardening, encryption, and secure boot	Allows easy reconstruction of live video streams 6'-10' away
Credentials	Unique, strong, and complex credentials configured for each camera installation	Hard-coded plaintext Wi-Fi and factory debug passwords
Compliance	SOC2 Type II, ISO 27001, CJIS ACE, NIST 800-53, NDAA/TAA	SOC2 claims undermined; multiple lawsuits

 1

Figure 2. PlateRanger Security

- **Proven, Secure Architecture:** PlateRanger has no Wi-Fi access point to the camera. Access to the camera requires authenticated connections, and default passwords are replaced at installation with strong, unique credentials.
 - The platform runs on a maintained Linux-based operating system that receives routine security patches. This eliminates risks associated with end-of-life OS environments.

- **Strong Encryption and CJIS Alignment:** All PlateRanger data is encrypted end-to-end using AES-256 and TLS 1.2 or higher, meeting FIPS 140-2, NIST 800-53, and CJIS Security Policy 5.10 requirements.
- **Agencies Make Data Decisions:** Raw images and faces never leave the device unless the City chooses to export them. The City will retain complete control over dissemination and sharing, preventing untraceable propagation into outside databases.
- **Third-Party Verification:** PlateRanger undergoes SOC2 Type II audits, CJIS ACE reviews, and regular third-party penetration testing to verify controls and strengthen safeguards.
- **Protected Hardware and Reduced Exposure:** PlateRanger uses industry-standard hardening, encryption, and secure boot.
- **Transparent Data Sharing Controls:** The City will decide exactly who can access PlateRanger data. PlateRanger allows agency administrators to select the level of sharing for their agency, placing agencies in charge of who can view data and run search queries.

Our goal extends beyond merely delivering technology; we aim to be a valuable partner. To that end, SoundThinking's approach to customer support and success is comprehensive: from the initial discussions through the life of our long-term partnership. This involves a critical understanding of the City's needs that drives a customized proposal to address your specific concerns. Once engaged in a project, SoundThinking's Installation team will work with law enforcement and City stakeholders to determine the final camera placement, install the LPR cameras, then transition the City to our Customer Success team. This team comprises former law enforcement executives dedicated to your success. From the initial stages of deployment through the duration of your subscription, our Customer Success Team will work closely with the City, providing full access to our best practices and training resources to ensure successful outcomes.

We appreciate your consideration of our proposal and are confident that PlateRanger will help the City locate potential victims and suspects and streamline the City's investigative process. SoundThinking is committed to your success, and we look forward to partnering with you to make PlateRanger a key component in your efforts to address crime in the City of South Pasadena.

Pricing

PlateRanger is built to provide license plate reading on city streets, parking lots, neighborhoods, and corporate campuses. SoundThinking will assist the City in defining your goals and placement of the LPR cameras. Camera placement is typically based on analysis of law enforcement input, including historical crime data and relevant data regarding the local landscape and infrastructure. SoundThinking will collaborate with City stakeholders to determine the final LPR deployment locations.

14 Fixed LPR Camera Deployment: Three-Year Term

Description	Quantity	Year One	Year Two	Year Three	Three-Year Total
PlateRanger Pro Annual Subscription Fee ¹	14	\$39,158	\$39,158	\$39,158	\$117,474
Annual Fee Subtotal		\$39,158	\$39,158	\$39,158	\$117,474
PlateRanger Pro One-Time Delivery and Installation Fees ²	14	\$9,100	N/A	N/A	\$9,100
PlateRanger Pro One-Time Onboarding Fee	1	\$5,000	N/A	N/A	\$5,000
One-Time Fee Subtotal		\$14,100	N/A	N/A	\$14,100
Annual Total		\$53,258	\$39,158	\$39,158	\$131,574

¹The current PlateRanger Pro Annual Subscription fee is \$2,797 per camera.

²The PlateRanger One-Time Delivery and Installation fees are \$650 per camera.

Payment Terms

Payment for the service installation, delivery, onboarding, and subscription shall be as follows:

Three-Year Payment Terms

- 50% of Year 1 fee due upon execution of agreement \$26,629
- 50% of Year 1 fee due upon PlateRanger service activation (live) status \$26,629
- 100% of Year 2 fee due prior to first anniversary of PlateRanger live status \$39,158
- 100% of Year 3 fee due prior to second anniversary of PlateRanger live status \$39,158

General Pricing Assumptions

This pricing is based on the following assumptions:

- Services will be delivered under the terms of the SoundThinking Master Services Agreement and its Exhibits and Addenda, to which this Proposal will be attached as Exhibit A.
- This pricing does not include any state or local taxes; if taxes are applicable, we will be happy to provide an amended quote upon request.
- This proposal and all pricing contained herein remains valid for ninety (90) days from the date of this proposal.

PlateRanger Pricing Assumptions

The Annual Subscription Fee includes:

- 14 PlateRanger License Plate Reader cameras
- Networking fees associated with license plate readers
- CJIS-approved AWS GovCloud hosting
- Unlimited user licenses for PlateRanger LPR solution

The One-Time Delivery and Installation Fees are incurred on a per camera basis; therefore, additional fees will apply if the agency purchases additional cameras, but no additional Onboarding Fees will apply for future camera purchases.

The One-Time Delivery and Installation Fees include:

- Virtual Site Survey to confirm installation feasibility on proposed and custom location(s)
 - Solar assessment
 - Visibility review
 - Location assessment
 - Infrastructure (electrical and mounting) review (as needed)
- Installation of cameras on existing pole infrastructure
- Electrical mounting on standard Manual on Uniform Traffic Control Devices (MUTCD) with compatible power adapter (as needed)
- Solar installation (as needed)
- Camera initialization and acceptance testing

The One-Time Delivery and Installation Fees do not include:

- Electrical work requiring a licensed electrician
- Custom engineering renderings or drawings
- Third-party integration
- State, City, or private company licenses or permits
- Special equipment rental for site access or traffic control
- Concrete cutting
- Utility billing
- Relocation of existing LPR camera deployment
- Agreements with property owner(s)
- Fees or costs associated with obtaining any required permits

PlateRanger Service Overview

How PlateRanger Works

The SoundThinking team designs and deploys networked license plate readers within a targeted area based on an analysis of known high crime areas which includes gunfire within the targeted area. The cameras detect and analyze live footage on the edge to extract vehicle characteristics and license plate reads that are stored to a CJIS-approved cloud server. PlateRanger users can access LPR reads from any web browser and take advantage of the solution's full suite of powerful features.

Feature	PlateRanger Pro
Capture Speed	Up to 70 mph
Capture Range	75 ft
Lane Capture	Up to 2 lanes
Capture Accuracy	99% in controlled test environments 95% in typical field trials
Night-time Capture	90%
Alert Time	< 10 seconds
Video with Read	Yes

SOLUTION ADVANTAGES

Recognizes difficult captures

- 1 Through windows
- 2 Vehicles with no plates
- 3 Plate covers
- 4 Blurry photos
- 5 Sharp angle
- 6 Night capture
- 7 Paper and vanity plates



Figure 3. Advantages of PlateRanger

PlateRanger Application

The PlateRanger application is used by Investigators, Dispatchers, and Patrol Officers in the field. With PlateRanger, users can:

- View real-time alerts
- View real-time vehicle reads
- Search for known vehicles (based on characteristics or plate)
- View historical patterns of vehicles of interest
- View live video feeds
- Search for vehicles near a criminal incident
- Analyze vehicle movement trends, including convoy, common vehicle, bulk, and speed
- Audit historical user searches

PlateRanger can enhance the City's efficiency by providing alerts to patrol within seconds, facilitating the swift apprehension of wanted vehicles, and offering investigative tools to reveal organized crime insights, ultimately leading to higher rates of case closure and prosecution.

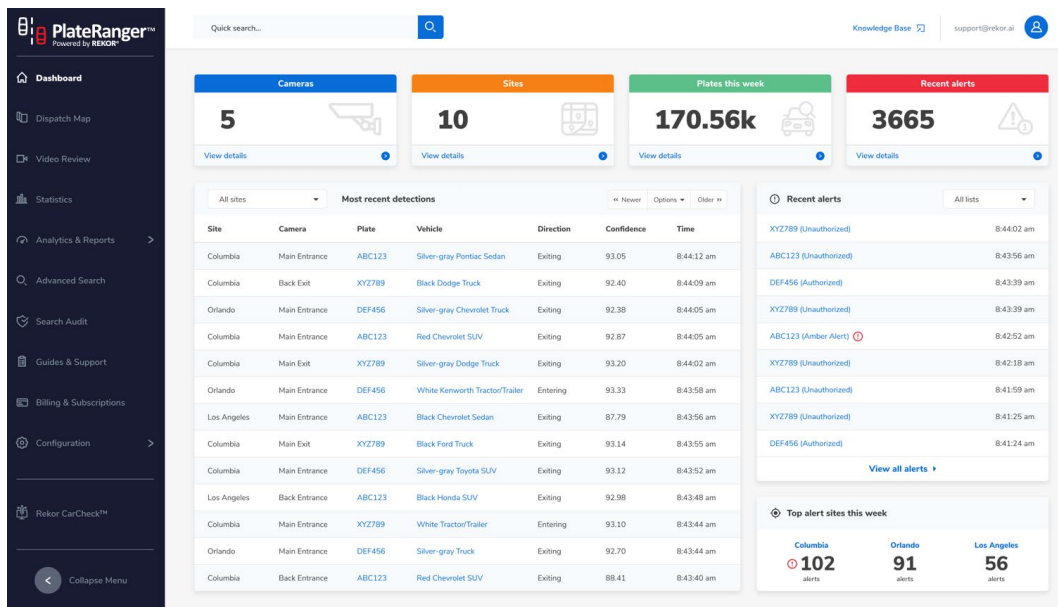


Figure 4. Dashboard in PlateRanger

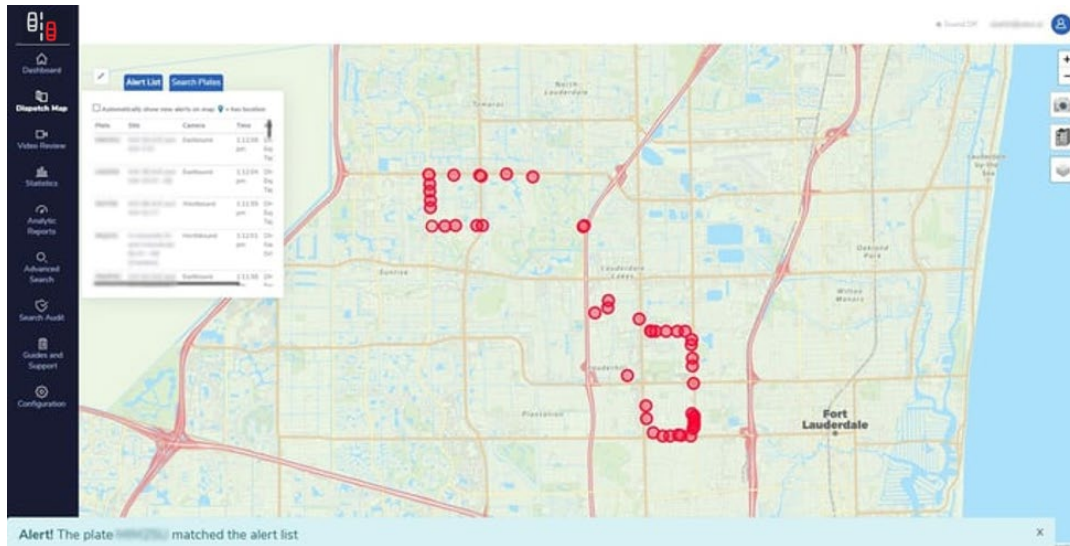


Figure 5. Dispatch Map in PlateRanger

PlateRanger is a comprehensive License Plate Reader solution with a user-friendly interface. Leveraging Artificial Intelligence (AI) to capture extensive vehicle characteristics, it enhances the effectiveness of users and boosts public safety. With features such as live video, in-depth analytics, and leading accuracy both day and night, PlateRanger supports safer communities.

Hotlists and Alerts

Hotlist

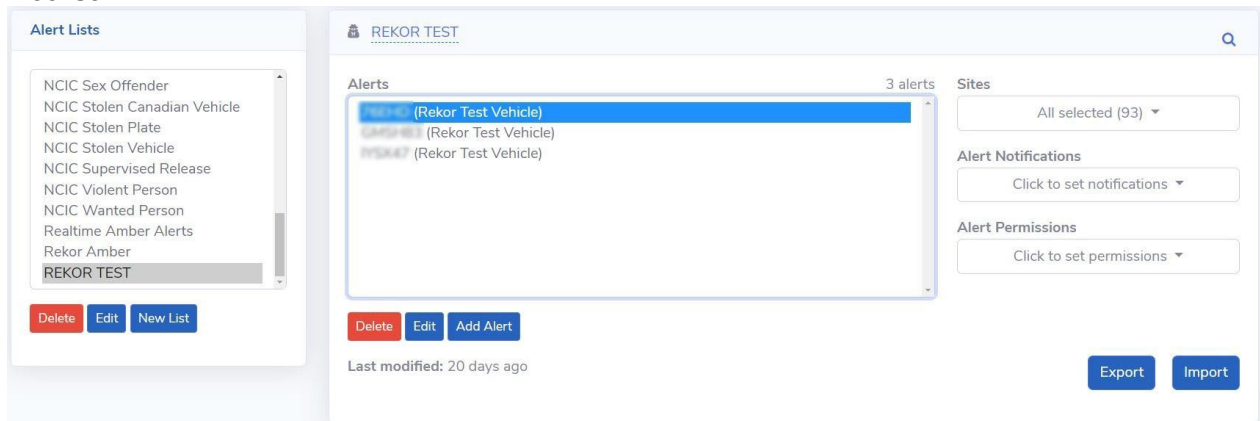


Figure 6. PlateRanger Alert Configuration

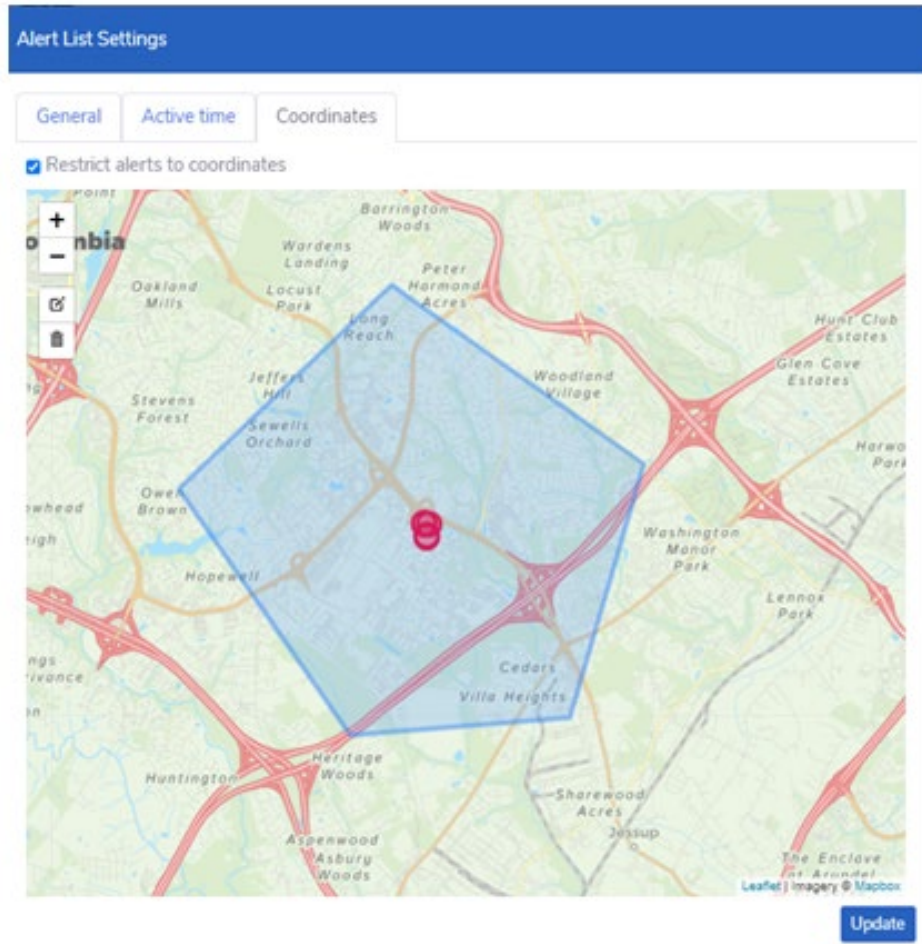


Figure 7. PlateRanger Alert Geographic Configuration

With PlateRanger, authorized users can import or manually input hotlists or vehicles of interest directly into the application. Furthermore, it can integrate with national systems such as NCIC, AMBER, and Silver alerts to ensure that the latest lists are always updated in PlateRanger.

In addition, agencies can configure alerts for specific days and/or times, as well as specific regions to ensure accurate alerts based on the agency's needs. With configurable Matching Strategies, PlateRanger will allow a user to enter plates with placeholder characters if the full plate characters are unknown or provide alerts on partial matches.

Whitelist

The City can also set up a whitelist to ensure that specific vehicle license plates are never recorded in PlateRanger. These whitelist configurations follow the same rules as those applied to hot-listed vehicles.

Alerts

Figure 8. PlateRanger Alert Configuration

Agencies can tailor alerts to specific users and their preferred notification methods. PlateRanger supports notifications within the application, through the Dashboard, Dispatch Map, and via SMS or email. In addition, users can review all alerts on a map for a defined period or track the historical travel of alerted vehicles.

Live Video Review

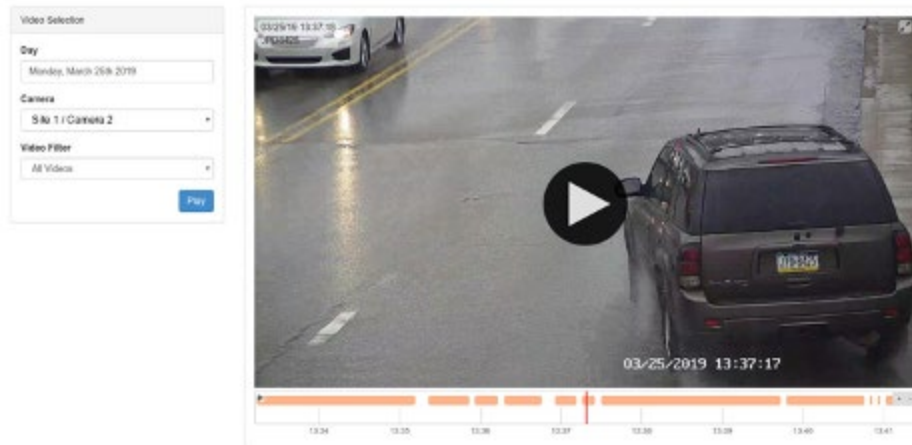


Figure 9. Live Video Play Back in PlateRanger

Along with vehicle images and characteristics for each LPR read, PlateRanger allows users to review video footage linked to those reads. Live video captures ensure the highest accuracy in plate reads through optimal still-image selection and comparison with other images. If configured, PlateRanger will provide access to historical, live video feed snippet to deliver unmatched situational awareness to responding officers and dispatchers.

Search

PlateRanger provides users with multiple ways to search historical LPR reads and alerts. Users can perform these searches with limited information or use wildcards for unknown characters.

Quick Search

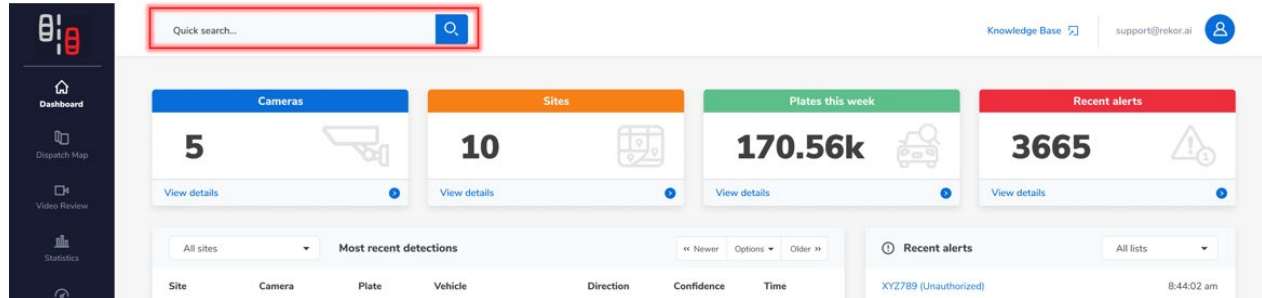


Figure 10. PlateRanger Quick Search from Dashboard

The Quick Search bar is accessible and provides quick access to any information regarding the captured license plate of interest. Simply enter a license plate number and the Quick Search redirects to Advanced Search and list all characteristics captured for that vehicle.

Advanced Search

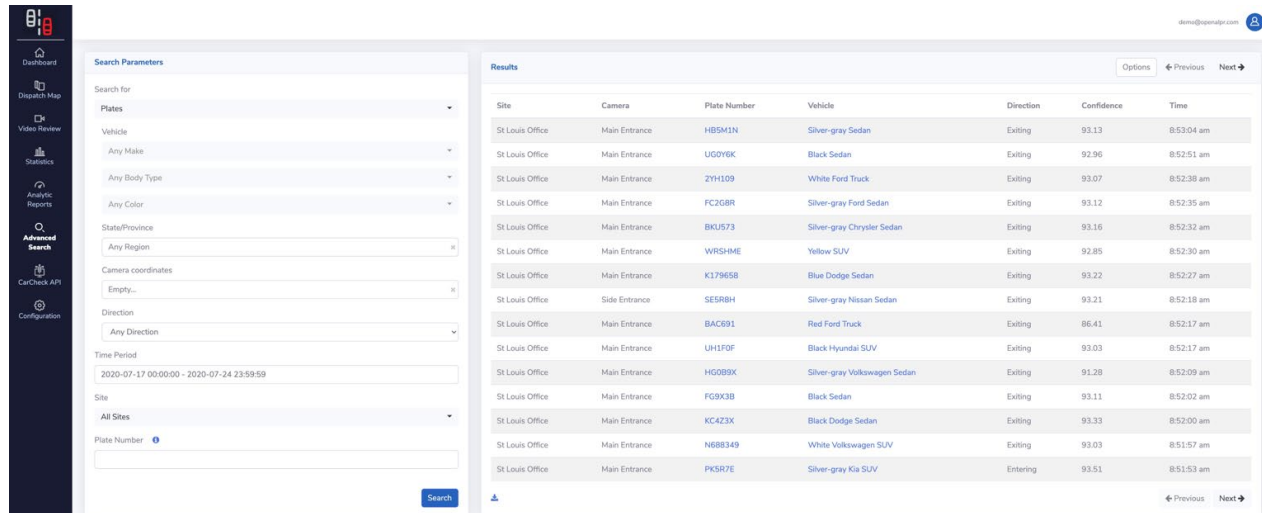


Figure 11. PlateRanger Advanced Search

The Advanced Search feature offers an extensive search engine that leverages the entire PlateRanger database of historical reads. The main page displays two panels to differentiate between search parameters and results. Users can search by alerts, vehicle characteristics (such as license plate, make, model, body type, color, state, and other attributes), or location and/or time. In addition, PlateRanger supports partial searches and wildcard searches to aid users investigating vehicles with unknown plates.

Advanced Search Result Report

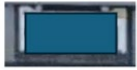
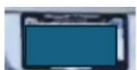
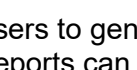
License Plate Recognition Report		
This report was automatically produced by the PlateRanger License Plate Recognition system at the request of dtawadras+demo@soundthinking.com at Jun. 18, 2025, 10:43 a.m. EDT		
Plate	Vehicle	Details
 		• Time Jun 18 10:35:21 AM • Site MaxPOC1 • Camera MaxPOC1 • Direction East • Confidence 93.30
 		• Time Jun 18 10:30:08 AM • Site MaxPOC1 • Camera MaxPOC1 • Direction East • Confidence 93.31
 		• Time Jun 18 10:11:58 AM • Site MaxPOC1 • Camera MaxPOC1 • Direction East • Confidence 93.44
 		• Time Jun 18 10:11:05 AM • Site MaxPOC1 • Camera MaxPOC1 • Direction East • Confidence 93.33

Figure 12. PlateRanger Search Results Report

PlateRanger enables users to generate PDF reports based on advanced ALPR or vehicle search results. These reports can serve as supporting documentation for ongoing investigations and case files.

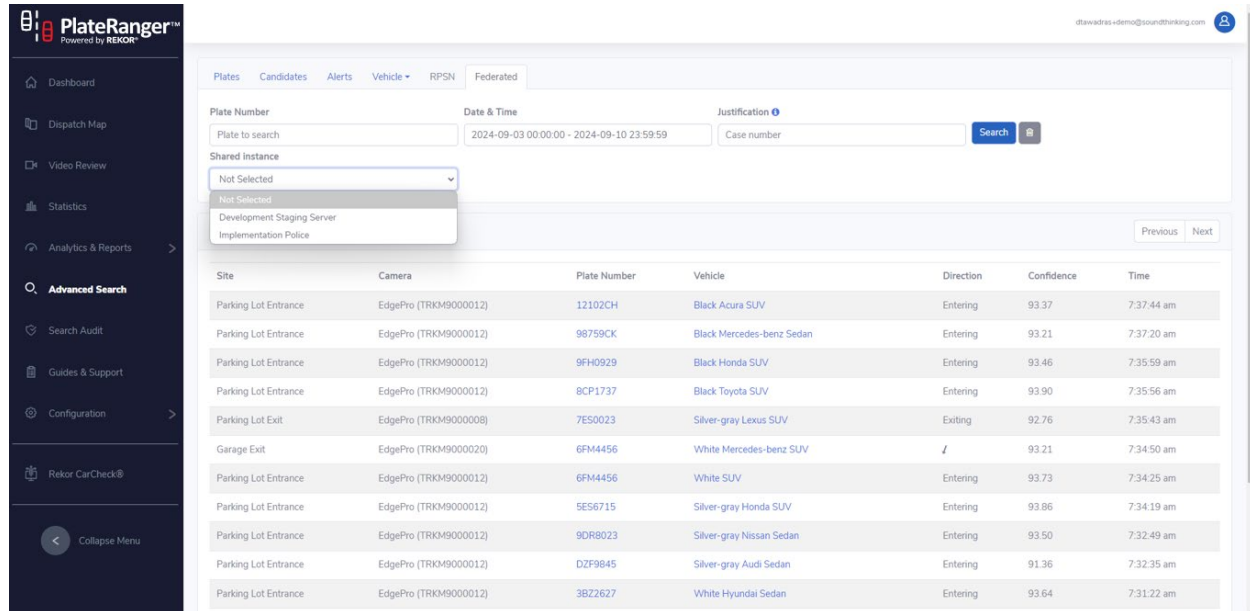
System Statistics



Figure 13. PlateRanger System Statistics Query

System statistics are available for user-defined time periods and specific cameras, offering insights such as plate reads and alerts by minute and by camera. The user-friendly interface allows users to quickly identify high-traffic periods, locations and times with frequent alerts, and other essential statistical insights.

Partner Network and Federated Search



Site	Camera	Plate Number	Vehicle	Direction	Confidence	Time
Parking Lot Entrance	EdgePro (TRKM9000012)	12102CH	Black Acura SUV	Entering	93.37	7:37:44 am
Parking Lot Entrance	EdgePro (TRKM9000012)	98759CK	Black Mercedes-benz Sedan	Entering	93.21	7:37:20 am
Parking Lot Entrance	EdgePro (TRKM9000012)	9FH0929	Black Honda SUV	Entering	93.46	7:35:59 am
Parking Lot Entrance	EdgePro (TRKM9000012)	8CP1737	Black Toyota SUV	Entering	93.90	7:35:56 am
Parking Lot Exit	EdgePro (TRKM9000008)	7E50023	Silver-gray Lexus SUV	Exiting	92.76	7:35:43 am
Garage Exit	EdgePro (TRKM9000020)	6FM4456	White Mercedes-benz SUV	/	93.21	7:34:50 am
Parking Lot Entrance	EdgePro (TRKM9000012)	6FM4456	White SUV	Entering	93.73	7:34:25 am
Parking Lot Entrance	EdgePro (TRKM9000012)	5E56715	Silver-gray Honda SUV	Entering	93.86	7:34:19 am
Parking Lot Entrance	EdgePro (TRKM9000012)	90R8023	Silver-gray Nissan Sedan	Entering	93.50	7:32:49 am
Parking Lot Entrance	EdgePro (TRKM9000012)	DZF9845	Silver-gray Audi Sedan	Entering	91.36	7:32:35 am
Parking Lot Entrance	EdgePro (TRKM9000012)	3BZ2627	White Hyundai Sedan	Entering	93.64	7:31:22 am

Figure 14. Federated Search – Searching Across Multiple Agencies

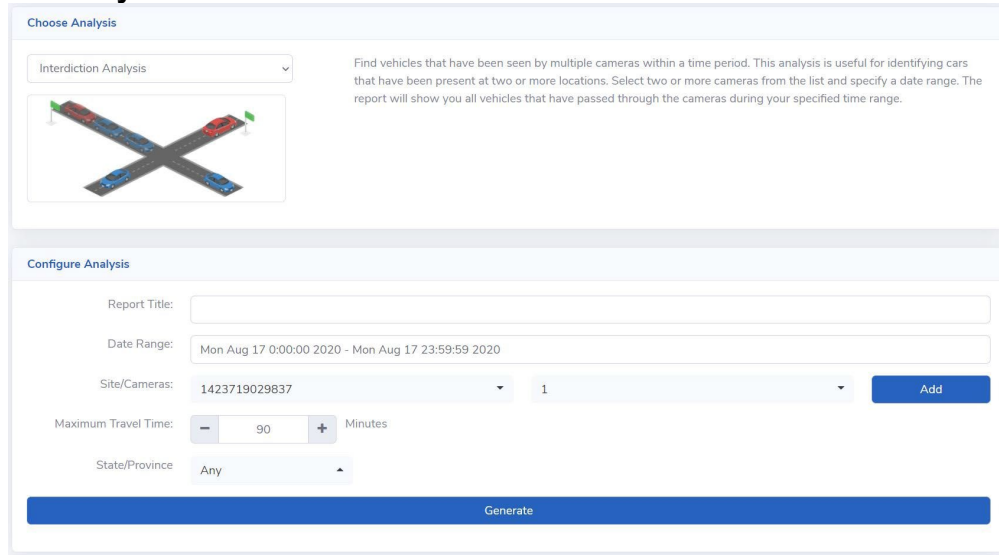
By using PlateRanger's Federated Search and Partner Network, users can access LPR reads beyond their own agency's system. This provides agencies with flexible options to tailor their search methods according to specific needs, preferences, and legal requirements. PlateRanger enables agencies to choose between integrating with a broader partner network or selectively sharing data with chosen agencies.

Federated Search: Allows customers to connect to a specific agency's system to extend their investigative capabilities and search within connected agency systems. Customers have the flexibility to choose with which other agencies they share data, without needing to be part of a larger network.

Partner Network (RPSN): Through the Rekor Partner Sharing Network (RPSN), agencies can access and contribute to a nationwide data sharing network of license plate reader (LPR) information. This allows agencies to utilize cameras beyond their own systems to gather intelligence on criminal activity and gain valuable insights into offenders' cross-jurisdictional travel patterns.

Analytics and Reports

Interdiction Analysis



Choose Analysis

Interdiction Analysis

Find vehicles that have been seen by multiple cameras within a time period. This analysis is useful for identifying cars that have been present at two or more locations. Select two or more cameras from the list and specify a date range. The report will show you all vehicles that have passed through the cameras during your specified time range.

Configure Analysis

Report Title:

Date Range:

Site/Cameras:

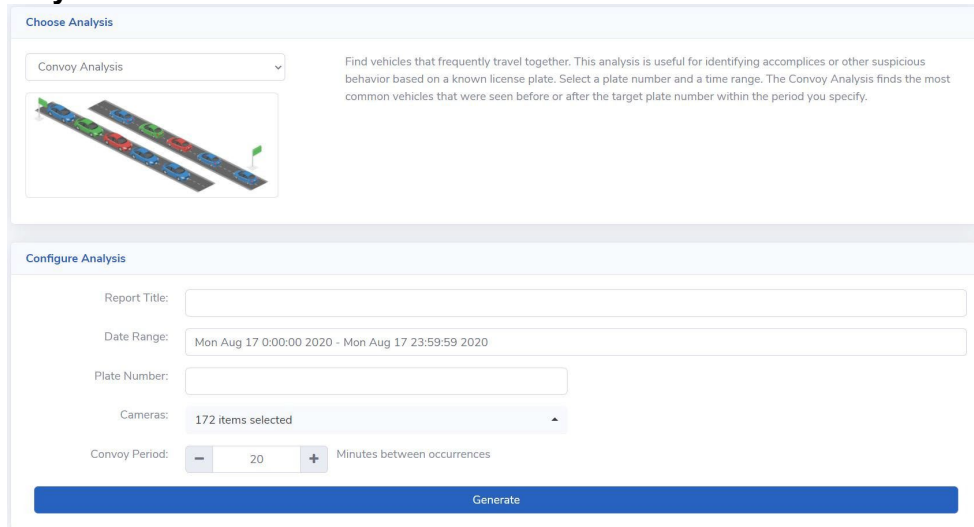
Maximum Travel Time: Minutes

State/Province:

Figure 15. PlateRanger Interdiction Analysis Query

Interdiction Analysis enables users to identify vehicles that have been detected by multiple cameras within a specified time frame. This analysis is beneficial for pinpointing cars that have appeared at two or more locations. The report displays all vehicles that have passed through the cameras during the designated period.

Convoy Analysis



Choose Analysis

Convoy Analysis

Find vehicles that frequently travel together. This analysis is useful for identifying accomplices or other suspicious behavior based on a known license plate. Select a plate number and a time range. The Convoy Analysis finds the most common vehicles that were seen before or after the target plate number within the period you specify.

Configure Analysis

Report Title:

Date Range:

Plate Number:

Cameras:

Convoy Period: Minutes between occurrences

Figure 16. PlateRanger Convoy Analysis Query

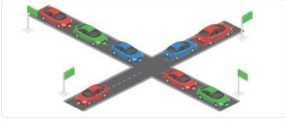
Convoy Analysis allows users to identify vehicles that frequently travel together. This analysis helps detect accomplices or other suspicious behaviors based on a known license plate. The Convoy Analysis identifies the most common vehicles seen before or after the target plate within the specified period.

Common Vehicle Analysis

Choose Analysis

Common Vehicle Analysis

Find the most common vehicles for a particular camera or set of cameras. This analysis looks for plates on the specified sites that are seen most frequently.



Configure Analysis

Report Title:

#	Start date	End date	Cameras
Create date range			

Generate

Figure 17. PlateRanger Common Vehicle Analysis Query

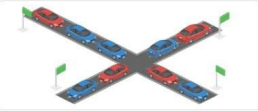
Common Vehicle Analysis identifies the most frequently seen vehicles for a specific camera or set of cameras. This analysis determines which license plates appear most often at the specified locations.

Bulk Search Analysis

Choose Analysis

Bulk Search Analysis

Find any plate that matches a large list of vehicles. Enter a date range and a list of license plates; the analysis report will contain any matches for any plates on your list.



Configure Analysis

Report Title:

Plate Numbers:

Date Range:

Maximum Rows:

1,000

Number of rows in report

Generate

Figure 18. PlateRanger Bulk Search Analysis Query

Bulk Search Analysis enables users to find any plates that match a large list of vehicles. By entering a date range and a list of license plates, the analysis generates a report containing any matches from the provided list.

Vehicle Speed Analysis

Choose Analysis

Vehicle Speed Analysis



Measure the vehicle speed between two cameras. Select two cameras and a time period, the analysis will match plates between the cameras and report the average vehicle speed.

Configure Analysis

Report Title:

Date Range:

Mon Aug 17 0:00:00 2020 - Mon Aug 17 23:59:59 2020

Cameras:

1

1

Metering:

m/h

Direction:

One direction

Distance:

-

0

+

Miles with decimal point, ex: 1.5

Max time:

-

0

+

Minutes

Generate

Figure 19. PlateRanger Vehicle Speed Analysis Query

Vehicle Speed Analysis measures the vehicle speed between two cameras. By selecting two cameras and a specific period, the analysis matches license plates between the cameras and reports the average vehicle speed.

Reports

Quick Search...

Dashboard

Dispatch Map

Video Review

Statistics

ANALYTICS

Reports

Create

Advanced Search

Search Audit

Guides and Support

Configuration

Reports

* Reports will be available for view as soon as they become completed.

Created By:

Nothing selected

Time period:

Click to select...

Report Type:

Nothing selected

Search

Page 1 of 1

Previous

Next

Rock Island Cameras

Delete

Creation Time:	Wed Jul 1 11:52:22 2020	Results:	2000
Report Type:	Common Vehicle Analysis	Created by:	Andrew Houlder@rockislandcameras.com
Report Status:	Complete	Generation time:	14.915

Rock Island Test

Delete

Creation Time:	Wed Jul 1 11:52:05 2020	Results:	2000
Report Type:	Common Vehicle Analysis	Created by:	Andrew Houlder@rockislandcameras.com
Report Status:	Complete	Generation time:	3.918

Figure 20. PlateRanger Report Module

The Reports module allows users to search or filter previously created reports by generating user, creation time frame, and report type.

Audit

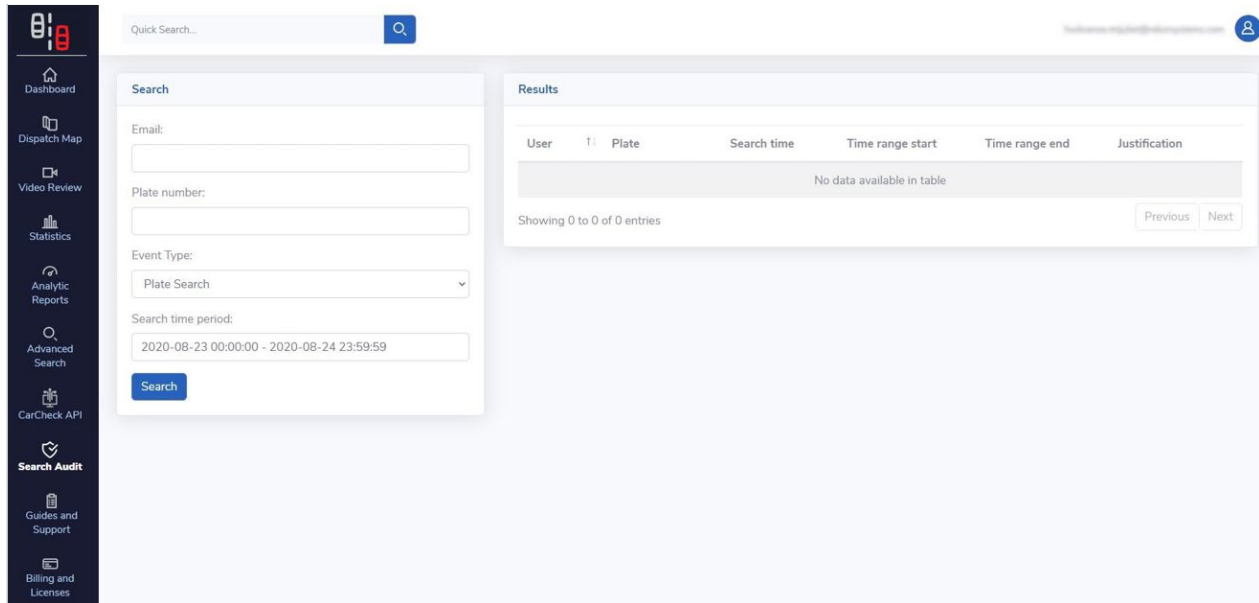


Figure 21. Search Audit Query in PlateRanger

The Search Audit page enables administrators to monitor and review previous searches conducted by other PlateRanger users. Administrators can search by user, license plate, event type, and/or within a specified time frame.

PlateRanger Mobile App

As an investigative tool, PlateRanger's mobile app offers unmatched flexibility. Officers searching for a specific vehicle or gathering evidence near an incident can gather crucial vehicle data using a smartphone or tablet. Investigators can search PlateRanger's database to link suspect vehicles to recent activity, locate wanted vehicles, or cross-reference plates associated with ongoing investigations. This mobile solution helps speed up investigations and reduces the time required to locate vehicles of interest, develop new investigative vehicle leads, and enables investigators to act swiftly based on timely information.

PlateRanger's mobile app is ideal for patrol officers who frequently move between vehicles or shift locations during patrol investigations. Unlike stationary or fixed LPR systems or vehicle-mounted mobile LPR cameras, the mobile app can be used on foot, in patrol vehicles, or at static checkpoints, giving officers flexibility in the field. Patrol officers can scan plates near crime hotspots, identifying stolen vehicles, vehicles associated with wanted persons, or those flagged for other reasons. This flexibility enhances patrol efficiency, allowing officers to maximize coverage and quickly check large volumes of vehicles during a patrol-level investigation while still being visible in the community during routine patrols.

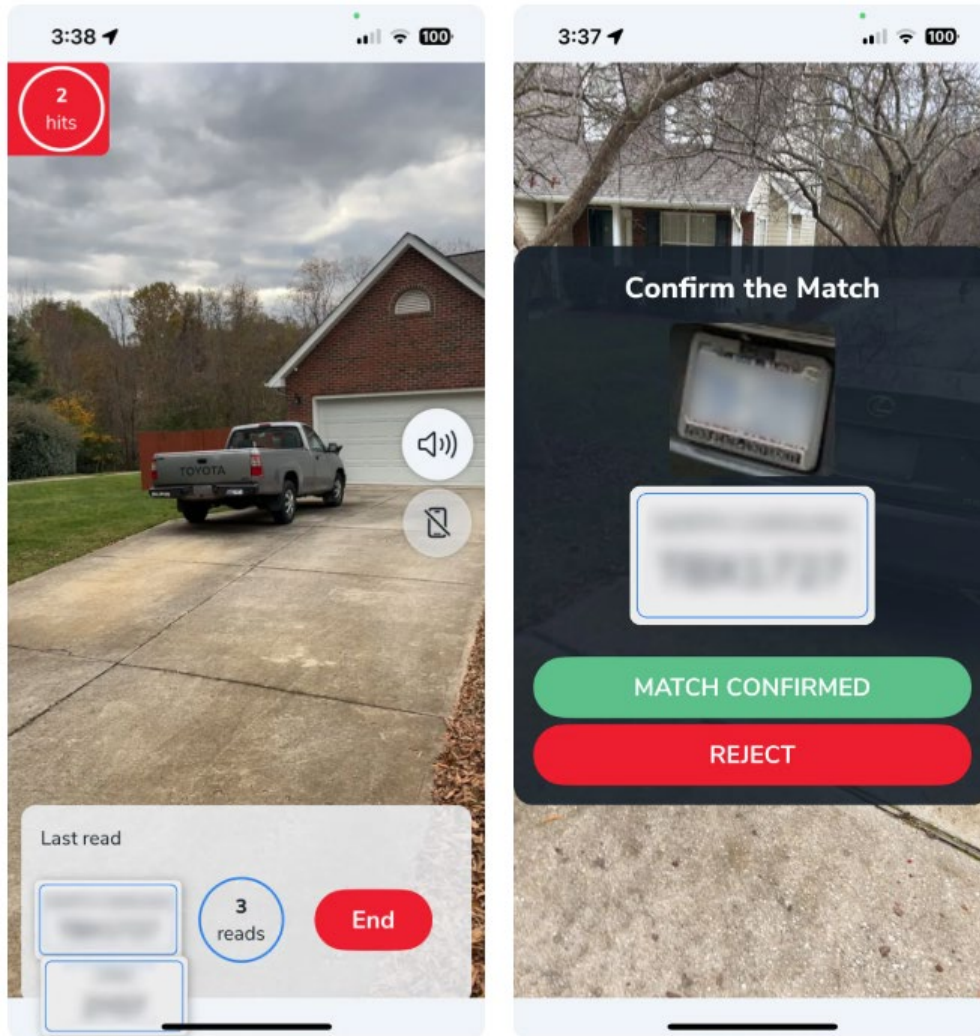


Figure 22. PlateRanger Mobile App

Integrations

Open API

PlateRanger uses a RESTful API service to facilitate seamless and secure data exchange with third-party systems. This API enables third-party systems to access comprehensive LPR data, including precise location details, timestamps of license plate reads, and multiple vehicle images including an overview, a cropped vehicle image, and a plate-only image. Users can configure the API to send all plate reads, alerts only, or vehicle detections without plates, providing flexibility based on operational needs. Beyond basic plate recognition, the API also

delivers in-depth vehicle characteristics such as make, model, color, year range, and class, to support more effective investigations.

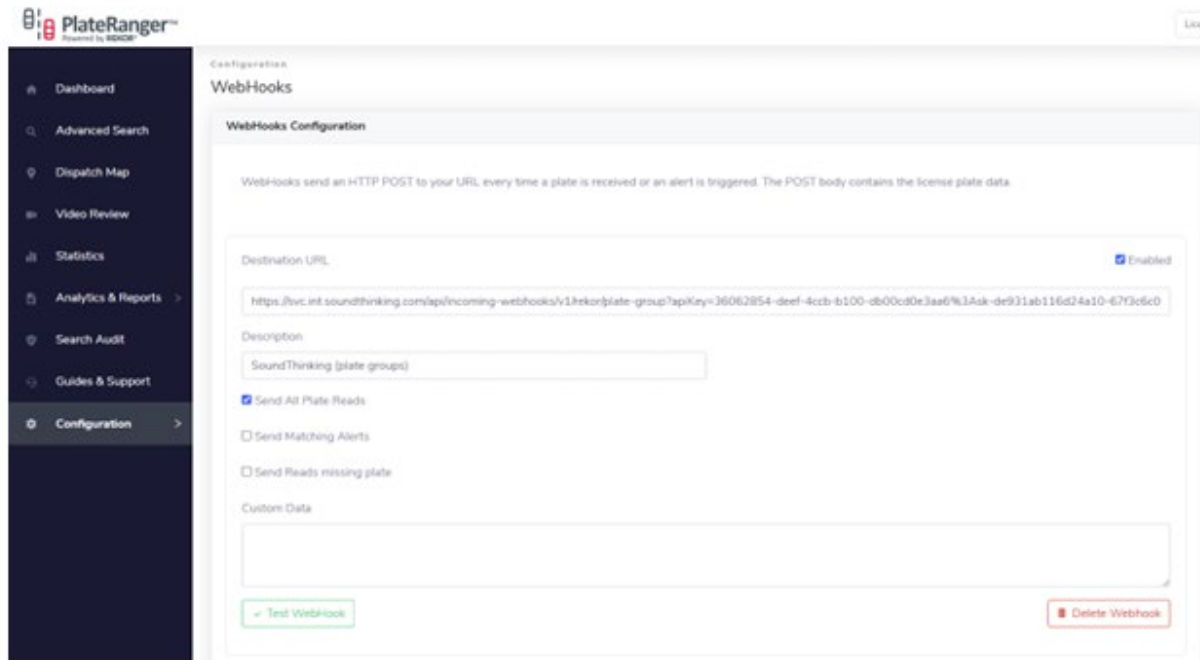


Figure 23. Open API WebHooks

Integration with ShotSpotter™

For agencies that have implemented ShotSpotter, PlateRanger integrates seamlessly with ShotSpotter and equips the agency with a powerful investigative tool. This integration enables PlateRanger to automatically capture and analyze nearby vehicles at a ShotSpotter-detected incident and provide critical insights such as historical sightings near gunfire events and identify hot-listed vehicles in the vicinity. By correlating gunshot detection alerts with real-time LPR data, the agency gains immediate visibility into potential suspect vehicles fleeing the scene, enhancing investigative efficiency and improving officer safety. In addition, like ShotSpotter, PlateRanger can also be integrated with other third-party products that the agency may currently use, such as the Motorola CommandAware and Axon Fusus platforms.

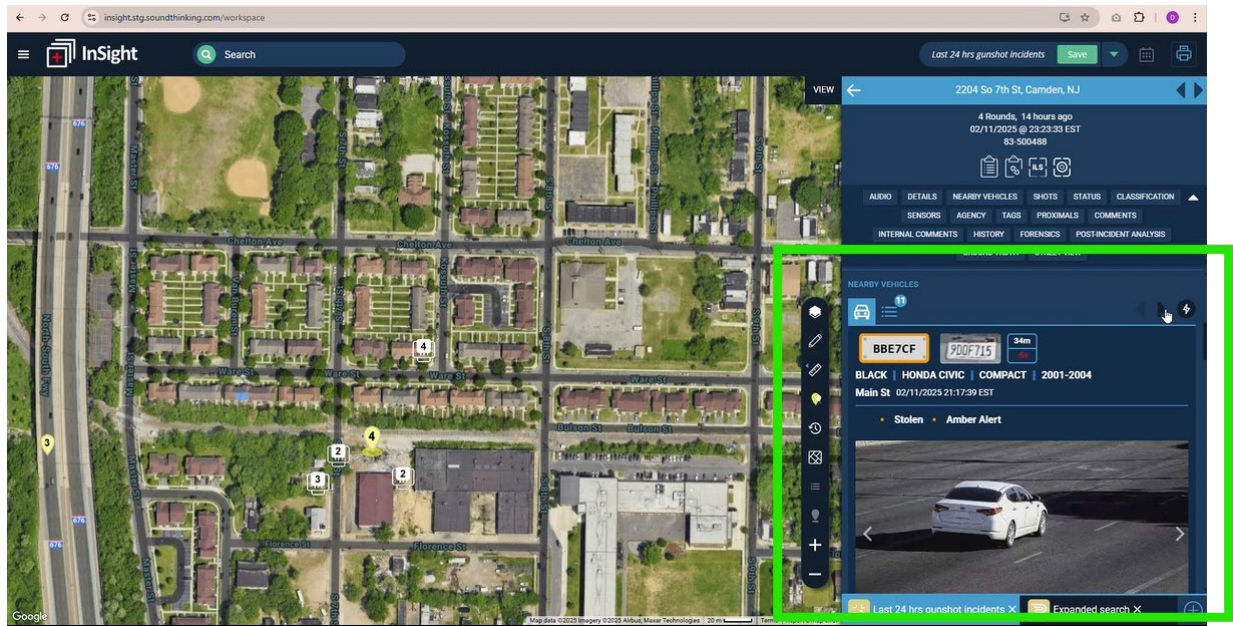


Figure 24. PlateRanger Integration with ShotSpotter

Integration with CrimeTracer™

For agencies that have implemented CrimeTracer, PlateRanger works seamlessly with CrimeTracer, the industry's most advanced investigative search and data-sharing platform, purpose-built for law enforcement. CrimeTracer delivers intuitive, real-time access to more than 1 billion CJIS and public records, equipping patrol officers, analysts, investigators, and command staff with the information they need—when they need it.

By layering live and historical LPR reads with a national database of departmental records—including prior incidents, arrests, field interviews, and BOLOs—agencies gain unmatched visibility into the movement and behavior of vehicles linked to criminal activity. This integration enables investigators to detect “patterns of life” such as recurring routes, habitual locations, and associations with known offenders or hot spots, helping to reveal organized activity, vehicle-based criminal networks, or serial offenses that might otherwise go unnoticed.

What once required extensive cross-referencing and siloed system searches now happens in a unified, intelligent platform—surfacing actionable leads, exposing hidden connections, and accelerating investigations with greater precision and scale.

CrimeTracer™
Home

abc123

Refine Your Search

Enter value to refine the results

Agency

Document Type

Date Range / Year

Offense Description

Offense Statute

Results (8)

Metropolis Case Report 202409100002 on 2024-09-10 04:00 : Robbery

Date(s): Document Date: 2024-09-10 04:00:00, Begin Date: 2024-09-10 04:00:00, End Date: 2024-09-10 04:00:00

Location(s): 4 Pennsylvania PLAZA New York, NY, 10001

Offense(s): 120 Robbery (23-101)

Officer(s): Reporting Officer: Bradley Winkelman (7777)

Person(s): SUSPECT : Jones, Marcus (born 1974-04-21 Brown haired Brown eyed Male White),

Vehicle(s): SUSPECT : 2017 Black (Sedan, Virginia ABC123).

License Plate: **ABC123**

Santer PD Departmental Report 3566409547 on 2021-08-27 12:17 : Unknown, 261.5(d) Unlawful Sexual Intercourse W/minor

Date(s): Document Date: 2021-08-27 12:17:04

Offense(s): 261.5(D) UNLAWFUL SEXUAL INTERCOURSE W/MINOR PERP 21+ VICTIM -16 (261.5(D)), Unknown ()

Officer(s): ACTIVITY: APPROVAL OF REPORT: BRANDEN E R ROMEO (1521), ROLE: REPORT OFFICER: HONDO JENNIFER G

ACTIVITY: APPROVAL OF REPORT: DPO DA BORDEN (4805)

Person(s): PARENT : BOWKER, NANCY H (born 1980-05-01 505 180 lbs Brown haired Brown eyed Female Unknown),

REPORTING PERSON : GEMPERLE, WOODROW G (Unknown haired Unknown eyed Unknown Unknown),

GUARDIAN : SMEDLEY, NETTIE (born 1966-04-14 506 140 lbs Gray haired Hazel eyed Female White),

VICTIM : KALSTAD, BESS E (born 2006-05-11 411 Brown haired Brown eyed Female Hispanic),

REPORTING PERSON : CVS PHARMACY, FRANCIE F (born 2006-11-17 501 105 lbs Brown haired Brown eyed Female White),

OTHER PERSON : MCNERLY, NATHAN A (Unknown haired Unknown eyed Unknown Unknown),

(Click to show more people)

The vehicle, a black sedan with license plate number **ABC123**, matched the description provided by the victim. Officer Smedley further investigation. *** Generated by AI ***

Apple Valley PD Departmental Report 2597144 on 2021-01-20 07:00 : Contempt Disobey CRT Order

Date(s): Document Date: 2021-01-20 07:00:00, Begin Date: 2021-03-08 07:00:00

Offense(s): CONTEMPT DISOBY CRT ORDER (166.4 PC)

Officer(s): Primary Officer: PUSL ELISE HARGROVE (5282)

Person(s): CONFIDENTIAL VICTIM : MIKULAY, KRISTIE ZAGI (born 1978-09-21 502 110 lbs Blonde haired Blue eyed Female)

SUSPECT : MANSON, ALECK B (born 1976-04-06 600 195 lbs Brown haired Hazel eyed Male White),

WITNESS : BLANTZ, ADELE K (born 1977-06-09 Unknown haired Unknown eyed Female Unknown),

The vehicle, a blue sedan with license plate **ABC123**, was found parked on the side of the road near 20273 Cameo Apple Va

ALECK MANSON(1976-04-06)
Marcus Jones(1974-04-21) PATRICK DAIN(1979-11-17)

Figure 25. PlateRanger Integration with CrimeTracer

Integration with Existing Cameras

PlateRanger Agent (Bring Your Own Camera) is a software application that processes live video streams from connected cameras, enabling license plate and vehicle recognition, with results displayed on the PlateRanger Dashboard or through application integrations. Benefits include:

- Turns any ONVIF-compliant cameras into an LPR system
- Edge processing for real-time intelligence
- Seamless integration with PlateRanger, ShotSpotter, CrimeTracer, and other third-party systems
- Scalable and cost-effective
- Beyond LPR, PlateRanger Agent captures vehicle make, model, and color (MMC)
- Low bandwidth consumption

The PlateRanger Agent application is delivered as an annual subscription fee per compliant device.

PlateRanger Onboarding Services

Concurrent with the LPR camera layout planning, SoundThinking will provide a series of onboarding services to prepare the City to maximize the value of PlateRanger. These standard onboarding steps will be refined to best serve the City and PlateRanger users. SoundThinking onboarding services are designed to:

- Ensure optimal placement of cameras to meet the City's objectives
- Ensure successful PlateRanger service activation (go-live)
- Ensure comprehensive training to best use all of the features and functions available with the PlateRanger service
- Ensure that the City's Best Practices and Policies are refined, as needed, to adhere to local, state, and national regulations
- Remote training for City's administration and trainers
- Track and monitor the efficacy of PlateRanger

SoundThinking has assembled a Customer Success team of professionals with more than 400 years of combined law enforcement experience. The mission of this team of consultants, trainers, and analysts is to maximize the City's success with the PlateRanger service. This team is available both pre- and post-production to advise, train, and guide the City on the most effective use of the tools and services available with the PlateRanger solution. The following is a high-level overview of SoundThinking's standard Onboarding services, which will be tailored to support the City.

Getting Started

Following contract execution, SoundThinking's Customer Success Director (CSD) and Implementation team will work with the City's project team to plan the onboarding process, beginning with an on-site Customer Kick-Off Meeting with all stakeholders. The teams will:

- Review the City's program objectives
- Lay out the key implementation steps
- Agree on a targeted activation date (go-live)
- Define the City's desired results
- Develop metrics that define success for the City and ensure PlateRanger provides the desired results
- Establish a protocol for ongoing communication throughout the onboarding process

SoundThinking will schedule biweekly status calls with the City's Program Manager and other project leaders to maintain regular communication throughout the implementation process.

Best Practices

Early in the Onboarding process, SoundThinking's Customer Success team, led by the assigned CSD, will work with the City's Program Manager and other project leaders to schedule and conduct a series of Best Practices sessions. These sessions will assist the City in establishing response protocols and procedures to manage the LPR alerts and license plate read data that will be provided upon activation of the PlateRanger service. SoundThinking will customize and conduct these sessions for each of the following groups of users in the targeted coverage area:

- Program Management
- Dispatch/Communications
- Field Operations/Patrol
- Investigations

- Prosecution
- Intelligence and Crime Analysis

Camera Deployment Planning

Effective camera placement is crucial for the accuracy and efficiency of LPR systems. Our team will work with the City to determine the desired outcomes and assist in PlateRanger camera placement. Our camera planning services involve:

Strategic Placement: Identifying optimal locations for camera installation to capture clear and unobstructed images of license plates, considering factors such as lighting, traffic flow, and environmental conditions

Field of View Optimization: Ensuring cameras are positioned to provide the best possible field-of-view, minimizing blind spots and maximizing coverage

Custom Solutions: Tailoring camera placement strategies to meet the unique requirements of the City, whether it's a neighborhood, city streets, or state roadways

Future-Proof Planning: Designing camera layouts that can accommodate future expansions or upgrades, ensuring the City's LPR system remains effective and scalable

With SoundThinking's onboarding services, the City can be confident that your license plate recognition system will be installed and configured to deliver the highest levels of accuracy, reliability, and efficiency.

Installation

Our team of experts will manage the entire installation process, from initial remote site assessment to final deployment. We ensure that all hardware and software components are correctly installed and configured for optimal performance. Our installation services include:

Site Assessment: A thorough evaluation of your city to determine the best locations for LPR cameras, ensuring maximum coverage and accuracy. We request the City participate to ensure that planning is aligned with their goals

Hardware Installation: Professional installation of PlateRanger cameras and associated hardware including mounts, cables, and power supplies to approved power outlets

Software Configuration: Setting up and configuring LPR cameras into PlateRanger software, providing real-time data and analytics

Testing and Calibration: Comprehensive testing and calibration of PlateRanger to ensure reliable and accurate performance

User Training

SoundThinking's assigned CSD will work with the City to ensure that we deliver consistent, quality best practices training based on the City's needs to maximize the value of our service. The CSD will remain engaged with the City for the duration of our relationship. In preparation for the planned cutovers, SoundThinking will assign a Trainer to the City to train each group of users on the PlateRanger application. The Trainer will conduct a Training Orientation with the City's Program Manager to ensure all users are properly trained on the relevant applications. SoundThinking's Trainer will work with the City to tailor a training program that addresses the unique needs and/or scheduling constraints of the City users. The training will be performed through a combination of remote instructor-led live training, train-the-trainer, and on-line recorded computer-based training.

Agency Metrics/KPIs (Key Performance Indicators)

Customer Success team members, led by the assigned CSD, will work with the City's Program Manager and Command staff to review, define, and adopt a set of agency metrics, or Key Performance Indicators (KPIs), to establish and monitor the efficacy of the PlateRanger service and related agency Best Practices. It is important to ensure that the agency and all stakeholders have visibility (and routines in place) to track the program metrics or KPIs needed to monitor the status of the program and to make informed decisions regarding resources, response protocols, and the best practices to drive success.

On-site Support During Service Activation (Go-Live)

On the day of service activation, the City's CSD will be on-site to ensure that the transition is smooth, that the established best practices are being implemented as planned, and that user questions are answered quickly. Prior to cutover, SoundThinking's team will facilitate an introduction to the SoundThinking Support organization to review the support process and introduce the designated Technical Support Engineer to the City. Following service activation, the designated Technical Support Engineer will facilitate a series of Status Calls with the City to review the performance of the service. The CSD will continue to work with the City to review results being achieved.

Ongoing Customer Support

PlateRanger provides customers with a camera performance dashboard to view the status of each LPR camera deployed in their jurisdiction. The dashboard provides the current status of the camera, the last plate read, last update, and current camera hardware statistics.

SoundThinking Support will assist in troubleshooting the PlateRanger software and camera performance concerns. Reports are available in PlateRanger to provide the number of reads per camera, alerts per camera, and other key statistics about the overall system. A designated SoundThinking Technical Support Engineer reviews service requests and reported issues monthly and is available to discuss and address any concerns.

SoundThinking's standard customer support includes assistance with user accounts, software interface, tools, features, and cameras. Tier 1 Support is provided by our SoundThinking Support Team during normal business hours and 24/7 coverage for all Priority issues (e.g., read rate issues, system outage, etc.). The SoundThinking Support Team provides real-time support of basic issues, and first level of support for information gathering and triage for advanced troubleshooting by Tier 2 Support. The Tier 2 Support Team comprises technically advanced, experienced Customer Support professionals from both Rekor and SoundThinking who are responsible for advanced levels of troubleshooting and analysis, IT support, mapping issues, etc. The City will always have one point of contact regardless of support level needed.

Warranty

SoundThinking owns and is responsible for maintenance of the PlateRanger Hardware used to provide the Subscription Services. During the term of the Agreement, SoundThinking will repair or replace PlateRanger hardware that becomes inoperable due to manufacturing defects. Damages outside of SoundThinking's reasonable control may incur repair or replacement fees.

Customer References

SoundThinking is a public safety technology company that combines transformative solutions and strategic advisory services for sound decisions, to make neighborhoods safer and improve community confidence. SoundThinking was founded in 1995 (as ShotSpotter, Inc.) and has been providing gunshot detection solutions since its inception. In that time, SoundThinking has managed hundreds of deployments and installed over 27,500 sensors worldwide. As a trusted partner to many law enforcement agencies, SoundThinking has been both a firsthand witness and participant in the evolution of policing as it faces increasing challenges, such as staffing shortages, aging technologies, and exponential growth in data (as well as the need to access, analyze, and share data).

SoundThinking has partnered with Rekor to provide a unique solution that can be combined with SoundThinking's SafetySmart Platform. Rekor is the proven leader in the development and deployment of vehicle and automated license plate recognition with more than 245 law enforcement agencies and over 1,000 non-law enforcement clients. The following references represent customer sites that have installed both SoundThinking's solutions and Rekor's LPR solution.

- Bridgeport, CT
- Opa-locka, FL
- Brockton, MA
- Lancaster, CA
- Camden County, NJ
- Fayetteville, NC
- Virginia Beach, VA
- Spokane, WA
- Suffolk County, NY
- Bellflower, CA (LASD)

Company History

SoundThinking is a public safety technology company that combines transformative solutions and strategic advisory services for sound decisions, to make neighborhoods safer and improve community confidence. SoundThinking was founded in 1995 (as ShotSpotter, Inc.) and is the world leader in gunshot detection, with over 1,000 square miles operational; more than 14 million incidents reviewed; and 40 issued patents. SoundThinking is a publicly traded corporation (NASDAQ: SSTI) with approximately 300 full-time employees and is headquartered in Fremont, California.

SoundThinking has partnered with Rekor Systems to provide the PlateRanger vehicle and license plate recognition solution. Rekor (NASDAQ: REKR) provides real-time roadway intelligence through AI-driven decision-making. Originally founded as Brekford, Inc., the company rebranded to Rekor Recognition Systems, Inc. in 2019 to reflect its focus on AI-driven image and video recognition analytical solutions. With a robust client base of over 245 law enforcement agencies and 1,000 non-law enforcement clients, Rekor has established itself as a proven leader in AI-based vehicle recognition and analytics.

SoundThinking's SafetySmart Platform

The SafetySmart platform brings together specialized software and objective data to help law enforcement and civic leadership better protect their communities by ensuring the right resources are provided when and where they are needed most. SoundThinking has been both a firsthand witness and participant in the evolution of policing as it faces increasing challenges. In response to these challenges, SoundThinking has developed our SafetySmart platform that provides a range of tools to help agencies operate and collaborate more efficiently.



The SafetySmart platform brings the power of digital transformation to law enforcement. Together or separately, these data-driven solutions act as a force multiplier and help drive deeper community engagement by delivering better information, enabling better decisions, and driving better outcomes, for more efficient, effective, and equitable policing.



Proven Accuracy

Independently tested for read accuracy, outperformed leading LPR cameras.

Increased Awareness

Employ video playback to examine nearby crimes, individuals, and contextual evidence related to a LPR read



Enhanced Insights

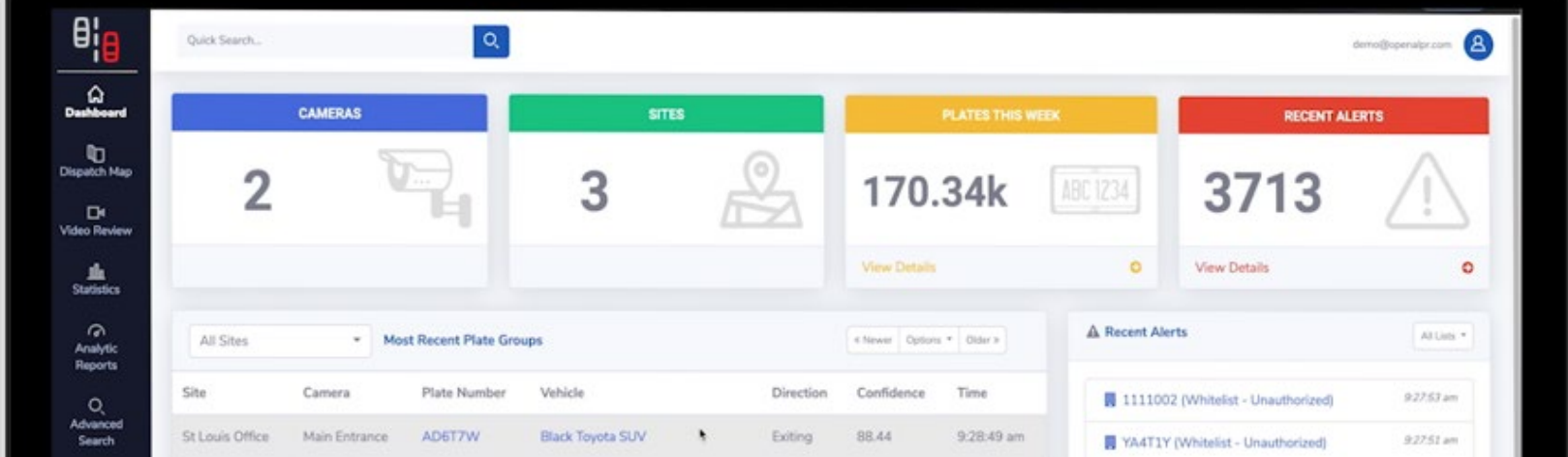
Uncover related criminal vehicle connections with advanced analytics, including associations of organized criminals and their travel patterns

Most Affordable

All camera options include world-class 24/7 support, CJIS-approved cloud hosting, and unlimited user access

Link more crimes to vehicle-related leads

PlateRanger advanced vehicle recognition quickly uncovers key investigative leads

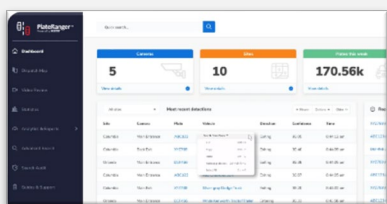


Connects criminal vehicle associations through analytics

Identify vehicles associated with criminal activities as well as organized criminals who often travel together and their travel patterns through convoy analysis.



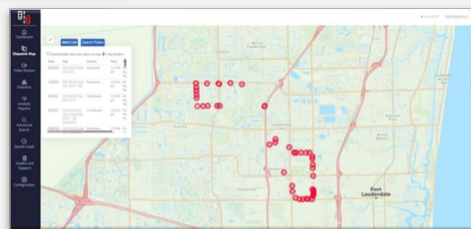
Creates faster, more relevant investigative leads



Integration with CrimeTracer provides native searches of historical nationwide law enforcement and public data sources to quickly deliver investigative insights.

Force Multiplier that optimizes resource allocations

Alert nearby officers of Hot List vehicle reads, including partial matches. Leverage analytics to determine common travel patterns of wanted vehicles to apprehend suspects safely.



Integrates with leading law enforcement software



Agencies using ShotSpotter can integrate with PlateRanger to uncover leads related to vehicles involved in gun crimes. In addition, PlateRanger can be integrated into CAD systems to provide critical insights.



SafetySmart™
PLATFORM



PlateRanger™
Powered by REKOR®

**Price Proposal for Subscription-Based
Automatic License Plate Recognition System
for the City of South Pasadena, California
Sourcewell Participating Entity Account #35129
June 10, 2026
Proposal ID: SPASACA061026B**

Submitted by:

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650.877.2106 fax
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Sourcewell



Awarded Contract

Contract # 030425-SND

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SOUNDTHINKING®

for greater public safety™

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Executive Summary

Introduction

SoundThinking™ is pleased to present this proposal in response to the City of South Pasadena's request for a license plate recognition (LPR) system. We appreciate the time the City has spent to help us understand your issues and goals. We understand that the City seeks to address the following challenges:

- Lack of configurable data retention policies that align with state statutes, local ordinances, and agency-specific requirements, creating legal and audit exposure
- No automated compliance reporting to demonstrate adherence to data retention policies, CJIS requirements, and local surveillance technology ordinances
- Inadequate role-based access controls and audit logging, making it difficult to track who accessed ALPR data, when, and for what purpose
- Vulnerability to unauthorized access or data breaches due to insufficient encryption, authentication, and CJIS-compliant security architecture
- Inability to control and govern how ALPR data is shared with external agencies, lacking policy-driven sharing agreements that protect the agency from liability
- No transparency mechanisms to satisfy public records requests, oversight board inquiries, or community stakeholder concerns about how license plate data is collected, stored, and used

Law enforcement agencies turn to SoundThinking for solutions that swiftly provide relevant data and visibility into potential crime and gunfire activity and enable swifter research and organization of criminal case data to support a comprehensive law enforcement and investigation operation. As part of our SafetySmart™ Platform, the proposed PlateRanger™ solution is designed to accurately detect vehicles of interest, uncover organized crime involving vehicles, and support communities by helping law enforcement identify criminals, and assist in increasing case closure rates.

The proposed PlateRanger solution can provide the City:

- Configurable, jurisdiction-specific data retention with automatic purging and system-generated retention logs to support compliance and reduce legal risk
- Built-in compliance dashboards and exportable reports covering data volumes, retention enforcement, access history, and purge activity for audit and public records response
- Strict role-based access controls with immutable audit trails logging all queries, views, and exports to ensure accountability and meet CJIS audit requirements
- CJIS-compliant security architecture with AES-256 encryption, TLS 1.2+ in transit, multi-factor authentication, and SOC 2-audited infrastructure
- Policy-driven data sharing controls that govern partner access, enforce agreements at the system level, and log all cross-agency activity
- Transparency-ready reporting, including anonymized usage statistics and compliance summaries, to support oversight engagement and build public trust

PlateRanger can be an invaluable tool for investigators and prosecutors at trial. The ability to pinpoint a vehicle's presence at a crime scene can provide critical evidence, place a suspect near or at the location of the incident, and often serve as compelling and tangible evidence in court.

PlateRanger vs. Other LPR Systems		
Features/Services	 PlateRanger™ Powered by REKOR®	Other LPR systems
Live Video of Each Read	Included	-
Mobile App with LPR Scanning	Included	-
Convoy, Speed, Command and Interdiction Vehicle Analytics	Included	With additional cost
Multi-plate read reporting	Included	-
Leader in performance	Validated with independent test	-
Bi-directional Integrations	Open API: including AXON Fusus integration	Uni-directional integration
ShotSpotter & CrimeTracer Integrations	Included	-
24x7 Support	Included	-



Figure 1. PlateRanger vs. Other LPR Systems

Security

PlateRanger is designed for agencies that want complete control of their data and confidence in every operational and legal standard they must meet.

Security, Privacy, and Compliance Comparison		
Features/Services	 PlateRanger™ Powered by REKOR®	Other LPR Systems
Physical Tampering	No Wi-Fi access point to the camera	Wi-Fi AP activation via ADB
Operating System & Updates	Linux-based OS with regularly scheduled security updates	Android Things 8/8.1 (EOL 2022), 900+ unpatched CVEs
Data Encryption	End-to-end encryption and standards-based security with AES-256 and TLS1.2+	Sensitive runtime images unencrypted
Privacy & Face Capture	All images and videos only available to the agency	Radar-triggered captures include faces
Electromagnetic Leakage	Industry-standard hardening, encryption, and secure boot	Allows easy reconstruction of live video streams 6'-10' away
Credentials	Unique, strong, and complex credentials configured for each camera installation	Hard-coded plaintext Wi-Fi and factory debug passwords
Compliance	SOC2 Type II, ISO 27001, CJIS ACE, NIST 800-53, NDAA/TAA	SOC2 claims undermined; multiple lawsuits

 1

Figure 2. PlateRanger Security

- **Proven, Secure Architecture:** PlateRanger has no Wi-Fi access point to the camera. Access to the camera requires authenticated connections, and default passwords are replaced at installation with strong, unique credentials.
 - The platform runs on a maintained Linux-based operating system that receives routine security patches. This eliminates risks associated with end-of-life OS environments.

- **Strong Encryption and CJIS Alignment:** All PlateRanger data is encrypted end-to-end using AES-256 and TLS 1.2 or higher, meeting FIPS 140-2, NIST 800-53, and CJIS Security Policy 5.10 requirements.
- **Agencies Make Data Decisions:** Raw images and faces never leave the device unless the City chooses to export them. The City will retain complete control over dissemination and sharing, preventing untraceable propagation into outside databases.
- **Third-Party Verification:** PlateRanger undergoes SOC2 Type II audits, CJIS ACE reviews, and regular third-party penetration testing to verify controls and strengthen safeguards.
- **Protected Hardware and Reduced Exposure:** PlateRanger uses industry-standard hardening, encryption, and secure boot.
- **Transparent Data Sharing Controls:** The City will decide exactly who can access PlateRanger data. PlateRanger allows agency administrators to select the level of sharing for their agency, placing agencies in charge of who can view data and run search queries.

Our goal extends beyond merely delivering technology; we aim to be a valuable partner. To that end, SoundThinking's approach to customer support and success is comprehensive: from the initial discussions through the life of our long-term partnership. This involves a critical understanding of the City's needs that drives a customized proposal to address your specific concerns. Once engaged in a project, SoundThinking's Installation team will work with law enforcement and City stakeholders to determine the final camera placement, install the LPR cameras, then transition the City to our Customer Success team. This team comprises former law enforcement executives dedicated to your success. From the initial stages of deployment through the duration of your subscription, our Customer Success Team will work closely with the City, providing full access to our best practices and training resources to ensure successful outcomes.

We appreciate your consideration of our proposal and are confident that PlateRanger will help the City locate potential victims and suspects and streamline the City's investigative process. SoundThinking is committed to your success, and we look forward to partnering with you to make PlateRanger a key component in your efforts to address crime in the City of South Pasadena.

Pricing

PlateRanger is built to provide license plate reading on city streets, parking lots, neighborhoods, and corporate campuses. SoundThinking will assist the City in defining your goals and placement of the LPR cameras. Camera placement is typically based on analysis of law enforcement input, including historical crime data and relevant data regarding the local landscape and infrastructure. SoundThinking will collaborate with City stakeholders to determine the final LPR deployment locations.

27 Fixed LPR Camera Deployment: Three-Year Term

Description	Quantity	Year One	Year Two	Year Three	Three-Year Total
PlateRanger Pro Annual Subscription Fee ¹	27	\$75,519	\$75,519	\$75,519	\$226,557
Annual Fee Subtotal		\$75,519	\$75,519	\$75,519	\$226,557
PlateRanger Pro One-Time Delivery and Installation Fees ²	27	\$17,550	N/A	N/A	\$17,550
PlateRanger Pro One-Time Onboarding Fee	1	\$5,000	N/A	N/A	\$5,000
One-Time Fee Subtotal		\$22,550	N/A	N/A	\$22,550
Annual Total		\$98,069	\$75,519	\$75,519	\$249,107

¹The current PlateRanger Pro Annual Subscription fee is \$2,797 per camera.

²The PlateRanger One-Time Delivery and Installation fees are \$650 per camera.

Payment Terms

Payment for the service installation, delivery, onboarding, and subscription shall be as follows:

Three-Year Payment Terms

- | | |
|---|----------|
| • 50% of Year 1 fee due upon execution of agreement | \$49,034 |
| • 50% of Year 1 fee due upon PlateRanger service activation (live) status | \$49,035 |
| • 100% of Year 2 fee due prior to first anniversary of PlateRanger live status | \$75,519 |
| • 100% of Year 3 fee due prior to second anniversary of PlateRanger live status | \$75,519 |

General Pricing Assumptions

This pricing is based on the following assumptions:

- Services will be delivered under the terms of the SoundThinking Master Services Agreement and its Exhibits and Addenda, to which this Proposal will be attached as Exhibit A.
- This pricing does not include any state or local taxes; if taxes are applicable, we will be happy to provide an amended quote upon request.
- This proposal and all pricing contained herein remains valid for ninety (90) days from the date of this proposal.

PlateRanger Pricing Assumptions

The Annual Subscription Fee includes:

- 27 PlateRanger License Plate Reader cameras
- Networking fees associated with license plate readers
- CJIS-approved AWS GovCloud hosting
- Unlimited user licenses for PlateRanger LPR solution

The One-Time Delivery and Installation Fees are incurred on a per camera basis; therefore, additional fees will apply if the agency purchases additional cameras, but no additional Onboarding Fees will apply for future camera purchases.

The One-Time Delivery and Installation Fees include:

- Virtual Site Survey to confirm installation feasibility on proposed and custom location(s)
 - Solar assessment
 - Visibility review
 - Location assessment
 - Infrastructure (electrical and mounting) review (as needed)
- Installation of cameras on existing pole infrastructure
- Electrical mounting on standard Manual on Uniform Traffic Control Devices (MUTCD) with compatible power adapter (as needed)
- Solar installation (as needed)
- Camera initialization and acceptance testing

The One-Time Delivery and Installation Fees do not include:

- Electrical work requiring a licensed electrician
- Custom engineering renderings or drawings
- Third-party integration
- State, City, or private company licenses or permits
- Special equipment rental for site access or traffic control
- Concrete cutting
- Utility billing
- Relocation of existing LPR camera deployment
- Agreements with property owner(s)
- Fees or costs associated with obtaining any required permits

PlateRanger Service Overview

How PlateRanger Works

The SoundThinking team designs and deploys networked license plate readers within a targeted area based on an analysis of known high crime areas which includes gunfire within the targeted area. The cameras detect and analyze live footage on the edge to extract vehicle characteristics and license plate reads that are stored to a CJIS-approved cloud server. PlateRanger users can access LPR reads from any web browser and take advantage of the solution's full suite of powerful features.

Feature	PlateRanger Pro
Capture Speed	Up to 70 mph
Capture Range	75 ft
Lane Capture	Up to 2 lanes
Capture Accuracy	99% in controlled test environments 95% in typical field trials
Night-time Capture	90%
Alert Time	< 10 seconds
Video with Read	Yes

SOLUTION ADVANTAGES

Recognizes difficult captures

- 1 Through windows
- 2 Vehicles with no plates
- 3 Plate covers
- 4 Blurry photos
- 5 Sharp angle
- 6 Night capture
- 7 Paper and vanity plates



Figure 3. Advantages of PlateRanger

PlateRanger Application

The PlateRanger application is used by Investigators, Dispatchers, and Patrol Officers in the field. With PlateRanger, users can:

- View real-time alerts
- View real-time vehicle reads
- Search for known vehicles (based on characteristics or plate)
- View historical patterns of vehicles of interest
- View live video feeds
- Search for vehicles near a criminal incident
- Analyze vehicle movement trends, including convoy, common vehicle, bulk, and speed
- Audit historical user searches

PlateRanger can enhance the City's efficiency by providing alerts to patrol within seconds, facilitating the swift apprehension of wanted vehicles, and offering investigative tools to reveal organized crime insights, ultimately leading to higher rates of case closure and prosecution.

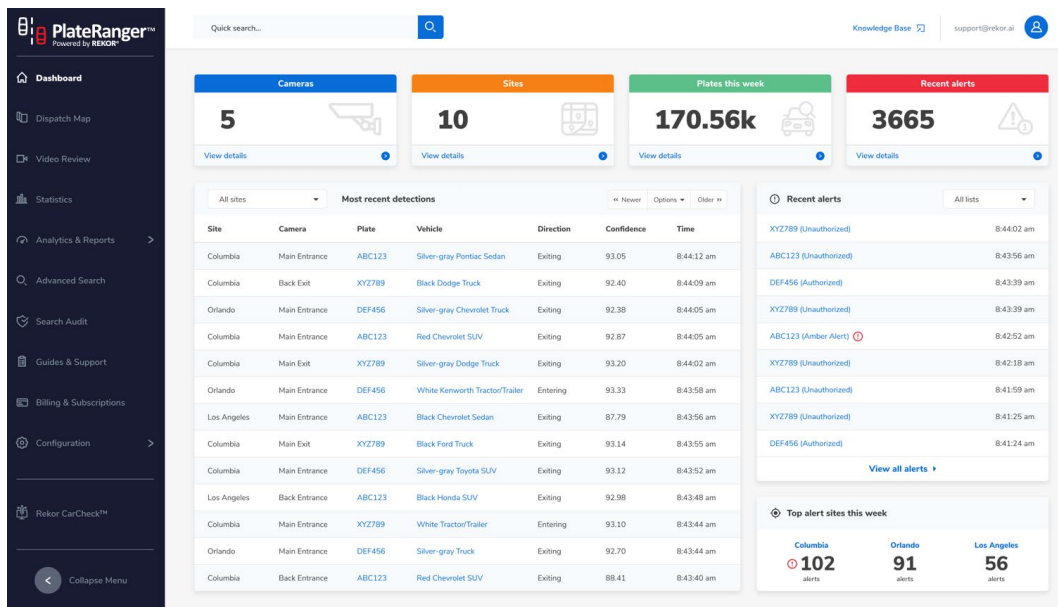


Figure 4. Dashboard in PlateRanger

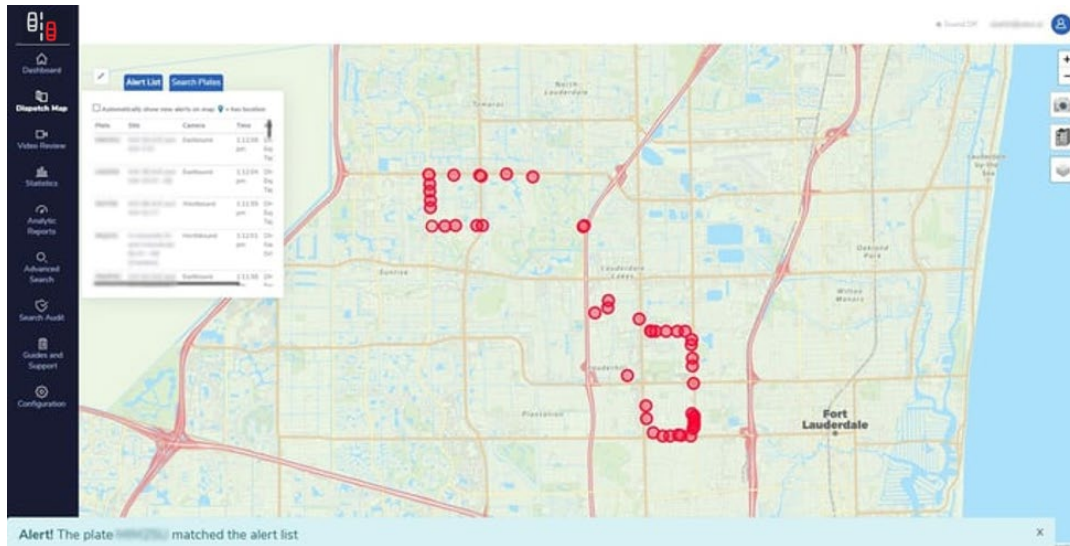


Figure 5. Dispatch Map in PlateRanger

PlateRanger is a comprehensive License Plate Reader solution with a user-friendly interface. Leveraging Artificial Intelligence (AI) to capture extensive vehicle characteristics, it enhances the effectiveness of users and boosts public safety. With features such as live video, in-depth analytics, and leading accuracy both day and night, PlateRanger supports safer communities.

Hotlists and Alerts

Hotlist

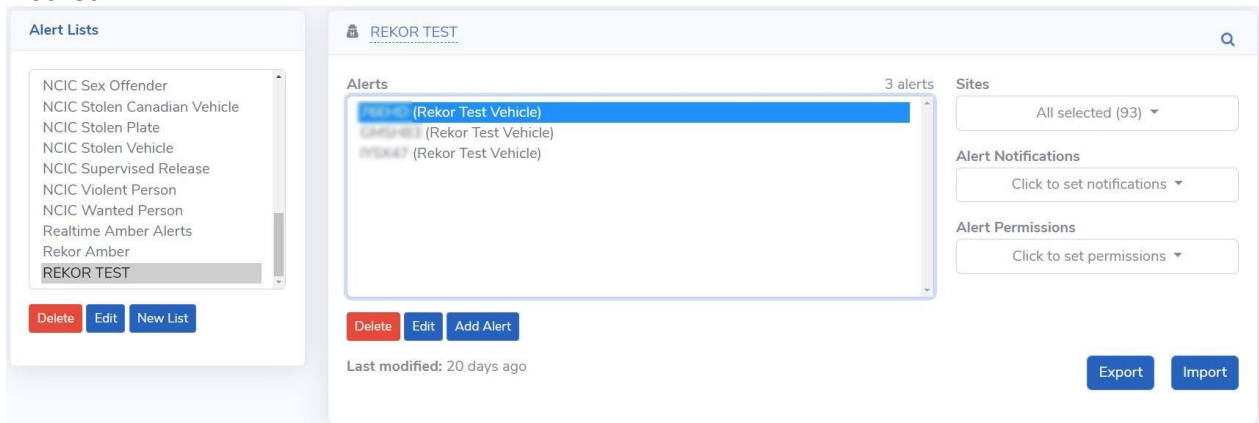


Figure 6. PlateRanger Alert Configuration

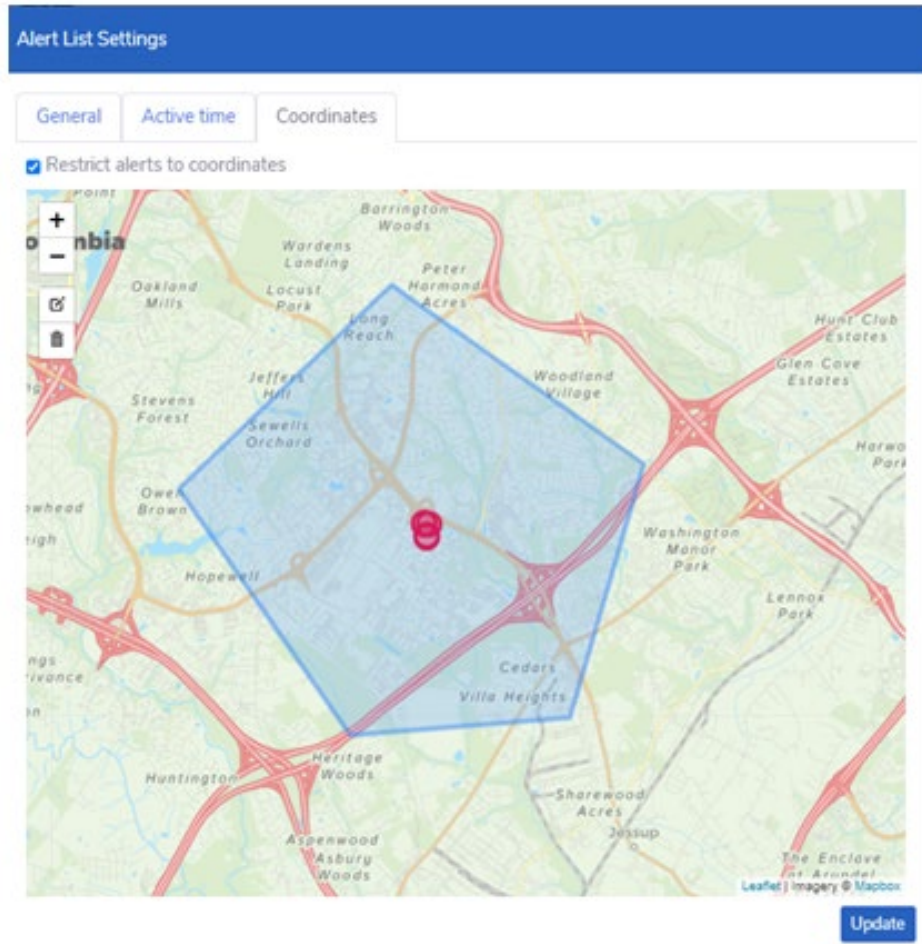


Figure 7. PlateRanger Alert Geographic Configuration

With PlateRanger, authorized users can import or manually input hotlists or vehicles of interest directly into the application. Furthermore, it can integrate with national systems such as NCIC, AMBER, and Silver alerts to ensure that the latest lists are always updated in PlateRanger.

In addition, agencies can configure alerts for specific days and/or times, as well as specific regions to ensure accurate alerts based on the agency's needs. With configurable Matching Strategies, PlateRanger will allow a user to enter plates with placeholder characters if the full plate characters are unknown or provide alerts on partial matches.

Whitelist

The City can also set up a whitelist to ensure that specific vehicle license plates are never recorded in PlateRanger. These whitelist configurations follow the same rules as those applied to hot-listed vehicles.

Alerts

Figure 8. PlateRanger Alert Configuration

Agencies can tailor alerts to specific users and their preferred notification methods. PlateRanger supports notifications within the application, through the Dashboard, Dispatch Map, and via SMS or email. In addition, users can review all alerts on a map for a defined period or track the historical travel of alerted vehicles.

Live Video Review

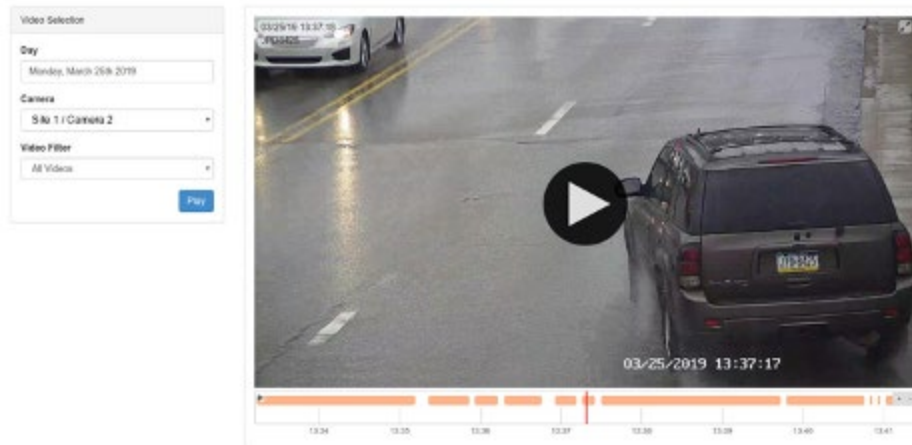


Figure 9. Live Video Play Back in PlateRanger

Along with vehicle images and characteristics for each LPR read, PlateRanger allows users to review video footage linked to those reads. Live video captures ensure the highest accuracy in plate reads through optimal still-image selection and comparison with other images. If configured, PlateRanger will provide access to historical, live video feed snippet to deliver unmatched situational awareness to responding officers and dispatchers.

Search

PlateRanger provides users with multiple ways to search historical LPR reads and alerts. Users can perform these searches with limited information or use wildcards for unknown characters.

Quick Search

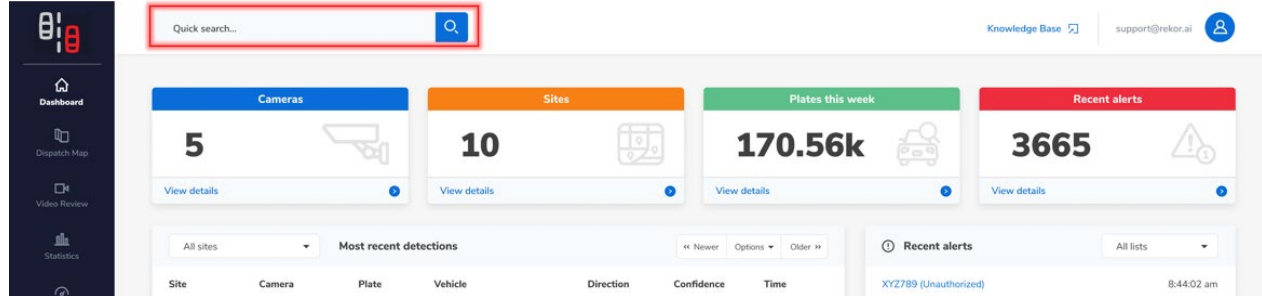


Figure 10. PlateRanger Quick Search from Dashboard

The Quick Search bar is accessible and provides quick access to any information regarding the captured license plate of interest. Simply enter a license plate number and the Quick Search redirects to Advanced Search and list all characteristics captured for that vehicle.

Advanced Search

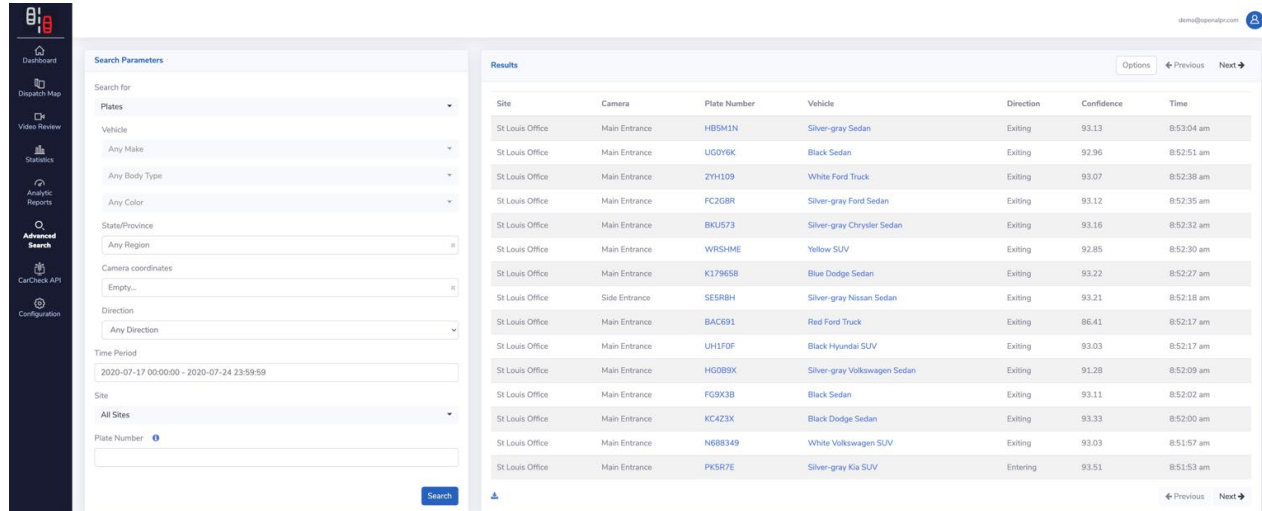


Figure 11. PlateRanger Advanced Search

The Advanced Search feature offers an extensive search engine that leverages the entire PlateRanger database of historical reads. The main page displays two panels to differentiate between search parameters and results. Users can search by alerts, vehicle characteristics (such as license plate, make, model, body type, color, state, and other attributes), or location and/or time. In addition, PlateRanger supports partial searches and wildcard searches to aid users investigating vehicles with unknown plates.

Advanced Search Result Report

License Plate Recognition Report		
This report was automatically produced by the PlateRanger License Plate Recognition system at the request of dtawadras+demo@soundthinking.com at Jun. 18, 2025, 10:43 a.m. EDT		
Plate	Vehicle	Details
9 [redacted] 		- Time Jun 18 10:35:21 AM - Site MaxPOC1 - Camera MaxPOC1 - Direction East - Confidence 93.30
9 [redacted] 		- Time Jun 18 10:30:08 AM - Site MaxPOC1 - Camera MaxPOC1 - Direction East - Confidence 93.31
9 [redacted] 		- Time Jun 18 10:11:58 AM - Site MaxPOC1 - Camera MaxPOC1 - Direction East - Confidence 93.44
9 [redacted] 		- Time Jun 18 10:11:05 AM - Site MaxPOC1 - Camera MaxPOC1 - Direction East - Confidence 93.33

Figure 12. PlateRanger Search Results Report

PlateRanger enables users to generate PDF reports based on advanced ALPR or vehicle search results. These reports can serve as supporting documentation for ongoing investigations and case files.

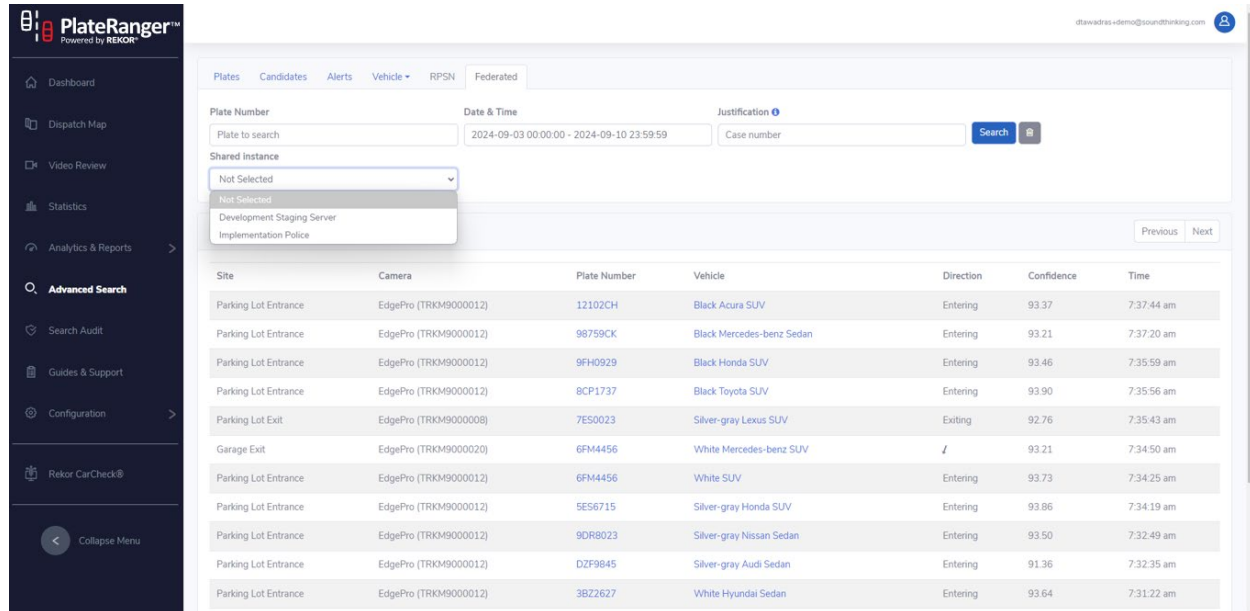
System Statistics



Figure 13. PlateRanger System Statistics Query

System statistics are available for user-defined time periods and specific cameras, offering insights such as plate reads and alerts by minute and by camera. The user-friendly interface allows users to quickly identify high-traffic periods, locations and times with frequent alerts, and other essential statistical insights.

Partner Network and Federated Search



The screenshot displays the PlateRanger interface for Federated Search. The top navigation bar includes tabs for Plates, Candidates, Alerts, Vehicle, RPSN, and Federated. The Federated tab is active. Below the navigation bar, there are search filters for Plate Number, Date & Time, and Justification. A dropdown menu for 'Shared Instance' is open, showing options like 'Not Selected', 'Development Staging Server', and 'Implementation Police'. The main content area displays a table of search results.

Site	Camera	Plate Number	Vehicle	Direction	Confidence	Time
Parking Lot Entrance	EdgePro (TRKM9000012)	12102CH	Black Acura SUV	Entering	93.37	7:37:44 am
Parking Lot Entrance	EdgePro (TRKM9000012)	98759CK	Black Mercedes-benz Sedan	Entering	93.21	7:37:20 am
Parking Lot Entrance	EdgePro (TRKM9000012)	9FH0929	Black Honda SUV	Entering	93.46	7:35:59 am
Parking Lot Entrance	EdgePro (TRKM9000012)	8CP1737	Black Toyota SUV	Entering	93.90	7:35:56 am
Parking Lot Exit	EdgePro (TRKM9000008)	7E50023	Silver-gray Lexus SUV	Exiting	92.76	7:35:43 am
Garage Exit	EdgePro (TRKM9000020)	6FM4456	White Mercedes-benz SUV	/	93.21	7:34:50 am
Parking Lot Entrance	EdgePro (TRKM9000012)	6FM4456	White SUV	Entering	93.73	7:34:25 am
Parking Lot Entrance	EdgePro (TRKM9000012)	5E56715	Silver-gray Honda SUV	Entering	93.86	7:34:19 am
Parking Lot Entrance	EdgePro (TRKM9000012)	9OR8023	Silver-gray Nissan Sedan	Entering	93.50	7:32:49 am
Parking Lot Entrance	EdgePro (TRKM9000012)	DZF9845	Silver-gray Audi Sedan	Entering	91.36	7:32:35 am
Parking Lot Entrance	EdgePro (TRKM9000012)	3BZ2627	White Hyundai Sedan	Entering	93.64	7:31:22 am

Figure 14. Federated Search – Searching Across Multiple Agencies

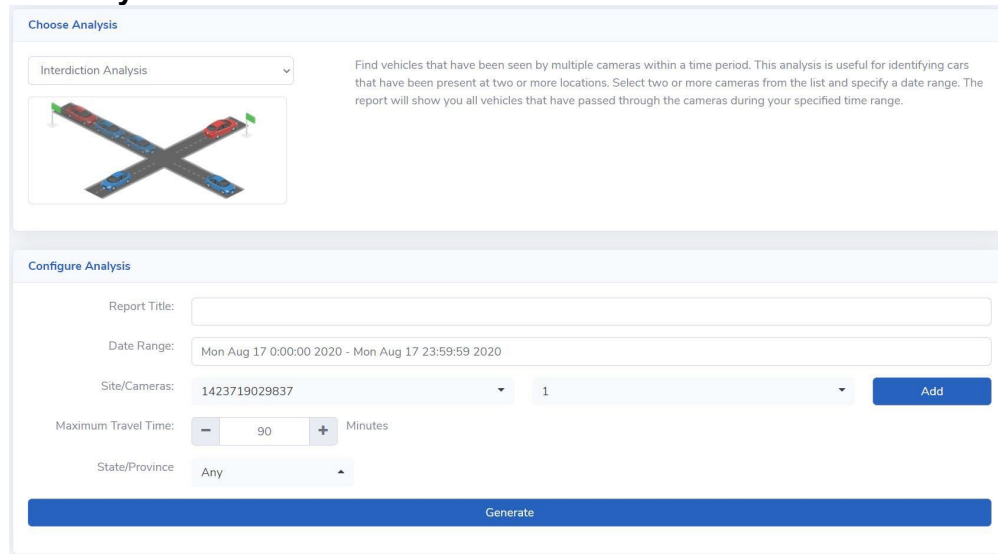
By using PlateRanger's Federated Search and Partner Network, users can access LPR reads beyond their own agency's system. This provides agencies with flexible options to tailor their search methods according to specific needs, preferences, and legal requirements. PlateRanger enables agencies to choose between integrating with a broader partner network or selectively sharing data with chosen agencies.

Federated Search: Allows customers to connect to a specific agency's system to extend their investigative capabilities and search within connected agency systems. Customers have the flexibility to choose with which other agencies they share data, without needing to be part of a larger network.

Partner Network (RPSN): Through the Rekor Partner Sharing Network (RPSN), agencies can access and contribute to a nationwide data sharing network of license plate reader (LPR) information. This allows agencies to utilize cameras beyond their own systems to gather intelligence on criminal activity and gain valuable insights into offenders' cross-jurisdictional travel patterns.

Analytics and Reports

Interdiction Analysis



Choose Analysis

Interdiction Analysis

Find vehicles that have been seen by multiple cameras within a time period. This analysis is useful for identifying cars that have been present at two or more locations. Select two or more cameras from the list and specify a date range. The report will show you all vehicles that have passed through the cameras during your specified time range.

Configure Analysis

Report Title:

Date Range:

Site/Cameras: 1

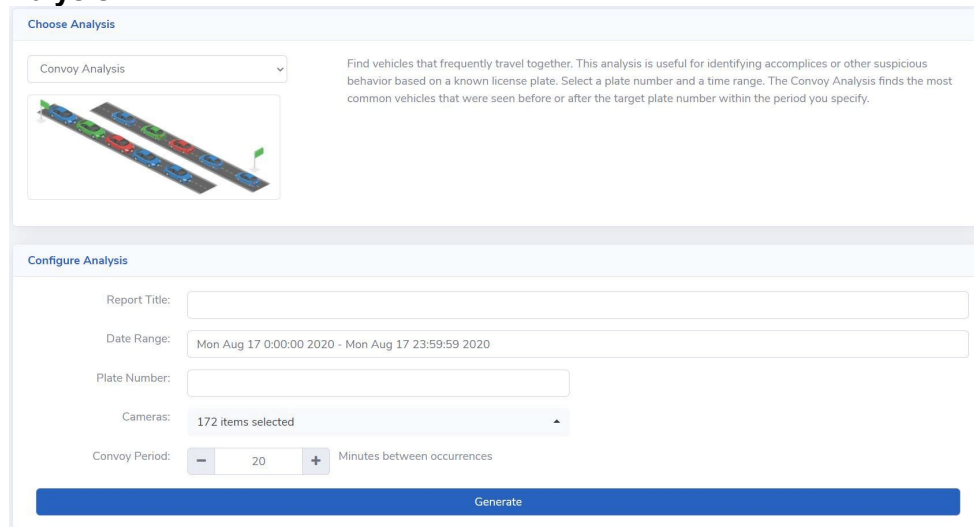
Maximum Travel Time: Minutes

State/Province:

Figure 15. PlateRanger Interdiction Analysis Query

Interdiction Analysis enables users to identify vehicles that have been detected by multiple cameras within a specified time frame. This analysis is beneficial for pinpointing cars that have appeared at two or more locations. The report displays all vehicles that have passed through the cameras during the designated period.

Convoy Analysis



Choose Analysis

Convoy Analysis

Find vehicles that frequently travel together. This analysis is useful for identifying accomplices or other suspicious behavior based on a known license plate. Select a plate number and a time range. The Convoy Analysis finds the most common vehicles that were seen before or after the target plate number within the period you specify.

Configure Analysis

Report Title:

Date Range:

Plate Number:

Cameras:

Convoy Period: Minutes between occurrences

Figure 16. PlateRanger Convoy Analysis Query

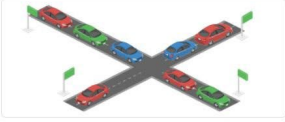
Convoy Analysis allows users to identify vehicles that frequently travel together. This analysis helps detect accomplices or other suspicious behaviors based on a known license plate. The Convoy Analysis identifies the most common vehicles seen before or after the target plate within the specified period.

Common Vehicle Analysis

Choose Analysis

Common Vehicle Analysis

Find the most common vehicles for a particular camera or set of cameras. This analysis looks for plates on the specified sites that are seen most frequently.



Configure Analysis

Report Title:

#	Start date	End date	Cameras
Create date range			

Generate

Figure 17. PlateRanger Common Vehicle Analysis Query

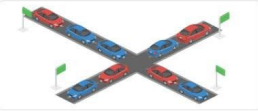
Common Vehicle Analysis identifies the most frequently seen vehicles for a specific camera or set of cameras. This analysis determines which license plates appear most often at the specified locations.

Bulk Search Analysis

Choose Analysis

Bulk Search Analysis

Find any plate that matches a large list of vehicles. Enter a date range and a list of license plates; the analysis report will contain any matches for any plates on your list.



Configure Analysis

Report Title:

Plate Numbers:

Date Range:

Maximum Rows:

1,000

Number of rows in report

Generate

Figure 18. PlateRanger Bulk Search Analysis Query

Bulk Search Analysis enables users to find any plates that match a large list of vehicles. By entering a date range and a list of license plates, the analysis generates a report containing any matches from the provided list.

Vehicle Speed Analysis

Choose Analysis

Vehicle Speed Analysis



Measure the vehicle speed between two cameras. Select two cameras and a time period, the analysis will match plates between the cameras and report the average vehicle speed.

Configure Analysis

Report Title:

Date Range:

Mon Aug 17 0:00:00 2020 - Mon Aug 17 23:59:59 2020

Cameras:

1

1

Metering:

m/h

Direction:

One direction

Distance:

-

0

+

Miles with decimal point, ex: 1.5

Max time:

-

0

+

Minutes

Generate

Figure 19. PlateRanger Vehicle Speed Analysis Query

Vehicle Speed Analysis measures the vehicle speed between two cameras. By selecting two cameras and a specific period, the analysis matches license plates between the cameras and reports the average vehicle speed.

Reports

Quick Search...

Dashboard

Dispatch Map

Video Review

Statistics

ANALYTICS

Reports

Create

Advanced Search

Search Audit

Guides and Support

Configuration

Reports

* Reports will be available for view as soon as they become completed.

Created By:

Nothing selected

Time period:

Click to select...

Report Type:

Nothing selected

Search

Page 1 of 1

Previous

Next

Rock Island Cameras

Delete

Creation Time:	Wed Jul 1 11:52:22 2020	Results:	2000
Report Type:	Common Vehicle Analysis	Created by:	roberta.boulton@rockislandcameras.com
Report Status:	Complete	Generation time:	14.915

Rock Island Test

Delete

Creation Time:	Wed Jul 1 11:52:05 2020	Results:	2000
Report Type:	Common Vehicle Analysis	Created by:	roberta.boulton@rockislandcameras.com
Report Status:	Complete	Generation time:	3.918

Figure 20. PlateRanger Report Module

The Reports module allows users to search or filter previously created reports by generating user, creation time frame, and report type.

Audit

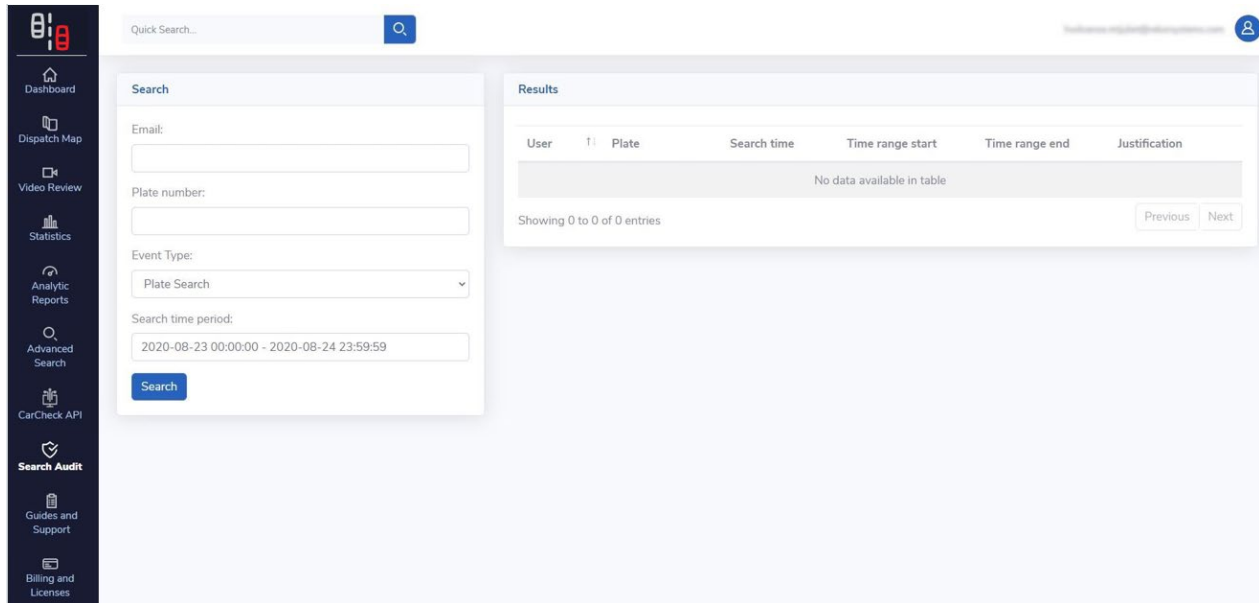


Figure 21. Search Audit Query in PlateRanger

The Search Audit page enables administrators to monitor and review previous searches conducted by other PlateRanger users. Administrators can search by user, license plate, event type, and/or within a specified time frame.

PlateRanger Mobile App

As an investigative tool, PlateRanger's mobile app offers unmatched flexibility. Officers searching for a specific vehicle or gathering evidence near an incident can gather crucial vehicle data using a smartphone or tablet. Investigators can search PlateRanger's database to link suspect vehicles to recent activity, locate wanted vehicles, or cross-reference plates associated with ongoing investigations. This mobile solution helps speed up investigations and reduces the time required to locate vehicles of interest, develop new investigative vehicle leads, and enables investigators to act swiftly based on timely information.

PlateRanger's mobile app is ideal for patrol officers who frequently move between vehicles or shift locations during patrol investigations. Unlike stationary or fixed LPR systems or vehicle-mounted mobile LPR cameras, the mobile app can be used on foot, in patrol vehicles, or at static checkpoints, giving officers flexibility in the field. Patrol officers can scan plates near crime hotspots, identifying stolen vehicles, vehicles associated with wanted persons, or those flagged for other reasons. This flexibility enhances patrol efficiency, allowing officers to maximize coverage and quickly check large volumes of vehicles during a patrol-level investigation while still being visible in the community during routine patrols.

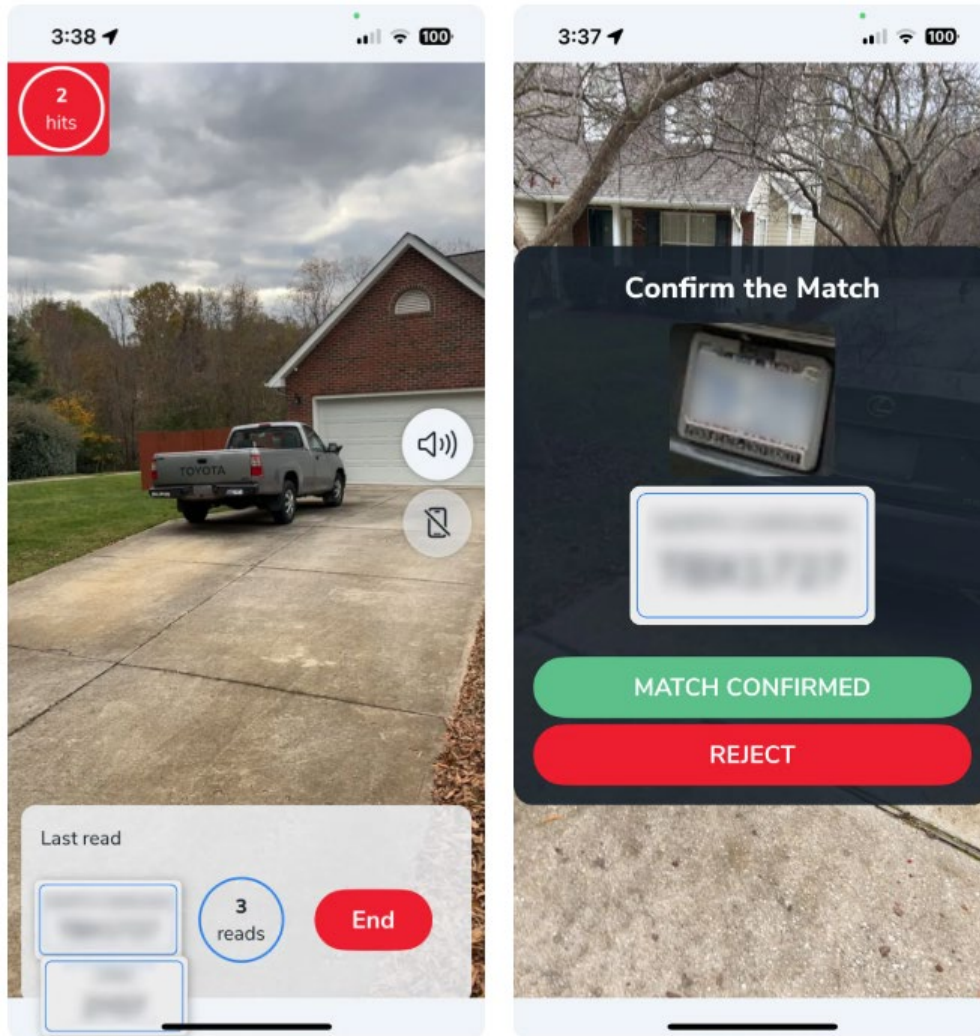


Figure 22. PlateRanger Mobile App

Integrations

Open API

PlateRanger uses a RESTful API service to facilitate seamless and secure data exchange with third-party systems. This API enables third-party systems to access comprehensive LPR data, including precise location details, timestamps of license plate reads, and multiple vehicle images including an overview, a cropped vehicle image, and a plate-only image. Users can configure the API to send all plate reads, alerts only, or vehicle detections without plates, providing flexibility based on operational needs. Beyond basic plate recognition, the API also

delivers in-depth vehicle characteristics such as make, model, color, year range, and class, to support more effective investigations.

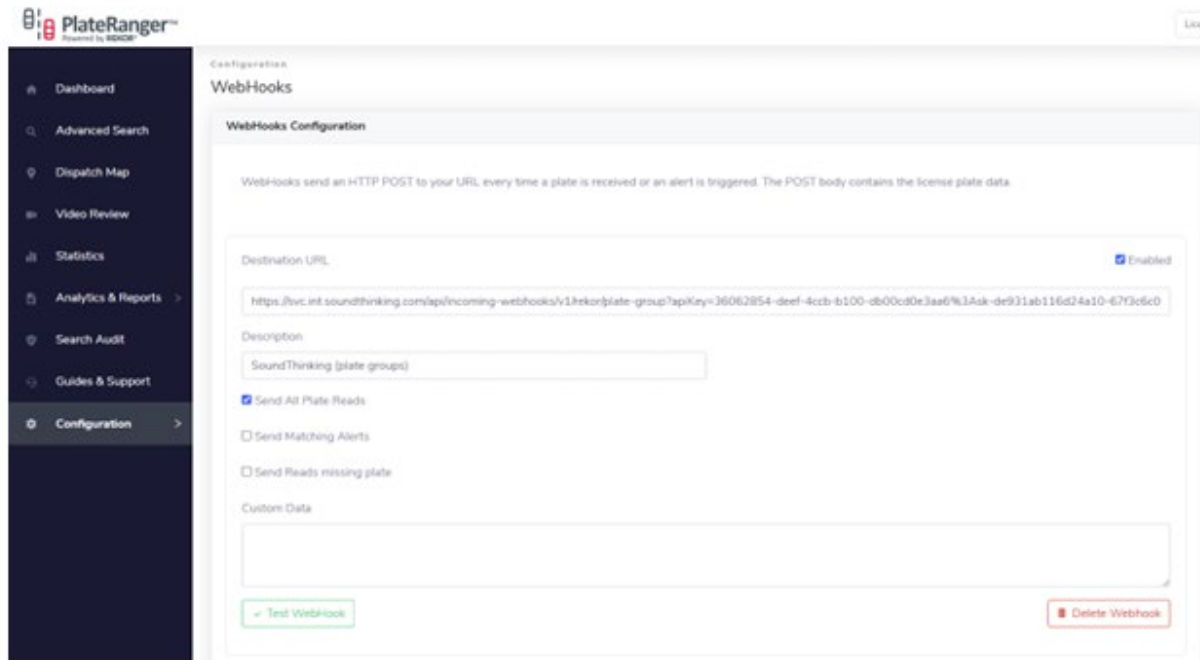


Figure 23. Open API WebHooks

Integration with ShotSpotter™

For agencies that have implemented ShotSpotter, PlateRanger integrates seamlessly with ShotSpotter and equips the agency with a powerful investigative tool. This integration enables PlateRanger to automatically capture and analyze nearby vehicles at a ShotSpotter-detected incident and provide critical insights such as historical sightings near gunfire events and identify hot-listed vehicles in the vicinity. By correlating gunshot detection alerts with real-time LPR data, the agency gains immediate visibility into potential suspect vehicles fleeing the scene, enhancing investigative efficiency and improving officer safety. In addition, like ShotSpotter, PlateRanger can also be integrated with other third-party products that the agency may currently use, such as the Motorola CommandAware and Axon Fusus platforms.

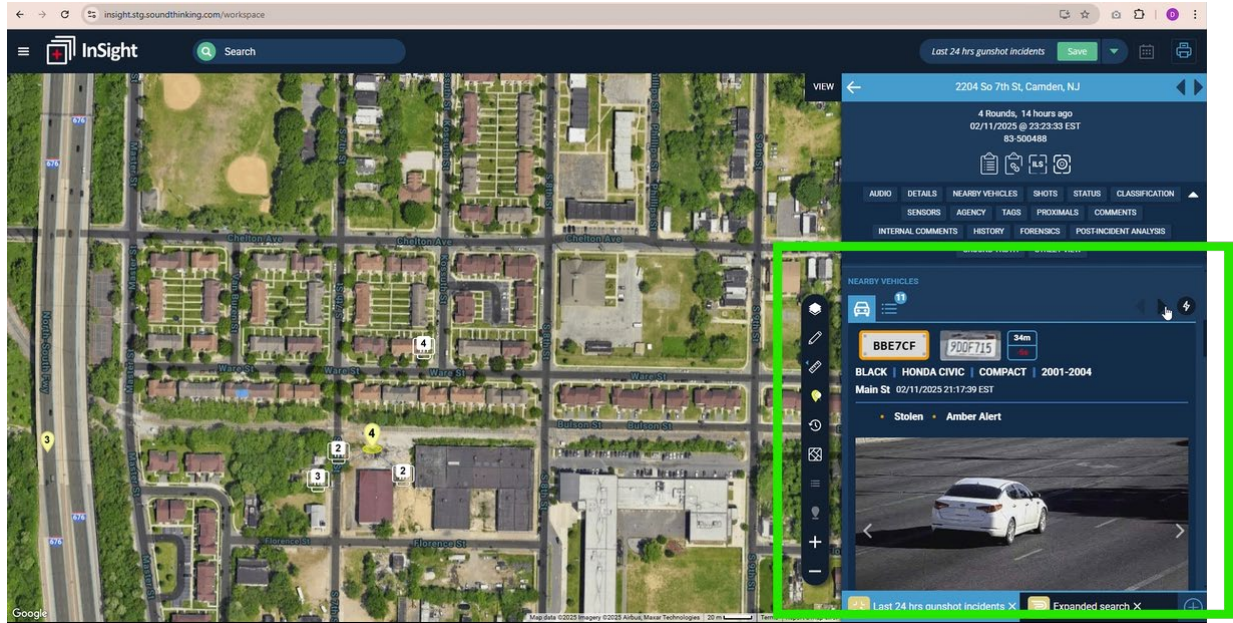


Figure 24. PlateRanger Integration with ShotSpotter

Integration with CrimeTracer™

For agencies that have implemented CrimeTracer, PlateRanger works seamlessly with CrimeTracer, the industry's most advanced investigative search and data-sharing platform, purpose-built for law enforcement. CrimeTracer delivers intuitive, real-time access to more than 1 billion CJIS and public records, equipping patrol officers, analysts, investigators, and command staff with the information they need—when they need it.

By layering live and historical LPR reads with a national database of departmental records—including prior incidents, arrests, field interviews, and BOLOs—agencies gain unmatched visibility into the movement and behavior of vehicles linked to criminal activity. This integration enables investigators to detect “patterns of life” such as recurring routes, habitual locations, and associations with known offenders or hot spots, helping to reveal organized activity, vehicle-based criminal networks, or serial offenses that might otherwise go unnoticed.

What once required extensive cross-referencing and siloed system searches now happens in a unified, intelligent platform—surfacing actionable leads, exposing hidden connections, and accelerating investigations with greater precision and scale.

CrimeTracer™
Home

abc123

Refine Your Search

Enter value to refine the results

Agency

Document Type

Date Range / Year

Offense Description

Offense Statute

Results (8)

Metropolis Case Report 202409100002 on 2024-09-10 04:00 : Robbery

Date(s): Document Date: 2024-09-10 04:00:00, Begin Date: 2024-09-10 04:00:00, End Date: 2024-09-10 04:00:00

Location(s): 4 Pennsylvania PLAZA New York, NY, 10001

Offense(s): 120 Robbery (23-101)

Officer(s): Reporting Officer: Bradley Winkelman (7777)

Person(s): SUSPECT : Jones, Marcus (born 1974-04-21 Brown haired Brown eyed Male White),

Vehicle(s): SUSPECT : 2017 Black (Sedan, Virginia ABC123).

License Plate: **ABC123**

San Jose PD Departmental Report 3566409547 on 2021-08-27 12:17 : Unknown, 261.5(d) Unlawful Sexual Intercourse W/minor

Date(s): Document Date: 2021-08-27 12:17:04

Offense(s): 261.5(D) UNLAWFUL SEXUAL INTERCOURSE W/MINOR PERP 21+ VICTIM -16 (261.5(D)), Unknown ()

Officer(s): ACTIVITY: APPROVAL OF REPORT: BRANDEN E R ROMEO (1521), ROLE: REPORT OFFICER: HONDO JENNIFER G
ACTIVITY: APPROVAL OF REPORT: DPO DA BORDEN (4805)

Person(s): PARENT : BOWKER, NANCY H (born 1980-05-01 505 180 lbs Brown haired Brown eyed Female Unknown),
REPORTING PERSON : GEMPERLE, WOODROW G (Unknown haired Unknown eyed Unknown Unknown),
GUARDIAN : SMEDLEY, NETTIE (born 1966-04-14 506 140 lbs Gray haired Hazel eyed Female White),
VICTIM : KALSTAD, BESS E (born 2006-05-11 411 Brown haired Brown eyed Female Hispanic),
REPORTING PERSON : CVS PHARMACY, FRANCIE F (born 2006-11-17 501 105 lbs Brown haired Brown eyed Female White),
OTHER PERSON : MCNERLY, NATHAN A (Unknown haired Unknown eyed Unknown Unknown),
(Click to show more people)

The vehicle, a black sedan with license plate number **ABC123**, matched the description provided by the victim. Officer Smedley further investigation. *** Generated by AI ***

Apple Valley PD Departmental Report 2597144 on 2021-01-20 07:00 : Contempt Disobey CRT Order

Date(s): Document Date: 2021-01-20 07:00:00, Begin Date: 2021-03-08 07:00:00

Offense(s): CONTEMPT DISOBY CRT ORDER (166.4 PC)

Officer(s): Primary Officer: PUSL ELISE HARGROVE (5282)

Person(s): CONFIDENTIAL VICTIM : MIKULAY, KRISTIE ZAGI (born 1978-09-21 502 110 lbs Blonde haired Blue eyed Female)
SUSPECT : MANSON, ALECK B (born 1976-04-06 600 195 lbs Brown haired Hazel eyed Male White),
WITNESS : BLANTZ, ADELE K (born 1977-06-09 Unknown haired Unknown eyed Female Unknown),

The vehicle, a blue sedan with license plate **ABC123**, was found parked on the side of the road near 20273 Cameo Apple Via

ALECK MANSON(1976-04-06)
Marcus Jones(1974-04-21) PATRICK DAIN(1979-11-17)

Figure 25. PlateRanger Integration with CrimeTracer

Integration with Existing Cameras

PlateRanger Agent (Bring Your Own Camera) is a software application that processes live video streams from connected cameras, enabling license plate and vehicle recognition, with results displayed on the PlateRanger Dashboard or through application integrations. Benefits include:

- Turns any ONVIF-compliant cameras into an LPR system
- Edge processing for real-time intelligence
- Seamless integration with PlateRanger, ShotSpotter, CrimeTracer, and other third-party systems
- Scalable and cost-effective
- Beyond LPR, PlateRanger Agent captures vehicle make, model, and color (MMC)
- Low bandwidth consumption

The PlateRanger Agent application is delivered as an annual subscription fee per compliant device.

PlateRanger Onboarding Services

Concurrent with the LPR camera layout planning, SoundThinking will provide a series of onboarding services to prepare the City to maximize the value of PlateRanger. These standard onboarding steps will be refined to best serve the City and PlateRanger users. SoundThinking onboarding services are designed to:

- Ensure optimal placement of cameras to meet the City's objectives
- Ensure successful PlateRanger service activation (go-live)
- Ensure comprehensive training to best use all of the features and functions available with the PlateRanger service
- Ensure that the City's Best Practices and Policies are refined, as needed, to adhere to local, state, and national regulations
- Remote training for City's administration and trainers
- Track and monitor the efficacy of PlateRanger

SoundThinking has assembled a Customer Success team of professionals with more than 400 years of combined law enforcement experience. The mission of this team of consultants, trainers, and analysts is to maximize the City's success with the PlateRanger service. This team is available both pre- and post-production to advise, train, and guide the City on the most effective use of the tools and services available with the PlateRanger solution. The following is a high-level overview of SoundThinking's standard Onboarding services, which will be tailored to support the City.

Getting Started

Following contract execution, SoundThinking's Customer Success Director (CSD) and Implementation team will work with the City's project team to plan the onboarding process, beginning with an on-site Customer Kick-Off Meeting with all stakeholders. The teams will:

- Review the City's program objectives
- Lay out the key implementation steps
- Agree on a targeted activation date (go-live)
- Define the City's desired results
- Develop metrics that define success for the City and ensure PlateRanger provides the desired results
- Establish a protocol for ongoing communication throughout the onboarding process

SoundThinking will schedule biweekly status calls with the City's Program Manager and other project leaders to maintain regular communication throughout the implementation process.

Best Practices

Early in the Onboarding process, SoundThinking's Customer Success team, led by the assigned CSD, will work with the City's Program Manager and other project leaders to schedule and conduct a series of Best Practices sessions. These sessions will assist the City in establishing response protocols and procedures to manage the LPR alerts and license plate read data that will be provided upon activation of the PlateRanger service. SoundThinking will customize and conduct these sessions for each of the following groups of users in the targeted coverage area:

- Program Management
- Dispatch/Communications
- Field Operations/Patrol
- Investigations

- Prosecution
- Intelligence and Crime Analysis

Camera Deployment Planning

Effective camera placement is crucial for the accuracy and efficiency of LPR systems. Our team will work with the City to determine the desired outcomes and assist in PlateRanger camera placement. Our camera planning services involve:

Strategic Placement: Identifying optimal locations for camera installation to capture clear and unobstructed images of license plates, considering factors such as lighting, traffic flow, and environmental conditions

Field of View Optimization: Ensuring cameras are positioned to provide the best possible field-of-view, minimizing blind spots and maximizing coverage

Custom Solutions: Tailoring camera placement strategies to meet the unique requirements of the City, whether it's a neighborhood, city streets, or state roadways

Future-Proof Planning: Designing camera layouts that can accommodate future expansions or upgrades, ensuring the City's LPR system remains effective and scalable

With SoundThinking's onboarding services, the City can be confident that your license plate recognition system will be installed and configured to deliver the highest levels of accuracy, reliability, and efficiency.

Installation

Our team of experts will manage the entire installation process, from initial remote site assessment to final deployment. We ensure that all hardware and software components are correctly installed and configured for optimal performance. Our installation services include:

Site Assessment: A thorough evaluation of your city to determine the best locations for LPR cameras, ensuring maximum coverage and accuracy. We request the City participate to ensure that planning is aligned with their goals

Hardware Installation: Professional installation of PlateRanger cameras and associated hardware including mounts, cables, and power supplies to approved power outlets

Software Configuration: Setting up and configuring LPR cameras into PlateRanger software, providing real-time data and analytics

Testing and Calibration: Comprehensive testing and calibration of PlateRanger to ensure reliable and accurate performance

User Training

SoundThinking's assigned CSD will work with the City to ensure that we deliver consistent, quality best practices training based on the City's needs to maximize the value of our service. The CSD will remain engaged with the City for the duration of our relationship. In preparation for the planned cutovers, SoundThinking will assign a Trainer to the City to train each group of users on the PlateRanger application. The Trainer will conduct a Training Orientation with the City's Program Manager to ensure all users are properly trained on the relevant applications. SoundThinking's Trainer will work with the City to tailor a training program that addresses the unique needs and/or scheduling constraints of the City users. The training will be performed through a combination of remote instructor-led live training, train-the-trainer, and on-line recorded computer-based training.

Agency Metrics/KPIs (Key Performance Indicators)

Customer Success team members, led by the assigned CSD, will work with the City's Program Manager and Command staff to review, define, and adopt a set of agency metrics, or Key Performance Indicators (KPIs), to establish and monitor the efficacy of the PlateRanger service and related agency Best Practices. It is important to ensure that the agency and all stakeholders have visibility (and routines in place) to track the program metrics or KPIs needed to monitor the status of the program and to make informed decisions regarding resources, response protocols, and the best practices to drive success.

On-site Support During Service Activation (Go-Live)

On the day of service activation, the City's CSD will be on-site to ensure that the transition is smooth, that the established best practices are being implemented as planned, and that user questions are answered quickly. Prior to cutover, SoundThinking's team will facilitate an introduction to the SoundThinking Support organization to review the support process and introduce the designated Technical Support Engineer to the City. Following service activation, the designated Technical Support Engineer will facilitate a series of Status Calls with the City to review the performance of the service. The CSD will continue to work with the City to review results being achieved.

Ongoing Customer Support

PlateRanger provides customers with a camera performance dashboard to view the status of each LPR camera deployed in their jurisdiction. The dashboard provides the current status of the camera, the last plate read, last update, and current camera hardware statistics.

SoundThinking Support will assist in troubleshooting the PlateRanger software and camera performance concerns. Reports are available in PlateRanger to provide the number of reads per camera, alerts per camera, and other key statistics about the overall system. A designated SoundThinking Technical Support Engineer reviews service requests and reported issues monthly and is available to discuss and address any concerns.

SoundThinking's standard customer support includes assistance with user accounts, software interface, tools, features, and cameras. Tier 1 Support is provided by our SoundThinking Support Team during normal business hours and 24/7 coverage for all Priority issues (e.g., read rate issues, system outage, etc.). The SoundThinking Support Team provides real-time support of basic issues, and first level of support for information gathering and triage for advanced troubleshooting by Tier 2 Support. The Tier 2 Support Team comprises technically advanced, experienced Customer Support professionals from both Rekor and SoundThinking who are responsible for advanced levels of troubleshooting and analysis, IT support, mapping issues, etc. The City will always have one point of contact regardless of support level needed.

Warranty

SoundThinking owns and is responsible for maintenance of the PlateRanger Hardware used to provide the Subscription Services. During the term of the Agreement, SoundThinking will repair or replace PlateRanger hardware that becomes inoperable due to manufacturing defects. Damages outside of SoundThinking's reasonable control may incur repair or replacement fees.

Customer References

SoundThinking is a public safety technology company that combines transformative solutions and strategic advisory services for sound decisions, to make neighborhoods safer and improve community confidence. SoundThinking was founded in 1995 (as ShotSpotter, Inc.) and has been providing gunshot detection solutions since its inception. In that time, SoundThinking has managed hundreds of deployments and installed over 27,500 sensors worldwide. As a trusted partner to many law enforcement agencies, SoundThinking has been both a firsthand witness and participant in the evolution of policing as it faces increasing challenges, such as staffing shortages, aging technologies, and exponential growth in data (as well as the need to access, analyze, and share data).

SoundThinking has partnered with Rekor to provide a unique solution that can be combined with SoundThinking's SafetySmart Platform. Rekor is the proven leader in the development and deployment of vehicle and automated license plate recognition with more than 245 law enforcement agencies and over 1,000 non-law enforcement clients. The following references represent customer sites that have installed both SoundThinking's solutions and Rekor's LPR solution.

- Bridgeport, CT
- Opa-locka, FL
- Brockton, MA
- Lancaster, CA
- Camden County, NJ
- Fayetteville, NC
- Virginia Beach, VA
- Spokane, WA
- Suffolk County, NY
- Bellflower, CA (LASD)

Company History

SoundThinking is a public safety technology company that combines transformative solutions and strategic advisory services for sound decisions, to make neighborhoods safer and improve community confidence. SoundThinking was founded in 1995 (as ShotSpotter, Inc.) and is the world leader in gunshot detection, with over 1,000 square miles operational; more than 14 million incidents reviewed; and 40 issued patents. SoundThinking is a publicly traded corporation (NASDAQ: SSTI) with approximately 300 full-time employees and is headquartered in Fremont, California.

SoundThinking has partnered with Rekor Systems to provide the PlateRanger vehicle and license plate recognition solution. Rekor (NASDAQ: REKR) provides real-time roadway intelligence through AI-driven decision-making. Originally founded as Brekford, Inc., the company rebranded to Rekor Recognition Systems, Inc. in 2019 to reflect its focus on AI-driven image and video recognition analytical solutions. With a robust client base of over 245 law enforcement agencies and 1,000 non-law enforcement clients, Rekor has established itself as a proven leader in AI-based vehicle recognition and analytics.

SoundThinking's SafetySmart Platform

The SafetySmart platform brings together specialized software and objective data to help law enforcement and civic leadership better protect their communities by ensuring the right resources are provided when and where they are needed most. SoundThinking has been both a firsthand witness and participant in the evolution of policing as it faces increasing challenges. In response to these challenges, SoundThinking has developed our SafetySmart platform that provides a range of tools to help agencies operate and collaborate more efficiently.



The SafetySmart platform brings the power of digital transformation to law enforcement. Together or separately, these data-driven solutions act as a force multiplier and help drive deeper community engagement by delivering better information, enabling better decisions, and driving better outcomes, for more efficient, effective, and equitable policing.



Proven Accuracy

Independently tested for read accuracy, outperformed leading LPR cameras.

Increased Awareness

Employ video playback to examine nearby crimes, individuals, and contextual evidence related to a LPR read



Enhanced Insights

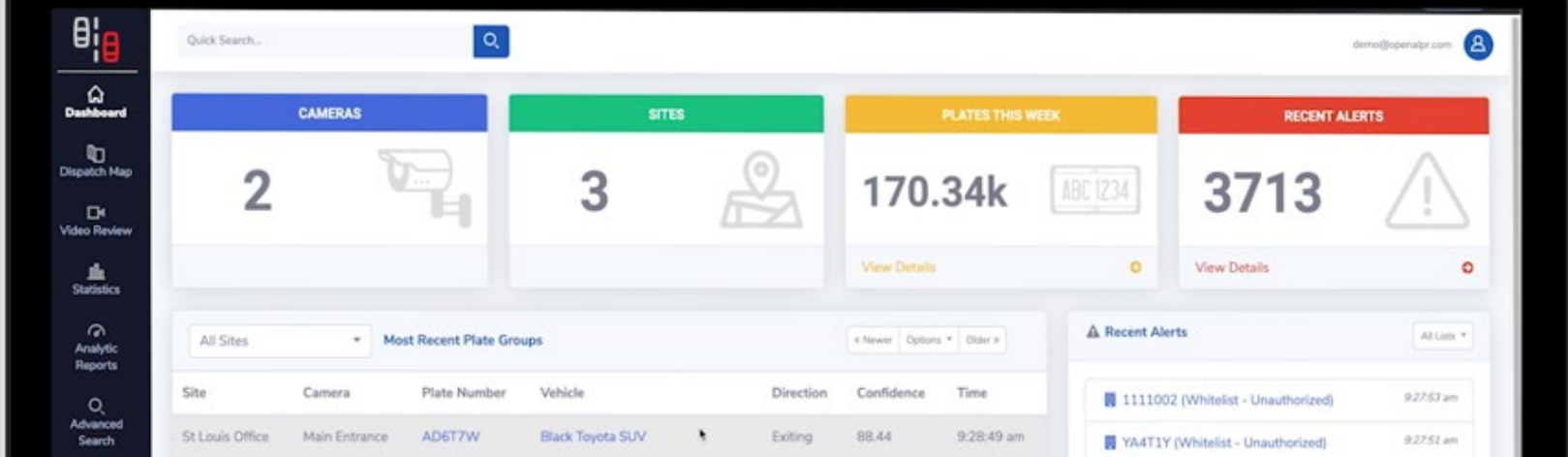
Uncover related criminal vehicle connections with advanced analytics, including associations of organized criminals and their travel patterns

Most Affordable

All camera options include world-class 24/7 support, CJIS-approved cloud hosting, and unlimited user access

Link more crimes to vehicle-related leads

PlateRanger advanced vehicle recognition quickly uncovers key investigative leads

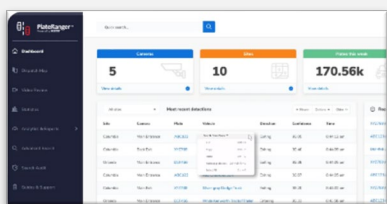


Connects criminal vehicle associations through analytics

Identify vehicles associated with criminal activities as well as organized criminals who often travel together and their travel patterns through convoy analysis.



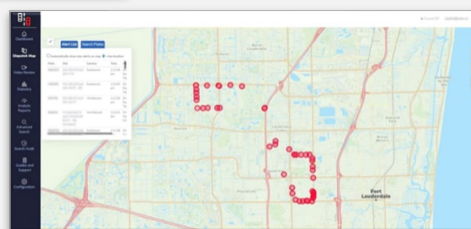
Creates faster, more relevant investigative leads



Integration with CrimeTracer provides native searches of historical nationwide law enforcement and public data sources to quickly deliver investigative insights.

Force Multiplier that optimizes resource allocations

Alert nearby officers of Hot List vehicle reads, including partial matches. Leverage analytics to determine common travel patterns of wanted vehicles to apprehend suspects safely.



Integrates with leading law enforcement software



Agencies using ShotSpotter can integrate with PlateRanger to uncover leads related to vehicles involved in gun crimes. In addition, PlateRanger can be integrated into CAD systems to provide critical insights.