



A NYS CERTIFIED MINORITY
WOMEN OWNED BUSINESS (MWBE)

CITY OF KINGSTON

RFP#: K16-12

Off Street Public Parking Kiosks
and
Remote Payment Systems

CLOSING DATE AND TIME 11:00 AM, LOCAL TIME ON OCTOBER 18, 2016

BIDDER:

ACCESS TECHNOLOGY INTEGRATION, INC.

461 MAIN ST, WYNANTSKILL NY 12198

OFFICE: 518.237.8510

CELL: 518.598.6491

CONTACT: TODD SCHROEDER



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Letter of Introduction

Monday, October 17, 2016

City of Kingston
Mr. Brian J. Woltman
Purchasing Agent
420 Broadway
Kingston, New York 12401

Dear Mr. Woltman,

Access Technology Integration is WBE Certified and a family owned business. Our employees have more than twelve years of experience successfully implementing paid parking solutions. We take pride in the long term relationships we have with our customers and our community. ATI understands your requirements and welcomes the opportunity to successfully implement Off Street Parking and Remote Payment parking program with the City of Kingston.

Delivering an innovative successful paid parking solution means providing expert advice based on experience and understanding industry and technology trends, the ability to install and implement parking equipment and any associated computer software system, and the ability to service and support this solution to ensure uptime and reliability. Because of our track record of delivering in these areas, our business has continuously grown by word of mouth and reputation.

For more than twelve years ATI has focused on delivering parking solutions to the market for paid multi-space parking, parking lots and garages. During this time we have helped more than 500 customers with their paid parking needs. In fact, ATI has provided paid parking equipment, service and support to the Village of Cooperstown for the past three years where we have twenty machines deployed. Most recently, ATI installed two additional pay-by-plate machines at the University of Binghamton, five units for the City of Binghamton with forty-five pending. In addition to ATI's experience the Parkeon Strada multi-space meter is also deployed throughout New York City where some 14,000 units are installed.

Access Technology Integration, Inc. also has the ability to use the multi-space meters to control access to parking garages. While not part of this project, one could envision where a parking meter is used to gain entrance to the Water Street garage. To accommodate special pricing a coupon could be dispensed for local establishments at point of entry. <https://www.youtube.com/watch?v=IXFCfofh6as&feature=youtu.be>

Please contact me at (518) 237-8510 or via e-mail at todd@atiaccesscontrol.com should you have any questions regarding our proposal or need any additional information.

Sincerely,



Todd D. Schroeder

Paid Parking – A successful selection and deployment

Access Technology Integration, Inc. has successfully assisted customers in implementing numerous off street multi-space paid parking programs. Successful implementations include gated and ungated deployments with the Parkeon platform. Payment methods range from meter interaction, pay-by-phone, tokens and even validation codes for valued members. ATI has also assisted customers such as Cooperstown with introducing paid parking for the very first time. The program was so successful Cooperstown expanded the use of multi-space meters the following year.

Assisting the City of Kingston to be successful requires understanding the current needs and anticipating future opportunities which creates a common platform for residence. Access Technology Integration is recommending the Parkeon Strada Rapide meter along with a fully integrated Parkeon pay-by-phone solutions – WHOOSH!. The Parkeon products already have a local customer base familiar with their use which will immediately reduce the learning curve for residence.

ATI is recommending a combination of Pay-by-plate along with Pay-by-Phone. Parkers will have the option of paying at the multi-space meters or via a Whoosh! (pay-by-phone).

Parking Kiosk – Not just for parking!

Access Technology Integration welcomes the opportunity to showcase the Parkeon platform along with the many options designed to keep customers informed, provide incentives, and all the while increasing city revenues and minimizing capital investments.

City information system - The platform has the ability to push news and/or events to meters which may include snow emergency notifications or even road closures.

Incentives – the platform has the ability to provide coupons to local merchants, advertising or even collecting for city sponsored events to profile options.

Increased revenues – the platform can also be configured to accept citation payments at the meter. Additionally, where the number of spaces do not support an actual machine, pay-by-phone may be deployed.

Further, the Parkeon products have the ability to work in gated configuration which may be used to allow access to restricted City owned parking. In this configuration customers would pay for parking either at the entrance or exit of a facility.

Innovation

✓ *PARKEON STRADA EXCEEDS*

Technology Trends

Multi-space meter technology has evolved greatly in the US. Parkeon deployed the first multi-space meters 26 years ago in New York City parking lots so we have been a key part of the technology shift. Below are some important technology trends to be aware of:

Integration Capabilities

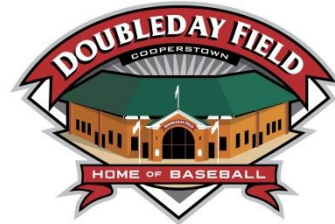
In order to provide more enhanced and efficient parking management, the majority of cities today are

requiring vendors to offer a multi-space parking meter system that is compatible with other parking technologies such as:

- On-Street and Off-Street capabilities
- Merchant Advertising
- License Plate Recognition (LPR) Systems
- Parking Guidance Applications
- Vehicle Sensor Systems
- Cloud Systems

Advertising & Messaging Display

Advertising for local business can be displayed prior to transaction commencing



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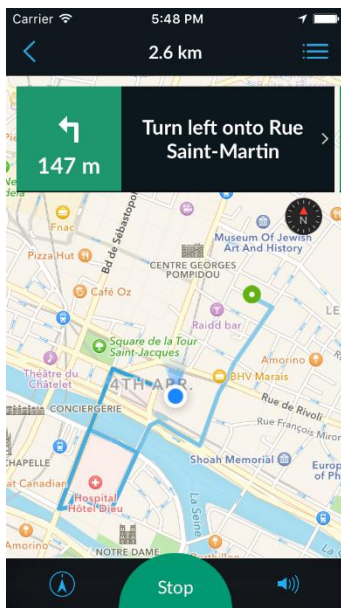
License Plate Recognition

Integration with a license plate recognition system is a key benefit to off-street parking. As a customer enters a surface lot or parking garage the cameras scans each plate to determine if the parking is a valid user of the facility. ATI deployed a similar system at the Hilton in Albany using Parkeon's LPR System.



License plate recognition cameras and enforcement interface.
Photos courtesy of Genetec

Parking Guidance Applications Integration



The City of Sacramento recently introduced a parking guidance system designed to enhance user experience during the parking process. The application

<http://www.parkeon.us/news-and-events/news/city-partners-global-parking-tech-leader-design-innovative-app/>

<http://www.pathtopark.com/index.php?lang=en>

Parking Validations

While validation of parking fees is not new to the parking industry, more cities are looking for ways to provide special rates to important visitors or to allow local merchants to provide discounted parking to their customers via their multi-space meters. Parkeon has addressed this need by developing a validation codes system that has the following features:

- Discount by percentage, dollar amount, or time amount
- Codes can be configured for use on one meter, a group of meters, or city wide
- You assign how many times (or the length of time) a code can be used
- Codes can be numeric or alphanumeric

The validation codes solution is an optional module in our myParkfolio back-office system.

Parkeon Cloud System

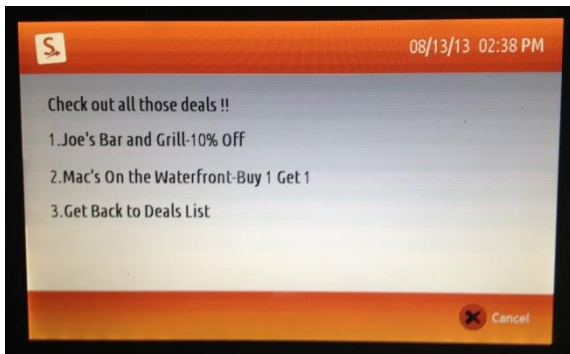
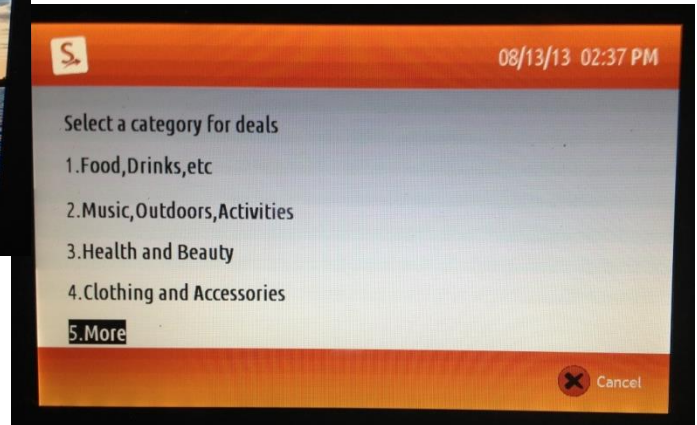
Cities around the country are always looking to provide additional services to their residents and visitors while limiting expenditures. We believe that cities can maximize their investment by utilizing their parking pay stations as multi-service kiosks. Since our pay stations can be equipped with large color display screens, print tickets, and wirelessly connect to an open architecture back-office system, we are able to provide many services in addition to managing parking.

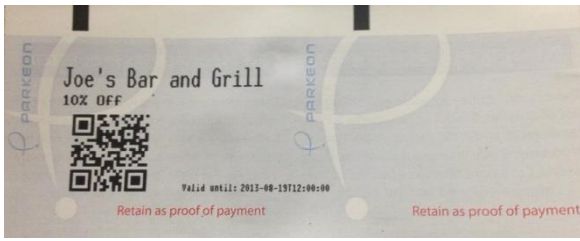
Our system is flexible to offer the following services and is open to accepting 3rd party applications as well:

- Calendar of events
- Maps
- Missing persons notifications
- Traffic alerts
- Advertising & Coupons
- Reloading of smart cards
- Taxi calls
- Sale of non-parking products



Example photos below show a couponing concept that can be applied to cities around New England.





Conclusion

Parkeon is at the forefront of parking technology trends. We invest over \$10 million in R&D each year to enhance our systems and make parking operations better around the world. We have a strong focus on customer benefits and we believe we are a strong long term partner for cities that want to provide the ultimate customer service experience.

We are also a well-respected supplier of transit systems around the world. Our experience in both the parking and transit markets will be a major benefit to cities in the coming years as they look to better manage traffic congestion, reduce pollution, and provide for a more livable community.

Company Profile and Vendor Information

History and Future

Access Technology Integration, Inc. is the leading provider of parking solutions in Upstate New York. ATI has 12+ years of experience providing Parking Revenue Systems and Parking Access Controls to customers including on-street, off-street and various payment methods. We are an extremely stable organization, with significant revenues and hundreds of customers that depend on and invest in us and our capabilities.

The future for ATI is bright and we regularly attend industry parking conferences so we are educated on future trends in parking and provide our customers the insight they need to make smart decisions now and in the future. As an example of this, in response to customer demand we have delivered pay-by-phone parking solutions that allow drivers to pay for parking using a smart phone app. In 2015 we expanded our services to include license plate recognition systems for access control. Prior to 2015, we expanded our business to include Electric Vehicle Charger Solutions that integrate with Pay-by-Space parking machines in support of the rollout and adoption of electric vehicles and provide a new source of revenue.

Let's work together to expand the local success of paid parking by creating a convenient cohesive parking ecosystem known to many parkers throughout New York State.

Customers

Our customers include municipalities like Ulster County Office Building, Cooperstown, Poughkeepsie, Schenectady, and Glens Falls. NYS agencies like NYS Parks and DOT, transportation authority's such as the CDTA, Amtrak, Albany County International Airport, universities like University of Binghamton, Cortland, SUNY at Albany, RPI and medical centers including Albany Medical Center, and St. Peter's Health Partners.

Why Choose ATI

The reasons our customers' have selected ATI over the years is:

- Customers can rely on us for expert, honest advice that helps them foresee and avoid issues before they occur.
- Our highly skilled technicians provide expert implementation capabilities. This ensures that equipment and associated software systems are deployed properly and consider both short term and long term implications such as plans for adding machines or changing locations.
- ATI provides the highest level of service to ensure the uptime and reliability of the equipment. We offer a 24x7 help desk to answer service calls. From our headquarters in the Capital District, we routinely serve customers located as far as 150-180 miles away. Our commitment and proximity to your location mean that we can resolve problems quickly. In most cases customer issues are resolved in a matter of hours or sooner.
- ATI partners with premier manufactures such as Parkeon to provide innovative solutions, the highest level of quality equipment, integrated solutions, and equally commitment to customer service.

ATI's Parking Partner and Recommendation

ATI partners with leading global manufacturers to meet our customers parking needs. Based on the City of Kingston's requirements, we recommend Pay by License Plate Pay Stations with an integrated Pay-by-Phone application from our manufacturing partner, Parkeon (<http://www.parkeon.us/>). Parkeon equipment, and associated software system, delivers the quality and reliability our customers expect at a cost that our customers can afford and justify, based on their return on investment. Because of our market leadership and footprint in Upstate NY, we have been assigned as their exclusive distributor in most of the state and the Poughkeepsie area.

Parkeon is recognized as the world leader in parking solutions and first became involved in the multi-space parking control equipment business in 1970 and developed their first pay-and-display machine in 1974. To date, Parkeon has sold over 185,000 multi-space pay stations worldwide. In the US, cities ranging from the very large - New York City, Seattle, New Orleans, Miami, Austin, and Washington DC - to the more modest and picturesque - Cooperstown, Oneonta, Savannah, Park City, New Hope, Santa Fe - have all relied on Parkeon to deliver the tools, data, connectivity and control they need to manage their parking needs.

News from Major US Cities:

New York City/Long Island...

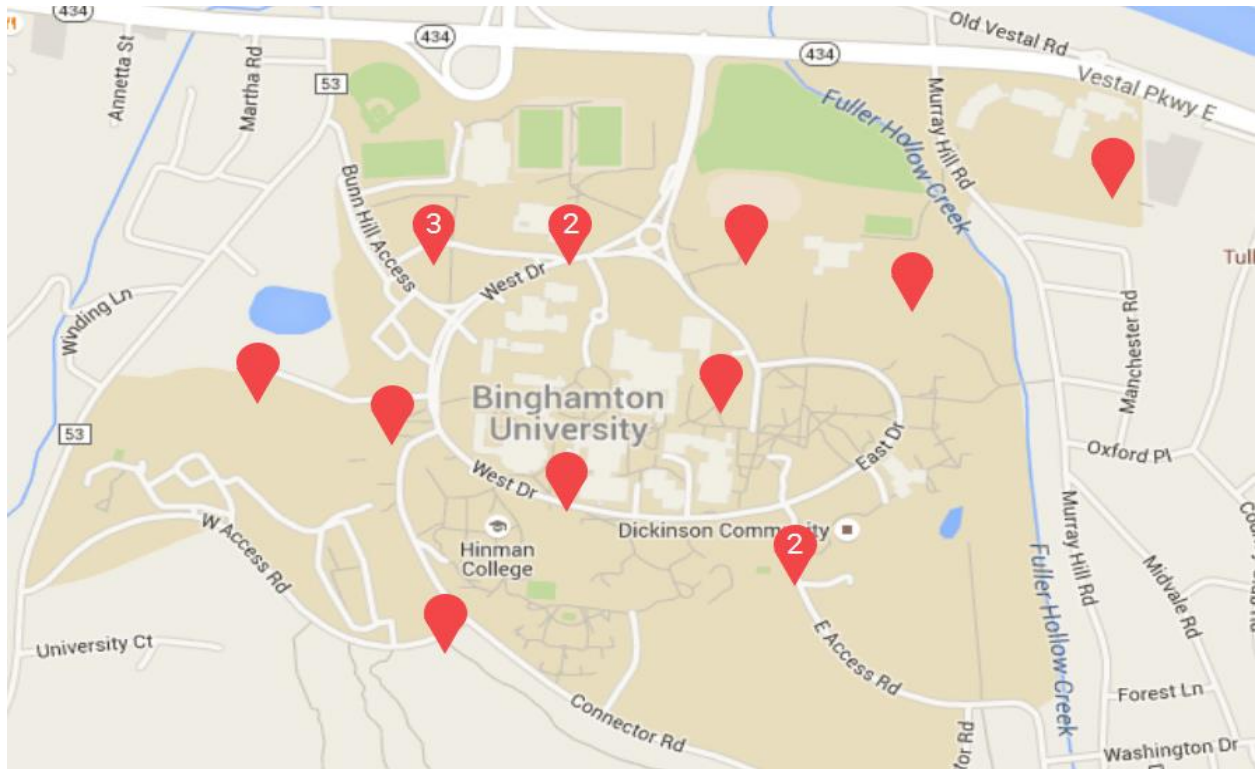
<http://newsroom.mastercard.com/2013/10/03/dispensing-merchant-offers-at-the-parking-meter/>

Las Vegas http://www.youtube.com/watch?v=41CC-afzJ_8

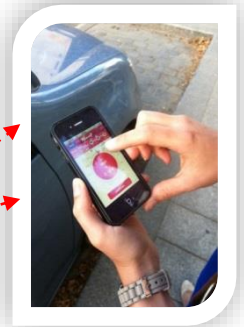
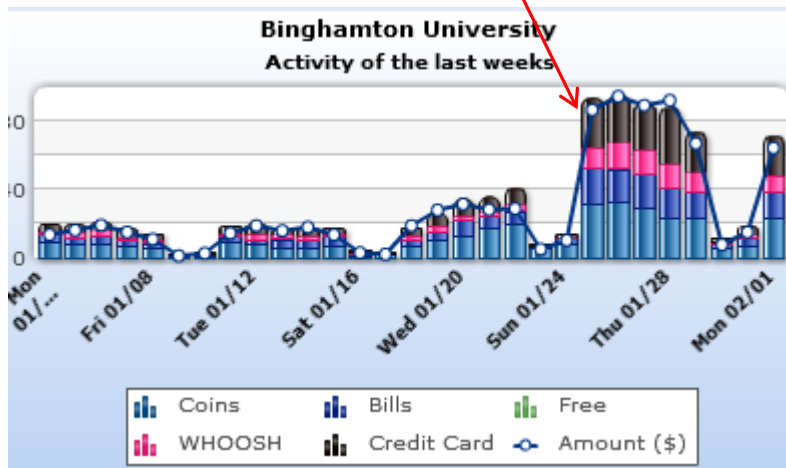
City of Clayton <http://www.youtube.com/watch?v=RHy6Y4kLbyM>

Austin, Texas <http://www.youtube.com/watch?v=3o5zulc10Vo>

University of Binghamton Meter locations



Students arrive back from break.....



Whoosh is a fully integrated Pay-by-Phone solution provided by Parkeon – the meter manufacturer.

* Note: Content is for demonstration purposes and not intended as an endorsement by the University.

Technical Requirements

Housing

- i. Graffiti, vandal and weather resistant.

✓ *PARKEON STRADA EXCEEDS –*

The Parkeon Strada external painted surfaces feature an epoxy powder-coat paint that is coated in a liquid polyurethane varnish with anti-UV and anti-graffiti/poster glue properties. The coating process consists of Cataphoresis, Adhesive powder, powder paint and powder varnish. This process offers resistance to corrosion according to Norm NFX 41-002 (resistance to salt spray and saline fog) and specified at 1,200 hours with REO. In addition, the unit conforms to Norm IEC 68-2-11 (saline fog). Testing to validate compliance has been carried out in a CESI approved laboratory. The seals on the unit meet an IP33 protection level, based on the European norm, EN 60529

All Parkeon Strada housing is 11 gauge steel. Additionally, the edges of the housing have a rolled finish so edges are not exposed to the elements but are located inside the housing. The collection vault door is constructed with an additional manganese steel plate.

All Parkeon meters have separate, secure compartments for collections and maintenance. Maintenance personnel do not have access to the cash compartment and collection personnel cannot access the maintenance functions of the machine. The compartments are keyed differently. There is no access to the collection vault area by maintenance personnel.

Parkeon's housing security is second to none. The access doors for both the maintenance and coin compartment have internal hinges and vandal resistant mounting assemblies. Parkeon locks are high security type and are protected from weather, vandalism and drilling by a steel baffle plate. The key/lock set is a non-commercially available type and keys utilize unique four sided combinations. The unit is equipped with separate compartments and keys.

Collection Vault

- i. Mechanical locks for vault doors are required.
- ii. A description of vault locking system is required. Description shall include security benefits, key and lock operation, maintenance, and any safety requirements necessary.

✓ *PARKEON STRADA MEETS –*

All locks within the Parkeon Strada unit exceed industry standards including all mechanical locks which are protected by a steel shutter plate to prevent drilling and insertion of foreign matter in an effort to vandalize the locks.

The Strada features an electronic lock for the vault (collection) door as standard. Once invoked the collection the Strada prompts for a specialized dallas key which is programmed specifically for the customer. Each key may be assigned to an individual to provide further accountability.

All locks associated with the Parkeon Strada solution are discreet and out of the public view.

All locks are protected from weather conditions through the superior design and engineering of the Parkeon Strada housing. All internal components including all locks are corrosive resistant and do not require regular cleaning of maintenance.

Coin Acceptor

- i. Coin acceptor must be vandal resistant and accept different user defined coins.

✓ *PARKEON STRADA EXCEEDS –*

Coins

The Strada multi-space meter can distinguish between up to 14 different coins and/or tokens, including nickels, dimes, quarter, Susan B. Anthony dollars, Sacagawea dollars, and the new presidential golden dollar coins.

The Strada pay station features a patented motorized coin selector and recognition system that controls the movement of inserted coins in the meter (speed, position etc.) and which is unaffected by changes in temperature and humidity. We suggest that "free fall" or "gravity-driven" coin intake systems be avoided, as they are easier to de-fraud and vandalize. The Strada coin path is the shortest in the industry which is key to preventing internal coin theft since the selector fully controls and contains the movement of the coins from the point they are inserted in the unit. The coin speed functioning is carefully controlled instead of relying on gravity test.

The Parkeon selector utilizes a barrel that protects the inlet when the machine is at rest, opens the inlet to introduce a coin, directs valid coins to the coin escrow and channels foreign objects to the coin return.

The default position on the barrel is solid and therefore will not allow the introduction of a non-metallic object. This prevents the introduction of plastic, wood, cloth and other non-metallic objects from entering the coin selector. The motorized wheel also prevents the validation of coins that are attached to strings or other removable devices.

The coin validator unit utilizes both optical and magnetic detectors to determine if a coin is valid or not. The coin inlet detects when a coin is approaching. The detection of the coin signals the coin inlet to open and the sensor to awaken.

Optical detection: A measurement is taken of the diameter and thickness of the object by means of two sets of optoelectronic sensors. A notched wheel, which causes the barrel to rotate, evaluates the distance between two points of the coin periphery and measures the coin diameter. This is done by means of a first set of optoelectronic sensors. In the same way, the thickness is measured by evaluating the distance between the first set of optoelectronic sensors to cut the beam of a second set of optoelectronic sensors whose centerline is inclined as compared with that of a coin.

Magnetic detection: Two proximity switches measure the electromagnetic properties. Voltage levels are recorded as the coin moves in front of them.

After the sensors have evaluated the representative measures of the coin's diameter, thickness, and material composition, they are compared to pre-programmed data. The main board then validates or invalidates the coin according to how well it matches this data.

If the coin is validated, the trap door opens to deflect the coin into the escrow, which can hold over 75 US Quarters. A set of optoelectronic sensors fitted under a prism checks that the coin has moved. If the coin is not valid, it is evacuated into the coin return.

Card Reader

- i. Accept multiple payment methods including smart cards, credit cards, and microprocessor cards.

✓ **PARKEON STRADA EXCEEDS –**

Parkeon's credit card processing solution has earned Level 1 PCI certification, which is the highest rank available from the major credit card providers (VISA, MasterCard, AMEX). Level 1 is only given to those third-party providers who handle thousands of credit card transactions monthly and who meet their stringent – and audited – credit card transaction security protocols to protect your customers' personal transaction data. Level 1 requires an external audit for approval, which is more rigorous than the self-audit that some vendors may do.

Parkeon's PCI certification includes both our pay stations and our back-office processing system (some vendors' pay stations are not 3rd party audited for PCI certification).

We have enclosed our PCI Certificate in this proposal and our company is listed on both the Visa and MasterCard web sites as being PCI Certified.

The Strada pay station is equipped with a dual function card reader.

This reader is able to accept credit cards (Visa, MasterCard, AMEX, and Discover), smart memory and microprocessor cards for payment. In addition the unit has the capability to accept debit cards, including Visa Cash. In the event that the card slot is jammed (inoperable), the pay station will still accept coins for payment.

The main characteristics of our reader are as follows:

1. The reader accepts the following card types:
 - a. Synchron chip cards (type SLE 4404, Eurochip, memory cards, etc.)
 - b. Asynchron cards (electronic purses, microprocessor cards)
2. The reader complies with the following standards:
 - a. ISO 7816-1,2,3 standard concerning the physical characteristics, localization of contacts, electrical characteristics and communication protocol.
 - b. Cards in conformance with ISO 7816-2 standards (localization of the contacts)
3. It has the following specifications:
 - a. Makes use of rubbing contact with the cards to optimize the electric contact.
 - b. Full compatibility with cards using 5 volts technologies
 - c. Application software is loaded in the RAM memory of the electronic board
 - d. RAM memory has a maximum capacity of 512 K octets
 - e. The operating system embedded in the ROM memory manages the application software

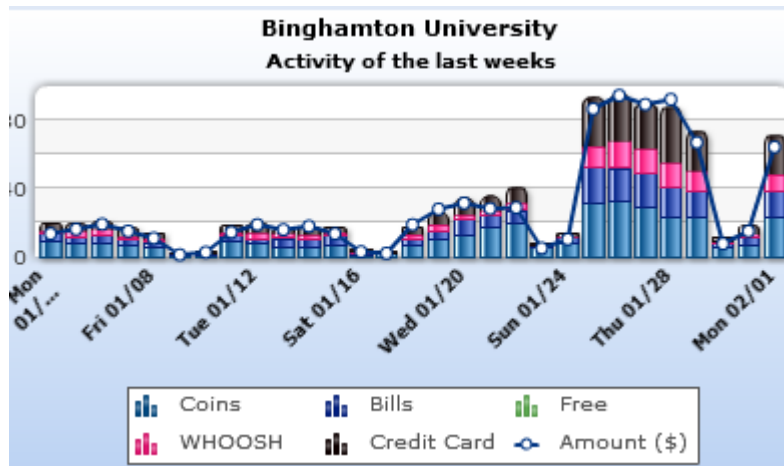
Pay-by-Smartphone

- i. Allow users to pay via smartphone application technology

✓ *PARKEON STRADA EXCEEDS* –

Pay-by-phone capabilities is fully integrated with Parkeon’s back office system.

There is an existing user base in the Binghamton and Syracuse areas. In just under nine months 11% of the Parkeon parking transactions we completed via pay-by-phone.



Power Supply

- i. Prefer solar power, but also be able to include other non-hard-wired power supply options, including battery.

✓ *PARKEON STRADA EXCEEDS* –

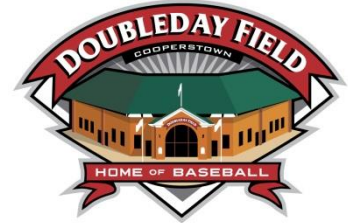
Access Technology Integration installed six Parkeon Strada machines for the University of Binghamton over a year and a half ago. **None of the units has yet to require a battery be changed** as Parkeon meters are built from the ground up to run on solar power.

Rain, snow, fog, etc do not pose a problem. The solar panel trickle-charges a commercially available battery.

Parkeon’s system design incorporates a separate battery to sustain clock, calendar, audit information and random access memory in the event of a main backup system failure or during battery replacement.

Display

- i. Description of display including size, color and character and language.



PLAY WHERE THE LEGENDS PLAYED
DOUBLEDAY FIELD
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✓ *PARKEON STRADA MEETS* –

The LCD on the Parkeon Strada provides for custom messages, images before or after a transaction as seen in our Cooperstown implementation

Coin Canister

- i. Portable cashbox system with built-in security component.

✓ *PARKEON STRADA EXCEEDS* –

The Parkeon coin collection process is ergonomically designed to allow collection staff to gain a feel for the coin box being removed.

The process involves removing one canister and inserting an empty canister. The process is quick, easily accomplished, and provides both an electronic record and paper receipt of the collection date, time and amounts.



Printer

- i. Printer capabilities including font and character and graphic capabilities, paper type and receipt design and programmability.

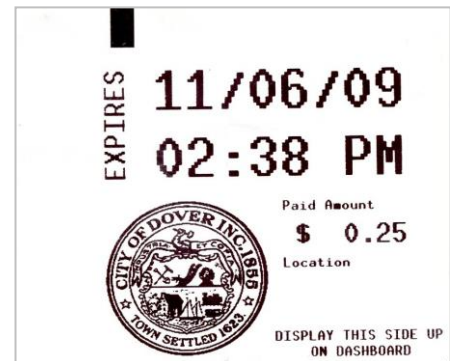
✓ *PARKEON STRADA MEETS*–

A continuous single roll of thermal printed-paper supplies the printer. A standard ticket roll stock has a capacity of **6,500** tickets.

The Parkeon Strada requires **NO** tools to remove the printer and receipt paper is encapsulated within a plastic housing which is equally accessible.

The Strada pay station is equipped with a thermal graphic printer built to provide constant printing quality (legibility) and minimal maintenance (accomplished through limited moving parts and ease in clearing the paper path).

The printer does not require servicing and the thermal head is self-cleaning. The printer assembly and thermal head can be changed easily, without the use of tools. The printer blade is self-sharpening and needs no servicing.



Sample Pay Station Ticket

The printer is run by a microprocessor linked to the main board and has the capacity to print a receipt within two and one-half seconds. The text to be printed is also controlled by the main board. Printed text and graphics messages can be supplemented with pre-printed text and/or graphic designs. The printer is capable of printing variable-length and multi-part (perforated) receipts with various text messages. The font type and format is flexible as upper and lower case along with mixed fonts can be interspersed.

Customizable Tickets

Tickets can be customized by contacting Parkeon customer service or by city staff using the Ticket Editor function in myParkfolio, Parkeon's back-office system. You have the ability to change the ticket layout and information, add logos and other graphics, and add custom messages, and advertisements. The ticket becomes an additional form of communication. These changes are then ready to remotely download right to the pay stations.

The Strada Pay Station can utilize either standard tickets, "sticky-back" tickets, or two-part perforated tickets. "Sticky-back" tickets are especially useful in a Pay & Display application because they can be adhered to the inside of a motorist's window or windshield, making enforcement very easy.

Wireless

- i. Wireless two-way communications capability to monitor status of pay station and be able to have seasonal and variable pricing capabilities implemented by the City.

✓ *PARKEON STRADA MEETS* –

Parkeon can provide for GPRS, CDMA, or WiFi communications. Our communications systems work well throughout the world. Ethernet and Wi-Fi can be offered but would require additional study of the City's WAN Network and Wi-Fi network to determine robustness and security requirements before we could propose an appropriate solution.

Alerts as to the health of each system can be emailed or sent via text messaging to the appropriate person(s).

Rates can be established in a tiered manner as described with rate by minute, hour, day and month. Rate structures can vary by machine. All the other rate capabilities are standard offerings.

Electronic Components

- i. Description of all electronic components and protective measures used to protect components from weather and vandalism.

✓ *PARKEON STRADA EXCEEDS* –

The Parkeon Strada requires **NO** tools to replace the vast majority of sub-assemblies.

The sub-assemblies of the meter are of a modular design to allow easy servicing through plug-in replacement parts. All electronic connections are of high quality and feature gold-plated terminals. The main board and internal components are environmentally sealed, highly water-resistant and are able to operate in conditions that exceed 97 percent humidity.

Every electronic component on the machine is coated to prevent operational failure and to ensure that the unit will stay fully operational within the specified temperature and relative humidity ranges.

Electrical connections between components/modules are accomplished with connectors. The machine has been designed so that the connectors for each component have a unique size and cable length preventing the deliberate or inadvertent connection of incompatible assemblies. Where feasible, wiring is held in position with clips.

The unit is designed around a 32 Bit Risc Processor. All memory is backed up with an exchangeable data module. There are a minimal number of sub-assemblies and therefore a reduced number of

connectors, which is essential in improving reliability. Typically the equipment has the following sub-assemblies:

1. Main board
2. Coin selector
3. Electrical supply board
4. Printer
5. Card reader
6. Modem
7. Display

The Parkeon Strada sets the industry standard for high resistance to weather including water, snow, ice and dust penetration to the internal areas. All openings are either shuttered or angled to deflect penetrating moisture and dust. The design of the interlocking cabinetry acts as a channel to again capture and deflect moisture and dust maintaining the system integrity and reliability. The Strada maintains an operational temperature range of -22 F to 131 F and at 97% RH (Non-condensing humidity).

ATI stocks components and fully functional replacement units in our office located a little more than one hour away.

Memory

- i. Proposals shall describe memory type and functionality, including memory and limitations.

✓ **PARKEON STRADA EXCEEDS –**

Parkeon's system design incorporates a separate battery to sustain clock, calendar, audit information and **random access memory** in the event of a main backup system failure or during battery replacement. Audit information is retained for the last three collections internally.

Spare Parts

- i. Establish recommended supply and spare part plan

✓ **PARKEON STRADA EXCEEDS –**

The Parkeon Strada kiosk is highly reliable which minimizes the need to maintain large inventories of spare parts. Additionally, Access Technology Integration maintains a robust inventory of Parkeon components in the office and on service vehicles.

The City may wish to maintain one the following:

Printer	\$1,049
Coin selector	\$920
Card Reader	\$1,335
Coin Canister	\$ 295

Color and Appearance

- i. Pay station should blend aesthetically into the City streetscape.

✓ *PARKEON STRADA EXCEEDS –*

Parkeon meters are designed to blend beautifully into your City’s streetscape. We have over 150,000 multi-space meters installed around the world, including picturesque cities big – *New York City*, Rome, Madrid, Seattle, London – and small – Cooperstown, NY, Savannah, GA, Aspen, CO and New Hope, PA

The Parkeon Strada footprint is 16.9” x 10.8” and comes in the following colors:

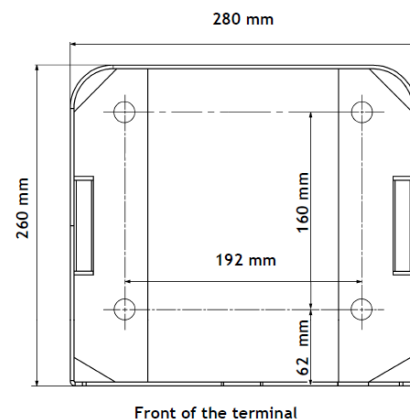


Installation drawings

- i. The Vendor shall install the pay station in on-street parking areas. The installation will include placing anchors in the sidewalk at the location to be determined by the City.

✓ *ACCESS TECHNOLOGY INTEGRATION*

ATI is factory trained and performs installation in accordance with Parkeon specifications.



Transactions

- i. Information related to online real-time approval and settlement of debit and credit card transactions.

✓ **PARKEON STRADA MEETS –**

Information is sent real-time to the Parkeon router/server system through the wireless network and delivered via the Internet to the City's authorized bankcard processor for authorization. As noted earlier, Parkeon has earned Level 1 PCI certification, which provide assurance your motorists' credit card data is well-secured per legal obligations published by the banking associations.


Average time for this real-time, on-line credit card authorization is between 7 and 15 seconds; we have clients whose transactions are processed in as few as 5 seconds.

Credit card and Data Security

- i. Information on credit card transaction and data transfer security and protection measures.

✓ **PARKEON STRADA MEETS –**

ALL the **encryption and authentication tasks are implemented by the card reader itself** and sent real-time to the Parkeon router/server system through the wireless network.

Certificate of Compliance

Payment Card Industry Data Security Standard (PCI DSS)

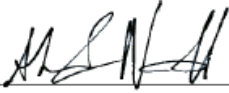
Awarded to:

Parkeon

SP Level 1

Service(s) Covered:

- POS / card present
- Payment Gateway/Switch
- Mobile Phone Payments



Alexander Norell

Director, EMEA Global Compliance and Risk Services

This is to certify that Parkeon has successfully completed an assessment by Trustwave against the Payment Card Industry Data Security Standard v3.1 (PCIDSS).

Conditions of issuing:

1. Trustwave has issued this certificate to indicate that the aforementioned company's card holder environment has been provisionally validated against the Payment Card Industry Data Security Standard v3.1 (PCI DSS) as of the Date of Compliance as stated above.
2. This certificate is subject to validation conditions as laid out within the PCI DSS audit and assessment procedures, and is subject to final acceptance by the relevant acquirer and/or card scheme(s). Any queries please contact Trustwave at Compliance-QA@trustwave.com. This certificate covers a one year period beginning from the Date of Compliance.
3. This certificate shall not warrant or guarantee to any third party that Parkeon's card holder environment is invulnerable to attack or compromise. Accordingly, in no event shall Trustwave be liable to any third party in the event of loss or damage caused by any failure or breach of Parkeon's systems or payment applications.
4. This certificate is issued by Trustwave as a commercial representation of work complete, and is not officially sanctioned by either the SSC or any card scheme making up said body.

Certificate ID: 36JS2Q-04081504th August 2015

✓ **Parkeon Strada Meets**

Our system provides 128 bit DES encryption when the credit card is read at the card reader. The encrypted card information is then transmitted directly to your PCI compliant transaction service provider/clearing house.

Credit card “Black list”

Parkeon Strada

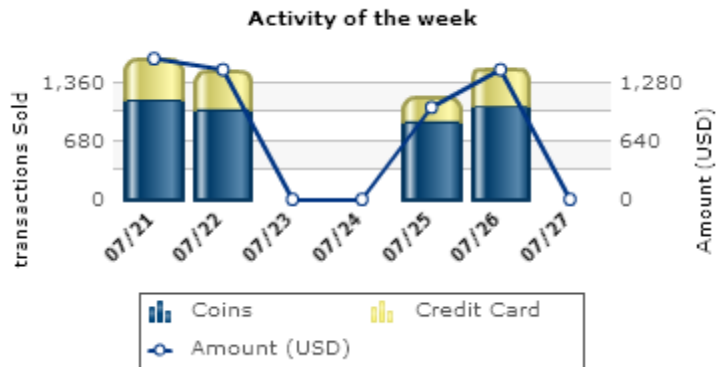
Parkeon machines process all credit card transactions in real time. This on-line authentication is typically in the 7 to 15 second range, although we have clients whose transactions are processed in as few as 5 seconds. This approach protects the city from lost revenue due to stolen or unauthorized usage that would occur in a batch-processing mode. Additionally, the city does not have to maintain a “black list” of known bad card numbers. And it meets PCI/CISP requirements regarding storage of credit card information.

Back Office Software

Management Reports, Monitoring and Alarms

The pay stations communicate via wireless two-way communication with Parkeon's powerful back-office suite, myParkfolio which provides data/financial management solutions. The myParkfolio communication system is a complete suite of services based on a unique IT platform developed and managed by Parkeon as a fully hosted service. Parkfolio manages the information to and from the pay stations and redirects it to the customer. Depending on the nature of the data and the contract modules subscribed to, the information is delivered to the customer's personal workstation or hand-held device.

Everything that occurs at a pay station (status check, collection, maintenance operation, transaction, etc) is recorded and regularly transmitted to the central server. This information is then processed and ready for you to review and analyze using myParkfolio.



✓ *Parkeon Strada Exceeds*

Parkeon's BackOffice provides robust ad-hoc reporting and active monitoring system available 24x7x365.

The pay stations communicate via wireless two-way communication with Parkeon's powerful back-office suite, myParkfolio which provides data/financial management solutions. The myParkfolio communication system is a complete suite of services based on a unique IT platform developed and managed by Parkeon as a fully hosted service. Parkfolio manages the information to and from the pay stations and redirects it to the customer. Depending on the nature of the data and the contract modules subscribed to, the information is delivered to the customer's personal workstation or hand-held device.

Everything that occurs at a pay station (status check, collection, maintenance operation, transaction, etc) is recorded and regularly transmitted to the central server. This information is then processed and ready for you to review and analyze using myParkfolio.

myParkfolio provides an option to remotely download rate, message, and ticket changes to the Strada.

Using Parkfolio you can view all sales data in many different forms. For instance, you can view transactions by pay station, by group of pay stations, by type of transaction, or by type of user.

You can monitor the status of your pay stations using myParkfolio because all alarms and warnings are right there for you to view. Like your sales data, maintenance data can also be viewed in different forms, making it easy to put a maintenance schedule together. myParkfolio can also send specific alarms right to your cell phone to alert you of a problem immediately.

Lastly, the myParkfolio platform provides a "drag-and-drop" interface which allows new reports to be created by end-users.

Back Office Software (myParkfolio)

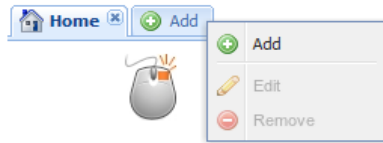
Quickly add (drag and drop) a window to display data (once setup the system retains layout)



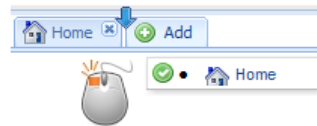
Welcome to Parkeon Portal

You can customize your portal by **adding** new tabs, or **renaming/reorganizing** existing tabs.

Context menu on Tabs

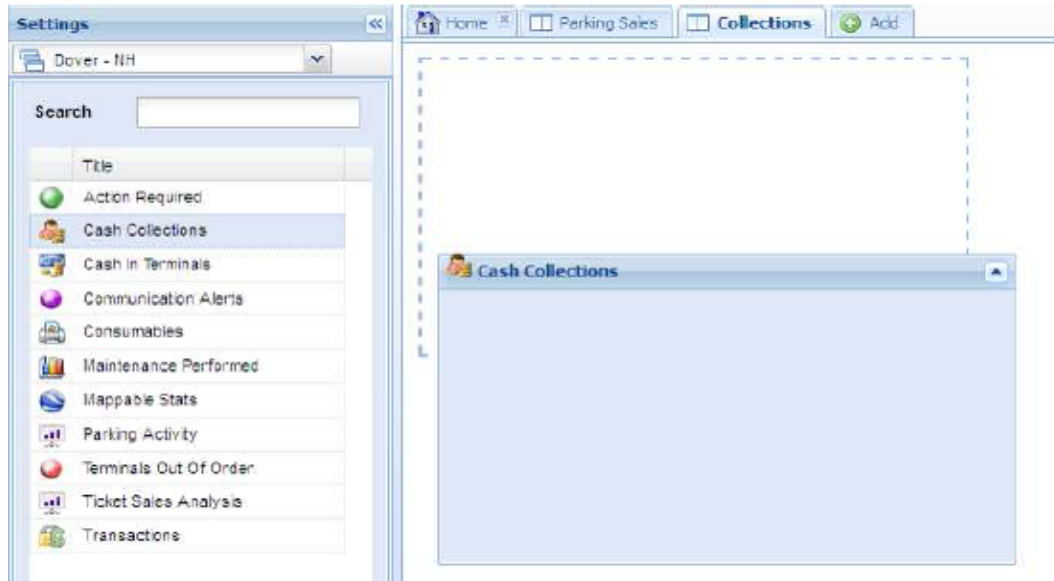
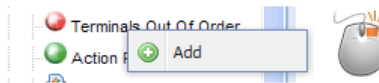


Drag and Drop on Tabs



Then, you can **add** parkjets (on the left) to your personal tabs, by double clicking the wanted parkjet, or again, with the help of the context menu. This only works on your **personal tabs**; this has no effect on the **Home** tab.

Context menu on Parkjets



Sample Reports

Maintenance Parkjets



Parking Sales Parkjets



Collections - Amount Collected by Zone or Circuit



Parkjet - Drill Down

Terminals with Green LED
2.38 %

Maintenance Performed

Meter Code	Date	Reason
1480005	12/01/2011 10:17	UPFON of the PFD
1480006	12/01/2011 10:17	Display and canceling of green warning LEDs (No. 387)
1480008	11/30/2011 10:12	parkjet recognition verification (No. 100)
1480010	12/01/2011 09:36	UPFON of the PFD
1480014	12/01/2011 09:37	Display and canceling of green warning LEDs (No. 387)
1480014	12/01/2011 09:37	Test light pointing (No. 211)
1480017	12/01/2011 11:11	Identification of terminal from code and number (No. 610)
1480017	12/01/2011 10:22	Display and canceling of green warning LEDs (No. 387)
1480017	12/01/2011 09:24	Test light pointing (No. 211)
1480017	12/01/2011 09:24	parkjet recognition verification (No. 100)
1480021	12/01/2011 07:40	Test light pointing (No. 211)
1480028	12/01/2011 10:24	Display and canceling of green warning LEDs (No. 387)
1480029	12/01/2011 11:11	Display and canceling of red failure LEDs (No. 395)
1480030	12/01/2011 11:10	Test light pointing (No. 211)
1480030	12/01/2011 10:30	UPFON of the PFD
1480030	12/01/2011 10:30	Display and canceling of green warning LEDs (No. 387)
1480030	12/01/2011 09:41	parkjet recognition verification (No. 100)
1480041	11/30/2011 09:40	parkjet recognition verification (No. 100)

One click gets you the detailed information you need!

Alerts and Alarms

- ✓ **Parkeon Strada Exceeds**
myParkfolio has the ability to send email notifications and/or text messages as designated. ATI will also proactively monitor notification for customer on a maintenance agreement.

----- Original message -----
From: Parkfolio Neo <PkfUsEast@parkfolio.com>
Date: 2/2/2016 9:41 AM (GMT-05:00)
To: support@atiaccesscontrol.com
Subject: Event notification

Hello,
Park: Binghamton University
Device: 31100001
event: 8194 - Coin collection notification. generated at: 2/2/16 9:40 AM, date of reception: 2/2/16 9:41 AM.

Product Support

✓ *ATI Professional Services*

Access Technology Integration shall work with the City to identify paystation locations. Location identification will take the following as inputs: curb line, motorist destinations, streetscape and input by city staff members.

ATI will receive and configure each unit at their office prior to installation. Once configured ATI will review the purchase screen and purchase process with City staff. City staff will be trained on the physical aspects of the units as well as training and focus on the backoffice system.

ATI maintains a strong customer base in and around Binghamton and will have little to no problem providing service via phone, mail and on-site.

ATI also provides 24 hour phone support and will deploy technicians in the event of an emergency.

Warranty

✓ *ATI Professional Services*

ATI warrants that all equipment shall be free from material defects in materials and workmanship in accordance with the manufacturer's warranty statements and be fit for their intended purposes. The warranty period for all Equipment shall be for one (1) year and commencing upon delivery and installation of the equipment or the period covered by the manufacturer's warranty, whichever is longer. City agrees to permit ATI reasonable access to the equipment during regular business hours for inspection, service, support and performance of any work required.

In the event of an incident ATI will evaluate the report. If a part needs to be returned/exchanged ATI will replace the defect component and return the component on behalf of the customer. There would be no cost to the City if the unit was defect.

Technical Phone Support

✓ *ATI Professional Services*

ATI is a customer focused organization. We pride ourselves on responsiveness and therefore offer 24x7x365 support for customers on a maintenance agreement. Customers requiring support after business hours have the opportunity to leave a message which immediately sends a copy of the message to all technician cell phones.

Technical Manuals

- ✓ ***ATI Professional Services***
ATI will provide manuals as needed.

Performance Standards

The City expects reasonable performance standards apply to various elements of pay station operation at an individual machine level. The City will negotiate performance standard with the successful respondent for inclusion in contract prior to awarding. The proposal response shall include suggested performance elements and experienced performance standards for major pay station components and management software. Performance standards should be based upon percentage of failure over a specific period of time.

- ✓ ***ATI Professional Services***
ATI supports performance standards and would work with the City on establishing standards, analytics, and performance of the multi-space meters.
- ✓ ***ATI Professional Services***
ATI supports an active training program and will provide remedial training beyond the initial training as requested by the City at the then prevailing rates.

Weather and Temperature

The Strada - Extreme Outdoor Performer



The Strada is built to perform outdoors, in the harshest weather conditions. It has proven to withstand the cold and snow of **New York City** , Boston, the steamy heat of Miami, and the rainy days in Seattle.

The Strada operates in wide temperature and humidity ranges, and has high resistance to dust, rain, fog, and salt spray. Below we list the following tests on the Strada to ensure that it meets or exceeds industry standards.

Climactic Compliance Tests

Test Reference	Description	Level
NF EN 60068-2-1 (2007)	Environmental testing - Part 2: Tests. Tests A: Cold	Resistance to temperature of -13°F Duration 16 hours
NF EN 60068-2-2 (2007)	Environmental testing - Part 2: Tests. Tests B: Dry heat	Resistance to temperature of +131°F; Duration 16 hours
EN 60068-2-30 (2005)	Environmental testing - Part 2: Tests. Test Db and guidance: Damp heat, cyclic (12 + 12-hour cycle)	Temperature of + 122°F and relative humidity of 97%
IEC 60068-2-5 (1999)	Environmental testing - Part 2: Tests. Test Sa: Simulated solar radiation at ground level	4 cycles of 24h (8h radiation/16h obscurity)

Resistance to dust and rain

The Strada is protected against dust and rain ingress, with a rating equal to protection index IP 3.3 (in accordance with standard EN60529). This norm status the degree of protection of the enclosure.

Protection from Oxidation

All metallic parts of the machine (housing, cashbox, pedestal and mechanisms) are protected against corrosion. The terminal housing is corrosion resistant, in accordance with standard NFX 41-002 (salt spray fog resistance).

References

University of Binghamton

Parking Services
4400 Vestal Pkwy E
Binghamton, NY 13902

Contact – Susan Crane, Director of Parking Services
Tel: (607) 777-2279

Village of Cooperstown

City Hall
22 Main Street
Cooperstown, NY 13326

Contact – Mayor Katz
Tel: 607-547-2411

Contact – Cindy Falk
Tel: 607-643-8284

Cooperstown installed 20 color display machines along Main Street and in Doubleday field.

City of Poughkeepsie

City Hall
62 Civic Center Plaza
Poughkeepsie, NY 12601

Contact – Cy VanTassell
Tel: 914-213-5635

City of Poughkeepsie installed 2 Parkeon Strada paystation in 2012. In doing so the City doubled revenue and reduced operational efforts according to City staff

Parkeon References

City of Dover, NH

Parkeon client since 2009
70 Multi-Space Meters
Dover Police Department
288 Central Avenue
Dover, NH 03820

Contact – Bill Simons
Tel: 603-516-2277
Email w.simons@ci.dover.nh.us

Dover voted to implement paid parking in 2009 and awarded a contract to Parkeon through a competitive bid process including multiple vendors. They installed 9 Strada Rapide units accepting coins, tokens, and credit cards as part of a pilot. Following this successful trial, Dover has purchased and installed another 61 Strada units. Dover keeps track of their Parkeon units via the myParkfolio back-office system.

City of Hartford, CT

Parkeon client since 2008
250 Multi-Space Meters
155 Morgan Street
Hartford, CT 06103

Contact – Carey Redd
Tel: (960) 527-7275
Email: credd@hartford.gov

Hartford installed 250 Parkeon solar powered multi-space meters at the end of 2008 after a competitive bid process. The City's Pay & Display meters accept coins and credit cards with real-time authorization. Motorists in the City are permitted to use their parking receipt to park at multiple locations as long as their receipt is still valid. Hartford's meters wirelessly communicate to the Parkfolio back-office system to allow the City to track transaction data and maintain their meters more easily.

After being installed for a year, Hartford's multi-space parking system proved itself to increase compliance, revenue, space turnover, and number of available parking spaces compared to the single space meters this system replaced. The multi-space meters also proved to be relatively maintenance free, especially compared to the single space meters, which broke down constantly.

City of Syracuse, NY

Parkeon client since 2002
240 Multi-Space Meters
1200 Canal Street Extension
Syracuse, NY 13202

Contact – Pete O’Conner
Tel: (315) 448-8576
Email: po’connor@ci.syracuse.ny.us

The City of Syracuse in 2002 undertook a pilot trial of Parkeon and Reino on-street meters. In implementing a paid parking program, they chose our multi-space pay stations and opted for the pay-and-display operation. The machines are solar powered and accept coins and credit cards. The original installation consisted of 20 machines and was made operational in August 2002. Based on the performance of our equipment, the city has purchased another 220 machines, giving them 240. Syracuse uses our myParkfolio back-office software management system.

City of Newark, NJ

Parkeon client since 2010
35 Multi-Space Meters
Newark Parking Authority
50 Park Place, Ste 919
Newark, NJ 07102

Contact – Ernest Booker
Tel: 973-623-6335
Email: ebooker@newarkparking.org

In 2009, the Newark Parking Authority trialed Parkeon and Metric pay stations with the goal of choosing the right multi-space parking system for the City. After the competitive trial and a competitive bid process, Newark selected Parkeon as their vendor of choice. In 2010, Parkeon installed solar powered Strada units accepting coins, bills, and credit cards, along with the myParkfolio back-office system. Newark now has a total of 35 Strada units.

Price Proposal Form

1. Price proposal for the purchase, delivery and installation of each pay station:

Monochrome Screen

15 units @ \$ 7,000 per unit TOTAL: \$ \$105,000.

As an alternative:

Color Screen

15 units @ \$ 7,500 per unit TOTAL: \$ \$ 112,500.

Indicate how long price will be held: 1 year.

2. Software to support units TOTAL: \$ 0.00.

3. Please advise lead-time for the delivery of proposed units from date of order: 6 weeks.
(* kiosk color may increase lead time)

4. Back Office Software Fee:

Pay-by-Plate configuration \$50/meter/month.

(Includes cellular connectivity)

Whoosh! mobile payments .35¢ / transaction

Optional:

Validation codes \$10/meter/month

City News \$5/meter/month

Single Space meter integration --- call