

FLASH



PROPOSAL FOR RFP:

CITY OF JOLIET

OTTAWA ST. PARKING DECK PARKING
ACCESS AND REVENUE CONTROLS SYSTEM
REPLACEMENT

ADDENDA RECEIVED

#1 & #2



Learn How We are Powering Connected Mobility



FLASH HEADQUARTERS
2500 Bee Caves Rd, Building III, Suite 400
West Lake Hills, TX 78746

SALES
governmentbids@flashparking.com

Table of Contents

Cover Letter..... 3

Fee Proposal Form 4

APPENDIX B..... 5

APPENDIX E..... 6

Section 1 Experience..... 7

Section 2 Project Team Members 13

Section 3 Qualifications.....32

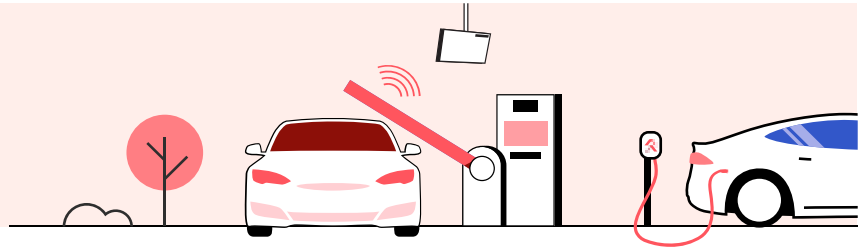
Section 4 Supplemental Information 34

 4.a. Approach:.....

 4.b. Exclusions:

Section 5 Cut Sheets 60





September 19, 2024

Subject: Flash response to the RFP for the OTTAWA ST. PARKING DECK PARKING ACCESS AND REVENUE CONTROLS SYSTEM REPLACEMENT

Dear Mr. Schwerha,

Thank you for providing Flash with an opportunity to submit a response to your Request for PARCS for the City of Joliet. After attending the walkthrough and listening to your vision, we are confident that our system will give your customers a first class parking experience and you and your staff an easy to manage, flexible system.

Some of our key features are:

- Cloud based functionality for total reliability, security, and agility
- eReservations and scan to pay functionality
- Turnkey installation with all civil work, concrete work and optional booth removal
- Secure Transactional Environment, PCI DSS Level 1 Service Provider
- Simplified USB-based hardware comprised of off-the-shelf components for minimum downtime, reduced costs, and most importantly providing a low cost fast & easy service model.

With over 16,000 locations across North America in a variety of different venues, Flash has the experience and the know how to successfully deploy our solutions in all types of environments. We also have another location in Joliet as well as support techs should they be needed are within a few hours.

Flash was born in the cloud, which means that we have the most experience in the industry working in a true cloud environment. We do not push data to an on-site server that is connected to the cloud, instead our equipment connects directly to the cloud via an Ethernet line, which means validations, rate pushes, on-line management, payments and reporting are done in real time. Also, with the industry's first and most comprehensive offline functionality, we have removed the inconvenience and revenue loss associated with internet outages and cloud failures.

Please call the references we listed, and we would be happy to provide more. Whatever the venue, Flash continues to provide world class parking solutions to industry leaders across North America and we look forward to building a partnership with the City of Joliet.

Again, thank you for your consideration.

Michael Rosenberg, Sr.Regional Sales Manager
(847) 707-6978 | michael.rosenberg@flashparking.com

Brandy Stanley, VP State & Local Market Development
(702) 756-1379 | brandy.stanley@flashparking.com



PROPOSAL FORM

COMPANY PROFILE

Project Name: Ottawa Parking Deck Parking Access and Revenue Controls Replacement

Name of Firm: [FlashParking, Inc.](#)

Address: [2500 Bee Caves Rd, Building III, Suite 400](#)
[Austin, Texas 78746](#)

Telephone: [\(888\) 737-7465](#)

Email: brandy.stanley@flashparking.com

Contact Person: [Brandy Stanley, Vice President of State and Local Market Development](#)

Proposal submittals shall include one (1) signed electronic pdf copy which uses this form to present the following information:

Experience: [Please see Section 1 of our proposal.](#)

Professional vendor resume stating qualifications to provide the services described herein. Include number of years in business, number of employees, location of office or offices, names of principals or employees who will complete the services. All proposed sub-consultants, if any, to be used for this contract must be listed and must provide the information addressed above.

Experience on similar projects; emphasis on parking access and revenue control equipment. Include project name, owner, location of project, budgeted cost and cost at completion, and design merits that responded to program and budget requirements.

Project Team Members: [Please see Section 2.](#)

Specify personnel assigned by name, position, specific office location, and commitment of time to the Project. Attach resumes of assigned personnel.

Qualifications: [Please see Section 3.](#)

References (three minimum) must be provided identifying each client, a contact person and the client's mailing address and telephone number for similar projects done by the personnel to be involved in these projects.

Supplemental Information: [Please see Section 4.](#)

Approach: Description of the approach to the project, noting project understanding, unique challenges, assessments, and project interpretation. Include intended deliverables, meetings, estimated milestone completion schedule and other project related information.

Exclusions: Provide a statement regarding any reservations, conditions or constraints, or exclusions related to the request for proposals, if any.

Fee Proposal: Ottawa Parking Deck Parking Access and Revenue Controls Replacement

FlashParking, Inc. proposes to provide the necessary professional services for this project for a lump sum fee of

\$ 267,438

*This lump sum is for installation and 1 year of software.

This amount does not include optional items, software after the first year or service plan pricing provided since we do not know what the term of the agreement is to be.

Submitted by:

Flash Parking
Firm Name

Gary Neff
Authorized Representative

DocuSigned by:

Signature AC4D6...

SR VP
Title

9/14/2024
Date

APPENDIX B

METHOD OF PAYMENT

Payments due under this contract shall be made on a lump sum basis. The lump sum fee will be multiplied by the percentage of work completed to determine the progress payment. Monthly progress payments will be made based on the level of effort completed monthly. The total payments to the Contractor shall not exceed \$267,438.

*This lump sum is for installation and 1 year of software.

This amount does not include optional items, software after the first year or service plan pricing provided since we do not know what the term of the agreement is to be.

PARCS Proposal Vendor Pricing Worksheet

HARDWARE							
Device Name	Required/ Optional	# Devices	Location	Per Device Cost	Total Cost	Comments	
1	Parking Gates with Loops and gate arms	Required	3	entry-exit	\$3,674	\$11,022	Articulated Gate Arms
2	Entrance Dispenser	Required	1	entry	\$13,992	\$13,992	w/ credit card reader
3	Exit Verifier (CC Only)	Required	2	exit	\$13,992	\$27,984	
4	Pay on Foot Payment Station	Required	1	elevator	\$30,344	\$30,344	Accepts Cash (bills only), credit card, and validations
5	License Plate Recognition (LPR) Camera	Required	3	entry-exit	\$120	\$360	license plate information only - this cost is SaaS per month
6	Variable Message Sign (VMS), Housing and Pole	Required	1	entry	\$31,880	\$31,880	40' x 40' VMS Sign, pole mounted with enclosure
7	Lane Open/Closed Signs	Required	2	n/a	\$930	\$1,860	2-lane open/closed signs for exit lanes
8	Mobile Payment and Pay Here Signs/Decals	Required	6	n/a	\$0	\$0	6-aluminum mobile payment; 25-decals; 2 Pay Here
9	Credential Stock (Proximity Cards)	Required	600	n/a	\$286	\$1,716	600 proximity card credentials
10	Starter supplies	Required	1	n/a	\$4,400	\$4,400	1-year of transient ticket stock; 160 rolls of paper
11	Mobile Fee Computer	Optional	1	n/a	\$0	\$0	Included in base proposal
12	Flash CareKit (Spare parts kit for kiosk and gates)	Optional	1	n/a	\$10,106	\$10,106	Flash recommended optional costs
13	Network Kit, Switch, Rack	Required	1	n/a	\$2,660	\$2,660	
14					\$		
REQUIRED Hardware Total:						\$126,218	
OPTIONAL Hardware Total:						\$10,106	Mobile fee computer functionality is no charge; recommended spare parts only

SOFTWARE							
Software Name	Required/ Optional	Initial Purchase Cost	Residual Cost	Comments			
1	PARCS Operating Software	Required	\$480	\$5,760	This covers the base software and associated 4 PARCS units		
2	LPR Module / Integration	Required	\$300	\$3,600			
3	Mobile Payment	Required	\$0	\$0	Digital Ticket Checkout		
4	Advance Sale/Parking Reservations	Required	\$0	\$0	Included if you use Parkwhiz - Other online sellers would be \$100 a month for 3 sites		
5	Parking Validation Module	Required	\$120	\$1,440			
6	VMS Sign Controls	Required	\$5,250	\$5,250			
7	Passport Parking Mobile Payment Integration	Optional	TBD	TBD	Scoping discussions are in progress		
8			\$				
9	DTC - Digital Ticket Checkout - 3.50% and \$0.50 transactional fee paid by driver - Think of this as a POF station on your		\$				
10			\$				
11			\$				
12			\$				
13			\$				
14			\$				
REQUIRED Software Total:			\$6,310	\$16,050	Annual cost for year 1		
OPTIONAL Software Total:			TBD	TBD			

INFRASTRUCTURE & INSTALLATION							
Device Name	Required/ Optional	Lead Time	Total Cost	Comments			
1	Power Connections (entry, exit, POF, & Sign)	Required	6-12 weeks	\$0	Included in PARCS installation cost		
2	Network Connections (entry, exit, POF, Sign)	Required	6-12 weeks	\$0	Included in PARCS installation cost		
3	New Island (exit lane)	Required	6-12 weeks	\$24,600			
4	Protective Bollards (entry, exit, LPR cameras, and Sign)	Required	6-12 weeks	\$13,880			
5	PARCS Equipment Installation	Required	8-12 weeks	\$82,390			
6	Legacy PARCS removal and disposal	Required	8-12 weeks	\$0	Included in PARCS installation cost - We will handle one lane at a time		
7	PARCS shipping	Required	5-10 weeks	\$2,500			
8	PARCS staff training	Required	10+ weeks	\$1,800			
9	Existing Attendant Booth removal	Optional	6-12 weeks	\$15,000			
10	Infrastructure for Optional Items	Optional					
11	Installation for Optional Items	Optional					
12							
13							
14							
REQUIRED Installation and Infrastructure Total:				\$125,170			
OPTIONAL Installation and Infrastructure Total:				\$15,000			

SUMMARY		Total Costs	Vendor Comments
1	Hardware - Required	\$126,218	
2	Software - Required	\$16,050	Annual SaaS
3	Installation and Infrastructure - Required	\$125,170	This number reflects the union and Flash team installation and implementation of all PARCS equipment, civil work for PARCS, PMS, and LPR
	Grand Total (Required)	\$267,438	
1	Hardware - Optional	\$10,106	Flash recommended spare parts
2	Software - Optional	TBD	
3	Installation and Infrastructure - Optional	\$15,000	Removal of cashier booth
	Grand Total (Optional)	\$25,106	
	Residual Required Software Cost (Annual)	\$16,050	
	Residual Optional Software Cost (Annual)	\$0	
	Service Plan Pricing (Years 3-5) Total Cost	\$72,037	This covers all parts and labor for the PARCS equipment
	Service Plan Pricing (Years 5-10) Total Cost	\$86,141	This covers all parts and labor for the PARCS equipment

Section 1

Experience



1.a. Professional vendor resume stating qualifications to provide the services describe herein. Include number of years in business, number of employees

Background

Since being launched in 2011 as a small startup of four employees, we have grown to approximately 650 team members. With our strategic investment from L Catterton Growth Fund, our recent merger with Arrive, and our acquisitions of Parkonect, Parkit, ZipPark, Mountain Parking, and CSI, Flash's 21st Century Service Model is poised to take on the future. In March 2022, we announced a \$250+ million strategic investment led by Vista Equity Partners ("Vista"), a leading global investment firm focused exclusively on enterprise software, data, and technology-enabled businesses.

FlashPARCS is installed in over 16,000 locations in North America with 15 regional branches bringing local account management and support to our customers without needing a distributor to deliver first class service. Our disruptive hardware design makes the total cost of ownership of our systems lower than other systems because our hardware is not proprietary and we don't require our customers to call our techs to make simple repairs. We want our customers to be able to maintain their own systems at whatever level they are comfortable with.

Flash is experienced with municipal installations and operations with key accounts like the cities of Las Vegas, Tallahassee, Lexington, Chicago, Rochester NY, Bethlehem PA, Tempe AZ and many more. We understand how municipal operations work and what their unique challenges are: political considerations, sometimes complicated procurement policies, constituent-based service goals and the need to support the local business community in ways that benefit everyone. Implementing paid parking is always difficult and if selected, we will be at your side supporting you throughout this journey.

Solutions

Our straightforward business strategy starts with listening to our clients, understanding their pain points with legacy infrastructure, and ultimately designing solutions with future-ready technologies that position your operation for success. While Flash has a large suite of products available to support our customers, the solutions we're proposing for the Ottawa Street garage are:

Flash PARCS: Parking Access and Revenue Control Solution

Flash PARCS is the solution of choice for industry leaders such as the Texas Medical Center (200 lanes installed in 44 days), City of Las Vegas (running Bluetooth for transients and monthlies), T.F. Green Airport (Providence, RI), Bayside Marketplace, American Airlines Arena, and the Port of Miami to name a few. Today Flash is delivering at enterprise scale counts of 1M cars per day and is processing over \$1B across 16,000+ locations.

Digital Parking: eReservations & Digital Ticket Checkout

Our parking reservation platform offers a convenient solution for booking parking spaces in advance. Customers can easily search for and secure a spot at the garage. This simplifies the parking experience, providing a seamless way to guarantee parking availability, save time and eliminate the stress of searching for parking upon arrival. With clear pricing information, various payment options and responsive customer support, we continue to enhance the parking experience by making reservations more convenient and efficient.

With Digital Ticket Checkout, customers have the ability to turn their parking ticket into a digital session, further enhancing the customer experience by providing a digital payment option. Notably, this solution does not require the user to download an app, so it won't confuse your customers that already have the Passport app by requiring them to have multiple apps to use the city's parking system.

Differentiators

Our rapid growth stems from our future-ready philosophy that's rooted in three competitive differentiators:



Future-ready Infrastructure

With equipment manufactured and assembled in our production facility in the U.S. and a direct sales and installation model, we control the end-to-end process; thus, creating efficiencies in sales, onboarding, installation, and deployment training.

Unrivaled Cloud Intelligence

Our industry-leading cloud-born software platform and architecture deliver real-time business intelligence with a 360-degree view of operations that provides unrivaled business intelligence for organizations of all sizes and industry spectrums.

World-Class Customer Experience

In an increasingly mobile world, the FLASH platform delivers comprehensive, innovative, user-friendly technologies like text for retrieval, ticketless parking, mobile payments, frictionless Bluetooth access, loyalty management, and eParking functionality that deliver a world-class customer experience.

The result is FLASH delivers a smart ecosystem of solutions, products, and seamless integrations that work together to streamline operations for operators, drive revenue for asset owners, as well as improve mobility and enhance the guest experience.

Organization Structure

FlashParking, Inc. is a Delaware Corporation.

1.b. Location of office or offices

Flash headquarters located in the Austin area, and the Chicago area offices:

- 2500 Bee Caves Rd, Building III, Suite 400, West Lake Hills, TX 78746
- 500 W Madison (Accenture/Ogilvie Building) - 10th Floor Chicago, IL 60661
- 1533 W Barclay Blvd Buffalo Grove, IL 60089

1.c. Names of principals or employees who will complete the services.

Government Institutions Team

Wade Bettisworth | SVP of Government & Institutional Verticals

Brandy Stanley | Vice President, State & Local Market Development

Local Branch Team

Lazar Milanov | General Manager

Marc Miller | Director of Sales

Michael Rosenberg | Regional Sales Manager

Eric Koprowski | VP of Operations North Region

Michael Capsa | Project Manager



1.d. All proposed sub-consultants, if any, to be used for this contract must be listed and must provide the information addressed above.

[Approach](#)

Flash utilizes the knowledge of experts on every aspect of your parking and mobility solutions. We have built relationships with subcontractors who are proven experts on the code and local laws and who meet the local licensing and permitting requirements of the installation. Flash obtains and requires that all subcontractors that we partner with obtain all necessary permits, licenses and inspection clearance for each project.

If awarded this opportunity, Flash will be responsible for the installation. A Flash Project Manager will be assigned to oversee the project team, from contract signature to final testing. A Flash Commissioner will be on site to oversee installation, with the support of the below union subcontractor.

[Subcontractor Details](#)

Company Name: American Electric

Business Address: 620 Pratt Ave N Schaumburg, IL 60193

Summary of their role in the project: Union subcontractor to assist with installation

Subcontractor resume stating qualifications to provide the services describe herein: Install PARCS equipment, cut loops, run conduit, cabling, removal and disposal of equipment, and electrical and concrete work.

Number of years in business: 20+

Number of employees: 65 employees

Location of office or offices: Schaumburg, IL

1.e. Experience on similar projects, emphasis on parking access and revenue control equipment.

[Overview](#)

Flash has successfully implemented hundreds of go-lives across the country in multi-site locations including Municipalities, Airports, Hospitals, and Institutions. With the experience gained from projects such as the City of Las Vegas, the City of Tallahassee, and the City of Virginia Beach, we are well acquainted with the complexities of a municipal PARCS installation and the importance of thorough communication and attention to detail. Our go-live is preceded by a thorough Commissioning process which includes onsite testing followed up with a second round of testing with remote verification. Flash will also provide a dedicated go-live trainer to observe the initial go-live and be available until the City of Joliet is comfortable with the system.

[Project name & Owner: The City of Las Vegas](#)

Design merits that responded to program and budget requirements:

The initial agreement with the City of Las Vegas consisted of 3 high traffic municipal garages totaling 18 lanes. These were existing locations with existing equipment from 3 different PARCS providers in various levels of degradation. The project was kicked off with a site visit that included the stakeholders from the city and Flash's PM and local installing contractor. After surveying each location, it was determined that the City Centre Garage with existing Parking Soft equipment was their biggest headache and would be the first location to be converted to Flash.

City Centre Garage is a very busy location serving the courthouse across the street and typical parkers include courthouse visitors, courthouse employees, and law enforcement vehicles. The Flash PM was tasked with putting together an installation schedule that would minimize impact to parkers and revenue loss to the city. The PM spent some



additional time at City Centre Garage to understand the existing network which would be reallocated to the Flash system. The city managed their own network and had specific requirements for devices using their network. It was then decided that a test PARCS device would be installed on the network and tested prior to swapping out equipment. This turned out to be a good decision because we immediately encountered various issues that kept the PARCS device from communicating. The PM coordinated multiple calls with the city's IT manager to work through these issues to resolution. Once everyone was confident in the solution, the Flash installation contractor commenced the physical equipment installation with a plan that always left an active entry and exit lane available for traffic flow.

The lessons learned on the City Centre Garage were then deployed to the remaining locations with minor tweaks and additional downtime was avoided. Flash's implementation success at these 3 city garages translated into the city awarding 2 new construction garages to Flash.

Location of project: Las Vegas, NV

Budgeted cost: \$1.7 million | Cost at completion: \$1.7 million

Project name & Owner: [The City of Tallahassee](#)

Design merits that responded to program and budget requirements:

The initial agreement with the City of Tallahassee consisted of 1 Entry, 1 Exit, 2 Gates, 1 POF + Cash Machine, which was added after the initial contract, as well as 1 Acumera, 4 Direct Burial Loops and 1 Occupancy Sign (not purchased through FLASH.) Below are examples of subjects that often require special attention when installing PARCS equipment for municipal projects. These were encountered during the installation for the City of Tallahassee.

Network: When installing with a City or Municipality, we typically need to put our Acumera behind a City-approved Firewall. In most cases, we need to connect with the IT team at the city and provide our Network Requirements to ensure they can open the proper ports and IP addresses.

Permits: When installing new construction locations, permitting may be required by the City. In addition, installers may need approval from the City prior to being onsite.

Occupancy Signage: The City of Tallahassee purchased signs directly through IP display which caused delays and it was not the correct sign. When we purchase, we can ensure it's the proper sign and understand the need for power/data requirements.

Location of project: Tallahassee, FL

Budgeted cost: \$1 million | Cost at completion: \$1 million

Project name & Owner: [City of Rochester](#)

Design merits that responded to program and budget requirements:

After trialing our system in one garage, including one entry and one exit, the City decided to award Flash the rest of the garage, as well as 5 more garages in the municipality. In total, we installed and commissioned 31 lanes and 2 pay-on-foots, across 6 garages, in 9 days.

The project was kicked off with a site visit that included the stakeholders from the City, Flash's PM and the local installing contractor. The Flash PM worked with the client to clearly understand their needs and to avoid any potential surprises. She created an installation schedule that accommodated for the busiest days and times of the high traffic garages, to avoid unnecessary disruptions for parkers.

Additionally, civil work was needed to complete infrastructure, before we could begin onsite installation. To ensure a smooth transition between phases, we worked with their General Contractor and electrician to ensure the proper concrete pads, conduit pathways, and power/data were in place.



Next, we began our 30-day GLO period, which worked exactly as intended. During this time, the City had direct access to the implementation team, so that we could quickly address any questions they had and could make minor adjustments to fit their preferences. We also added some additional features, such as Digital-Ticket-Checkout and roll door scheduling, to ensure that the garages functioned exactly as City wanted.

Location of project: Rochester, NY

Budgeted cost: Estimated Cost \$530k | Cost at completion Final Cost Hardware-as-a-Service (HaaS) monthly billing, as agreed upon.

Project name & Owner: Millenium Garages, City of Chicago

Design merits that responded to program and budget requirements:

22 entry lanes, 23 exit lanes, 36 POF; all lanes have LPR cameras, EV Charging stations

Millennium Garages is the largest downtown public underground parking system North America. In aggregate, the system has a total of 9,176 spaces, 3.8 million square feet of space, and consists of the following four facilities: Grant Park North, Grant Park South, Millennium Lakeside Garage, and Millennium Park Garage. The garage, in total, expands from Van Buren to Randolph and Lakeshore Drive to Michigan Avenue.

Each entry lane has an entry station, LPR, prox reader, BLE, External barcode scanner, Magnetic gate.

Each exit lane has an exit station, EMV reader, LPR, prox reader, BLE, External barcode scanner, and Magnetic gate.

These garages utilize LPR, Prox cards, QR codes and BLE. They also accept Cash, credit cards, Apple and Google pay for payment.

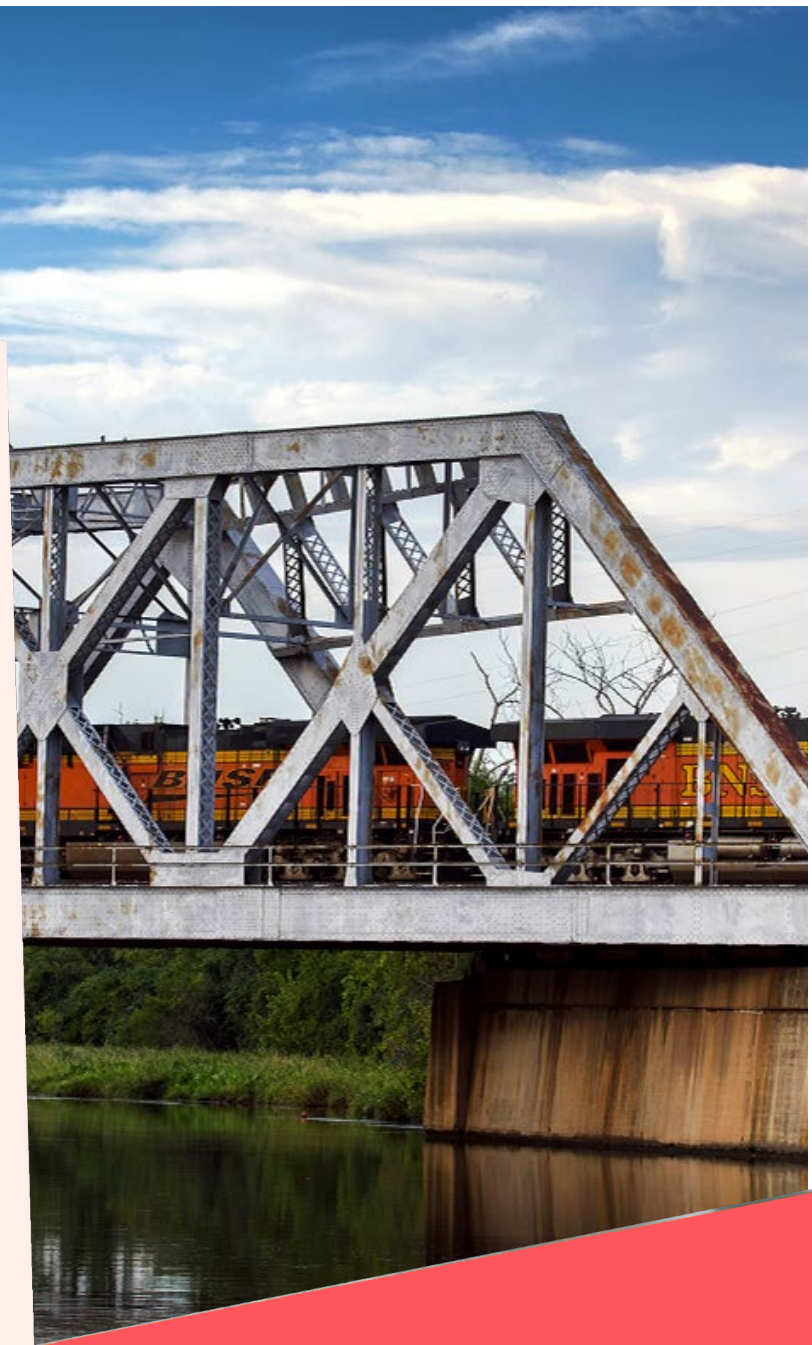
Location of project: Chicago, IL

Budgeted Cost: ~\$1.5M | Cost at completion: ~\$1.45M



Section 2

Project Team Members



2.a. Specify personnel assigned - Name, Position, Specific office location, Commitment of time to the Project

About Our Team

What began as a small team of scrappy entrepreneurs has evolved into a global team of more than (1,000) employees with one goal: redefining the way the world gets around. Much like our solutions, we believe that greatness is achieved when we work together. Each member of our team brings a diverse skill set, and deep understanding of the industry, to ensure success in all phases of project planning and implementation.

Together, the Flash team has commissioned and managed over (10,000) installations across various industries including parking, energy and more. We are eager to partner with the Yonkers Parking Authority to provide you with a configured solution for your needs that will enable you to thrive in today's ever-changing mobility landscape.

As further described in this proposal, Flash emphasizes the importance of local branch support for our customers. This team is comprised of your Regional Sales Manager, a Project Manager, several Field Technicians, all led by the General Manager and Area Vice President.

With the support of the Government Institutions Team, the Local Branch Team works in collaboration to meet your consultation, installation, and training needs. Our professional installation team has the capacity and the experience to undertake this project, should we be awarded.

Government Institutions Team



Wade Bettisworth | SVP of Government & Institutional Verticals

Over the past 25 years, Wade has been entrusted to provide parking and transportation solutions to municipalities, colleges and universities as well as private parking operators. During this time, he has assisted numerous public and private entities in improving the efficiencies of their parking operations. Wade's experience includes consultative customer interface while at T2 Systems, Redflex Traffic Systems and Genetec/AutoVu. During his nine-year tenure with Schlumberger/Parkeon (now known as Flowbird), Wade was instrumental in introducing parking pay stations for on-street use in numerous cities, including Seattle, Portland, Galveston and Park City. Wade joined FLASH following a successful career at Amano McGann. His successes at Amano McGann include leading the effort to deliver a multi-million-dollar, state of the art parking control system to a consortium led by the city of Sacramento.



Brandy Stanley | Vice President, State & Local Market Dev

Brandy has spent over 30 years managing parking operations in both private and public sides of the parking industry throughout the United States. Prior to joining Flash, Brandy was responsible for the City of Las Vegas' parking operations. There she spent over 10 years building a world class organization that is rooted in customer service, use of technology to improve the parking experience, and creating new parking inventory to support economic growth. Prior to her tenure at the City of Las Vegas, she headed parking operations for the City of Manchester, NH, was a regional manager for SP+ Corporation and worked for other operators after getting her start in the parking industry as a valet during college.



Local Branch Team



Lazar Milanov | General Manager

As General Manager- Chicago/Minneapolis Branch, Lazar oversees branch operations, sales performance, customer satisfaction, and team management in the parking and mobility technology sectors. He possesses a wealth of experience spanning 29 years in the parking industry. For the first 14 years of his career, Lazar served in key roles overseeing parking operations for major operators in Chicago, including Mid-City Parking and Central Parking (currently SP+). Subsequently, he transitioned to a pivotal role on the supplier side, representing one of the foremost PARCS providers in the USA, DataPark (currently HUB Parking Technology). Serving as the Regional Manager for the Midwest, Lazar assumed responsibility for the comprehensive spectrum of sales and account management activities. In this capacity, he played a crucial role in collaborating with both existing and prospective clients, contributing significantly to achieving the company's goals in terms of growth, revenue, and market share. Leveraging his extensive background in parking operations and PARCS, Lazar consistently pursues his primary objective: to meet and exceed customer expectations. His commitment to delivering exceptional service has been a hallmark of his career.



Marc Miller | Director of Sales

Marc brings an extensive background in business development and sales cycle management within different sectors of the technology industry. Since joining Flash in 2019, Marc has led the commercial and municipal sales efforts in his region. Marc has a proven track record of driving new revenue to his regions while creating lasting and valuable relationships with his clients.



Michael Rosenberg | Regional Sales Manager

Michael honed his relationship management skills cultivating SaaS software solutions for his customers in the US starting in 2011. Working from a parking permits, permit fulfillment, permit distributed, and citation perspective with Rydin. Continuing to work in cloud based parking and SaaS with Parkonect and now Flash Parking. At the end of the day, Michael is looking to solve a problem by bringing the best possible solutions to the client.





Eric Koprowski | VP of Operations North Region

Eric has been involved in parking in some capacity since 2002. Attended DeVry University for electrical engineering and computer information systems. Took a job during college waving a flag outside Wrigley Field (Go Cubs!) for a small parking operator and never looked back. 15 years of operator experience, from valet parking (what a great way to stay in shape) to running a Fortune 500 company's 25 largest at-risk properties in Chicago (not a great way to stay in shape). Joined a 5 person start up (Parkonect) in 2015 to oversee all operations and controlled the rocket ship during 10x growth over 5 years. Eric has personally managed hundreds of installation projects and loves being out in the field. Acquired by Flash in June 2021, Parkonect integrated several departments and teams, and built best practices. Eric is now responsible for implementation of both Flash and Parkonect in the North Region.



Michael Capsa | Project Manager

Michael is a dedicated Project Manager with five years of hands-on experience in technical roles, including Technician and Commissioner positions. He brings a unique blend of practical expertise and academic insights to drive successful project outcomes, as a prior student at Northern Illinois University. At NIU, he built the foundation for a strong analytical approach and strategic mindset. Michael thrives on managing complex projects and finding innovative solutions.

2.b. Attach resumes of assigned personnel.

Please see attached.



Wade Bettisworth

Senior Vice President, Government and Municipality Sales at FLASH
Oak Park, California, United States

Experience

FLASH

4 years 9 months

Senior Vice President, Government and Municipality Sales
May 2022 - Present (2 years 5 months)

Vice President, Government and Municipality Sales
January 2020 - April 2022 (2 years 4 months)

Amano McGann, Inc.

6 years 7 months

Senior Vice President, Indirect and Dealer Sales & Operations, N.A.
July 2019 - January 2020 (7 months)

Vice President

July 2013 - July 2019 (6 years 1 month)

Education

California State University, Northridge

Master of Business Administration - MBA, Marketing

California State University, Chico

Bachelor of Science - BS, Business Administration and Management, General

Brandy Stanley, MBA, CAPP

VP, State & Local Market Development
Las Vegas, Nevada, United States

Summary

31 years experience in the industry managing virtually every type of parking operation in both public and private settings.

Specialties: Technology assessment, program and policy design and implementation, operations management.

Experience

FLASH

VP, State & Local Market Development
January 2023 - Present (1 year 9 months)
Austin, TX

City of Las Vegas

Parking Services Manager
May 2011 - January 2023 (11 years 9 months)
United States

Responsible for all financial management, operations, policy recommendations, technology purchases/installations and communications with regards to on and off-street parking assets.

City of Manchester, New Hampshire

Parking Manager
October 2006 - May 2011 (4 years 8 months)

Responsible for all finance, operations, management, policy and technology purchase/implementation for the city's on and off-street parking assets.

Standard Parking

Regional Manager
November 1999 - October 2006 (7 years)

Responsible for operations, budgeting, project management and over 100 employees in the Richmond, VA market.

Education

Texas McCombs School of Business

MBA, Business Administration · (2001 - 2004)

University of Washington

BA, Business Administration · (1993 - 1996)

Lakeside School

· (1986 - 1991)

Lazar Milanov

General Manager - Chicago Branch
Greater Chicago Area

Experience

Flash

General Manager- Chicago Branch
December 2023 - Present (10 months)
Greater Chicago Area

HUB Parking Technology

14 years 10 months

Area Commercial Manager - Midwest

December 2018 - December 2023 (5 years 1 month)
Greater Chicago Area

Regional Manager

March 2009 - December 2018 (9 years 10 months)
Greater Chicago Area

Central Parking System

7 years 7 months

Operations Manager

September 2005 - March 2009 (3 years 7 months)
Greater Chicago Area

Area Manager

September 2001 - September 2005 (4 years 1 month)
Greater Chicago Area

Mid City Parking

Area Manager

January 1995 - September 2001 (6 years 9 months)
Greater Chicago Area

Education

College of Economics and Management - Svishtov Bulgaria

Bachelor degree in Accounting and Management., Accounting and Business/
Management · (1988 - 1992)

Eric Koprowski

Vice President of Operations at Flash
Hoffman Estates, Illinois, United States

Experience

Flash

Area Vice President of Operations
June 2021 - Present (3 years 4 months)
Chicago, IL

Parkonect, LLC

7 years 6 months

Vice President of Operations

January 2021 - March 2024 (3 years 3 months)
Chicago, IL

Strategic Operations

October 2016 - January 2021 (4 years 4 months)
Chicago, IL

ABM Industries

6 years 1 month

Operations Manager

June 2014 - October 2016 (2 years 5 months)
Chicago, IL

Area Manager

May 2011 - June 2014 (3 years 2 months)
Chicago, IL

Project Manager

October 2010 - May 2011 (8 months)
Chicago, IL

M Rugged Mobile Technology

Bench Technician

February 2009 - October 2010 (1 year 9 months)
Arlington Heights, IL

System Parking, Inc.

Area Manager

February 2007 - February 2009 (2 years 1 month)

Arlington Heights, IL

GE Healthcare

Technical Documentation Developer

March 2006 - February 2007 (1 year)

Aurora, IL

Education

Devry University

Electrical Engineering, Computer Engineering, Business · (2003 - 2005)

Harper College

Associates, Computer Informations Systems, Web

Development · (2001 - 2003)

Marc Miller

Senior Director of Sales - North at Flash
Chicago, Illinois, United States

Experience

Flash

5 years 4 months

Senior Director of Sales - North
June 2024 - Present (4 months)

Director of Sales - Midwest
March 2024 - June 2024 (4 months)
Chicago, Illinois, United States

Director of Sales - West
July 2023 - March 2024 (9 months)

Senior Regional Sales Manager
January 2022 - July 2023 (1 year 7 months)

Regional Sales Manager
June 2019 - January 2022 (2 years 8 months)
San Diego, California

Kforce Inc

Account Manager
May 2018 - June 2019 (1 year 2 months)
San Deigo, CA

DAVIS BANCORP

Outside Sales Account Executive
August 2016 - May 2018 (1 year 10 months)
Chicago, Illinois

C.H. Robinson

2 years 7 months

Capacity Account Executive
August 2014 - December 2015 (1 year 5 months)
Chicago, IL

Account Manager

June 2013 - August 2014 (1 year 3 months)

Chicago, Illinois

Education

University of Iowa

Bachelor of Business Administration (B.B.A.), Marketing and
Management · (2009 - 2013)

Michael L. Rosenberg

Senior Regional Sales Manager @ Flash | Sales Pipeline Management
United States

Summary

MY SUPER STRENGTH

Building sales strategy plans that lead to big goals! My experience and talents provide me the ability to mix the right tactics that achieve business and customer needs.

- Build a pool of prospects through networking, connect calls, and business social platforms.
- Prioritize your lead prospects!
- Sell with a 'what's in it' for the customer approach.
- Clearly communicate goals to keep everyone on the same page.
- Come armed with creative solutions to solve customer's challenges.

BRINGING VALUE THROUGH THESE KEY SKILLS & TALENTS

Accomplished sales professional possessing a successful track record in a variety of sales, consistently delivering a high level of performance. I have the ability to understand a customer's core business needs and then work quickly to architect a buying vision around his employer's products or services.

Strong ability to build new and nurture existing relationships through building confidence, uncovering roadblocks, and navigating solutions that meet business goals. Talented in attaining business and market knowledge to leverage in a sales coach approach from prospecting to closing the sales. Motivated to drive sales and negotiate to win the business while putting people first. Highly skilled in project management methodologies, communications, presentation development and delivery, and public speaking. I'm a team player who's hardworking and driven to achieve success.

TECHNOLOGY & SYSTEM KNOWLEDGE

- Microsoft Office 365
- G-Suite

- Salesforce.com
- Saleslogix
- LinkedIn Sales Navigator
- Zoom info / Discoverorg

ABLE TO PLUG INTO A VARIETY OF ROLES & RESPONSIBILITIES

Strategic Partnerships, Sales and Marketing Planning, Enterprise Software, High Availability, Business Continuity, Competitive Analysis, Product Management, Business Process Engagements, Partner Recruitment, Project Management, Sales Management, Solution Sales, Account Management, Cloud Computing, Virtualization, MEDDIC, Linearity of Forecasting, New Business Sales, Bid Preparation, Consultative Selling, CRM, Solution Selling, Enterprise Software, Strategy

Experience

Flash

Senior Regional Sales Manager

June 2023 - Present (1 year 4 months)

Greater Chicago Area

Parkonect, LLC

Regional Sales Manager

September 2020 - Present (4 years 1 month)

Greater Chicago Area

Parkonect was designed to maximize profitability – increase revenues through creative, mobile-based products today’s customers seek while simultaneously minimizing costs through real-time, cloud based management software and API driven equipment that is nearly maintenance free as a result of almost no moving parts.

Parkonect was built on the foundation that a parking facility is a component of a greater property asset investment. We have products and features that were specifically designed to increase customer loyalty, your brand and site amenities. When done right, these attributes lead to sustained profitability and significantly improved asset valuation.

We stand alone with the most multi-vendor third-party online parking integrations, including SpotHero, PassPort, ParkWhiz, ParkMobile and more. We work with the Nation's largest parking operators, including Interpark, SP +, LAZ Parking, InterPark, and ABM, as well as innovative companies such as Zipcar, Inrix and Passport Parking.

Splunk

Regional Sales Manager

August 2019 - June 2020 (11 months)

Greater Chicago Area

HOW I BROUGHT VALUE TO THIS ROLE

- Attained Splunk Cloud Hero Status: A certification honor earned by proven training and testing achieving subject matter expert status of Splunk Cloud.
- Responsible for new account management and development in Healthcare, Construction, and Manufacturing markets.
- Certified in MEDDPIC Enterprise Sales
- Work with partners (CDW, Alchemy Security, SHI, and others) to offer maximum effectiveness.
- Skilled in next-generation architectures and solutions (Microservices, Container space, Machine Learning, Cloud)

ROLE ACCOMPLISHMENTS

Won a major Healthcare Network System

- Leveraged persuasion methods, active listening, and interpersonal skills. Acted as an influencer and trusted sales coach and cross-functionally partnered in identifying solutions to build confidence and secure the business.

Secured US larges Solar Manufacture

- Identified the key player over cybersecurity getting to the decision-maker. Through active listening uncovered problems and categorized each against solutions with positive outcomes to secure the business.

Automated Business Designs

Senior SaaS Sales Executive

January 2018 - August 2019 (1 year 8 months)

Greater Chicago Area

ROLE ACCOMPLISHMENTS

\$247K - Attained within the first year of employment, a company's first-year record.

HOW I BROUGHT VALUE TO THIS ROLE

- Discovered and secured SaaS software clients through relationship building, understanding customer needs, providing relevant demonstrations, presentations, and solutions.
- Processed proposals and negotiated contracts from end-to-end.
- Cross-functionally partnered with marketing to develop and narrate webinars and videos to increase community members and attract prospects by educating on software features and functionality.
- Consistently exceeded sales goals.

Rydin Decal

PermitExpress Sales Representative

April 2011 - December 2017 (6 years 9 months)

Streamwood, IL

ROLE ACCOMPLISHMENTS

\$250K - Secured a contract with one of California's largest community colleges.

Consistently stayed engaged in establishing relationships to build trust and confidence. Identified key challenges to provide specific solutions securing the business and a long-term relationship.

HOW I BROUGHT VALUE TO THE ROLE

- Maintained a 25-state territory of existing community members and develop pipeline of potential community members.
- Brought over \$1M of annually renewable cloud revenue with annual increase.
- Developed leads through prospecting, cold call touchpoints, follows-ups on marketing-generated leads, and conduct software presentations.
- Presented to top management, administration, frontline team members, and board of directors.
- Attended industry trade shows and conferences, along with visits to universities, colleges, high schools, and medical centers to conduct presentations on various parking permit options and PermitExpress.
- Created, managed and hosted monthly webinars focused on parking software, custom permits to drive business and maintain customer satisfaction.

Education

Southern Illinois University, Carbondale

MICHAEL A. CAPSA

675 Randi Lane, Hoffman Estates, IL 60169, macapsa@gmail.com, 630-788-7071

Summary: Highly motivated individual with a strong background in customer service within the technology manufacturing industry. Seeking a position where I can utilize my skills and grow my technical skillset by coordinating with cross-functional teams in a dynamic Sales and Customer Service environment.

WORK EXPERIENCE

Project Manager I

Nov 2021-- Current

Flash Parking Austin, TX-Buffalo Grove, IL

- **Project Leadership:** Spearhead project initiatives, ensuring seamless coordination to meet manufacturing-specific deadlines and objectives.
- **Technical Mastery:** Cultivate an in-depth understanding of manufacturing technologies, particularly within the Flash ecosystem, to optimize operational efficiency.
- **Ownership Culture:** Embrace a culture of accountability where project success is paramount, driving initiatives forward with a dedicated focus on delivering tangible results.
- **Financial Stewardship:** Manage project finances meticulously, aligning budgetary considerations with manufacturing goals to enhance profitability and maintain healthy margins.
- **Strategic Planning Excellence:** Craft comprehensive project plans tailored to manufacturing challenges, proactively adapting strategies to overcome obstacles and ensure seamless execution.
- **Stakeholder Engagement:** Foster robust communication channels with internal teams and external partners, nurturing collaborative relationships to uphold manufacturing excellence at every stage.
- **Proactive Problem-Solving:** Anticipate manufacturing hurdles and preemptively devise innovative solutions, leveraging foresight to mitigate risks and maintain production continuity.
- **Customer-Centric Approach:** Cultivate strong client partnerships, delivering tailored solutions that elevate product experiences and solidify your company's position as an indispensable manufacturing ally.
- **Continuous Improvement:** Identify operational inefficiencies and implement strategic enhancements, driving continual process optimization to fuel manufacturing success and innovation.

Game Service Technician

Oct 2020 – Feb 2021

Accel Entertainment, Burr Ridge, IL

- Communicates with call center to efficiently manage and prioritize service calls in a timely manner
- Troubleshoots gaming devices and repair as needed
- Performs auditing procedures per company policy to abide by State guidelines
- Manages parts inventory to ensure availability when repairs are needed
- Interacts with clerks, management, and customers to solve issues as they arise
- Delivers product from company location to customer locations

Computer Operator**Mar 2019 – Oct 2020**

Scientific Games, Wood Dale, IL

- Operates call center operations and data processing for Video Central Communications system as well as VGT's and components
- Supports SGI field service operations and Illinois Gaming Board agents
- Provides ongoing system integrity monitoring
- Completes and troubleshoots gaming machine installs and software upgrades
- Generates system reports for various data entry routines such as updating turnover logs with any unusual system occurrences.
- Coordinates and manages project requests with vendors to problem solve issues
- Supports the team as a customer service representative and computer operations expert

Logistics Coordinator**Aug 2014 – Oct 2017**

B&H Systems, Elk Grove Village, IL

- Assisted customers with all existing and new orders daily
- Communicated with the dispatch department to ensure quality service was provided
- Handled main tasks which included creation of bill of landings, updating information into the company system, and status of customer orders.

EDUCATION**Northern Illinois - University Dekalb, IL**

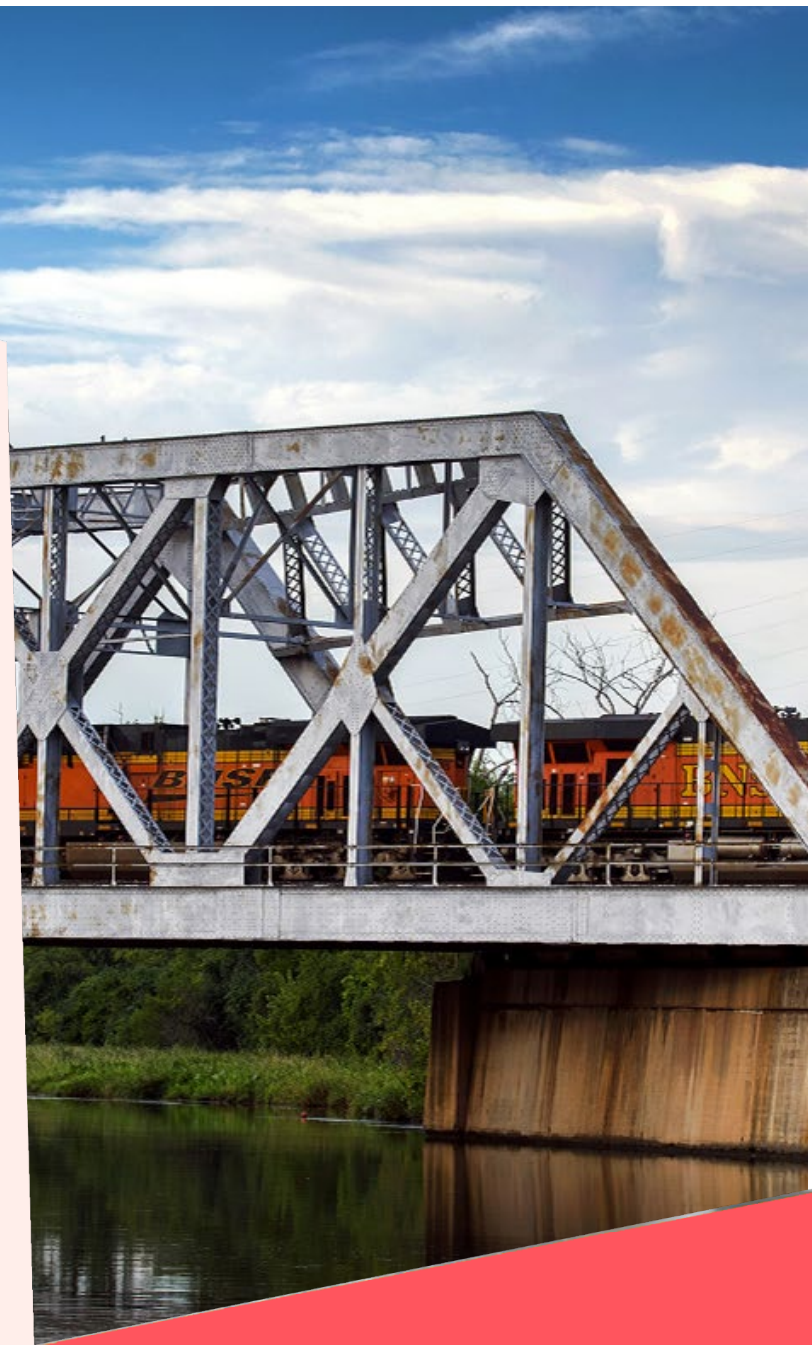
- Bachelor of Arts in Economics with a Minor in Political Science – GPA 3.5/4.0
- Successfully completed several junior and senior economic classes including: Intermediate Microeconomics, Intermediate Macroeconomics, International Economics, Research and Development in Economics, Monetary Policy, and Economics Human Resources. Junior and Senior Political Sciences classes include: Constitutional Law, American Foreign Policy, Environmental Law, and Middle Eastern Politics.

Awards and Recognition

- Acquired a 97% customer satisfaction rating over a course of 2 years as a licensed leasing agent
- Number 1 sales representative in IL/WI market 6 consecutive months
- Achieved the company goal of being at the top 25% of representatives for 2 consecutive years

Section 3

Qualifications



References (three minimum) - similar projects done by the personnel to be involved in these projects.

[Client: Bays Investment](#)

Contact person: Jessica Bays–Senior Vice President

Client's mailing address and telephone number: 3077 W. Jefferson Street, Suite 100, Joliet, IL 60435 | 815-741-2700

[Client: BOS Center - Springfield](#)

Contact person: Jodi Davis

Client's mailing address and telephone number: 1 Convention Center Plz, Springfield, IL 32701 | 217-899-2150

[Client: Millenium Park Garage](#)

Contact person: Robert Johnson

Client's mailing address and telephone number: 5 S Columbus Dr. Chicago IL 60601 | 860-841-0915

[Client: LAZ Parking](#)

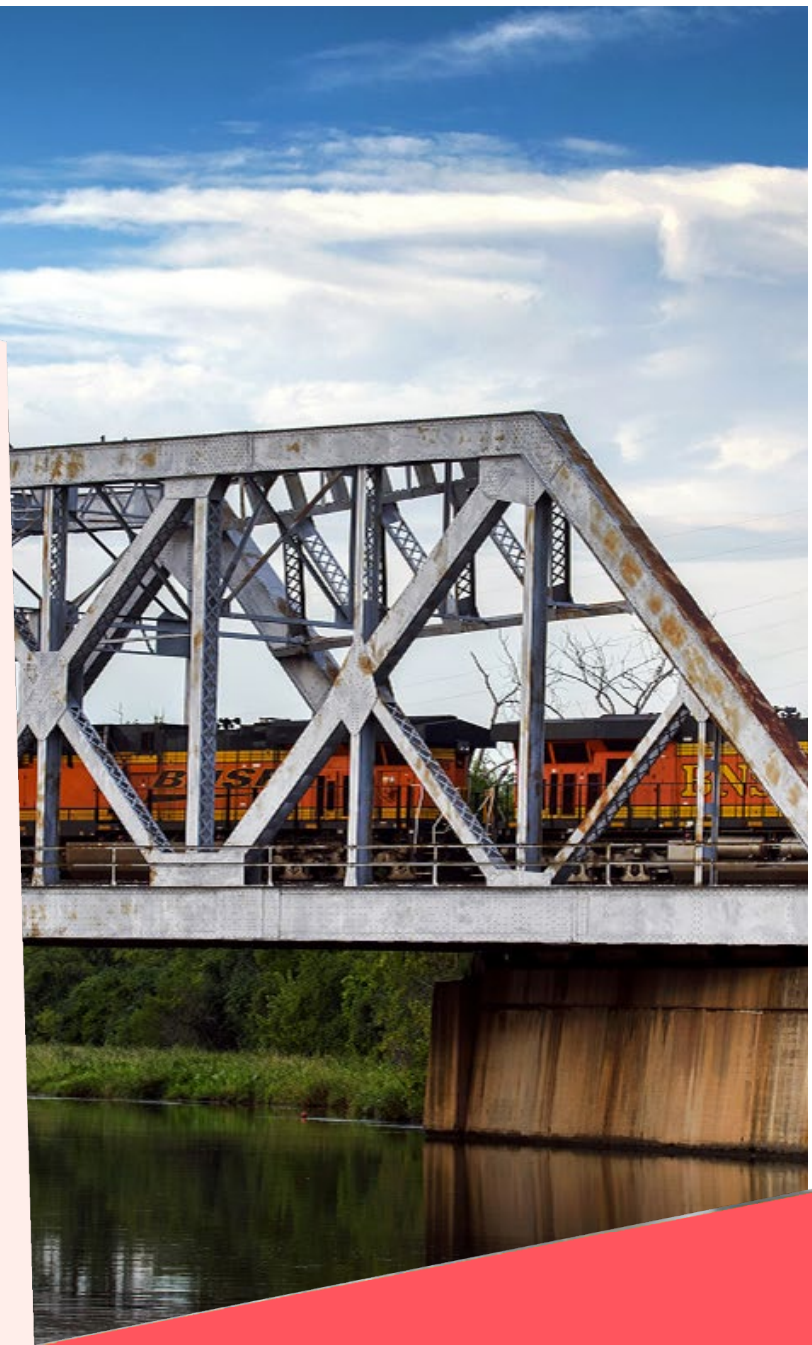
Contact person: Marlin Jackson

Client's mailing address and telephone number: 33 W Monroe Chicago IL | 708-815-0779



Section 4

Supplemental Information



4.A. APPROACH:

4.a.i. Description of the approach to the project, noting project understanding, unique challenges, assessments, and project interpretation

Overview

After reviewing the RFP, we believe that Flash would be an ideal partner for the the City. Flash installs 45-50 new systems each month, mainly replacing antiquated systems or installing at new construction sites. We are experienced working with general contractors and City staff to ensure a smooth installation. Also, our cloud-based system enables Flash to provide software updates, rate changes, real time reporting and maintain PCI compliance remotely.

Flash can install the new system at the City of Joliet in approx. 3-7 days. Flash staff would remain on-site for 3-5 days to confirm the system is fully functional and to answer any additional questions that may arise. The installation can be started within 5 weeks of receiving a signed agreement and Purchase Order.

In the pages the follow, we will present detailed information about the software and hardware proposed for this project.

Hardware

Our design brief for building hardware products to run the Flash platform was to create next generation PARCS equipment that would eliminate and minimize issues that legacy PARCS systems suffer from. All our Smart Station form factors combine all the essential elements needed to manage parking access and revenue control into a streamlined kiosk. The system is designed with the guiding principle of "fewer moving parts = less chance for a breakdown." Replacing or upgrading individual components can be done in a matter of minutes in a USB-based, plug-and play hardware system.

With our equipment manufactured and assembled in our production facility in the U.S. and a direct sales and installation model, we control the end-to-end process; thus creating efficiencies in sales, onboarding, installation, deployment, and training. Additionally, for enterprise and Smart City operations, Flash's infrastructure is deployed rapidly, maintained easily, and delivers incredible value and cost efficiencies over time with future-ready architecture.

Smart Stations: The Smart Station is a Bluetooth-enabled, cloud-based kiosk with flexible software configurations, seamless integrations, and easy DIY maintenance guarantees maximum uptime. Bringing all the essential elements needed to manage parking access and revenue control into a single elegant unit, our physical kiosk is identical for entry or exit, pay-on-foot, or multi-space kiosk. The software platform is simply configured prior to shipping making the installation process efficient.



- **Entry/Exit Smart Station:** The Entry/Exit kiosk is highly customizable to meet the unique demands of your facility. Whether it will be used to manage transient and/or monthlies, the software package is simply configured for each machine's role in the venue. The Entry/Exit come standard with credit card reader, barcode scanner, ticket splitter, RFID reader, LCD display and IoT controller, and a Bluetooth technology reader.
- **Pay-on-Foot Smart Station:** The Pay-on-Foot Smart Station can be configured for PARCS, valet, or both. The POF Smart Station can be set up anywhere often in a garage or lobby as an additional payment station. For valet operations, the Valet POF/Vehicle Retrieval Smart Station allows for guests to request their vehicle and pay.

Pay On Foot With Cash Acceptance: The cash machine was designed as an add-on component to our Smart Station. It's built to provide all the cash-handling ability of a human cashier with increased security and cash management benefits. FLASH's Cash Machine comes in two variations: exact change bill acceptor or Bill Note Recycler (BNR), which includes up to a 4-denomination recycling capability. We can also include coin acceptance.



Gates: Flash is a proud partner with Magnetic, whose Access Barriers are both highly reliable and boast the fastest vend times. Magnetic's Access Pro series barriers are optimized solutions for access control at car parks, residential buildings, company grounds, port facilities and other secured areas with lane widths up to 20 ft. At the heart of the Access series is the innovative MHTM drive that is distinguished by its energy efficiency, lack of maintenance and long service life; the Access series is designed for 10 million opening and closing cycles.



LPR: FlashVision is an industry leading LPR solution that utilizes Artificial Intelligence to improve license plate reads. The system redefines the idea of complete visibility of your asset with unique insight and clear tracking.

Method of operation:

- Monthly Parkers: Flash Vision cameras will allow monthly parkers in and out of the garage automatically
- Transient Parkers: Flash will, where we have adequate distances at entry, automatically tie the plate to the transient ticket pulled from the kiosk. When the vehicle leaves, as long as the parking fee has been paid via Digital Ticket Checkout or at a Pay on Foot, the gate at exit will automatically go up.
- eReservations: As long as the eReservation contains the correct plate number, the gates will open automatically at both entry and exit.

Features:

- Advanced deep learning models identify scratches, bumps, dents, bumper stickers, bike racks, and many more similar identifying marks to match vehicles that enter and exit your asset to raise camera-based access management to a new level of accuracy
- First camera built ONLY for parking
- Highest resolution image sensors in the industry leading to higher performance
- Largest field of view in the industry, allowing cameras to see not just the plate but also the vehicle and surrounding context
- Industry-first dual infrared/white light LEDs on a single device, processing in both the visible and IR spectrum at the same time in real-time
- Back office captures occupancy and other details like make, model, type and whether or not the vehicle is an EV



Occupancy - 216/317 (68.1%) View
Occupancy

Recent Encounters

Date	Property	Lane	License Pla...	State	Color	Make	Type	Propulsion	Image
09/18/24 0...	Perry Brook...	Entry	████████4749	TEXAS	BLACK	TOYOTA	TRUCK	ICE	

Digital Signage: Flash offers an assortment of digital monitors that help keep your customers informed in real-time. From a simple garage occupancy sign to an outdoor, dynamic digital rate sign, to a vehicle retrieval sign that keeps valet customers informed wait time for their car—our monitors can be set-up for both indoor and outdoor venues. Need a garage occupancy sign outdoors? No problem, all our monitors can be installed for indoor and outdoor purposes. Also, our digital rates signs can be hung horizontally as well as vertically for best user interaction. For this project we have decided to partner with Signal-Tech.



Signal-Tech took its LED signage and systems solutions expertise and expanded its reach beyond the financial industry by entering the parking market. Signal-Tech continues to grow by using creativity and innovation to solve some of the largest and most unique problems in directional signage. As the leading LED sign company, we create LED signage and systems solutions for both indoor and outdoor applications across several industries, including parking.

Software

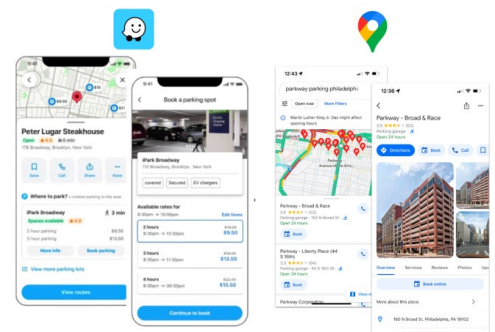
With Flash’s highly configurable cloud-based platform, built using Microsoft Azure Cloud Services, clients can capitalize on a dynamic, “future-proof” system, that will expand and support new capabilities as technology and customer demand evolves. We’ve essentially taken the cloud computing success seen in other industries and applied it to the parking industry to enable a more effective way of operating parking operations, improving the bottom line and delivering world class customer experiences.

eReservations: Our eReservations platform, ParkWhiz, is fully integrated with our PARCS, event handhelds, our ungated system as well as many third party enforcement systems.

eReservations are becoming more and more popular and can be used in event parking settings for one-off events like festivals or permanent event venues like performing arts centers, convention and sports venues. It also works for everyday use, once customers know they can book parking in advance, they will use the feature for both events and if they are just coming downtown for dinner/drinks, shopping etc. You don’t need an app to book parking and we can provide collateral for social media or venue websites that is specific to a day or venue. The image below is embedded in the Pasadena convention center's website and clicking on an event will open a customized map which only shows facilities and pricing available for the chosen event. It can include both city facilities and private facilities to maximize parking options if desired.



Additionally, Flash has just launched parking reservations with Waze and Google maps and is having enormous success. All Flash locations that have “turned on” reservations are surfaced in the apps and customers can book parking BEFORE they begin their journey downtown. Some facilities are reporting a 20% increase in transient revenue since we've started. We'll be adding Apple maps before the end of the year as well.





Digital Ticket Checkout:

With Digital Ticket Checkout, the city can save capital expense by reducing the number of Pay on Foot machines in the garages. Customers simply scan the QR code on the sign and then scan the barcode on the ticket pulled at entry. The ticket gets converted into a digital transaction.

Mobile Cashier: Flash's roving cashier function comes standard with our software and can enable parking staff to take cash payments in lanes on the fly. There is no additional equipment required; this feature allows an employee to use any kiosk or Pay on Foot device in the facility as a cashier station. Here's how it works:

- Employee scans a proximity card at the kiosk (in the lane or at the Pay On Foot), which activates Flash's cashier station software right on the kiosk.
- Employee can scan the customer's ticket and process a cash or credit payment on the spot. The employee simply enters the amount of cash received, any change given and the system will generate a report that shows how much cash should be deposited.
- Employee can also process a lost ticket at the full rate or they can manually enter in the time and date of entry. The system will calculate the correct rate, and the customer can then pay in either card at the kiosk or cash with the attendant.

Audit and Revenue Controls

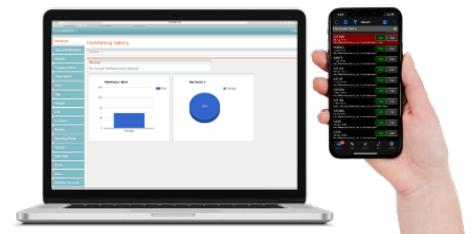
Flash is a technology company. Our cloud-based solution gives you complete control over your system. You can change a rate in seconds, shut down transient parkers so that you maintain room for monthly parkers or monitor your activity via our 200 plus reports.

Audit Controls & Tools

Everything that happens in the FlashPARCS system, whether at the kiosk, cashier or valet is electronically tracked and reported on. Additionally, every user has their own log in with a unique password, so their activity is tracked and controlled. Here are just a few of the many audit controls we have in place:

- Cashier controls – everything that happens in the system is tracked.
- Electronic journals – Yes, the cash machine keeps an electronic journal.
- System security – Alarms and unique locks are part of the system security.
- Separate locks for cashboxes – Yes, there are separate locks for the cashboxes on the BNR.
- Unique logins – Each user will have a unique login and passcodes, which are managed by the Admin.
- Alarms for unauthorized access – Yes, alarms sound if there is unauthorized access.
- Car presence required for transaction – Yes, a car must be present for a transaction to take place.

FlashPARCS Management App: Manage operations via phone or browser anytime, anywhere, including rate changes, credit card payments, electronic validations, and much more. Our FlashPARCS Management App will allow to monitor and manage operations in real-time, so they can make the best operation and business decisions possible.



Reporting Overview

With Flash's reporting suite, operators and asset owners can access detailed reports anytime, anywhere via the cloud for minute-by-minute insights on key performance indicators that enable operational efficiency and smart business strategies.

Our comprehensive Admin Portal houses a reporting suite that offers insight into key metrics and calculations like occupancy per hour, tickets issued, rates, transaction details, payments, validations, kiosk summaries, and monthly parking activity. Reports are available in PDF and XLS formats and can be called on demand anytime, from anywhere, or schedule to arrive in your inbox routinely.

Flash PARCS has over 200 on-line reports that are available to any user via Administration Rights. These reports can be accessed through any connected device. Several reports can be scheduled to be delivered to an email address every day. The reports cover everything that happens via the Flash PARCS equipment, including Counts, General Totals, Detailed Transaction Reports, Card Holder Reports, etc. Examples of reports are available upon request.

Total Visibility

With over 200 reports to choose from, you'll be equipped with intelligence on every facet of your operation. FLASH's integrated platform allows for combination reports that can merge PARCS and valet data into one seamless summary. Data points can also be pushed to other individuals or programs via API for total visibility.

Popular Recommended Reports Include

- **Location Summary Hotel:** Not just for hotels, this comprehensive report provides an executive-level summary of tickets processed per price per kiosk. It also provides a payment summary broken down by tender type and includes a sub-report that provides the number of vehicles processed per fee.
- **Location Transaction Detail:** For a closer look at transactions, details including ticket number, arrival, departure, duration, and payment information can be found in this report. At the end of the report is the total amount transacted as well as an average duration and coupon summary.
- **Contact Center Detail:** This report provides information on support calls made through any kiosk in the system.
- **FlashPARCS Vend Exceptions:** For details on each time the "vend" function was used in the mobile app or when the gate was vended via a support call, this report will provide the source of the command, the kiosk on which it was performed, the time, and any notes associated with the action.
- **Location Issued Ticket Detail:** Run this report for a detailed list of all transient tickets that were issued for a selected time period per kiosk.
- **Occupancy Per Hour (PARCS):** This report provides the number of vehicles that entered and exited per hour, along with a running total and identifies the peak hours.
- **Electronic Payments:** The Electronic Payments report provides details for each credit card transaction and breaks down subtotals per credit card type.
- **eValidation by Date and Validator:** All electronic and printed validations are provided in this report alongside the duration of stay, discount amount (for billing back), and amount paid. Subtotals for the validation usage per validator are also included.
- **Kiosk Summary:** Similar to the Location Summary Hotel, this report details transactions but separates them out by individual kiosk.
- **Intelligent Decision Making:** Using data to make strategic business decisions will boost efficiency and revenue. For instance: tracking the patterns of transient and monthly parkers allows you to maximize occupancy and



revenue by filling underutilized spaces; recognizing the average duration of a stay can inform pricing decisions as well as offer valuable customer data

Validations

Our web-based validation system powered by the Flash platform provides operators and asset owners an intelligent way to validate parking from any connected device with multiple types of validations depending upon your organization's needs. No additional hardware is required, only access to a device with internet access, and you can manage unlimited users with no additional license fees to add authorized validators. This provides operators maximum flexibility when planning where guests can obtain parking validation to minimize frustration and enhance the customer experience.

- **Web-based Access.** Flash validates ticket fees at the database level, not on individual tickets. This eliminates the need for expensive additional equipment for each station in favor of simple web- or mobile-based access to our validation portal. Users simply log in to any connected device, type in the ticket number, and the system will update the pricing based on the system rules set by the administration.
- **Multiple User Profiles.** Flash allows you to equip different levels of approval/discount authority for multiple validation user groups (e.g., hospital cafeteria personnel may validate a lower fee than what is authorized at Discharge). Each user logs in with a unique username/password to access the revenue control system and their activity is tracked based on user id, department, and or tenant. Administrators can easily create validation profiles and manage the user rights for each validator.
- **Reporting and Auditing.** Every validation transaction is recorded by the system, tightening your ability to track and administer interdepartmental billing across the hospital. Log what user issued each validation, which department has been/will be charged, track preprinted validation sticker sheets, and analyze historical trends for patterns or anomalies. The Flash reporting suite keeps you in control and armed with the data you need to run a tight operation and curb potential abuse.
- **Flexible to Meet Your Unique Needs.** Our exceptionally flexible validation system can provide multiple scenarios for validations. It can calculate the remaining balance if the parker exceeds the validated time and request payment, therefore allowing you to capture additional revenue.



Types of Validations

- **Electronic Validations** are unique in that customers do not have to take any action for the validation to be processed; the validator simply accesses their Flash portal to perform the validation. The validator manually



enters the customer's ticket number, sets the validation price, and then confirms the validation. The new, validated rate will then be automatically applied to the customer's ticket.

- Printed Validations are a straightforward way for parking operators to serve visitors of the variety of different businesses it's garage or lot serves. With no need for special paper, individual and bulk barcode validations can be printed out Avery labels. Parkers can apply the validation to the back of their ticket that can be scanned at an exit or pay-on-foot kiosk after the original ticket. The validated amount will immediately be deducted from the user's balance.
- Validating by Text is a convenient option for users as it eliminates the need for customers to keep track of printed validations and doesn't require validators to log into the portal each time. Validators' phone numbers first need to be added to the Admin Portal in order to gain validation capabilities. Pre-approved validators can send a customer's ticket number to a specific phone number associated with the location. The validator will then receive confirmation that the customer ticket has been validated.

Optional Hardware: Self-Validator Stations

Empower guests to validate their own parking with a simple, walk-up solution that takes just seconds. Our self-validator product uses a Windows Surface tablet configured like a full self-validation kiosk, allowing visitors to validate their tickets without the bulky physical footprint. Often used in lobbies or by front desks, tablets are a convenient and versatile option for guest validation services. Our web-based validation system powered by the Flash platform provides operators and asset owners an intelligent way to validate parking from any connected device.

Intercoms

Flash comes standard with a pinhole camera which enables the use of two way video intercoms. The only company currently able to access the pinhole camera is Parker Technologies (due to an industry patent) and Flash has a very deep integration with Parker. You can have Parker take your intercom calls entirely, you can use their platform to take any calls yourself or you can utilize any combination. Alternatively we can provide external intercoms with cameras if desired.



Offline Mode

All of Flash's systems run behind a firewall that includes an automatic hot failover to a cellular backup. Flash also has the only cloud-based system on the market today with a comprehensive offline feature. The system has been designed to be fault tolerant and provide continuous access and revenue protection. This means that if the internet or the cloud back-end is having an issue, the parkers/customers should never encounter a bad customer experience.

3 Modes of Operation

Flash has 3 modes of operation, all of which will happen depending on the level of connectivity:

- Online Mode: meaning the internet is up and the cloud back-end is up. Everything works as expected.
- Offline- Hybrid Mode: Which allows transient rate calculation and real time payment gateway processing for uninterrupted revenue collection during a cloud back-end down scenario. Continuous access control for monthly parkers/ any parkers with reservations / and other credentials are still allowed and tracked during hybrid mode.
- Offline - Store and Forward Mode: Identical continuous access control as hybrid mode mentioned above, but with the ability to store credit card payments securely for later processing with the credit card payment gateway. We anticipate delivery of EMV store and forward functionality prior to project installation.



Monthly Parking

Flash can accommodate Joliet's quarterly pass program; staff can sell quarterly or monthly passes and enter parker information into the system. Staff can enter vehicle information, customer contact information and set access to expire on any specific date chosen. They can issue parkers a proximity card or they can simply add the parker's phone number and give them instructions on downloading the ParkWhiz app to access the garage without an access card.

In the case that Joliet would like to utilize a recurring billing program with more robust features, Flash integrates with Zephire, ParkChirp and PARIS; all industry leading AR programs with deep integrations to our system.

The Flash system features no less than 6 different ways for monthly parkers to access the garage. Nothing is more frustrating than forgetting your monthly parker/RFID badge in a different purse, car, or pair of jeans. No problem. All of these access methods are interchangeable – you can use one method to enter and another to exit and the system tracks the usage without affecting passback protections.

Option 1: Proximity Card

The simplest option, monthly parkers pull up to the kiosk, scan their proximity card to the integrated reader at entry and exit.

Option 2: AVI

If parkers have AVI tags programmed into the system, the AVI reader will communicate with the kiosk to automatically open the gate at entry and exit.

Option 3: LPR

Any plate registered to a monthly parker will allow entry and exit automatically.

Option 4: Designated Access Code

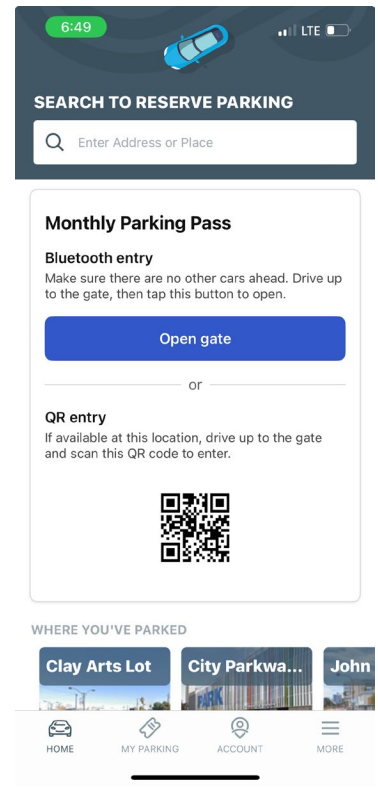
Every monthly parker account is assigned a designated access code. In the event you forget your credential, press "Other Access Options" on the parking kiosk screen, then press "I have an Access Code." Then simply enter your designated access code upon entry and exit to open the gate.

Option 5: Interactive Voice Recognition (IVR)

Forget both your badge and access PIN code? No, problem. Simply push the "Other Access Options" button followed by the "I have a Monthly Parking Account" button. Call the phone number and input an access code displayed on the kiosk screen. The parking system will recognize your cell phone number and grant you access to the garage. Repeat same steps upon exit.

Option 6: Bluetooth + Back-up Barcode

If you're already utilizing FLASH's Bluetooth access option, you can pull up the Flash app and scan the back-up barcode (located on the "Enter Garage" screen to gain access upon entry and exit) on the kiosk's barcode scanner.



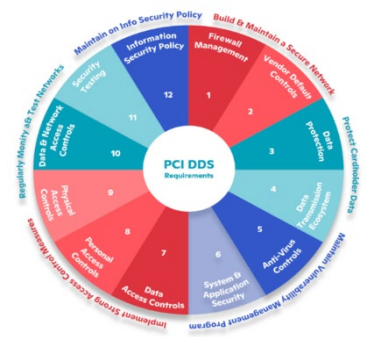
Credit Card Processing

We are committed to delivering PCI DSS compliant technology that takes the burden away from you. As a PCI-DSS Level 1 Service Provider (the highest level of PCI compliance and cyber security available), we deliver a processing system that can handle millions of transactions daily in a reliable and safe environment. Today, we process over 5 million transactions per month through our 3,000+ locations.



Our cloud-based platform means that there are no on-site servers to maintain. Adopting a cloud-based approach to your operations allows you to shift the burden of upkeep, maintenance, and compliance of the system to us, leaving you to focus on your core competencies.

In fact, we handle 98% of the PCI duties by taking on the technical burden, so you can stay focused on running your operation, not on fixing and updating machines. The result is instant and on-going complete PCI compliance. The means you don't need to worry about not being compliant, requiring patches, paying for costly monthly or yearly updates or having a server go down.



For the City of Joliet, we are proposing EMV technology using Windcave. Chip readers(EMV): FlashParking uses Windcave as the gateway for chip reader applications. Windcave requires a separate gateway agreement with the owner/parking operator. Payment gateway transaction fees apply and are payable directly to Windcave. <https://www.windcave.com/>

Custom Wraps

Our equipment looks great on its own, but custom wraps make it look even better.

Here are a few examples of our custom wraps.



Warranty Coverage and Methodology:

Our standard warranty is a 2 year parts and labor warranty.

- We will train your staff on servicing the kiosks and supply your team with an inventory of parts
- During the warranty period, your staff will have 24/7 access to the Flash Support Line. All calls can be escalated directly to a Level 2 Engineer
- Should any part fail, with the assistance of our Support Line team, your staff will be able to simply remove the failed part and replace with the plug-and-play replacement component if you wish. If your staff is unable to resolve the issue, FLASH will dispatch from our local service members to be onsite within the agreed upon response time
- If in Warranty, a replacement will be provided through a return material authorization (RMA), or a replacement part can be ordered to re-stock the spare parts inventory.

Alternately of course, Flash can dispatch a local service team member if that is desired. Flash is committed to providing the best customer experience possible.

Lead Times

Flash has established parking's only "zero lead-time" approach to ensure parking installations maintain the highest uptime in the industry.

All machines are assembled in the US to avoid long distance transportation to get finished product to our clients. Kiosks leverage a simple and accessible construction designed to be maintained by on-site support staff, therefore alleviating expensive service calls that involve extended travel or lead times. All kiosks are modular, meaning any part can be replaced within minutes and utilizing only a screwdriver.

Flash provides an inventory of potential replacement parts ahead of time to allow clients to immediately address any issue rather than wait on lead times. Should a component fail, the operator simply accesses the appropriate part from the FlashCare Maintenance Kit for a quick and intuitive installation without delay. The parking staff then sends the defective part back to Flash to receive a replacement for kit replenishment. This approach eliminates time waiting for a service technician to arrive through traffic or working with service level agreements that only provide next business day support. In the event that a kiosk is damaged beyond repair, Flash can overnight a full kiosk to you from our factory in Austin, TX.

Preventive Maintenance

Flash's platform minimizes moving parts and expensive proprietary components by design, opting instead to leverage plug-and-play solid-state technology connected to our cloud software. As a result, clients have been able to slash technical support staff and eliminate expensive preventive maintenance contracts. This technology architecture design can represent significant economic savings delivered via a more reliable system that has fewer incidents resulting in lost fees or open gates.

Inventory

We assemble all of our machines in the US, so there is no long distance transportation to get finished product to our clients. If the City of Joliet decides to self-maintain, should a part fail, you would simply replace the part from you FlashCare Maintenance Kit, send the defective part back to FlashParking and we would ship you a replacement.

We have an innovative approach to servicing our FlashPARCS equipment. Our kiosks are designed to be maintained by on-site support staff, therefore alleviating expensive and quite often delayed service calls. The kiosks are modular, meaning any part can be replaced within seconds and utilizing only a screwdriver. Our equipment is always on-line;



therefore, we ping each unit every 15 seconds for a heartbeat, which means we know almost immediately if anything ever malfunctions. We then send a notification to on-site staff so that they can address any issue immediately. There is no need to wait for an expensive technician to schedule a service call the next business day. "Maintenance Kits" are available so staff can have immediate access to a replacement part; the Kit contains a replacement part for all the major components in the kiosk.

In the event that a kiosk is damaged beyond repair, we can overnight a full kiosk to you from our factory in Austin, TX.

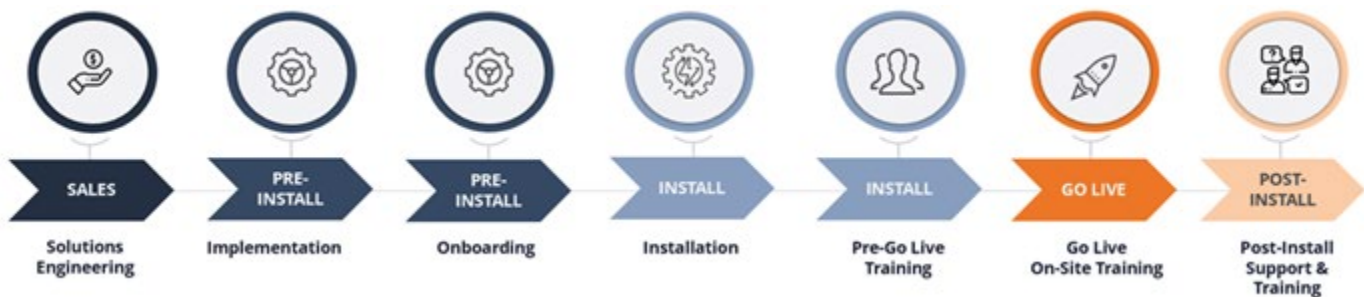
4.a.ii. Include intended deliverables, meetings, estimated milestone completion schedule and other project related information.

Overview

Flash has successfully completed difficult installations at high volume locations such as the Texas Medical Center (200 lanes in 44 days), T.F. Green Airport, City of Las Vegas, Aspen Airport, Port of Miami, and Presbyterian Hospital in Dallas to name a few. Our Implementation and Installation Teams have spent endless cycles on simplifying and optimizing the deployment process. Considering down time, flow and customer experience, our Flash team will have you back up and collecting revenue faster than anyone else.

Post-install, our Client Services Team (comprised of support and training) takes customer care and service very seriously. That is why we survey our customers after installation, every support interaction, and quarter. We track the feedback utilizing the Net Promoter Score method. Our dedication to customer satisfaction is one reason we have a high success rates with our installations. Over the next couple of pages, we will outline our approach to development and deployment to building and deploying your custom enterprise solution from start to finish.

Development & Deployment Overview Approach



Development & Deployment Detailed Approach

Sales/Solutions Engineering Phase

- Our Sales and Solutions Engineering Team will work closely with stakeholders to plot and create the best solution to address operational needs and wants. Our Solutions Architect gathers site data to fill out a Theory of Operations (TOO) for each site and identifies equipment needed to complete the solution. The Sales Team will put together a comprehensive deal for review. Once contract is signed and 50% deposit is received, the Implementation phase kicks off.

Pre-Install Phase

- Implementation: We will dedicate a seasoned Project Manager to handle all logistics related to the implementation phase to ensure a smooth transition. During this phase the Solutions Architect and the Project Manager collectively work together and set a weekly communication rhythm with internal and external stakeholders to discuss theory of operations and identify site-specific requirements and development needs.



- **Onboarding:** An important part of the implementation phase is onboarding. For each venue, an Onboard Specialist creates an onboarding project in Task Ray with key milestones and deliverables prior to the installation, followed by a configuration kick-off call that informs client of next steps in customizing their Flash Solutions. The Onboard Specialist gathers and coordinates site-specific onboarding deliverables and identifies any development needs for the Development Team.
- **Pre-Install Training:** We are proud to offer a tiered training that kicks-off with our Pre-install Trainer conducting a pre-install webinar. To help train the customer on how to use Flash solutions, the trainer lays out the Training Webinar agenda that includes reporting, validations, rate structures, monthlies, and more. If additional help is needed, the trainer is available to do onsite Go Live training (if purchased) to address specific concerns. Towards the end of the Pre-Install Phase, a Commissioner is assigned to kick-off the Installation phase.

Install Phase

- **Installation:** At the start of the Installation phase, your Project Manager will conduct an external kickoff call with internal and external stakeholders to discuss timeline and hardware installation requirements. Your Project Manager generates and maintains the installation schedule at both the portfolio and site-levels as well as oversees equipment testing. During the roll-out, your on-site Commissioner provides on-site service and support and oversees the testing plan.
- **Testing Plan:** Our goal is to get your facility up and running as quickly, but as efficiently as possible. To accomplish this, we have structured different levels of testing and counter checks. This thorough and vigorous setup ensures that when your equipment is installed and turned on you are ready to start collecting revenue.
- **Install/Go-live Training:** If purchased, your Go-Live Trainer, will provide onsite support during Go Live to assist with operational issues. Based on the complexity of a venue, the trainer remains onsite for a pre-defined period.

Post-Install Phase

- **Post-Install Training:** Flash also provides commentary virtual training sessions. Property owners and site managers can book 1 hour, personalized session with our master trainers on their time by using our booking website. The training session can also be recorded so the information can be shared throughout management team. Our trainers can help with generating custom reports, managing validation accounts, implementing new software rules in your operation or onboarding a new team member. Flash committed to providing ongoing support to all our locations in effort to create the perfect customer parking experience.
- **Trainers are also available for additional in-person training (fee applicable).**
- **Support Team:** Once the project is live, Flash will deliver continuous 24/7 support to your location at no additional charge. This includes service calls to our support centers in Austin, TX and the Dominican Republic who can resolve software issues remotely. Follow up visits from our regional sales managers to share best practices for mix use properties with the local operations team.
- **Maintenance:** We have an innovative approach to servicing our FlashPARCS equipment. Our kiosks are designed to be maintained by on-site support staff, therefore alleviating expensive and quite often delayed service calls. The kiosks are modular, meaning any part can be replaced within seconds and utilizing only a screwdriver. This is a similar service model to existing On-Street equipment providers such as Calle and Parkeon. Our equipment is always on-line; therefore, we ping each unit every 15 seconds for a heartbeat, which means we know almost immediately if anything ever malfunctions. We then send a notification to on-site staff so that they can address any issue immediately. There is no need to wait for an expensive technician to schedule a service call the next business day. "Maintenance Kits" are available so staff can have immediate access to a replacement part; the Kit contains a replacement part for all the major components in the kiosk.



Sample Project Schedule - FlashPARCS Installation

The sample schedule below assumes the below process would begin as of the notice to proceed on October 16th. A formal project schedule will be provided upon award, in collaboration with the City.

Task Name	Assigned To	Start Date	Due Date
Equipment Ordering			
Contract Signed	Sales	10/16/2024	10/16/2024
Deposit Invoice Sent	Accounting	10/19/2024	10/19/2024
Deposit Paid	Accounting	11/3/2024	11/3/2024
Equipment Delivery Date	Flash PM	11/14/2024	11/14/2024
Weekly Conference Calls			
Kick Off & Scheduling of Calls	Flash PM & Client Team to review deliverables each week to the final installation.		
Installation & Equipment Delivery Schedule	Reviewed between Flash Team & Client Team	11/3/2024	11/3/2024
Review Contract for Entity of Deposit (MID)	Reviewed between Flash Team & Client Team	11/3/2024	11/3/2024
Onboarding and Configuration			
Onboarding Calls	Flash Team & Client Team	11/3/2024	11/20/2024
Rates, Monthly Parker, Validations, etc.	Flash Configuration Specialist & Client Team	11/3/2024	11/13/2024
Credit Card Setup			
Provide Location with Flash VAR Form	Client Staff	11/3/2024	11/13/2024
Return Flash VAR	Client Staff & Flash Setup	11/13/2024	11/17/2024
CC Forms Provided to CC Set Up Dept	Configuration Specialist	11/13/2024	11/17/2024
Network Set Up			
Client to Provide Internet	Client Staff	11/14/2024	11/17/2024
Conduit Installation	Flash Installer	11/14/2024	11/19/2024
Low Voltage Cable Pulls	Flash Installer	11/14/2024	11/19/2024
Civil Work	Pre-Install / GC / Flash Installer	11/14/2024	11/19/2024
Conduit Installation	Pre-Install / GC / Flash Installer	11/14/2024	11/19/2024
Low Voltage Cable Pulls	Flash Installer	11/14/2024	11/19/2024
Installation			
Equipment Installation			
Removal of Current Equipment	Scheduled systematically to reduce downtime	11/20/2024	TBD
Terminate Cabling	Flash Installation Team (CX + Installer)	11/20/2024	11/20/2024
Entry & Exit (Equipment Bolt-down)	Flash Installation Team (CX + Installer)	11/21/2024	11/23/2024
Final Terminations	Flash Installation Team (CX + Installer)	11/21/2024	11/23/2024
Testing All Lanes and Funtionality			
HID Prox Cards	Flash CX	11/24/2024	11/24/2024
Credit Cards	Flash CX	11/24/2024	11/24/2024
Bluetooth	Flash CX	11/24/2024	11/24/2024



Intercoms	Flash CX	11/24/2024	11/24/2024
Barrier Gates	Flash CX	11/24/2024	11/24/2024
Ticket Issuing	Flash CX	11/24/2024	11/24/2024
Receipts	Flash CX	11/24/2024	11/24/2024
Validations	Flash CX	11/24/2024	11/24/2024
Loops	Flash CX	11/24/2024	11/24/2024
Training			
System Training			
Schedule Training	Flash PM	11/20/2024	11/20/2024
Assign Trainer	Flash PM	11/20/2024	11/20/2024
Set Training Date/ Time - Link to Flash	Client Staff	11/20/2024	11/20/2024
Server/Software Training			
Setting up new users	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Assigning access levels	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Adding monthlies/Employees	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Changing Passwords	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Creating Rates	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Creating Validations	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Online Validations	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Printing Validations	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Running Reports	Flash Training Team / Online or Onsite	11/23/2024	11/23/2024
Lane Equipment Training			
Paper Stock Replacement	Flash CX & Client Team	11/24/2024	11/24/2024
Intercom Functionality	Flash CX & Client Team	11/24/2024	11/24/2024
Bluetooth Functionality	Flash CX & Client Team	11/24/2024	11/24/2024
Error Messages Meaning	Flash CX & Client Team	11/24/2024	11/24/2024
Lost Ticket Button	Flash CX & Client Team	11/24/2024	11/24/2024
Cancel Button	Flash CX & Client Team	11/24/2024	11/24/2024
HID Prox Usage	Flash CX & Client Team	11/24/2024	11/24/2024
Credit Card Terminal	Flash CX & Client Team	11/24/2024	11/24/2024
Locking Equipment	Flash CX & Client Team	11/24/2024	11/24/2024
Barrier Gate Functionality	Flash CX & Client Team	11/24/2024	11/24/2024
Maintenance	Flash CX & Client Team (Incl. Parking & Security)	11/24/2024	11/24/2024
Deliver Keys and Manuals	Flash CX		
System Go Live	TEAM	11/24/2024	11/24/2024
Punch List			
Punch List Item #1	Flash CX	11/27/2024	11/30/2024
Punch List Item #2	Flash CX	11/27/2024	11/30/2024
Punch List Item #3	Flash CX	11/27/2024	11/30/2024
Acceptance Testing	Flash CX	11/27/2024	11/30/2024



Asset Inventory Tagging	Flash CX	11/27/2024	11/30/2024
Network Diagram	Flash CX	11/27/2024	11/30/2024
Implementation Guide	Flash PM	11/27/2024	11/30/2024
Final Walk Through	Flash CX	11/27/2024	11/30/2024
Email / Post Installation Call	Flash PM	11/27/2024	11/30/2024
Final Invoice Sent	Flash PM	11/30/2024	11/30/2024

4.a.iii. The ticket dispensers shall be equipped with a LCD backlit, illuminated, fully-programmable display. Display shall be an active color matrix screen that is easily readable in all ambient lighting conditions.

Local Examples



Offeror shall provide an example of the display in their proposal.

Our Kiosk assembles all the essential elements needed to manage parking access and revenue control in a single elegant unit. Our physical kiosk is highly customizable to meet the unique demands of each parking facility. Whether it's used to manage transients, monthlies or valet, the software package is configured for each machine's role in the facility as entry, exit, pay-on-foot and multi-space.

Varied Lighting Conditions



Day / Bright Light



Sunset / Dusk



Night / Dark

4.a.iv. The payment machine shall be equipped with a LCD backlit, illuminated, fully-programmable display. Display shall be an active color matrix screen that is easily readable in all ambient lighting conditions. Offeror shall provide an example of the display in their proposal.

Please see above, 4.a.iii.

4.a.v. The Exit Verifier shall be equipped with a LCD backlit, illuminated, fully-programmable display. Display shall be an active color matrix screen that is easily readable in all ambient lighting conditions. Offeror shall provide an example of the display in their proposal.

Please see above, 4.a.iii.



4.B. EXCLUSIONS:

4.b.i. Provide a statement regarding any reservations, conditions or constraints, or exclusions related to the request for proposals – Technical Compliance

VMS Placement

The only issue we may come into would be the placement of the VMS sign near the parkway, close to the existing light and parking sign. There is root damage and possible pipes in this area that would need to be further investigated.

Processors

As requested in Addendum 2, below is the list of processors that Windcave is compatible with. Unfortunately, it does not appear that Flash can work with PathPoint. In order to maintain our PCI compliance, the only EMV processor we are able to use is Windcave.

- FirstData (BofA, Wells Fargo, PNC, Bank of Honolulu)
- TSYS
- Global Payments
- Chase Payment Tech
- HeartLand
- Elavon
- WorldPay

Other Clarifications

Page	Description	Flash Notes
11, 17	Existing proximity cards	Flash needs to test the existing prox cards to determine compatibility
12	Advance sale platforms	Flash has proposed our own reservation platform, ParkWhiz. We do have integrations with several other platforms and hardware and software is included in pricing provided.
18	B (3) (a) 2. Audible Signal	Flash does not provide this feature
18, 24	Soft Antipassback	Flash does not accommodate soft antipassback
18	B (3) (b) 2. Processed tickets	Flash does not ingest tickets
26	Passport Parking integration	Flash does not currently have an integration with Passport
26	LPR Camera Manufacturer	Flash is proposing its own proprietary LPR camera; please see proposal for additional details



4.b.ii. Provide a statement regarding any reservations, conditions or constraints, or exclusions related to the request for proposals – Contract Provisions

Upon award, Flash is committed to negotiating contract terms and conditions in good faith with the City of Joliet. To this end, we have provided our standard terms and conditions for review and are willing to integrate the key elements of this document to supplement the proposed agreement. We find this approach is widely accepted and ends up being highly beneficial, as Flash's contract is uniquely designed to suit our products (including our Intellectual Property, Software License Grants, and other unique concepts to our product suite). Flash is open to negotiation on all terms in our contract to align it with the City of Joliet's expectations.





FLASH OS™ License, Service and Product Usage Terms and Conditions

These License, Service and Product Usage Terms and Conditions (the “Agreement” or “Terms and Conditions”, which shall include any and all schedules, addendums, or attachments incorporated herein, as well as all amendments or supplements of such documents and the Agreement) is entered into and effective as of date set forth in an applicable order form (the “Order Form”) by and between FlashParking, Inc., a Delaware corporation (together with its subsidiaries and affiliates, “Flash”) and the customer listed on the Order Form (“Customer”). Flash and Customer at times are each referred to herein as a “Party” and, collectively, as the “Parties.”

This Agreement sets forth the terms and conditions governing Customer’s purchase of any configuration of Equipment, Services, and Software (collectively “Flash Offerings”).

The Order Form will provide, where applicable, a description of the Flash Offerings to be provided by Flash and the consideration to be paid for by Customer for the same. The Order Form must be signed by the Parties to be valid and become governed by this Agreement, but nothing in any Order Form shall modify or change the terms contained in this Agreement unless expressly stated therein.

Supplemental terms and conditions necessary for certain Flash Offerings may be included in an addendum to this Agreement. In the event of a conflict between the terms of any Order Form, Addendum or Attachment, this Agreement shall supersede, govern and control to the extent of the inconsistency, unless expressly stated otherwise.

NOW THEREFORE, in consideration of the covenants contained herein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties agree as follows:

1 Description of the Flash OS System

1.1 Kiosks, gates, ticket dispensers, scanners, RFID readers, cameras and other hardware and accessories to be delivered to Customer as specified in the relevant Order Form and any additional Order Forms entered into by the Parties from time to time shall be referred to as “Equipment”.

1.2 Any programmed code contained within the Equipment or used by Flash in the delivery of any of the Services shall be referred to as “Software” and may be further described in the Order Form and additional terms may apply pursuant to Attachments.

1.3 Flash may provide the services set forth below (collectively, the “Services”) which shall be further described in an Order Form according to the Customer’s purchase. The Services may include:

1.3.1 installation, electrical, cabling, and related services required to place the Flash Offerings into service at Customer’s sites (“Installation Services”);

1.3.2 consulting, administrative, and technical services (“Professional Services”);

1.3.3 hosted subscription services provided by Flash through the Flash portal, FlashParking.com website, through any mobile application offered by Flash, or through any other means by which Flash chooses to deliver the Software in the future (“Subscription Services”);

1.3.4 merchant payment services for use with the Equipment and Services by means of a credit card, debit card, prepaid card, gift card, loyalty card, discount card or other means of payment, including crediting or debiting such cards (“Payment Gateway Services”). Payment Gateway Services will conform at all times to applicable laws pertaining to PCI compliance. Payment Gateway Services are rated as a DSS Level 1 for PCI Compliance.

1.3.5 Final inspection, configuration, start-up, testing and enrollment services required to bring the Equipment and Services into full operation, including confirming appropriate interface/communications with the Flash data center(s) (“Commissioning Services”).

1.4 Additional Flash Offerings may come available over time and a description and any necessary terms for those Flash Offerings will be captured by an Addendum to this Agreement.

1.5 Flash may subcontract any Service in whole or in part to subcontractors selected by Flash. Any subcontractors will be required to comply with this Agreement and Flash will be responsible for their performance. Customer shall cooperate and assist Flash and its subcontractors as reasonably requested by Flash as necessary to facilitate the provision of such Services as described in the applicable Order Form.

1.6 The Parties shall cooperate so Flash can provide Installation Services in an efficient and timely manner.

1.6.1 In the event any Installation Services are completed by a third-party not directly under Flash's supervision: (a) Flash will not bear any risk associated with the Installation Services and (b) Customer warrants that the Installation Services will be and are consistent with Flash specifications and all documentation, requirements, and procedures made available to Customer.

1.6.2 Regardless of who provides the Installation Services, the cost of obtaining all required local electrical/site/construction licenses, permissions, and permits necessary to allow the installation to lawfully proceed shall be Customer's responsibility.

1.7 Commissioning Services shall follow Flash's standard procedures to confirm the Flash OS operates in conformance with the terms of this Agreement. Failures caused by Flash shall be rectified solely at Flash's cost. Failures caused by the Customer may be rectified by Flash at Customer's sole expense and Flash will bill Customer using Flash's then-standard commercial time and materials rates. This includes travel and per diem expenses and shall be payable to Flash in accordance with the payment terms of the Agreement.

1.8 Either Party may request changes to the Professional, Installation and/or Commissioning Services to be provided by Flash (a "Change Order"). Once the Parties agree to a Change Order, Flash will prepare a written description of the agreed-upon changes, including additional fees to be charged, which must be signed by both Parties before it is binding on the Parties. While the Parties are discussing a Change Order request, Flash shall continue to work in accordance with the existing Order Form.

2 General Use; Use Restrictions

2.1 Subject to the terms and conditions set forth in any Order Form, Customer is hereby granted a restricted, limited, revocable, non-transferable, non-exclusive license to use the Equipment, Software and Services (collectively, the "Flash Offerings"). Customer access will be limited to the permitted users identified by Customer, each of whom is an employee or authorized agent or contractor of Customer. Customer's rights are personal, non-transferable, non-sub licensable, and non-exclusive. Customer's access to Flash OS may be terminated and this license revoked by Flash upon any breach by Customer of this Agreement or any additional terms and conditions that may be set forth in separate Order Forms, attachments, or other valid documents provided to Customer.

2.2 Except as expressly permitted herein or in any applicable Order Form, Customer will not alter, modify or adapt any Flash Offerings. This includes but is not limited to: (a) translating or creating derivative works of the Offerings or any data or content contained therein; or (b) distributing, reselling, permitting access to, publishing, commercially exploiting, disclosing or otherwise transferring or making the Flash Offerings available to any other person or organization. Customer agrees that any user identifications, passwords or other entitlement information related to Customer's authorized users shall be maintained in confidence and used only by the user to which such information is assigned. Customer agrees to use the Flash Offerings only as expressly permitted by this Agreement and in accordance with all applicable laws, rules and regulations. Customer shall have no rights or license of any kind with respect to the Flash Offerings other than as set forth in this Agreement. Customer agrees that, upon reasonable notice during the term of this Agreement, Flash may, at its sole discretion, request documentation from Customer to confirm that Customer is compliant under the terms and conditions of this Agreement.

2.3 Flash shall be entitled to recover from the Customer, in addition to any other rights and remedies it may have, all reasonable costs and expenses, including without limitation all attorneys' fees, if Flash is required to bring any

action or suit to enforce Flash rights hereunder or to pursue any remedies as a result of Customer's violation of the terms and conditions in the Agreement.

3 Confidential Information, Proprietary Information, and Intellectual Property Rights

3.1 All material, non-public, business-related information, written or oral, whether or not it is marked "Confidential", that is disclosed or made available to Customer, directly or indirectly, through any means of communication or observation is "Confidential Information".

3.2 Information owned by Flash to which Flash claims a protectable interest under law, which includes Confidential Information, shall be "Proprietary Information". The following information, all as reasonably substantiated by documentation, however, is not Proprietary Information and Customer is not restricted as to its use or disclosure: (a) information already in the possession of, or already known to, the Customer as of the Effective Date, and not under any other obligations of confidentiality due to any other agreements between the Parties; (b) information that enters the public domain after the Effective Date, or which, after such disclosure, enters the public domain through no fault of the Customer; (c) information lawfully furnished or disclosed to the Customer by a non-party to this Agreement without any obligation of confidentiality; (d) information independently developed by any Party without use of any Proprietary or Confidential Information; or (e) information that is explicitly approved for release by Flash.

3.3 Customer agrees to hold in confidence all Proprietary Information that it receives from Flash. Customer will not disclose any of Flash's Proprietary Information to any party or person whatsoever unless it is a Customer employee or agent that is on a need to know basis for such Proprietary Information consistent with the purpose for which it was disclosed. Customer will only use Flash's Proprietary Information for the purpose for which it was originally disclosed. Customer is not permitted to directly or indirectly, under any circumstances, use any of Flash's Proprietary Information for any purpose that is in any way detrimental to Flash. This includes, but is not limited to, contracting with Flash's employees, consultants, contractors, vendors or partners to provide services to Customer similar to those provided to Customer by Flash. Customer shall take reasonable precautions to protect the confidentiality and value of Flash's Proprietary Information, including measures to prevent loss, theft and misuse. Customer shall immediately give notice to Flash of any unauthorized use or disclosure of Flash's Proprietary Information. Customer agrees to assist Flash in remedying any unauthorized use or disclosure of Proprietary Information caused by such Customer. Customer acknowledges expressly that each and every one of its employees and agents are bound to the terms and conditions of this Agreement and that Customer is solely responsible for any breach of this Agreement by any of its representatives including, without limitation, any improper use or disclosure by its representatives of Flash's Proprietary Information.

3.4 Upon written request and as directed by Flash, the Customer will promptly return or destroy all Proprietary Information received from Flash, including all copies of the information thereof. Upon the request of Flash, the Customer shall furnish to Flash an affidavit providing assurances as to the return or destruction of Flash's Proprietary Information.

3.5 A disclosure of Confidential or Proprietary Information in response to a valid request by a court of law or other governmental body or otherwise required by law is not considered to be a breach of this Agreement or a waiver of confidentiality for other purposes. Before any such disclosure, Customer shall provide prompt written notice to Flash and reasonably cooperate with Flash in seeking a protective order or preventing disclosure.

3.6 All materials transmitted from Flash to Customer which includes any Proprietary Information are to remain the sole and exclusive property of Flash. The Agreement and transmission or disclosure of any Proprietary Information from Flash to Customer does not grant the Customer a license or ownership of any kind. Flash retains all right, title and interest in all now known or hereafter known or developed tangible and intangible intellectual property, including without limitation, all: (a) rights associated with works of authorship throughout the universe, including, but not limited to, copyrights, moral rights and mask works; (b) trademarks, services marks, trade names and any other indicia of origin; (c) technical and non-technical information (regardless of whether such information is in tangible or intangible form) including source code, object code, computer code, data, ideas, concepts, formulae, methods, techniques, processes, financial business plans and business methods (including any derivatives of any of the foregoing) that derive economic value, actual or potential, from not being generally known to other persons who could

obtain economic value from the disclosure or use thereof, and which are the subject of efforts that are reasonable under the circumstances to maintain their secrecy (“Trade Secrets”); (d) patents, pending patent applications, designs, algorithms and other industrial property rights; (e) other intellectual and industrial property rights (of every kind and nature throughout the universe and however designated, including “rental” rights and rights to remuneration), whether arising by operation of law, contract, license or otherwise; and (f) registrations, initial applications, renewals, extensions, continuations, divisions or reissues now or hereafter in force including any rights in any of the foregoing, (collectively, “Intellectual Property”). Customer covenants not to prejudice or impair the interest of Flash in any of its Intellectual Property. At no time shall Customer challenge or assist others to challenge any of Flash’s Intellectual Property or the registration thereof.

3.7 All obligations and restrictions of confidentiality and ownership of Proprietary Information under this Agreement shall survive the termination of this Agreement.

3.8 Customer authorizes and grants to Flash a right and license to use Customer’s name and logo on Flash marketing and promotional material. Customer grants Flash the right to make certain press releases available to the general public regarding the Flash Offerings provided by Flash to Customer. Customer acknowledges that Flash may collect, retain, access, use, combine and disclose personal information and other data derived from the performance of the Flash Offerings in accordance with all valid United States laws as well as the Policies.

3.9 Flash hereby authorizes Customer the right to seek use of any Flash trademarks and logos (the “Marks”) in its marketing and promotional materials solely for cross-promotional purposes to identify that Customer uses Flash Offerings (“Purpose”) and must be used according to any Flash guidelines (“Guidelines”). The Guidelines may be updated by Flash periodically. Customer shall not use the Marks for any other Purpose without Flash’s prior written authorization, which can be denied for any reason. Customer agrees that it shall not harm, misuse, or bring into disrepute the Marks. All uses of the Marks pursuant to this Agreement shall inure to the benefit of Flash. Customer may not use or register, or otherwise claim rights in the Marks, including as or as part of any trademark, service mark, Flash name, trade name, username, domain registration or copyright. Flash may revoke permission to use the Marks at any time.

4 Payment Terms

4.1 Customer shall pay the amounts listed on any Order form within thirty (30) days of the date of an invoice. Unless the Order Form references the HaaS Addendum, where Equipment is part of an Order Form, an initial deposit equal to 50% of the Order Form’s total value shall be required. This deposit will be invoiced upon or in no event later than 120 days after the execution of the Order Form. The remaining 50% of the Order Form amount will be invoiced upon or in no event later than 120 days after Flash’s successful Commissioning Services.

4.2 Flash shall invoice Customer for recurring software license fees that relate to the operation of Equipment upon successful Commissioning Services or in no event later than 120 days after the execution of the Order Form. Customer may elect to pay any recurring software license fees annually. The first invoice will be upon successful Commissioning Services but in no event will such invoice be later than 120 days after execution of an Order Form unless otherwise agreed to by the Parties. Subsequent annual fees will be invoiced annually in advance.

4.3 Customer acknowledges and agrees that certain Flash Offerings contain or require the payment of recurring Monthly Program Fees, which will be set forth in the applicable Order Form or addendum provided to Customer by Flash. Customer is responsible for the timely payment of any Monthly Program Fees regardless of actual usage in any particular month. Customer shall be invoiced monthly for any such Monthly Program Fees.

4.4 Customer shall be responsible for all taxes applicable to Customer and arising as a result of this Agreement, including any sales and use taxes, other than taxes based on Flash’s income. Additionally, Customer shall be responsible for any additional taxes incurred by Customer’s tax elections made following the invoice date. The prices provided to Customer from Flash may not include all applicable taxes due.

4.5 Certain Flash Offerings may require Customer to pay fees regarding lost or damaged Equipment. Customer acknowledges and agrees that it understands under this Agreement Flash reserves the right to charge Customer for any damaged, stolen, or lost Equipment.

4.6 To the extent Customer disputes amounts due and owing on any invoice provided to Customer, Customer shall dispute such amounts within 14 days of the invoice date. Customer shall provide reasonable detail and support for any dispute. If Customer fails to meet these requirements, Customer shall have waived all rights to contest such fees and charges.

4.7 Customer acknowledges and agrees that Flash shall have a right to the fees charged for each transaction processed by Flash, including for transactions that are denied, returned or charged back as a result of a third-party denying such payment or refusing to honor such payment to Customer. Additionally, Customer acknowledges and agrees that certain Flash Offerings may contain gateway, surcharges or convenience fees for any payments collected on behalf of Customer. All such gateway, surcharge or convenience fees shall be captured in Flash's invoice to Customer for the applicable Flash Offering. Customer agrees that Flash has the right to collect all such fees and costs relating to each use of each Flash Offering, whether or not Customer ultimately receives payment. Flash shall have the right to offset bad charges or refunded charges against future amounts due and owing to Customer from Flash as part of using any Flash Offering.

4.8 All required travel and expenses incurred by Flash or Flash affiliates in delivering the Flash Offerings will be invoiced by Flash to Customer for payment upon successful Commissioning Services and payment is due 30 days from the date of the invoice. Current rates for Travel and Expenses can be found on our website.

5 Term and Termination

5.1 The term of this Agreement shall commence on the date Customer first signs an applicable Order Form or otherwise agrees to be bound by these terms (the "Commencement Date") and shall continue for the period set forth in such Order Form, or if there is no term shall continue until terminated (the "Initial Term"). The Initial Term shall extend and this Agreement, together with any applicable Order Forms, shall renew automatically for successive one-year periods ("Subsequent Terms"), unless or until either party gives the other written notice no less than three (3) months prior to the expiry of the applicable Initial or Subsequent Term (the "Notice or Termination") of its intention not to extend this Agreement for any Subsequent Term.

5.2 Flash may terminate this Agreement with respect to the Flash Offerings and its obligations hereunder and Customer's rights thereto, upon written notice to the Customer of a material breach of this Agreement, including any Order Forms or other addendums or any Policy. Such termination shall become effective immediately, unless such material breach is capable of being cured in Flash's sole discretion, in which case termination shall be effective if such breach is not cured within seven (7) days after receipt of such written notice. Upon termination where there is Equipment owned by Flash, Customer shall be required to keep such Equipment in good working order and condition until repossessed by Flash.

6 Delivery

Unless otherwise specified in an Order Form, Flash shall arrange, with Customer's full cooperation at Customer's cost, the delivery of Equipment to a Customer facility where it is to be installed. The method of shipment and carrier shall be selected by Flash. Upon delivery at the Customer-designated facility, the title to and the risk of loss for the Equipment shall pass to Customer and, thereafter, the risk of loss for the Equipment shall be borne solely by Customer.

7 Flash Policies

Customer agrees to abide by and accept all policies and terms of use posted on Flash's website or as posted in any of Flash's applications, including, without limitation, Flash's (i) Privacy Policy, (ii) the general Terms of Use, and (iii) all policies regarding use of Flash Offerings (collectively, "Policies", each a "Policy"). The Policies may change from time to time in Flash's sole discretion and Flash will post such changes on its website or provide such updated Policies to Customer. In the case of a direct conflict between any provision of a Policy and the provisions of this Agreement, the provision of this Agreement shall prevail. It is Customer's sole obligation to read all Policies and updates, amendments, and supplements thereto. Customer agrees that failure to comply with any Policy shall be a material breach of this Agreement. Customer's continued access of the website and the Flash Offerings constitutes Customer's

assent to any changed terms of any of the Policies.

8 Customer Representations and Warranties and Covenants

8.1 Customer warrants that it is duly organized and validly existing under the laws of its state of incorporation or formation, has the necessary authority, licenses and other permissions to conduct the business in which it is currently engaged and is in compliance with all applicable laws.

8.2 Customer warrants that it has the legal capacity to agree to the terms of the Agreement, perform its obligations hereunder, has obtained and shall maintain all necessary authorizations or registrations from appropriate authorities to carry out the activities contemplated in the Agreement, and entering into the Agreement will not violate any applicable law or regulation.

8.3 Customer understands and agrees the associated use of any Flash Offerings shall not (i) violate any law, rule or regulation applicable to Customer or (ii) be in breach of, or constitute a default under, the provisions of any agreement, instrument or undertaking by which Customer is bound.

8.4 Customer will not, and will ensure its affiliates do not, disparage Flash or any of its directors, officers, agents or executives or otherwise take any action which could reasonably be expected to adversely affect the reputation of Flash or its products or the personal or professional reputation of any of its directors, officers, agents or employees.

8.5 Customer will provide Flash with all necessary cooperation in relation to the Agreement and all necessary access to such information as may be required by Flash to provide Flash Offerings as may be reasonably necessary.

8.6 Customer will carry out all of Customer's responsibilities set out in the Agreement in a timely and efficient manner, and in the event of any delays in the Customer's provision of such assistance as agreed by the Parties, Flash may adjust any agreed level of Flash Offerings as may be reasonably necessary.

8.7 Customer shall maintain adequate insurance on the Equipment in Customer's possession and control and to the extent requested by Flash, name Flash as an additional insured on all applicable insurance policies covering the Equipment.

9 Indemnity

Customer agrees to defend, indemnify, and hold harmless Flash and its affiliates, its employees, contractors, agents, successors, officers, and assigns, from and against any suits, losses, claims, demands, liabilities, costs and expenses (including attorney and accounting fees) that Flash may sustain or incur as a result of any claim against Flash brought by Customer, its officers, agents, employees, successors or assigns, by Customer's employees, by auxiliary personnel (such as freight handlers, etc.) or by other third parties (including members of the public), arising out of, or in any way related to, directly or indirectly, (i) the use or misuse of Flash Offerings, (ii) Customer's failure to perform its obligations contained herein, or (iii) Customer's negligence or intentional misconduct.

10 Limited Warranty; Disclaimers; Limitation of Liability; Remedies

10.1 Flash warrants to Customer, as the original purchaser (which warranty is not transferable), that Equipment shall be free from material defects in the material and workmanship under normal use, in accordance with Flash's Policies and this Agreement, for a period of twelve (12) months from the date of original sale or transfer from Flash to Customer. This warranty shall not apply if Customer uses the Equipment in violation of this Agreement or any Policy or if the Equipment has been subject to accident, negligence, abuse, misuse, or criminal acts.

10.2 EXCEPT FOR THE SPECIFIC REPRESENTATIONS OF FLASH CONTAINED HEREIN, THE EQUIPMENT IS PROVIDED TO CUSTOMER "AS IS" AND NEITHER FLASH, NOR ITS AFFILIATES MAKE ANY REPRESENTATION OR WARRANTY OF ANY OTHER KIND EITHER EXPRESS OR IMPLIED, WITH RESPECT TO THE EQUIPMENT, OR THE ACCURACY OR COMPLETENESS THEREOF, OR THE RESULTS TO BE OBTAINED BY THE USE THEREOF OR ANY OTHER MATTER. FLASH EXPRESSLY DISCLAIMS ANY AND ALL IMPLIED WARRANTIES, INCLUDING WITHOUT LIMITATION ANY WARRANTIES OF

TITLE, SECURITY, COMPATIBILITY, NON-INFRINGEMENT MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. FLASH DOES NOT WARRANT THAT THE EQUIPMENT WILL MEET CUSTOMER'S REQUIREMENTS OR THAT THE DELIVERABLES WILL OPERATE IN COMBINATION WITH OTHER SOFTWARE OR APPLICATIONS.

10.3 FLASH DOES NOT GUARANTEE, AND SPECIFICALLY DISCLAIMS ANY WARRANTY, THAT ANY FLASH OFFERING WILL BE PERFORMED ERROR-FREE OR UNINTERRUPTED, OR THAT FLASH WILL CORRECT ALL ERRORS. CUSTOMER ACKNOWLEDGES THAT FLASH DOES NOT CONTROL THE TRANSFER OF DATA OVER COMMUNICATIONS FACILITIES, INCLUDING THE INTERNET, AND THAT THE FLASH OFFERINGS MAY BE SUBJECT TO LIMITATIONS, DELAYS, AND OTHER PROBLEMS INHERENT IN THE USE OF SUCH COMMUNICATIONS FACILITIES. FLASH IS NOT RESPONSIBLE FOR ANY DELAYS, DELIVERY FAILURES, OR OTHER DAMAGE RESULTING FROM SUCH PROBLEMS.

10.4 IN NO EVENT SHALL FLASH OR ITS AFFILIATES BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, PUNITIVE OR CONSEQUENTIAL DAMAGES (INCLUDING, WITHOUT LIMITATION, LOSS OF USE, LOSS OF DATA, LOSS OF PROFITS OR REVENUES OR OTHER ECONOMIC LOSS OF CUSTOMER OR ANY THIRD PARTY), WHETHER IN TORT, CONTRACT OR OTHERWISE, AND WHETHER OR NOT FLASH OR ANY OF ITS AFFILIATES HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

10.5 EXCEPT FOR ANY CLAIM OR ACTION ARISING OUT OF OR RELATING TO FLASH'S FRAUD, GROSS NEGLIGENCE OR WILLFUL MISCONDUCT, IN NO EVENT SHALL FLASH'S TOTAL LIABILITY UNDER THIS AGREEMENT EXCEED TWO TIMES (2X) THE TOTAL AMOUNT PAID OR PAYABLE UNDER THE APPLICABLE PO UNDER WHICH THE CLAIM ORIGINALLY AROSE. DAMAGES THAT CANNOT BE LIMITED UNDER APPLICABLE LAWS ARE NOT SUBJECT TO THE ABOVE CAP.

10.6 Customer acknowledges and agrees that a breach of this Agreement may cause other irreparable harm on Flash without an adequate remedy at law and hereby agrees that the Flash may seek equitable relief, including without limitation, temporary or permanent injunctions and other relief to limit the effect of any breach.

10.7 No action on this Agreement, except for payment owed by Customer to Flash, may be brought more than one (1) year after the incident occurs.

11 Assignment

This Agreement shall not be assigned or transferred by Customer without prior written consent of Flash, and any attempt by Customer to so assign or transfer this Agreement without such written consent shall be null and void. Flash may (with notice but without the prior consent of the other Party) assign this Agreement: (i) by operation of law, (ii) pursuant to a merger or acquisition of all or substantially all of its stock or assets, or (iii) to its Affiliates, and the Parties acknowledge and agree that, in the case of FlashParking, "Affiliate" includes a special purpose entity owned or controlled by FlashParking. This Agreement shall be binding upon and inure to the benefit of the Parties and their respective successors and permitted assigns.

12 Governing Law; Submission to Jurisdiction

All claims, actions, or proceedings of any nature or type, arising from or related to (i) this Agreement or any matter related to this Agreement, (ii) the use of any Flash Offerings hereunder, or (iii) any relationships (whether by written contractor otherwise) relating to the Flash Offerings (whether such relationships are directly with Flash or through a third-party) shall be governed by, and construed in accordance with, the laws of the State of Texas without regard to its conflict or choice of laws principles and any such claims, actions, or proceedings shall be brought solely and exclusively in the Federal or State courts located in Texas and each Party consents to the personal jurisdiction and venue therein. The terms and conditions contained in this section shall inure to the benefit of, and be binding upon, the parents, subsidiaries, related entities, successors, assigns, heirs, survivors, and personal representatives of the Parties.

13 Notices

All notices for Flash given under this Agreement must be in writing and sent to:

FlashParking, Inc.
2500 Bee Caves Road
Building III, Suite 400
Austin, TX 78746
Attn: General Counsel

Via email to: legal@flashos.com

If to Customer, at the address in file or noted on any applicable Order Form or other addendum.

And to any such other address as a Party may designate in writing to the other Party, by certified mail (return receipt requested), overnight courier, personal delivery, or email to the other parties hereto.

14 Survival

Any provision of this Agreement which, by its nature, would survive termination of this Agreement shall survive any such termination of this Agreement, including, without limitation, Articles: 3 - Confidential Information, Proprietary Information, and Intellectual Property Rights, 4 - Fees, 9 - Indemnity, 10 - Limited Warranty; Disclaimers; Limitation of Liability; Remedies, and 14 - Survival.

15 Force Majeure

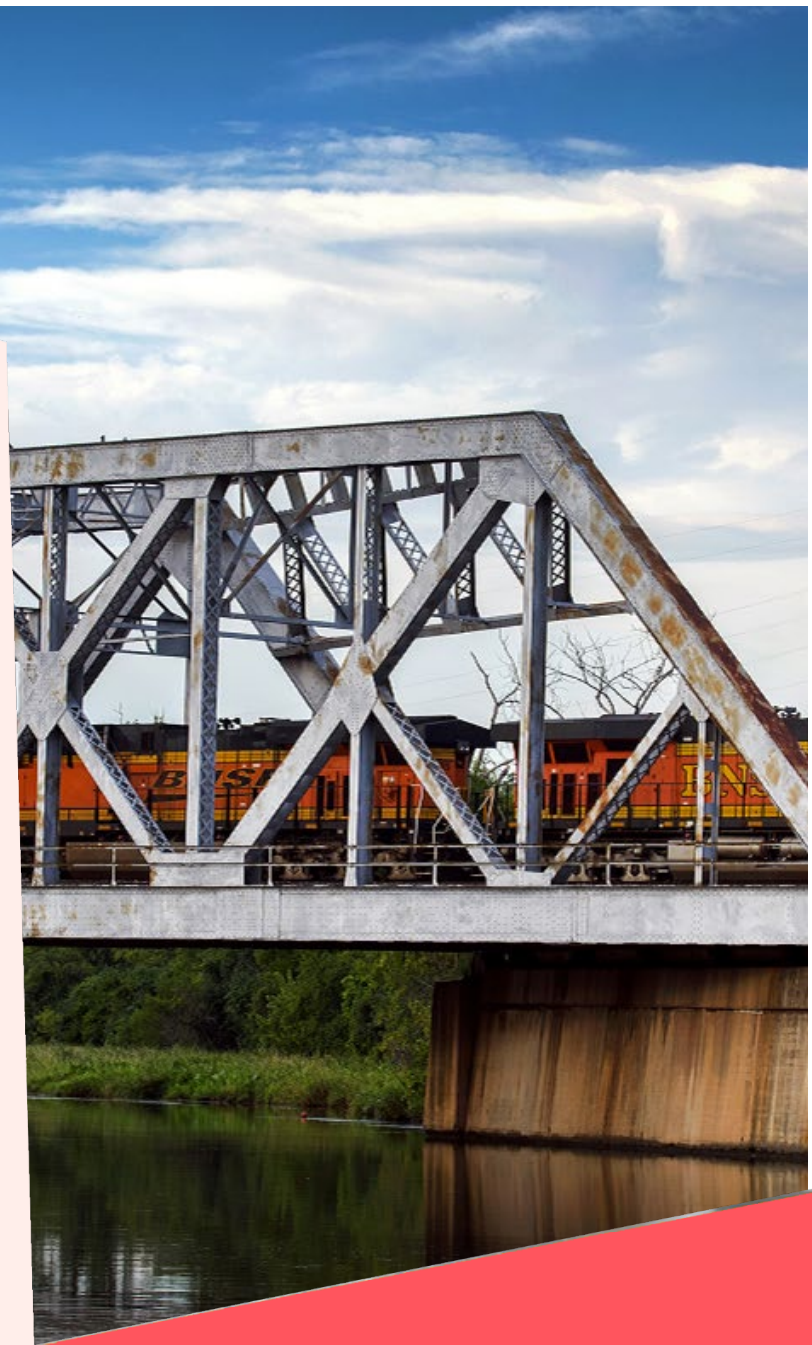
Flash shall not be responsible for any delay or failure in performance of its obligations under this Agreement resulting from acts beyond the reasonable commercial control of Flash, including but not limited to, supply chain issues, acts of God, acts of governmental authority, acts of public enemy, third-party systems failures, war, terrorism, riot, fire, flood, civil commotion, insurrection, pandemic, labor difficulty (including, without limitation any strike, or other work stoppage or slowdown).

16 Miscellaneous

This Agreement supersedes all prior agreements and understandings and constitutes the complete agreement and understanding between the Parties with respect to the subject matter hereof. No amendment or other modification to this Agreement shall be valid or binding with respect to Flash unless acknowledged and agreed to in writing and signed by a duly authorized officer of Flash. The Parties are independent contractors, and nothing in this Agreement will be construed to constitute or appoint any party as the agent, partner, joint venturer or representative of the other Party for any purpose whatsoever, or to grant to any party any right or authority to assume or create any obligation, express or implied, for or on behalf of any other, or to bind any other in any way or manner whatsoever. Any forbearance or delay on the part of a Party in enforcing any provision of this Agreement or any of its rights hereunder shall not be construed as a waiver of such provision or of a right to enforce same for such occurrence or any future occurrence. No other party is intended, or shall be deemed, to be a beneficiary of any provision of this Agreement. This Agreement may be executed in counterparts, which counterparts, taken together, shall constitute one agreement and each Party hereto may execute this Agreement by signing such counterpart.

Section 5

Cut Sheets



FLASH

Kiosk

SAFE. SECURE. SMARTER. Bluetooth-enabled, cloud-based kiosk with flexible software configurations, seamless integrations, and easy DIY maintenance guarantees maximum uptime.

Simple and Flexible Design

Our Kiosk assembles all the essential elements needed to manage parking access and revenue control in a single elegant unit. Our physical kiosk is highly customizable to meet the unique demands of each parking facility. Whether it's used to manage transients, monthlies or valet, the software package is configured for each machine's role in the facility as entry, exit, pay-on-foot and multi-space. In addition, our machines can be configured to accept credit card, RFID, or cash payments with exact change or bill note recycler.

Future-proof Platform

FlashOS, our mobility hub operating system, powers the logic in all our Kiosk form factors and is purpose-built to run in the cloud, offering enhanced scalability, redundancy, and most importantly—since no on-site servers are needed—virtually no maintenance. Cloud-based software also allows for easy system reconfiguration as technology and venue needs evolve.

Value and Benefits

✓ Versatile Engineering

Our unique Kiosk can meet all your needs as we configure the machine as either an entry, exit or as a pay-on-foot, pay-and-display, pay-by-plate, or pay-by-space kiosk. When replacement parts are needed, they are identical in all Kiosks which minimizes spare parts costs and accelerates repair.

✓ Total Reliability

We provide comprehensive access to monitor and manage all your properties from a single back-end portal via mobile, tablet or desktop. With a 99.99% uptime and a 61% reduction in support calls vs a legacy system, you don't need to worry about frustrating support and maintenance concerns.

✓ Real-time Decision Making

Manage rate changes, credit card payments, eParking reservations, and electronic validations in real-time via phone or browser.

✓ Worry-free Compliance

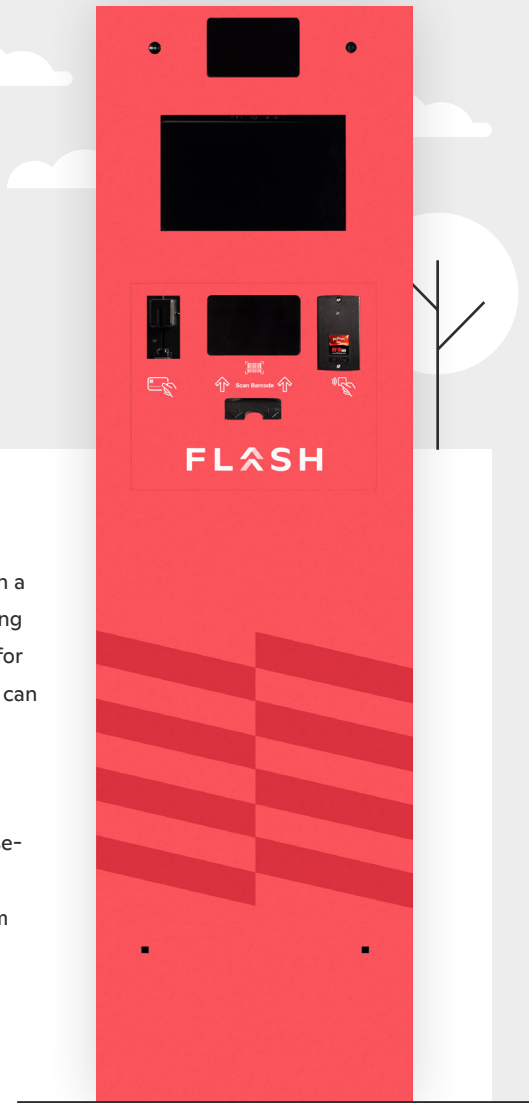
With Flash, you—the parking provider— outsource 98% of the PCI duties to us, the only Level 1 Service Provider in the industry. The result is instant and on-going complete PCI compliance. It's that simple!

✓ Extreme Weather Rated

Our Kiosks are UL Certified to withstand all extreme weather conditions and aluminum-built to prevent corrosion.

✓ Extending Your Brand

The standard shell of the Kiosk comes in a powder-coated silver; properties looking to extend their brand into the parking facility can wrap their Kiosks in a design of their choosing.



Kiosk Components and Configurations

All Kiosk form factors come standard with real-time reporting and on-demand dashboards that can be accessed anywhere on any device. The mobile app module allows you to manage parking operations from the palm of your hand. Plus, you get over-the-air software updates as demands evolve and new software patches are required.

We also offer an optional cash acceptance machine with two choices: exact change only or bill note recycler. Reconciled funds are accounted for electronically and stored in a single locked cashbox. The bill note recycler facilitates a closed-loop cash system, allowing facilities to simplify the cash management process and increase profitability.

Beyond the configurations below, there are many payment platform, call-center, analytics and other integrations that are available.



Features	Benefits	Kiosk	Wall Mount Kiosk
		Parking kiosk, standard form factor; ruggedized, weather-resistant fixture	Parking kiosk, wall-mounted form factor; ruggedized, weather-resistant fixture
Bluetooth Beacon Technology	Contactless access	✓	N/A
Camera	Visual communication for video support	✓	✓
Integrated Intercom with mic & speaker	Two-way audio communication	✓	✓
LCD Display (10")	Graphical user interface, touch interaction	✓	✓
Magnetic stripe reader	Credit card acceptance, encrypted at head	✓	✓
Barcode Scanner (2D, QR)	Read codes on tickets, phones	✓	✓
RFID Reader	Read proximity cards	✓	✓
Thermal printer (2")	Ticket/receipt dispenser	✓	✓
Service			
24/7 phone and online support	For troubleshooting and problem-solving issues	✓	✓
FlashCare Maintenance Kit	On-site replacement parts	Optional	Optional
Examples of Optional Hardware			
Hoods and Hats	For protection against environment	Optional	Optional
Warmers & AC units	For extreme climates	Optional	Optional
Credit card with EMV chip	Payment option	Optional	Optional
Exact change only cash machine	Cash option	Optional	N/A
Bill Note Recycler cash machine	Cash option	Optional	N/A
RFID 12" x 12" extender	Extended RFID range	Optional	N/A
Visit us at https://www.Flashparking.com/products/integrations/ to view our robust ecosystem of smart parking and mobility integrations and services.			
Branding			
Customized wrapping	Extend brand into garage	Optional	Optional

Measurements	
Dimensions	16"w x 12.41"d x 55" h
Weight	approx. 58 lbs
Color	Industrial Gray
Locks	Yes
Wrapping	Yes, customized wrapping available
Electrical	
Voltage	120V
Current Consumption	~8.0 amps max
Power Consumption	~1020 watts max
PARCS Hardware Capabilities	
Operating Temperature	-20 to +140 F
Humidity	15-95% rH noncondensing
Agency Certifications	UL 60950-1/CSA C22.2 N. 60950-1, and UL 60950-22 Outdoor Use
Rating	UL 60950-22 under NEMA 250-2008
Additional Info	
Bluetooth Functionality	Yes
Multi-lingual	Yes
Communication Options	Ethernet/RJ45 with 4G/LTE back-up
FLASHCare Kit	Yes (a kit with all major peripheral components available)



Are You Ready For The Future?

Go to FlashParking.com/products to learn about how our suite of technology can power the evolution of your asset into a networked mobility hub.

Digital Ticket Checkout

Give your customers a quick way to pay with their phone through Digital Ticket Checkout (DTC). Flash's solution gives customers the option to pay by mobile device, rather than at a pay-on-foot or exit kiosk, minimizing lines and reducing friction at exit.

How It Works

Parkers pull a ticket to enter the garage as normal. When they are ready to leave the facility, they pay for their parking by phone in just a few steps:



1. Scan

Scan the QR code or App Clip on posted signage.

For Parkonect Kiosks only - option to access DTC by scanning the QR code on the physical ticket. (Payment experience can also be accessed through text.)



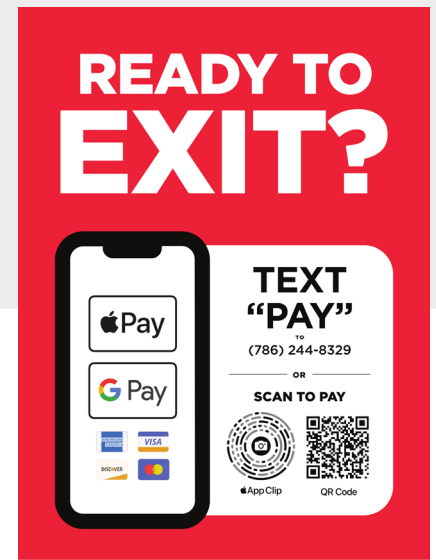
2. Pay

Multiple payment options including Apple/Google Pay, CC, and even validations - no need to download an app



3. Exit

Scan the receipt or entry ticket to exit the garage



powered by FLASH

Benefits for Operators

- ✓ **Fast** – Reduce traffic with faster egress
- ✓ **Cost Savings** – Digital payment options reduce need for pay-on-foot kiosks
- ✓ **Flexible** – Supports multiple fees and taxes

Benefits for Parkers

- ✓ **Fast** – Skip the kiosks and pay on-the-go
- ✓ **Easy** – Pay from anywhere
- ✓ **Simple** – Pay with Apple Pay or Google Pay to skip app sign in

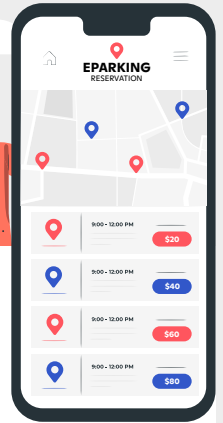


Parking control in the palm of your hand.

FlashParking.com/products for more.

FLASH

eParking Reservations Solution



Save parkers time, get to know your customers, build loyalty, and increase revenue by activating industry-leading eParking Reservation platforms into your asset. Reservations and pre-payment make you a more likely choice the first time—and the most likely choice for return parkers every time thereafter.



Maximize occupancy and tap into new revenue streams by gaining exposure to the emerging digital marketplace for parking



Grow your relationships with your customers with insight into past and future occupancy data to cultivate deeper relationships



Modernize the customer experience with digital tools designed to make parking frictionless



Book, pay in advance, and enter via any type of access control system:
→ **Frictionless Bluetooth** that enables drivers to simply press an in-app button to gain access to or exit an asset
→ **Barcode Readers** on any kiosk you already have allow parkers to simply scan their phone and go



Tap into other larger platforms with unique users such as Google and Apple, and other leading navigation apps that now offer on-map parking options visible to consumers



We integrate with a Broad Range of Partners:

eParking Reservation Platforms



Navigation Platforms



*Condensed list of partners; for a full list ask sales@flash.com



Parking control in the palm of your hand.

FlashParking.com/products for more.

FLASH

IQ

Access your data anytime and anywhere. **FlashIQ** empowers your future decisions with simplified, accessible data so that you are making smarter and more profitable decisions about your business.



Overview

Don't settle for latent, fragmented reporting from legacy suppliers. You deserve better.

Flash imagines a world where data can be accessed anytime from anywhere. This doesn't just keep you better informed, it allows you to make quick business decisions and maximize your revenue opportunities. With the power of our cloud-native FlashOS, we are able to deliver reliable and robust reporting and AI-driven data analytics. All of this powerful reporting comes standard with Flash. This changes everything.

Reporting Suite: Empower Your Sites With Real-Time Reporting

What if your data worked for you instead of you working hard for your data? Choose from standard reporting templates or configure your own report; either way, access what matters to your business. Your customized reporting can be accessed anytime, anywhere or scheduled to arrive in your inbox routinely.

Gain immediate insights at the site level and at the portfolio level to help you make decisions faster.

- ✓ **Equipment health status**
Check gate health, paper status and more without having to be onsite. Everything you need, at your fingertips.
- ✓ **Dynamic Pricing**
Check for occupancy surges and give customers a live look at pricing. Leverage your phone to make quick decisions based on occupancy and current events.
- ✓ **Standard or customized trend reporting**
Make short or long-term decisions based on customer interactions down to the lane level.

Over 200 standard reports are available; here are just a few examples of standard trend reporting:

Location Summary

Executive-level summary of tickets processed per price per kiosk. It also provides a payment summary broken down by tender type and includes a sub-report that provides the number of vehicles processed per fee.

Location Transaction Detail

Ticket number, arrival, departure, duration, and payment information can be found in this report. At the end of the report is the total amount transacted as well as an average duration and coupon summary.

Contact Center Detail

This report provides information on support calls made through any kiosk in the system.

FlashIQ: Empower Your Future With Market Insights

Don't invest in the past. Own the future through intelligent data that inspires strategic change. Our FlashIQ intelligence engine provides actionable insights to inform long-term strategies. Go beyond site maintenance and tap into data to help you make strategic decisions that future-proof your business. When you're ready to introduce new services like EV charging or docking for eScooters, you can access data on the success of those new service introductions as well.

Features & Benefits

Real-Time Intelligence

Waiting for monthly, weekly, or even daily reports simply doesn't cut it. FlashIQ displays live data on rates, revenue, occupancy, and equipment health to inform data-based decision making.

Make Faster Decisions

With live intelligence, you can communicate occupancy to parkers in real time and display dynamic rate changes accordingly. Seeing how customers react to new pricing and service offerings helps inform long-term strategy.

Portfolio-Wide Transaction Data

The ability to have a bird's eye view is critical for optimizing revenue generation. FlashIQ rolls-up data across an entire portfolio to provide deep visibility into operations.

Optimize Revenue Generation

With rolled-up data across an entire portfolio of properties, you have broad, easy-to-digest analyses. From there, strategic initiatives around optimizing revenue generation are formulated from widespread trends and outlying metrics.

Cross-location Groupings

Custom groupings of locations from different regions, clientele, or other similarities can be used to surface trends and actionable insights.

Mine Actionable Insights

The ability to take a closer look at specific markets allows you to identify patterns and create actionable insights that inform larger strategies.

Data is crucial to transition from an old, dated parking asset into a future ready, connected mobile hub. Even taking the first step, such as adding electric vehicle charging, must be explored after looking at data and trends. All of this insight is powered by the AI-driven FlashIQ engine and allows you to focus on delighting your clients and customers, not your reporting.

Don't play the commodity game, differentiate yourself by using Flash data and analytics.



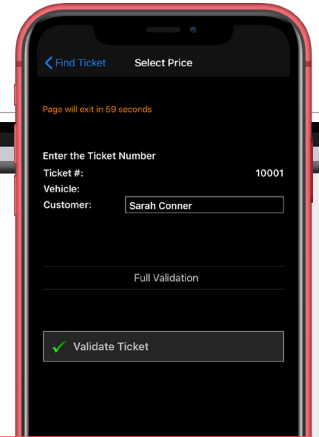
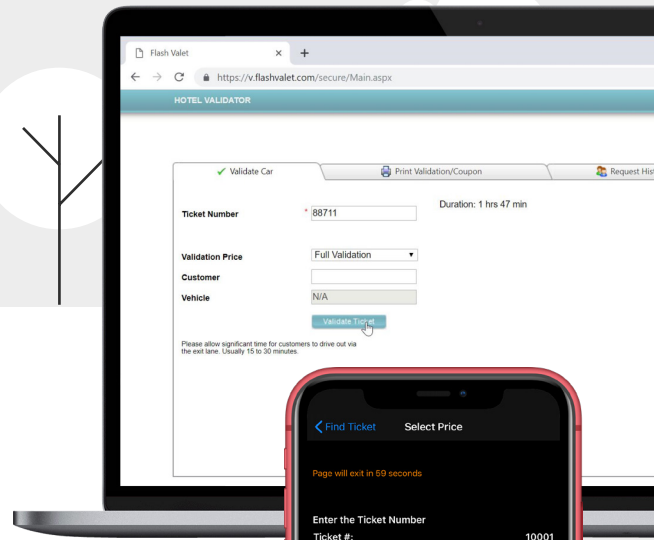
Are You Ready For The Future?

Go to FlashParking.com/products to learn about how our suite of technology can power the evolution of your asset into a networked mobility hub.



Validation Solutions

Our web-based validation system powered by the Flash platform provides operators and asset owners a modern way to validate parking from any connected device.



Types of Validations



Electronic Validations

Customers do not have to take action for the validation to be processed; the validator simply accesses their Flash portal to perform the validation. The validator manually enters the customer's ticket number, sets the validation price, and then confirms the validation. The new, validated rate is automatically applied to the customer's ticket.



Printed Validations

Printed Validations are a straightforward way for parking operators to serve visitors of the variety of different businesses their garages and lots serve. With no need for special paper, individual and bulk barcode validations can be printed out on Avery labels. Parkers apply the validation label to the back of their ticket that is scanned at an exit or pay-on-foot kiosk after scanning the original ticket. The validated amount is immediately be deducted from the user's balance.



Validating by Text

A convenient option for users that eliminates the need for customers to keep track of printed validations and doesn't require validators to log into the portal each time. Validator phone numbers first need to be added to the Admin Portal in order to gain validation capabilities. Pre-approved validators can send a customer's ticket number to a specific phone number associated with the location. The validator will then receive confirmation that the customer ticket has been validated.



Validators and Managing User Rights

Flash's validation system allows you to offer different validations for different validators. The operator uses a unique user name/ password to access the revenue control system to create validations and manage user rights for each validator.



Flexible to Meet Your Unique Venue Needs

Our exceptionally flexible validation system can provide multiple scenarios for validations. It can calculate the remaining balance if the parker exceeds the validated time and request payment, allowing you to capture additional revenue.



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PRODUCT ID: 2888

Post

MODEL

P60B

DIMENSIONS

60" H x 6" W x 6" D (est. 7.118 lbs)

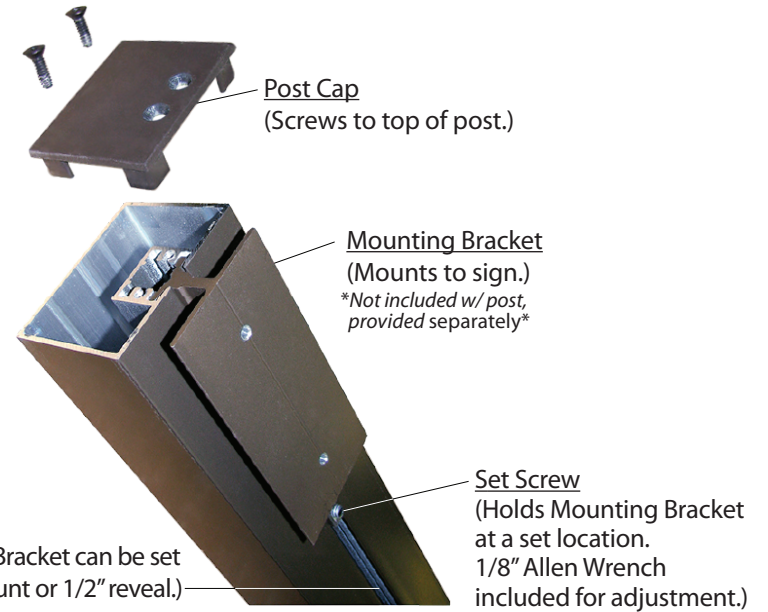
CONSTRUCTION

Finish: Duranodic Bronze

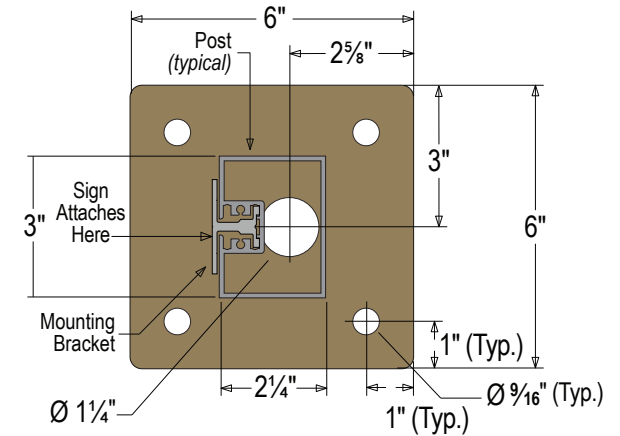
Material: 2 1/4" x 3" extruded aluminum post with one sign mounting channel, end cap and 6" sq. welded aluminum base plate. Base plate is 3/16" thick with pre-drilled anchoring holes. Sign mounting hardware and set screw for securing sign to post included.

Product View

NOTE: Sign image may not exactly represent the finished product. For illustration purposes only.



Baseplate Detail



Signal-Tech
4985 Pittsburgh Ave.
Erie, PA 16509
Phone: (877) 547-9900
Fax: (814) 835-2300
Email: sales@signal-tech.com
Website: www.signal-tech.com

Signal-Tech

PRODUCT ID: 13409

RedStorm Accessory

MODEL

RS-Sensor-2597/38a/76a

DIMENSIONS

3" H x 3" W x 4" D (est. 0 lbs)

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Signal-Tech

Product View

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Installed in pairs with each DZ Counter. Sensors are used to detect vehicles and their direction of travel. Sensors are capable of bidirectional vehicle counting.

Electrical: Power supplied by DZ Counter. DC Power 12-24VDC, 100mA maximum consumption.

Connections: Each sensor includes a 16 foot long cable for connecting the sensor to its corresponding DZ Counter. Cable may be lengthened (in the field by others) to a maximum of 350 feet using 4 conductor, 18 gauge cable.

Temperature Range: -4 degrees to 140 degrees Fahrenheit

IP Rating: IP 52

PRODUCT ID: 42125

RedStorm Parking Guidance System

MODEL

RS-SM-2.1

DIMENSIONS

14" H x 12" W x 6" D (est. 10.412 lbs)

CONSTRUCTION

Cabinet: NEMA 4X grey polycarbonate enclosure with clear lid

Face Material: None

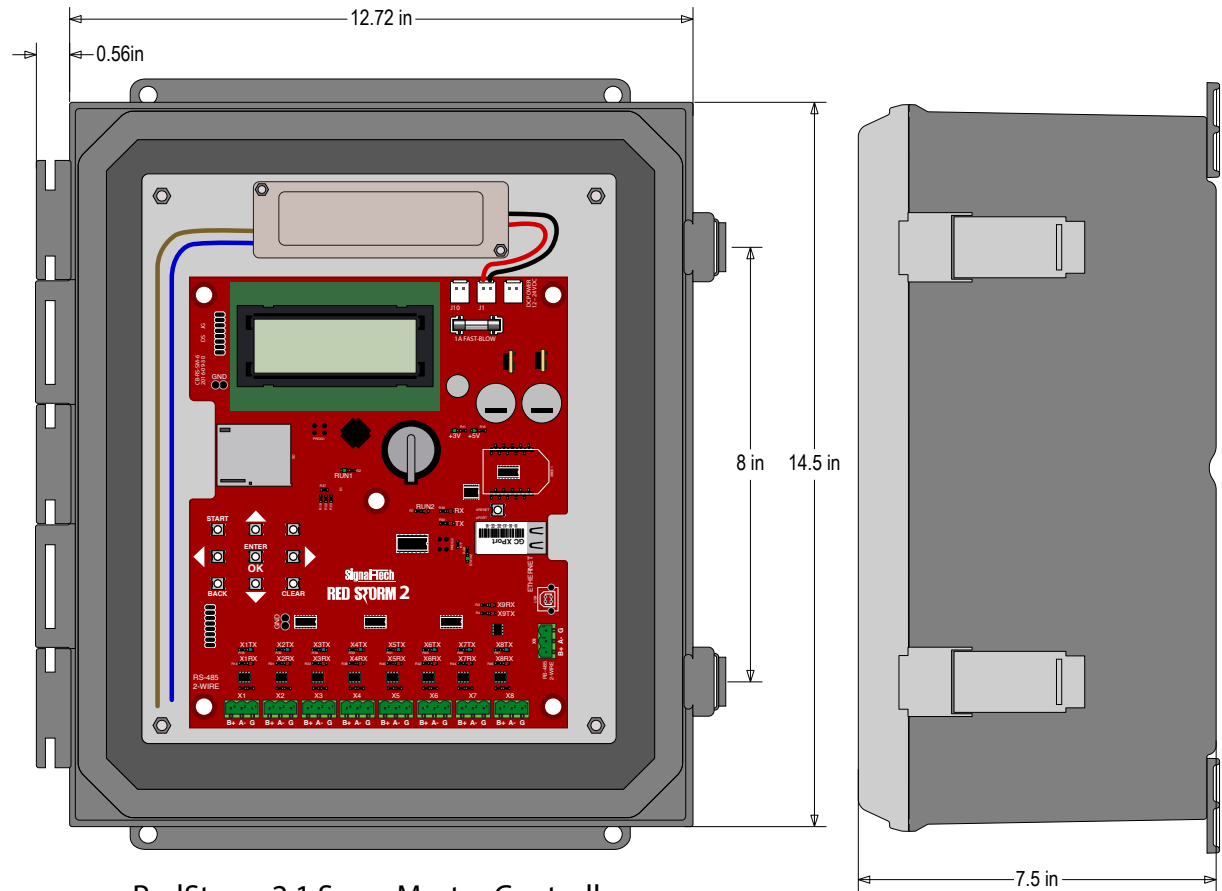
Finish: Other (Grey)

ELECTRICAL

Input Voltage: 120-240 VAC

Product View

NOTE: Sign image may not exactly represent the finished product. For illustration purposes only.



RedStorm 2.1 SuperMaster Controller

Signal-Tech
4985 Pittsburgh Ave.
Erie, PA 16509
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Email: sales@signal-tech.com
Website: www.signal-tech.com

Signal-Tech

PRODUCT ID: 42143

RedStorm Parking Guidance System

MODEL

RS-DZC-2.1

DIMENSIONS

12" H x 10" W x 4" D (est. 9.375 lbs)

CONSTRUCTION

Cabinet: NEMA 4X grey polycarbonate enclosure with opaque lid

Face Material: None

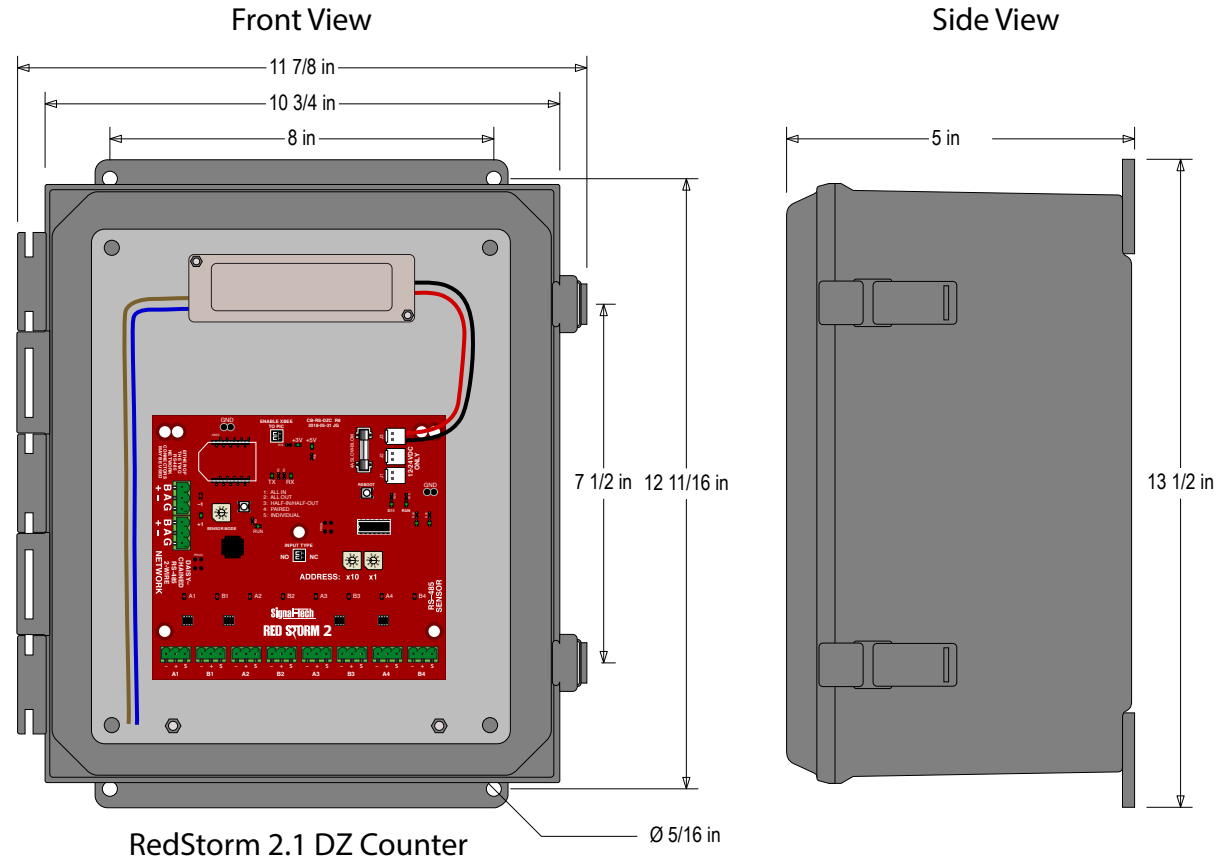
Finish: Other (Grey)

ELECTRICAL

Input Voltage: 120-240 VAC

Product View

NOTE: Sign image may not exactly represent the finished product. For illustration purposes only.



Signal-Tech
4985 Pittsburgh Ave.
Erie, PA 16509
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Email: sales@signal-tech.com
Website: www.signal-tech.com

Signal-Tech

PRODUCT ID: 49800

Post Mount Bracket - Factory Installed

MODEL

DPMB

DIMENSIONS

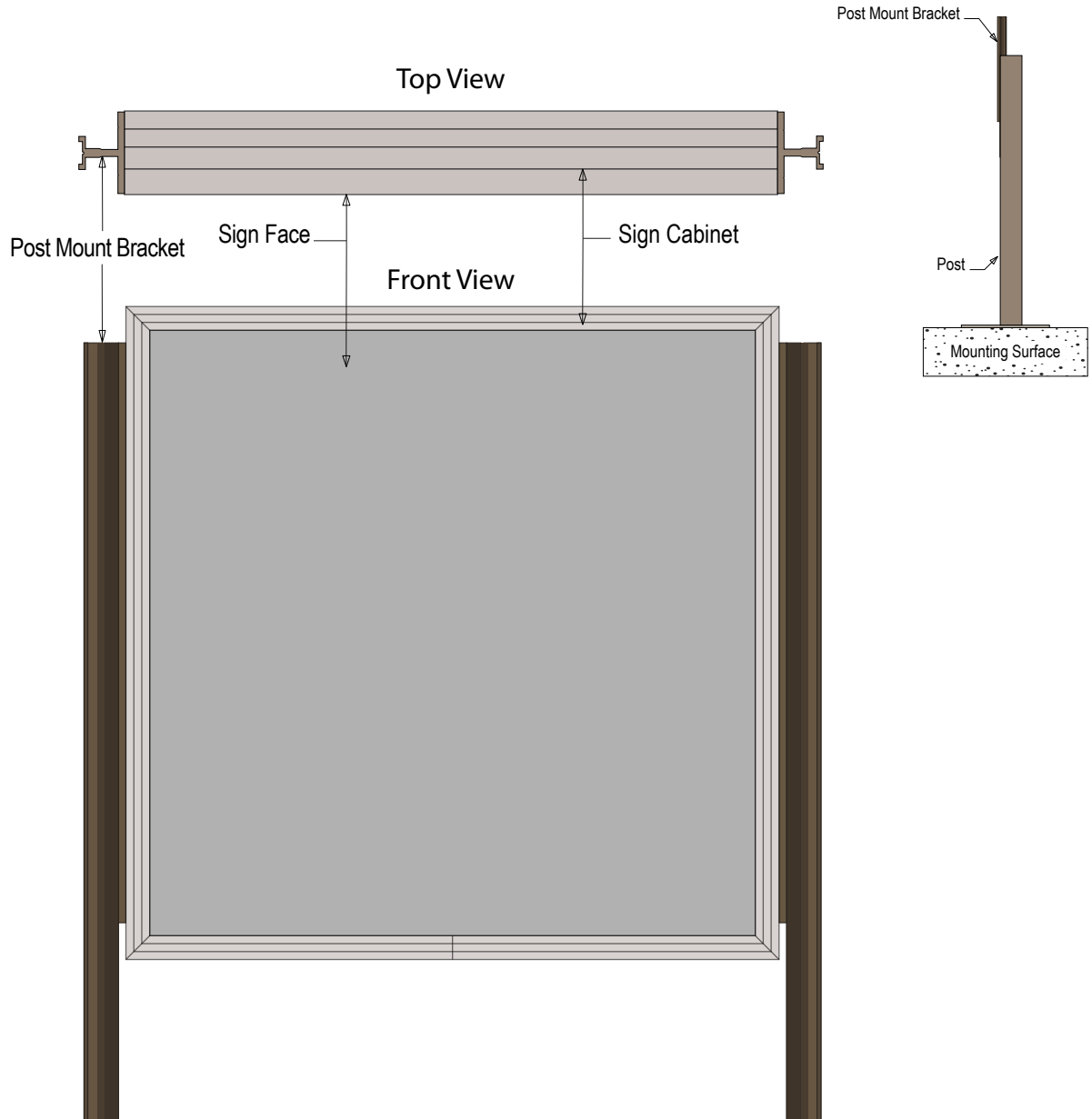
0" H x 0" W x 0" D (est. 0.713 lbs)

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Product View

NOTE: Sign image may not exactly represent the finished product. For illustration purposes only.



PRODUCT ID: 70313
RGB 2.0 Matrix Sign

MODEL

RGB192x192-5mm

DIMENSIONS

44" H x 44" W x 6.5" D (est. 126.097 lbs)

CLASS

Class: RGB Freedom

CONSTRUCTION

Back Construction:

Cabinet: Extruded aluminum cabinet with welded seams, NEMA 4X rated/IP66.

Hinged door with silicone gasket, tool-less stainless-steel latches. 6.5" Deep.

Display module: 5mm pitch (IP65)

Face Material: None

Faces: Single Faced Sign

Finish: Powdercoat Black

ELECTRICAL

Input Voltage: 120-240 VAC

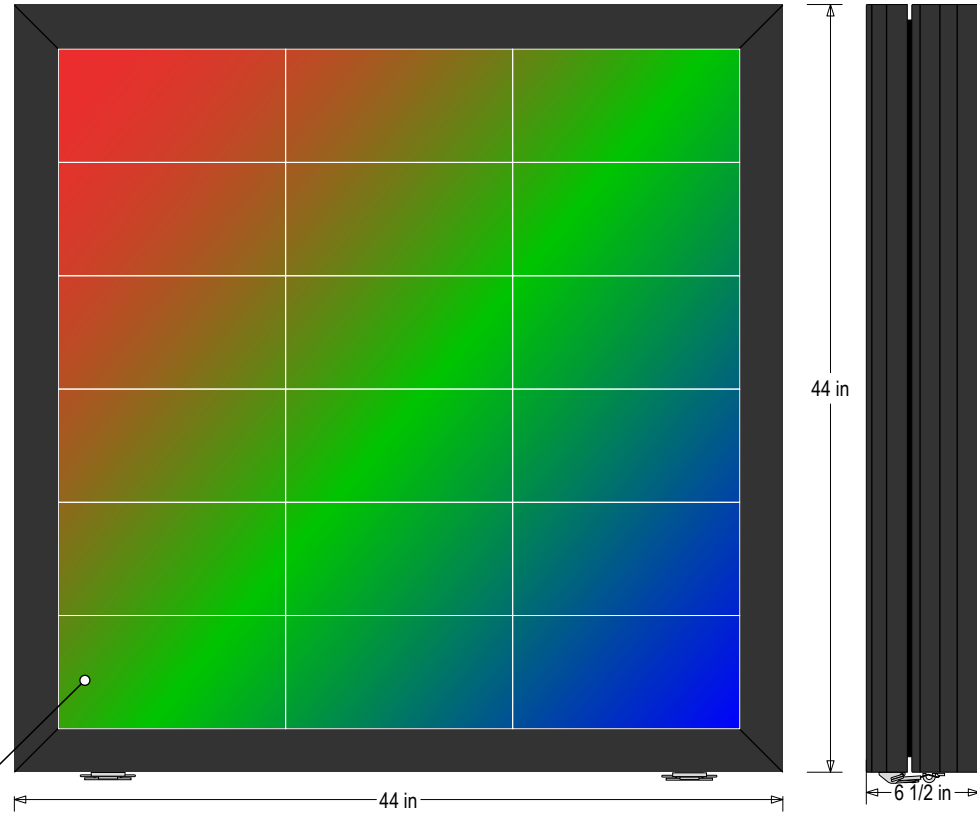
Pixel Height: (192)

Pixel Width: (192)

UL/cUL Listed: None

Product View

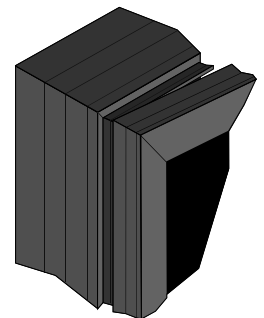
NOTE: Sign image may not exactly represent the finished product. For illustration purposes only.



5mm pitch, 32x64



Frame Detail



MESSAGE

All white, 100% Brightness
 Typical Operation

LED/COLOR

White
 Custom

HEIGHT

n/a
 n/a

AMPS

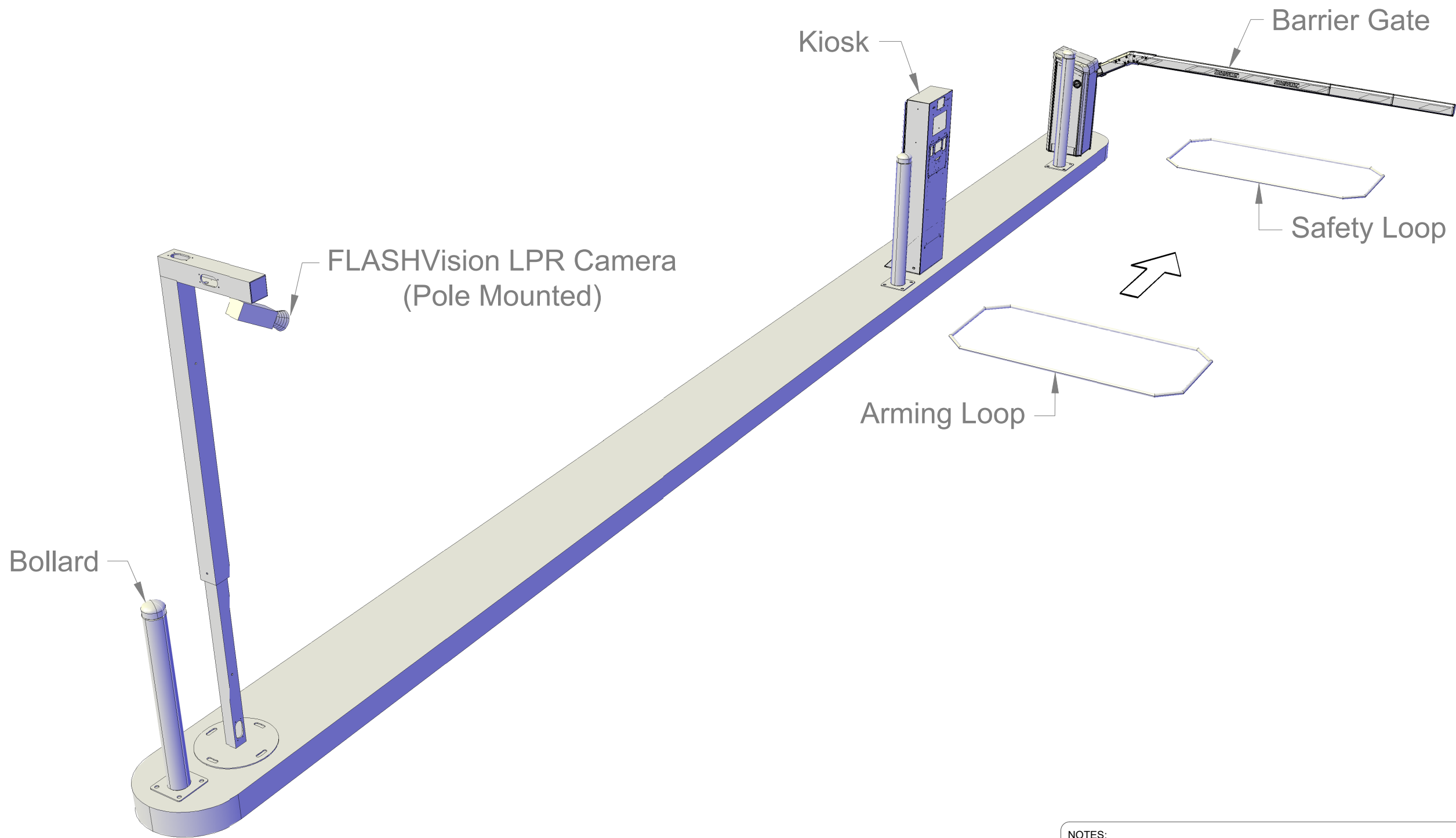
7.370-3.685
 3.050-1.525

NOTE: Above messages are independently controlled.

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- NOTES:
1. ASSUMES 6" CURB HEIGHT AND LEVEL AT CENTERLINE OF DEVICES. DO NOT EXCEED 8" OR BELOW 4" FROM GRADE TO TOP OF CURB.
 2. ALL VEHICLE LOOPS (PROVIDED BY FLASH) TO BE PRE-FORMED 3' x 6' CUT 1" DEEP IN GRADE TO RESPECTIVE CONDUIT SWEEPS. BOTH ARMING & SAFETY LOOP DETECTORS ARE LOCATED IN THE BARRIER GATE.
 3. CONDUIT SIZES PROVIDED ARE TYPICAL AS NEEDED. GC SHOULD FOLLOW NATIONAL CODE REQUIREMENTS.
 4. 20FT SERVICE LOOP REQUIRED FOR EACH CAT6 HOMERUN.

REVISIONS	REV #	DATE	INT.

**026 - FLASHVISION(P-EXT.) -
FULL KIOSK - SDL**

FLASH TYPICAL

DESIGNED BY
CMD

DATE:
7/3/23

FLASH
3801 S CAPITAL OF TEXAS HIGHWAY,
STE 250 AUSTIN, TEXAS 78704

026-01


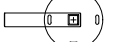
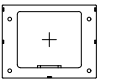
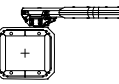
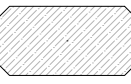

PERSPECTIVE

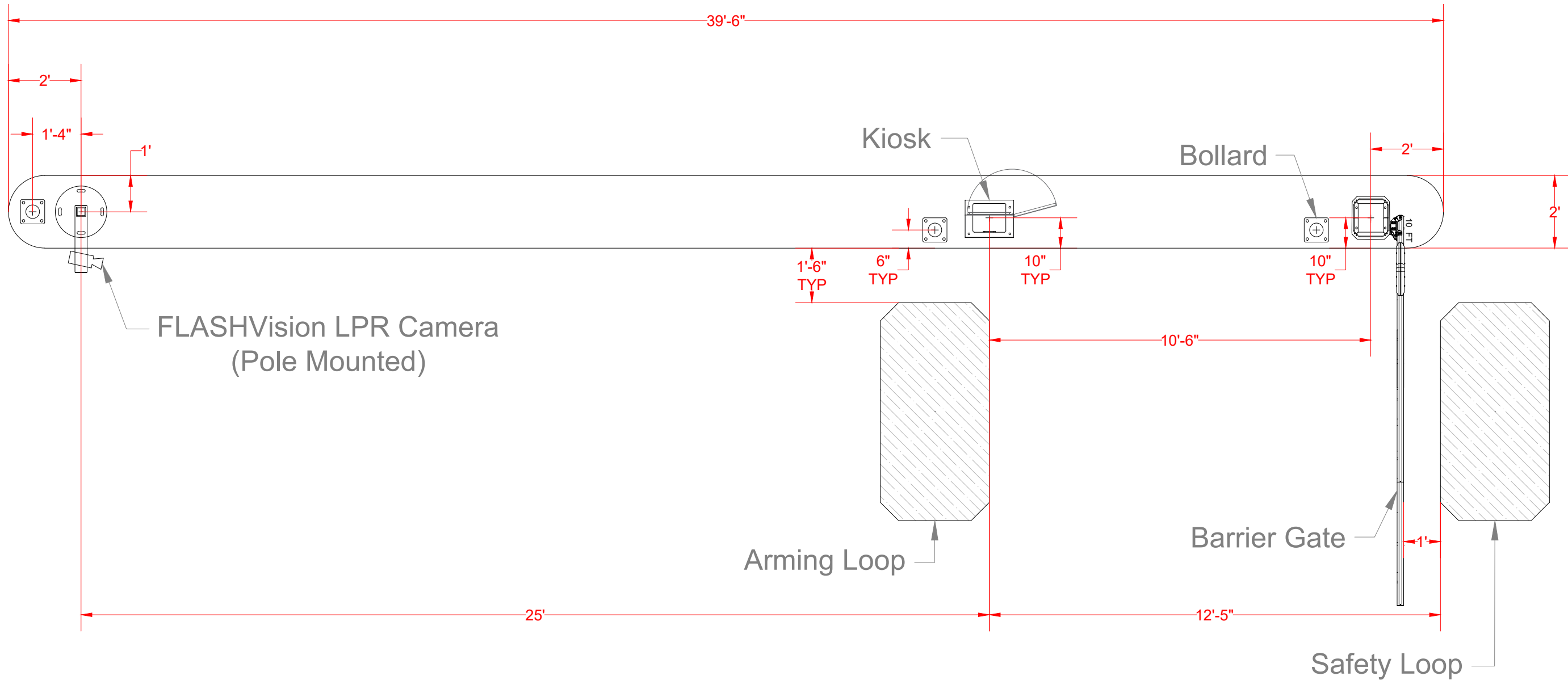
VENDOR SHOP DRAWINGS
(FOR INFORMATIONAL PURPOSES ONLY)

NOTES:

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FLASH EQUIPMENT LEGEND

<p>FLASHVISION LPR CAMERA</p>  <p>DEDICATED CAT6</p>	<p>LPR "L" POLE</p>  <p>17" DIA BASE PLATE</p>	<p>FLASH KIOSK</p>  <p>ENTRY & EXIT MAX 8A, 120V AC DEDICATED CAT6 16" CLEARANCE REQUIRED FOR REAR DOOR ACCESS</p>	<p>BARRIER GATE</p>  <p>MAX 2.5A, 120V AC 10'-20' BOOM STRAIGHT OR ARTICULATING</p>	<p>VEHICLE DETECTION LOOP</p>  <p>3'x6' OR 2'x7'</p>	<p>BOLLARD</p>  <p>IF INCLUDED IN SCOPE: 41/2" Ø STEEL PIPE 8'x8'x14" MOUNTING PLATE SAFETY YELLOW</p> <p>IF NOT INCLUDED IN SCOPE: LOCATION IS A RECOMMENDATION AND SHALL BE SUPPLIED BY OTHERS</p>
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LANE OVERVIEW DIMENSIONS

SCALE: 1" = 3'

VENDOR SHOP DRAWINGS
(FOR INFORMATIONAL PURPOSES ONLY)

REV #	DATE	INT.

**026 - FLASHVISION(P-EXT.) -
FULL KIOSK - SDL**

FLASH TYPICAL

DATE:
7/3/23

DESIGNED BY
CMD

FLASH



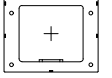
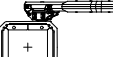
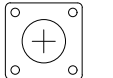

3801 S CAPITAL OF TEXAS HIGHWAY,
STE 250 AUSTIN, TEXAS 78704

026-02

NOTES:

1. ASSUMES 6" CURB HEIGHT AND LEVEL AT CENTERLINE OF DEVICES. DO NOT EXCEED 8" OR BELOW 4" FROM GRADE TO TOP OF CURB.
2. ALL VEHICLE LOOPS (PROVIDED BY FLASH) TO BE PRE-FORMED 3' x 6' CUT 1" DEEP IN GRADE TO RESPECTIVE CONDUIT SWEEPS. BOTH ARMING & SAFETY LOOP DETECTORS ARE LOCATED IN THE BARRIER GATE.
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4. 20FT SERVICE LOOP REQUIRED FOR EACH CAT6 HOMERUN.

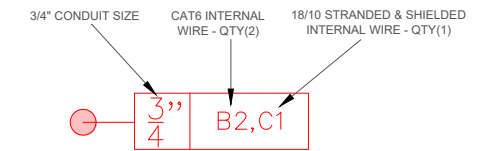
FLASH EQUIPMENT LEGEND

<p>FLASHVISION LPR CAMERA</p>  <p>DEDICATED CAT6</p>	<p>LPR "L" POLE</p>  <p>17" DIA BASE PLATE</p>	<p>FLASH KIOSK</p>  <p>ENTRY & EXIT MAX 8A, 120V AC DEDICATED CAT6 16" CLEARANCE REQUIRED FOR REAR DOOR ACCESS</p>	<p>BARRIER GATE</p>  <p>MAX 2.5A, 120V AC 10'-20' BOOM STRAIGHT OR ARTICULATING</p>	<p>BOLLARD</p>  <p>IF INCLUDED IN SCOPE: #12" Ø STEEL PIPE 8"x6"x14" MOUNTING PLATE SAFETY YELLOW</p> <p>IF NOT INCLUDED IN SCOPE: LOCATION IS A RECOMMENDATION AND SHALL BE SUPPLIED BY OTHERS</p>	<p>VEHICLE DETECTION LOOP</p>  <p>3'x6' OR 2'x7'</p>
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FLASH CONDUIT LEGEND

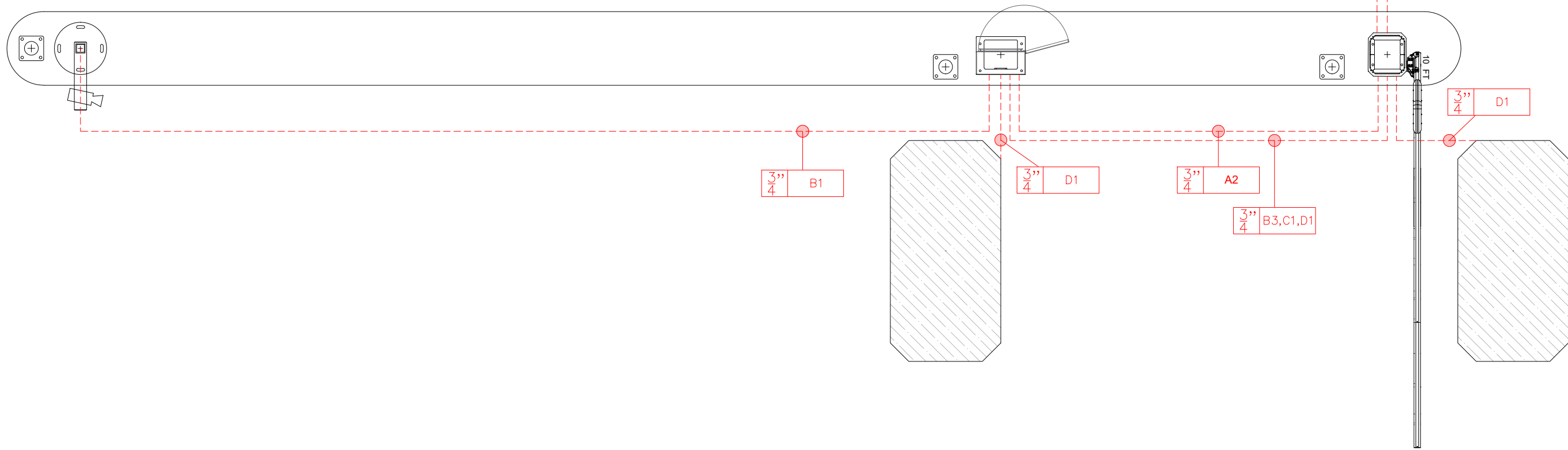
CONDUIT SIZE		INTERNAL WIRING		QTY
DESIGNATION	SIZE	DESIGNATION	DESCRIPTION	
	3/4"	A	20A 120V CIRCUIT	#
	1"	B	CAT6 ETHERNET	#
	1-1/4"	C	18/10 STRANDED & SHIELDED	#
	1-1/2"	D	VEHICLE DETECTION LOOP LEAD IN	#
---	---	E	---	#
---	---	F	---	#
---	---	G	---	#

CONDUIT CALL OUT EXAMPLE:



QTY (1) 120V 20A CIRCUITS REQUIRED FROM CLOSEST SOURCE BY OTHERS

QTY (3) CAT6 REQUIRED FROM NETWORK ROOM BY OTHERS



REV #	DATE	INT.

026 - FLASHVISION(P-EXT.) - FULL KIOSK - SDL

FLASH TYPICAL

DATE: 7/3/23

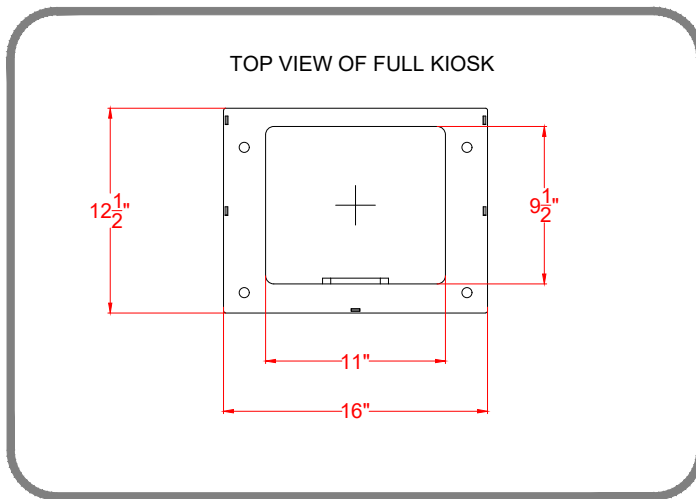
DESIGNED BY: CMD

FLASH
3801 S CAPITAL OF TEXAS HIGHWAY,
STE 250 AUSTIN, TEXAS 78704

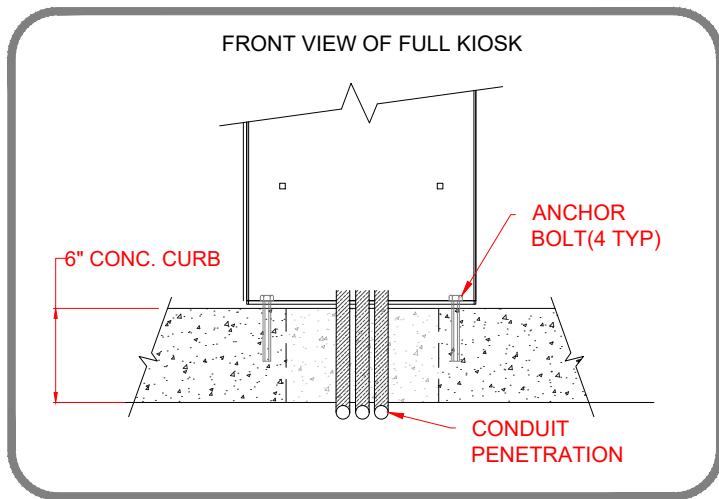
026-03

LANE OVERVIEW CONDUIT RUN
SCALE: 1" = 3'

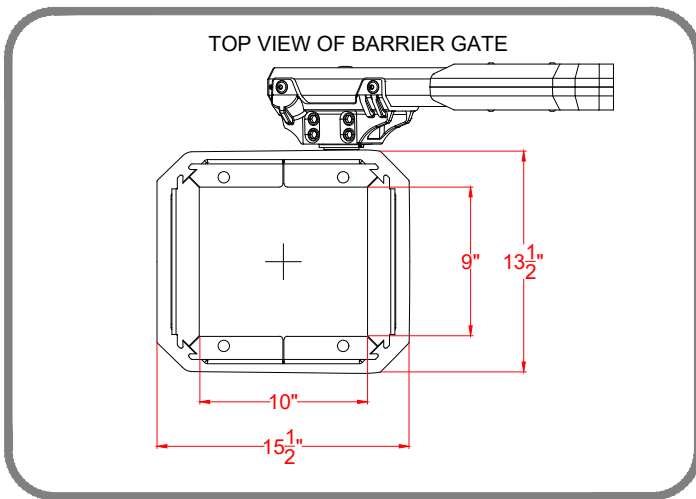
SCALE: NTS



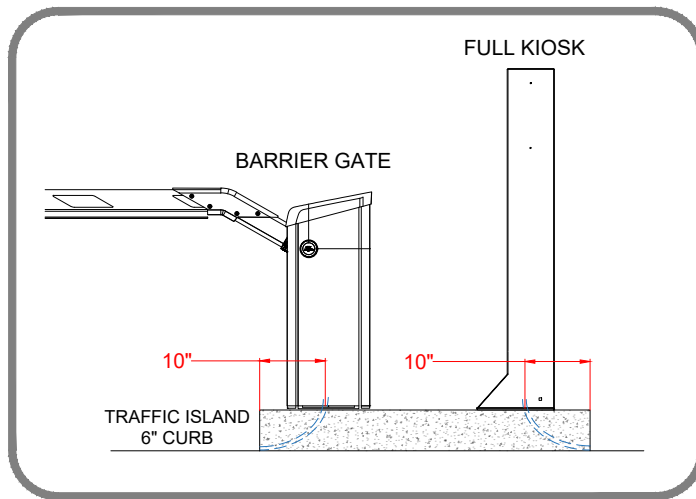
SCALE: NTS



SCALE: NTS



SCALE: NTS



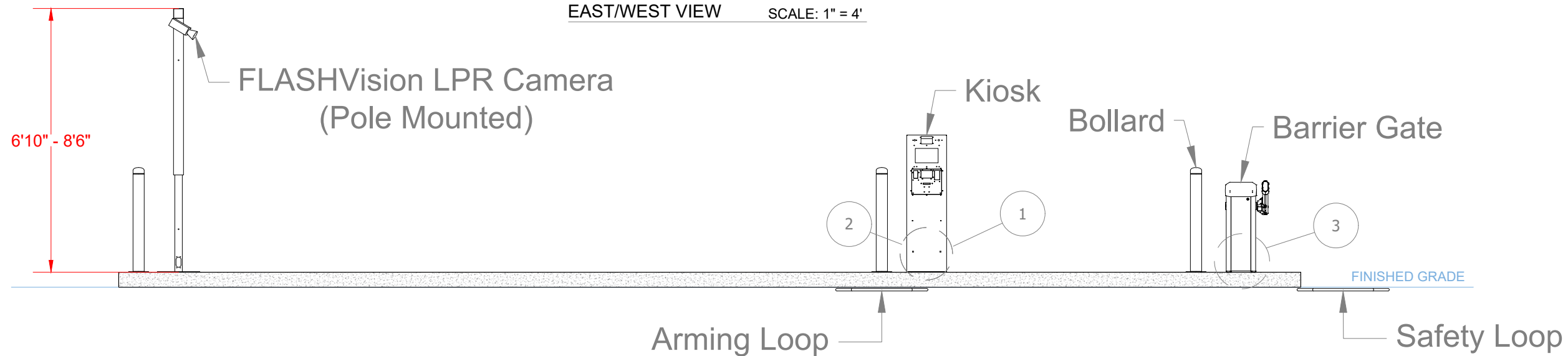
4-1 FULL KIOSK CONDUIT CLEARANCE AND HOLE PATTERN

4-2 EQUIPMENT ANCHORING DETAIL

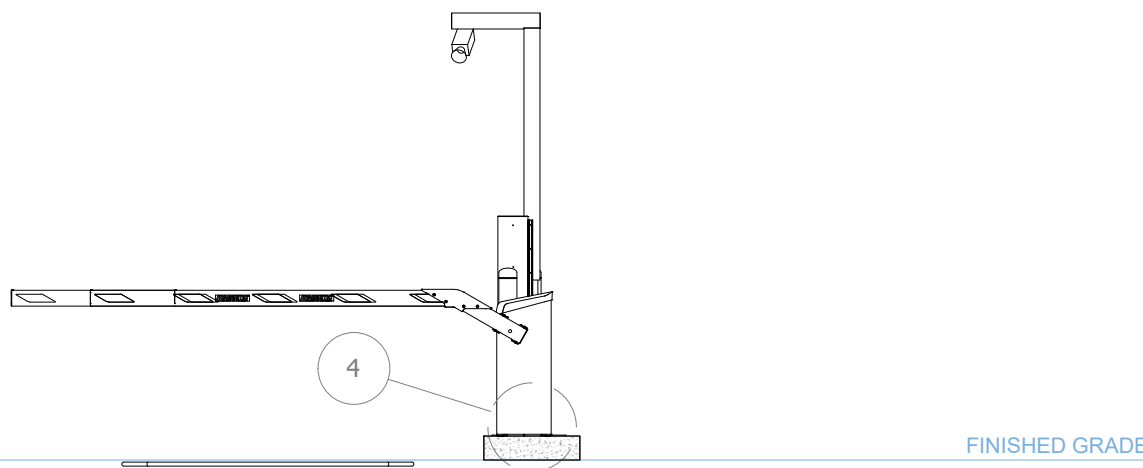
4-3 BARRIER GATE CONDUIT CLEARANCE AND HOLE PATTERN

4-4 CONDUIT SWEEP FOR VEHICLE DETECTION LOOPS

EAST/WEST VIEW SCALE: 1" = 4'



NORTH/SOUTH VIEW SCALE: 1" = 4'



ELEVATION VIEW

VENDOR SHOP DRAWINGS

(FOR INFORMATIONAL PURPOSES ONLY)

REV #	DATE	INT.

026 - FLASHVISION(P-EXT.) - FULL KIOSK - SDL

FLASH TYPICAL

DATE: 7/3/23

DESIGNED BY CMD

FLASH

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026-04