

To :

Mr John Bianchi
Massachusetts Dept of Transportation
10 Park Plaza
Boston – MA – 02116

From:

Mark Coupland
VP (ASE) – Logix ITS/Traffic Logix

Date: February 6th, 2024

Re: Solicitation BD-24-1030-CPO1-CPO1-97703

Dear John:

On behalf of Logix ITS, the parent company of Traffic Logix, I am pleased to submit our response to the above solicitation for Area of Interest #1 – Speed Safety Cameras.

We are the manufacturer of the cameras as quoted and based in North America, with North American-based customer and technical support. Furthermore, all of our equipment as detailed is a proprietary product of the company, and everything as listed is also covered under our Sourcewell Contract # **070821-LGX**, which automatically includes freight and onsite installation with training included at no additional cost.

I would like to emphasize that the proposal is for purchase as we do not lease equipment, nor do we revenue share in any way. We do, however, offer a customizable, a la carte, turnkey solution if required which will be detailed later in the proposal. This software has inclusive customizable warning letter templates as standard.

The proposal is for our Enforcer Camera (which comes in four configurations) and is for the issue of Warning letters ONLY, with no financial penalties involved. We do offer the Enforcer PLUS version, which is intended for ASE operations, should legislation change in Massachusetts at some point.

The 4 power sources and mounting options are as follows: (Images and Spec sheets will be attached)

- AC Hard Wired (Pole Mounted)
- Solar assisted (Pole Mounted)
- Trailer Mounted with Solar Assist
- Trailer Mounted with Driver Feedback Sign and Solar Assist.

All of our equipment is connected 24/7 – 365 to our proprietary cloud system (via an onboard cell modem and included SIM card) with zero server footprint. We have as standard inclusion unlimited access to the portal, unlimited storage, and user-defined levels of access. All information is SSL encrypted and stored on AWS servers in the USA.

We would very much like to demonstrate the capabilities of the system and will provide customer testimony and press release articles for similar systems in operation in states such as Florida, Minnesota, and Illinois. This can be undertaken, either in person or via a TEAMS/Zoom meeting.

I look forward to hearing from you and of course if you have any questions, whatsoever, please reach out to me directly, all of my contact details are as below.

The line item questions and answers will follow in the order as posed – Answers in RED:

Sincerely,



Mark W. Coupland
Vice President – Logix ITS (ASE Division)
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Questions

1. Where else has your technology been implemented? Or, to the best of your knowledge, would we be the first place to try it?

A – Minnesota – Florida – Ontario Canada – Illinois- New York- Colorado

2. Have any of your deployments faced challenges based on racial equity or equity concerns? If so, how did you work with partners to address these concerns?

A- No – the images are captured from the REAR of the vehicle only and deliberately DO NOT intrude into the occupancy space – there is no direct link to the NLETS or DMV records (this is undertaken by the client via an open API)

3. Do you have staff or a company footprint in New England?

A – Yes as above – we have offices in PA and VA in addition.

4. Does your hardware solution require a power source? Can it be solar/battery-powered? Does it need network connectivity?

A yes all power sources and mounting options are listed as above and connectivity is via an included cell modem and SIM card

5. Describe the operational approach your company would take to validate the accuracy of your cameras.

A – All systems have online calibration – they are LIDAR-based and accurate to +/- 1 MPH

6. What is the minimum resolution needed for your software to accurately determine (or 'read') a license plate?

A - 4MP and all systems have included OCR (Optical Character recognition)

7. How does your technology handle inclement weather? License plate covers? Night-time and direct sunlight?

A - it has included IR for night vision and works in all weather conditions - negative 40 degrees to 140 degrees

8. If you provide physical infrastructure as part of your solution, is it mobile or fixed equipment? If mobile, how long does calibration take in a new location? Describe any relevant criteria for the use of one over the other if you offer both.

A - We provide both as detailed above - calibrations is 10/15 mins max.

9. Please describe the requirements for any space or physical assets needed for the installation of equipment.

A- can be mounted to existing roadside /street furniture (see also pole requirements attached for new installations.

10. Please describe any criteria for heights and distances to ensure accuracy of the data collected.

A. See ASE Pole requirements (attached)

11. Do you offer a turnkey service? If so, what is included in that service and what is the minimum scale needed to implement?

A. Yes this is customizable as indicated above - we can operate with a minimum of a single unit

12. Does your company provide data processing, violation review and mailing services? If yes, please describe the general approach for how these services would be delivered. Please pay particular attention to the note above that we are not issuing tickets, fines, or fees in response to the observed violation.

A. Yes as above and will be undertaken on a per ticket basis with no revenue share or licensing fee.

13. What integration would you need to have with the Registry of Motor Vehicles in order to mail safety messages to drivers who are observed violating the speed limit?

A . we normally utilize an API access - if our turnkey service is selected this will integrate directly with MV/NLETS records

14. How long would it take you to implement your solution, from signed contract to solution go-live? In other implementations, what tends to slow down the path to deployment?

A. 4 to 6 weeks

15. Describe the smallest high-fidelity implementation scenario you can imagine. Please include information like the minimum size of a deployment, minimum suggested duration, and what types of costs (not actuals) are included in your business model (e.g., installation, ongoing service, mailing, de-installation).

A. a minimum of a single unit - purchased and installed with a per violation/warning fee of \$5 to \$8 depending upon services required. De Install would be at the discretion of the client and we would offer assistance and guidance at no added cost.

16. What is your approach and delivery of staff training as it relates to your proposed solution?

A. All training is included in the sale price as well as ongoing Tech Support for life. Training and set up would be onsite as we include onsite commissioning upon install in the purchase price.

17. Is your company currently providing services to the Commonwealth of Massachusetts? If so, what kind?

A. Yes – Driver feedback Signs – variable Message board and data collection services.

Data Collection Questions

18. Personally Identifiable Information (PII) is any information about an individual that can be used to determine an individual's identity, including an individual's name, social security number, date of birth, medical or educational records, geolocation data, photographic images, or other information that is linked to any of the above. If your technology collects data, does your proposed data collection tool involve the collection of PII?

A. – We do not collect any PII

- . 19. Provide a brief (yes/no) answer to the following questions Would MassDOT own the raw data collected?
- . Would the raw data be anonymized?
- . A - YES
- . Would the data be deleted periodically? If so, how often? – Yes At the clients discretion
- . Would any third parties have access to the raw data collected? – No - Only those that are permitted by the client
- . 20. Provide a brief table that outlines the lifecycle of the data collected. Please indicate the following: Where will the data be stored and processed?
- . Who will own and have access to the data?
- . A. – Totally owned by the client and never shared or sold – stored in AWS servers Secure SSL encryption)
- . How will data security be maintained? –
- . A. Secure AWS servers in North America – will be Government Azure Cloud if turnkey solution is employed.
- . Whether the data will contain PII; whether and how any such PII will be anonymized? – A. Totally anonymous
- . How will the data be disposed of, destroyed, sent elsewhere, or made public?
- . A. Totally at the clients discretion
- . In your previous deployments, how long the data will need to be stored before deletion, if applicable.
- . A. 3 to 6 months

- . 21. What risks or vulnerabilities are associated with the data collection you require to perform that tasks stated by your offering?
- . A. Password verification and re setting - user defined and level of strength is recommended.
- . 21.How have you ensured safe and limited access to motor vehicle registration data and systems in your previous deployments?
- . A. we have no direct access to DMV as this would be via a secure API initiated by the client

Pricing

(All pricing is included in Sourcewell contract # 070821-LGX – freight, installation and training is included).

All prices shown are in \$USD

- Enforcer – Pole Mounted – AC hard Wired - **\$11,155**
- Enforcer – Pole Mounted – Solar - **\$13,493**
- Enforcer – Solar Trailer Mounted - **\$17,423**
- Enforcer – Solar – Trailer Mounted with Driver feedback Sign - **\$20,609**

Attachments

- Specification Sheets
- Product Sheets
- Bi Fold
- ASE Pole Requirements
- Installation Images
- Ticket Samples

Customer Testimony Links and Press Release Articles

- The below video explains how these systems can be used in every circumstance, regardless of legislation:
- <https://trafficlogix.com/sp-guardian-enforcer-plus-camera-system/>
- **Press Releases:**
- **Enforcer Camera system in use in Minnesota for Warnings:**
- https://www.cbsnews.com/minnesota/news/mendota-heights-city-rolls-out-new-tool-to-catch-speeders/?fbclid=IwAR0wdRrj_1YoolR2gyPaJc15P-XpjOe5OSTfi9T0bYZMMMeW_AH8CenJbTYg
- **Enforcer Camera CBS (Orlando) for a similar use case by Winter Garden Police Dept :**
- <https://www.clickorlando.com/news/investigators/2023/08/17/speeding-in-a-florida-school-zone-heres-why-you-can-still-get-a-ticket-without-an-officer-there/>
- **Mendota Height PD (MN) – Case Study**
- <https://youtu.be/Dzqrlj3sYn4>
- **Florida ASE Webinar Recording – 8/30/2023**
- https://www.youtube.com/watch?v=HicQb1hPx_E - **recorded session**