INSIGHT LPR

INSIGHT LPR: Catalog Offering

6% Discount off MSRP for Main Line Items

		FIXED CAMERA SOLUTIONS
MATRIX 08/06-EIC		Matrix Dual LPR Camera- 2MP cameras, 8mm IR/6mm Color, Embedded processor in an IP68 rated nitrogen purged housing. POE+ power. Includes 2 lane LPR License. Includes Stainless Steel X/Y/Z mounting bracket and powder coated aluminum sunshield
MATRIX 16/16-EIC		Matrix Dual LPR Camera- 2MP cameras, 16mm IR/16mm Color, Embedded processor in an IP68 rated nitrogen purged housing. POE+ power. Includes 2 lane LPR License. Includes Stainless Steel X/Y/Z mounting bracket and powder coated aluminum sunshield
MATRIX 25/25-EIC		Matrix Dual LPR Camera- 2MP cameras, 25mm IR/25mm Color, Embedded processor in an IP68 rated, nitrogen purged milled housing. POE+ power. Includes 2 lane LPR License. Includes stainless steel X/Y/Z mounting bracket and aluminum sunshield.
MATRIX 35/35-EIC		Matrix LPR Camera-2MP cameras, 35mm IR/35mm Color, Embedded processor in an IP68 rated, nitrogen purged milled housing. POE+ power. Includes 1 lane LPR license. Includes stainless steel X/Y/Z mounting bracket and powder coated aluminum sunshield.
MATRIX 08/06-EIC - Lease		Matrix Dual LPR Camera- 2MP cameras, 8mm IR/6mm Color, Embedded processor in an IP68 rated nitrogen purged housing. POE+ power. Includes 2 lane LPR License. Includes Stainless Steel X/Y/Z mounting bracket and powder coated aluminum sunshield
MATRIX 16/16-EIC - Lease		Matrix Dual LPR Camera- 2MP cameras, 16mm IR/16mm Color, Embedded processor in an IP68 rated nitrogen purged housing. POE+ power. Includes 2 lane LPR License. Includes Stainless Steel X/Y/Z mounting bracket and powder coated aluminum sunshield
MATRIX 25/25-EIC - Lease		Matrix Dual LPR Camera- 2MP cameras, 25mm IR/25mm Color, Embedded processor in an IP68 rated, nitrogen purged milled housing. POE+ power. Includes 2 lane LPR License. Includes stainless steel X/Y/Z mounting bracket and aluminum sunshield.

For quotes or more information, contact:
Paula Sauls, Account Manager – Paula.Sauls@ProLogicITS.com
Tony Bailey, Government Manager – Tony.Bailey@ProLogicITS.com

106 Northpoint Parkway, Bldg. 2, Ste 350 **I** Acworth, GA 30102 Toll Free 866-923-0513 **I** www.ProLogicITS.com

NCSA Technology Procurement 2023-2024

Effective March 16, 2023 – March 15, 2024

MATRIX 35/35-EIC - Lease		Matrix LPR Camera-2MP cameras, 35mm IR/35mm Color, Embedded processor in an IP68 rated, nitrogen purged milled housing. POE+ power. Includes 1 lane LPR license. Includes stainless steel X/Y/Z mounting bracket and powder coated aluminum sunshield.
NEMA-MSTR-ASSMBLY		NEMA Box-Master Complete Assembly. Supports 4 cameras up to 150 ft./Includes Modem
NEMA-SLV-ASSMBLY		NEMA Box-Client Complete Assembly. Supports 4 cameras up to 150 ft.
		Mobile Camera Solutions
MATRIX Mobile Camera 8mm		Matrix Mobile Dual LPR Camera- 8mm IR/8mm Color, IP68 rated, nitrogen purged housing. POE+ power. Includes Stainless Steel ball mount assembly.
MATRIX Mobile Camera 16mm		Matrix Mobile Dual LPR Camera- 16mm IR/16mm Color, IP68 rated, nitrogen purged housing. POE+ power. Includes Stainless Steel ball mount assembly.
MATRIX Mobile Camera 25mm		Matrix Mobile Dual LPR Camera- 25mm IR/25mm Color, IP68 rated, nitrogen purged housing. POE+ power. Includes Stainless Steel ball mount assembly.

Key Notes:

• Freight & Sales Tax are not included in pricing

• Services are available – please contact Paula Sauls or Tony Bailey for details

• MSRP prices are subject to change

• Cloud Storage is an additional fee and tailored to customer needs.

For quotes or more information, contact:
Paula Sauls, Account Manager – Paula.Sauls@ProLogicITS.com
Tony Bailey, Government Manager – Tony.Bailey@ProLogicITS.com

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Create a Safer City with Insight LPR
Real Safety, Real-time

innovative.
intelligent.

insight LPR
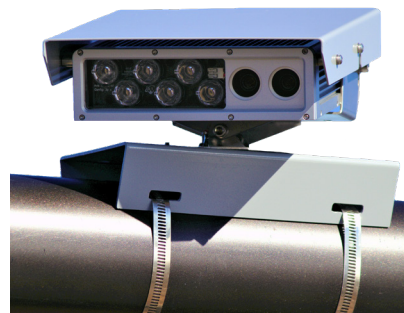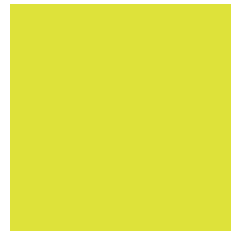
Proudly Serving Law
Enforcement, Real Estate,
and Auto Finance Markets.

Dear Municipal and Public Safety Leaders,

Insight LPR (Insight) is pleased to present the following information on our experience and capabilities to support your efforts to improve the public safety of your constituents. Specifically, Insight is a leader in delivering License Plate Recognition (LPR) solutions to municipalities and law enforcement, which have proven to result in substantial benefits for the communities we serve.

License Plate Recognition (LPR) technology is one of the most impactful tools available to improve public safety, and in our opinion, the more quality LPR data available, the better. Quality LPR data begins with purpose-built LPR hardware deployment at select locations and continues with the delivery of incremental LPR data harvested through other proven methods. Insight boasts a 96% capture rate both day and night with its fixed LPR camera solutions and controls valuable LPR data collected by a fleet of vehicles covering areas not served by fixed camera installations. The delivery of both fixed and mobile LPR data is a strategic advantage that will empower your city to achieve its objectives of increasing operational situational real-time response and decision-making.

Insight proudly represents a leadership, technology and operational team with more than 75 years' combined experience, delivering standard-setting LPR-based solutions across multiple industries, including law enforcement, auto finance and real estate. Our unique experience, perspective and industry-leading technology differentiate us from other providers, and we look forward to the opportunity to demonstrate these capabilities to your city.

Sincerely,
Insight LPR

John Nethery
CEO

TABLE OF CONTENTS

1.0 EXECUTIVE SUMMARY

Insight LPR has been in business since 2012 and has been providing LPR-based solutions to law enforcement customers since inception. We are a full-spectrum LPR company that designs, engineers and manufactures its own hardware and software to deliver purpose-built solutions. The leadership, technology and operational teams have more than 75 years of combined LPR-specific experience. Some noteworthy accomplishments include building the largest LPR-equipped vehicle fleet in the country, architecting the largest LPR database provided to public and private sectors, and establishing and leading a field support team responsible for the installation and performance of more than 5,000 mobile LPR kits and 2,000 fixed LPR camera installations.

Protect what matters most

Insight LPR license plate recognition technology provides 24/7 real-time insight for homes, businesses and neighborhoods.

Thanks to Insight's extensive experience, we bring another competitive advantage to your city and its Public Safety initiatives: mobile LPR data collected through Insight's fleet of LPR-equipped vehicles. LPR data captured by a stationary camera mounted at a fixed location is valuable for identifying vehicles near a location and around a specific time frame, but if you need to know where those vehicles ultimately traveled from or to, you must incorporate mobile LPR data generated by LPR-equipped vehicles. By incorporating Insight's mobile LPR data, your real-time response and decision-making capabilities will significantly increase — above and beyond the improvement provided by fixed LPR camera installations.

Insight has the flexibility and experience to successfully complete projects no matter the size or requirements.

For example, we are completing the second phase for one of the largest police departments in the country, serving a population of 3 million and covering more than 200 lanes of traffic monitored by more than 135 LPR cameras. Additionally, Insight is the dominant LPR provider for the entire state of Mississippi, covering every interstate and highway entrance to that state as well as more than 90% of the police departments within it.

Insight is confident of the positive impacts LPR brings to community safety and is fully committed to satisfying our customers' needs through tested technology, service and support. Following are summary details around the technical and functional performance of our solutions.

License Plate Readers

Power and Communication

- Power – hard wired, solar, 12V or POE

- Our solution sends data over a cellular network and requires a small amount of data (LTE/5G compatible)
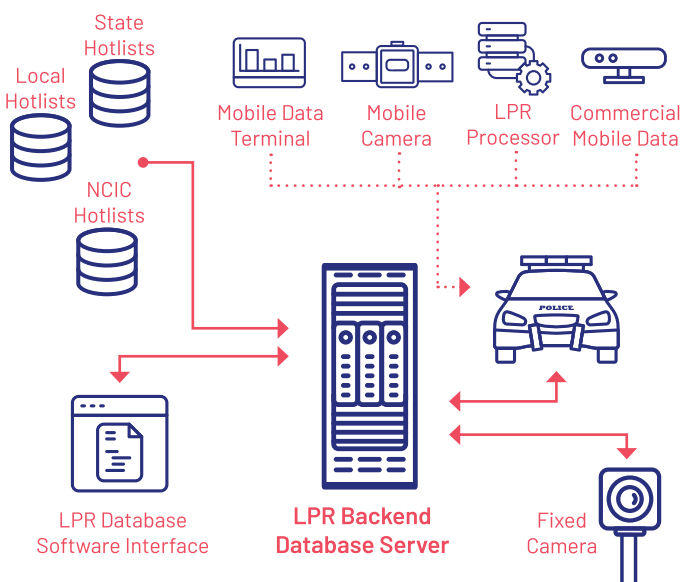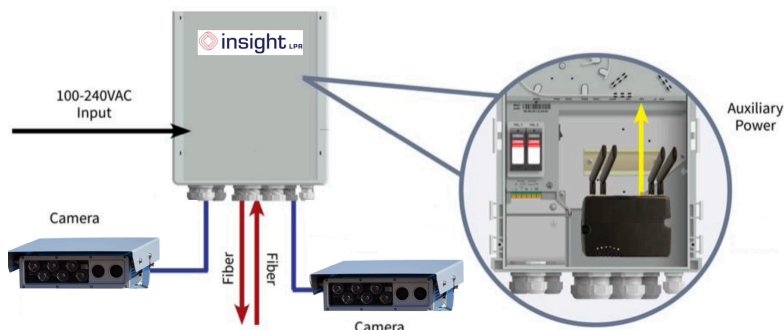

LPR Data Storage, Integration, Ownership and Access

- LPR data stored and accessible via a secured, encrypted and hosted cloud environment

- Unlimited data storage at no additional cost

- LPR data collected is owned by the city

- LPR data access is determined by the city

- System access is determined by the city

- Our APIs make it easy to integrate with other platforms

LPR Camera Performance

- Speed: Our cameras are designed to capture vehicles traveling up to 200 mph

- Light conditions: 96%+ vehicle-capture rate both day and night

- Distance: Our cameras are designed to capture vehicles 130 feet away and maintain the same level of accuracy

- Capture features: Our high-definition cameras capture direction of traffic, speed, make and color

- Night: Our cameras provide long-range IR-enabled night vision

- Monitoring and updates: Cameras are monitored remotely 24/7 for temperature, humidity and pressure and can trigger real-time alerting as well as update remotely

- Accuracy rate: Our cameras maintain 96%+ accuracy standards both day and night, and side-by-side testing proves our cameras outperform the leading competitors
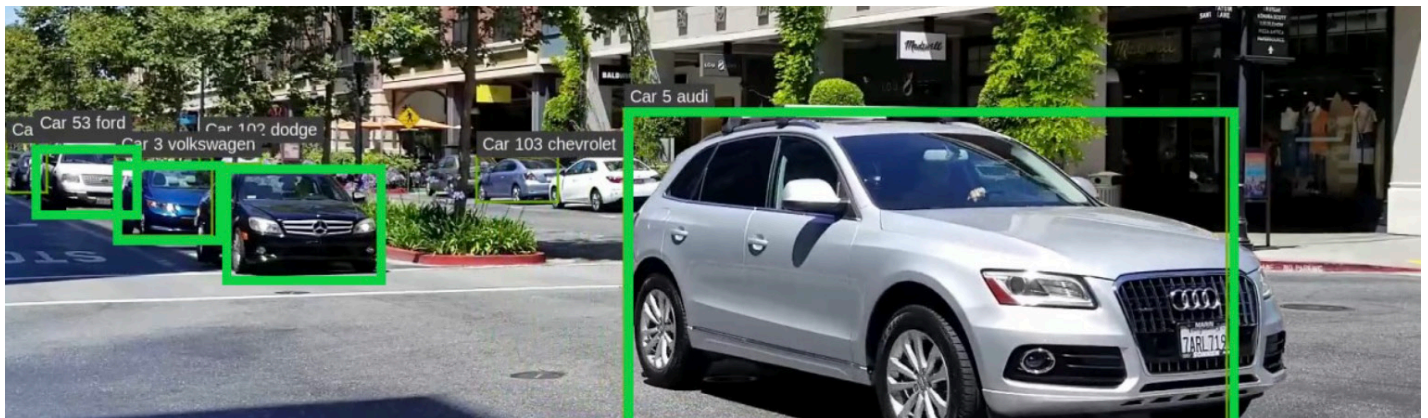
License Plate and Vehicle Characteristics

- Search by vehicle characteristics

- Roof racks

- Bumper stickers and decals

- Plate state

- Missing and covered plates

Durability and Maintenance

- IP-68 rated

- Nitrogen purged for maximum durability

- Military-grade aluminum housing

- Temperature range: -30C to +65C

- Military-grade 1080p cameras

- Camera health-check monitoring and automated issue reporting

Hotlists, User Application and User Licenses

- System is currently integrated with NCIC hotlist and other state and local hotlists

- Unlimited user access

- Officers can search hotlists, manage vehicle alerts and conduct searches by plate and/or locations
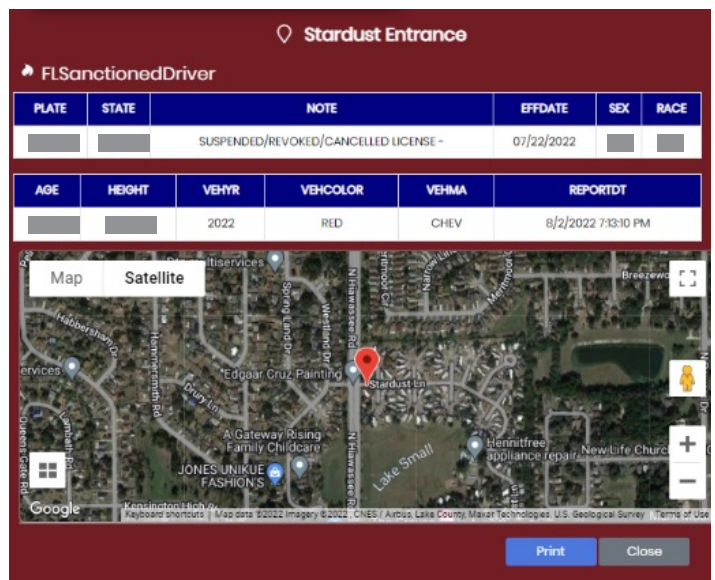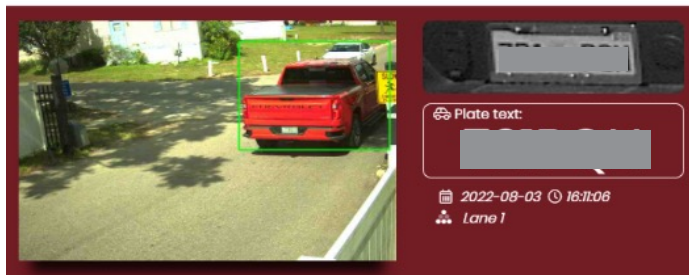
Mounting Options

- Our mounting brackets can work for any fixed camera applications, including wall, pole or any fixed structure

2.0 PROFILE

Insight LPR has more than 10 years' experience providing LPR technology to law enforcement and municipalities nationwide. Our management team has more than 75 years' collective experience with LPR technology and represents individuals who have driven significant LPR hardware and software innovation.

COMPANY PROFILE

10 number of years in business	**10** number of years involved with services as proposed	**30** number of employees
95% customer retention rate	**500M+** plates scanned from commercial mobile cameras	**10B+** plates scanned
1,000 cities covered by Insight LPR	**200+** number of signed contracts in progress	**25** states covered by Insight LPR

OUR MISSION

Provide value and safety to communities and businesses

OUR VISION

Partner with law enforcement and communities to create a layered network effect using LPR cameras.

OUR VALUES

Customer service, innovation, quality, collaboration, transparency

Our Mission

Through reliable technology and a trusted approach, Insight LPR provides customers with an impactful partnership that increases the value and safety of their community or business. Our products and cameras ensure accurate data, while our experienced, genuine team gives customers confidence in their choice of Insight LPR. Our mission can be summed up in just one statement: To provide value and safety to communities and businesses through our honest approach and trusted technology.

Testimonials

"In a two-decade law enforcement career, LPR technology was one of the best, if not the best advancement. As a supervisor in an investigative unit, my team was able to save countless personnel hours finding and apprehending suspects. The other huge advantage LPR technology offered was that we were able to quickly find where a suspect laid his/her head at night. This resulted in countless large drug, weapon and currency seizures."
– Sergeant J.A. White, Fort Worth, Texas, Police Department

"We began implementing mobile LPR systems in 2015 from Insight LPR. Since then, we have added over 90 cameras throughout our city. As a direct result, we have noticed a marked increase in preventing and solving crimes. Insight LPR's full-featured, easy-to-use historical data helps us to quickly locate vehicles associated with crimes. People now know our city is protected and as a result, crime has decreased."
*– Chief of Police Gene Waldrop, Madison, Mississippi, Police Department*

Our Vision

We are passionate about creating safer cities using technology and establishing partnerships, with law enforcement being the anchor for accomplishing our mission. Our vision is to create a layered network effect in all communities. This is created when law enforcement, cities, neighborhoods and businesses invest in LPR technology to create a transparent partnership to improve safety for everyone.

How we create the Layered Network:

Layer 1: Cities and law enforcement invest in LPR

Layer 2: Neighborhoods and businesses invest in LPR

Create a Safer City with Insight LPR
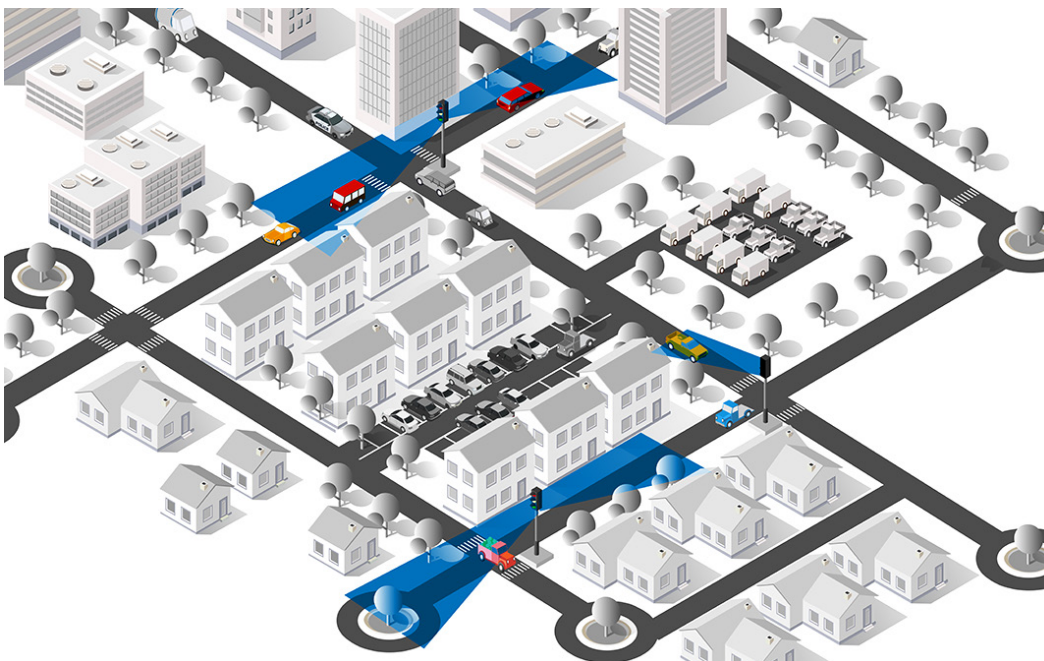
Layer 3: Insight LPR invests in its unique network of mobile commercial LPR data

Combined Layers: When cities partner with Insight LPR, they get access to all layers

insight LPR

Our Values

INNOVATION

Innovate with one goal in mind – provide technology to create safer communities and make law enforcement more effective and secure
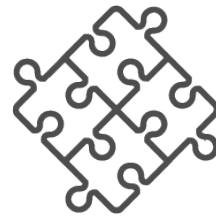
PARTNERSHIP

Build positive relationships through outstanding service with each customer interaction

INTEGRITY

Uphold the highest ethical standards and promote trust and respect within our communities

TRANSPARENCY

Provide constant communication with customers to ensure that they are fully informed at all times

3.0 QUALIFICATIONS

Insight LPR brings a unique combination of technical and management experience with both fixed and mobile LPR technology. Our management team has 75+ years of collective experience developing, innovating and deploying LPR cameras in law enforcement, real estate and auto finance markets.

Law Enforcement and Community Partnerships

We understand the importance of establishing partnerships between law enforcement and the communities they serve. We continue to grow our footprint in neighborhoods across the country, deploying fixed and mobile LPR cameras to increase safety. After every neighborhood installation, step one is coordinating with local law enforcement to ensure that they have access to the cameras.

Mobile LPR Data

We recognize that fixed LPR cameras cannot be in every nook and cranny of your neighborhood, and with Insight LPR you don't need them to be. Our unique mobile scanning network generates 30M+ scans a month, which gives you "eyes on the ground" far beyond the reach of fixed LPR cameras. The combination of fixed LPR cameras and mobile scans creates a unique network of vehicle location data that is invaluable to law enforcement.

Existing City-Owned Assets

With Insight LPR, cities no longer have to throw out existing LPR assets in order to work with modern LPR technology. Our Matrix Central LPR platform allows cities to integrate existing city-owned LPR cameras and to apply advanced analytics to improve camera effectiveness.

Qualifications and Experience

Below is a detailed list of our qualifications and experience:

- Successfully built and deployed mobile and fixed LPR cameras

- LPR cameras and Matrix Central are CJIS compliant

- Plate-capture rate results from side-by-side testing:

Insight LPR	**93%**
Competitor 1	89%
Competitor 2	Sub 50%

- Proprietary video analytics, AI and machine learning

- Foundational Partners of the newly formed NRTCCA as well as members of associations such as IACP

- 10+ years providing LPR technology to cities and law enforcement

- 10+ years experience creating safer communities

- 10+ years experience developing a nationwide mobile LPR network
- Proven success building public & private partnerships in more than 1,000 cities
- Proven success solving and deterring retail crime in major cities
- Experience integrating to and from various third-party systems
- Experience deploying mobile trailer installations

- Insight LPR's CTO Rafael Valdepena is one of the few true LPR pioneers with proven success creating and deploying LPR technology in various countries
- Insight LPR's COO Bob Byerly has 15+ years' experience implementing LPR projects of all sizes
- Insight LPRs VP of Operations Doug Auker brings more than 15 years of experience building and managing large 24/7 support teams

UNIQUE OFFERING

Mobile LPR data	Industry-leading day & night plate read accuracy	Ruggedness of the cameras able to withstand harsh elements/winters	Experienced management team and customer support you can count on	10+ years experience using LPR to recover stolen vehicles

Staffing & Resumes

Insight LPR's Project Team brings more than 75 years of combined LPR-specific experience. This team has proven success deploying similar sized projects of all sizes.
Details and resumes are included below:

Project Manager – Robert Byerly

Project Role: Bob is the primary point-of-contact who ensures that every facet of your project is done on time and within budget.

Relevant Experience: Bob is an experienced and highly motivated business development professional who understands that relationships are built on trust as well as superior technology. As co-founder of Riverland Technologies, now part of Insight LPR, Bob is a subject matter expert in the effective deployment of LPR technology to law enforcement agencies all over the United States.

As the chief operating officer, Bob provides technical expertise in ALPR/ANPR technology, the ability to build relationships with clients and partner companies to promote the implementation of high-quality ALPR technology with an emphasis on training, service and support that ensures our sales, customer success and support teams are equipped with the knowledge and tools to understand key performance metrics and industry best practices.

Title: COO
Years of Relevant Experience: 15+ years

Implementation Consultant – Jake White

Project Role: As a partner to Insight LPR, Officer White provides subject matter expertise on best practices regarding the use of LPR technology to support law enforcement agencies.

Relevant Experience: Jake brings 20+ years of investigative law enforcement experience and retired as a sergeant in 2022. As a longtime investigator and a supervisor in investigative units, Jake has first-hand user experience with LPR technology. As an investigator, LPR technology was the pinnacle tool in successfully prosecuting multiple large-scale drug operations, resulting in large drug and weapon seizures. As a supervisor, LPR technology was a critical tool for officer safety and budgetary constraints. With LPR technology, Jake was able to save thousands of personnel hours in surveillance by tracking down suspects from a desktop.

Title: Sergeant Fort Worth, Texas, Police Department (retired)
Years of Relevant Experience: 20+ years

Implementation Consultant – Erik Lavigne

Project Role: Officer Lavigne joins Officer White in partnering with Insight LPR to guide our team and clients on real-time crime center technology and integration of commercial data.

Relevant Experience: Erik brings 16+ years' experience in law enforcement. Erik currently runs the Fort Worth Police Department Real-Time Crime Center and has expert knowledge on implementing a Real-Time Crime Center. Erik is a board member of the National Real-Time Crime Center Association and understands how to maximize LPR and other surveillance technology. During the summer of 2022, led a highly successful violent crime initiative with a new innovative technology driven policing strategy for Fort Worth's RTCC

Title: Detective Fort Worth, Texas, Police Department
Years of Relevant Experience: 16+ years

Integrations and Customized Development – Rafael Valdepena

Project Role: Rafael will spearhead the technical implementation, integrations, and any customized development required.

Relevant Experience: Rafael is Insight's CTO and one of the original founders of Riverland Technologies, now part of Insight LPR. He has more than 18 years of experience in computer vision technologies, including designing and implementing license plate recognition hardware, network infrastructure and software solutions for governments and private companies in multiple countries. All these years of experience are the main reason why our Matrix series cameras outperform the competition in challenging environments, incorporating features invented by Rafael such as DLPC (Dynamic Light Power Correction) and the one-shot Plate Detection System.

Title: CTO
Years of Relevant Experience: 18+ years

Installation and Support - Doug Auker

Project Role: Doug is your on-site expert who will oversee optimal camera placement, installation and camera maintenance.

Relevant Experience: Doug serves as vice president of operations, managing the field service, technical support, production and shipping departments of the company. Prior to joining Insight LPR, Doug served for ten years as vice president of operations of a $35M LPR and data analytics organization, providing leadership and strategic support to the technical support and field services teams. Doug manages the day-to-day operations of the company while providing process controls, process improvements and procedures across all industry verticals. His specific experience in the field of LPR technology enables Doug to structure systems and relationships that yield efficiency, productivity and positive gains for internal and external teams. Doug will supervise the installation of the LPR technology platform, supervising the Insight LPR team as well as third-party technical consultants, engineers and contractors. Doug will also direct the LPR support team in their efforts to provide ongoing guidance and support.

Title: VP of Operations
**Years of Relevant Experience:** 13+ years

Onboarding Specialist – Bruce Smith

Project Role: Bruce and the LPR support team provide training and technical support to our user base, serving as Insight LPR's ultimate knowledge base.

Relevant Experience: Bruce brings 10+ years experience providing customers with technical support. He has a proven track record of successfully implementing and supporting medium- and large-scale law enforcement projects. Pre- and post-implementation Bruce works closely with our customers to configure the project's hardware, software, and firmware to ensure a successful launch. Bruce is passionate about providing top-notch customer service and goes above and beyond to support customer needs.

Title: Sr. LPR Support Specialist
Years of Relevant Experience: 10+ years
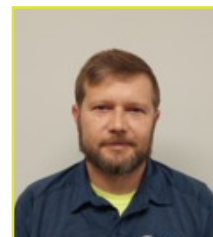
Customer Success – Carl Bialorucki

Project Role: A former police officer, Carl works in tandem with our support team as a resource to provide direction and guidance from day one.

Relevant Experience: Carl has a proven background in law enforcement, business development, client service and implementation of license plate recognition technology in the law enforcement and automotive finance industries.

Carl's role as a customer success manager will allow him to serve as a trusted resource for our clients, offering product training and information in a timely manner, including frequent reporting and information regarding best practices. Insight LPR's Customer Success team is solely focused on developing the relationship with our clients to foster trust and success.

With 23 years of experience as a police officer and deputy sheriff, Carl can quickly provide value as he understands how LPR technology can be utilized to help law enforcement agencies safely and effectively solve crime. Carl will be working in tandem with our Operations and Support teams to assist with implementation and make certain operational success metrics are met and shared with the client.

Title: Sergeant Placerville, California Police Department (retired)
Years of Relevant Experience: 23+ years

PR & Community Engagement – Whitney Neve

Project Role: Whitney will partner with your community to develop and share information about the benefits of utilizing LPR and how it is positively impacting the reduction of criminal activity.

Relevant Experience: Whitney has a proven track record of operational efficiency, project management and client services in the professional services, technology, real estate/construction and private equity fields. Whitney is experienced in license plate recognition technology, having served as one of the founding employees of Digital Recognition Network, working to develop marketing and client service strategies for the company.

As the director of Marketing and Customer Success at Insight LPR, Whitney is responsible for managing the brand positioning and communications strategies for the company across all relevant industry verticals. Additionally, she manages the efforts of the Customer Success team to ensure that workstreams and metrics are developed and communicated to the client in a proactive and timely manner.

Working with the client, Whitney will direct the efforts of the dedicated Customer Success manager and partner with city communications officers to create content that may be shared with the public about the value LPR technology can provide to both law enforcement officers and citizens.

Title: Director of Marketing
Years of Relevant Experience: 10+ years

4.0 LIST OF REPRESENTATIVE PROJECTS

Miami Dade Police Department
140 ALPR Matrix Edge Cameras
(fixed and trailers)

Address: 11500 NW 25th St., Doral, FL 33172
Point of Contact: Lt. Darils Gonzalez Telephone: 305-471-3085
Date of Contract: 2019
Date System was Fully Operational: 2021

- All reads are sent to Matrix Central Back Office hosted in Azure Government Cloud
- All reads are shared with agencies across the state of Florida
- Over 600,000 reads daily
- Over 1,200 hits daily
- Expansion phase to begin early 2023

Flowood Police Department
55 ALPR Matrix Edge Cameras
(fixed, mobile and trailers)

Address: 2101 Airport Rd B, Flowood, MS 39232
Point of Contact: Chief Ricky McMillian Telephone: 601-624-6087
Date of Contract: 2017, renewed in 2022
Date System was Fully Operational: 2017

- All reads are sent to Matrix Central Back Office hosted in Secure Cloud
- All reads are shared with agencies across the state of Mississippi
- Over 150,000 reads daily
- Over 300 hits daily
- Adding additional systems every year

Madison Police Department
76 ALPR Matrix Edge Cameras
(fixed, mobile and trailers)

Address: 2001 Main St, Madison, MS 39110
Point of Contact: Chief Gene Waldrop Telephone: 601-317-8073
Date of Contract: 2015, renewed in 2017
Date System was Fully Operational: 2015
- All reads are sent to Matrix Central Back Office hosted in Secure Cloud
- All reads are shared with agencies across the state of Mississippi
- Over 150,000 reads daily
- Over 300 hits daily
- Adding additional systems every year

Naples Florida Police Department
66 ALPR Matrix Edge Cameras (fixed and mobile)

Address: 295 Riverside Cir, Naples, FL 34102
Point of Contact: Det. Pablo DeBien Telephone: 239-213-4803
Date of Contract: 2016, renewed in 2022
Date System was Fully Operational: 2016

- All reads are sent to Matrix Central Back Office hosted locally at PD
- Over 300,000 reads daily
- Over 200 hits daily
- Adding additional systems every year

Rankin County Sheriff's Office
42 ALPR Matrix Edge Cameras (fixed, mobile and trailers)

Address: 221 N Timber St, Brandon, MS 39042
Point of Contact: Chris Brogden Telephone: 601-951-3386
Date of Contract: 2014, renewed in 2022
Date System was Fully Operational: 2014

- All reads are sent to Matrix Central Back Office hosted in Secure Cloud Server
- All reads are shared with agencies across the state of Mississippi
- Over 400,000 reads daily
- Over 300 hits daily
- Adding additional systems every year

State of Mississippi Department of Public Safety
30 ALPR Matrix Edge Cameras (fixed, mobile and trailers)

Address: 1900 E Woodrow Wilson Ave, Jackson, MS 39216
Point of Contact: Donald Loper, Director of Communications
Telephone: 601-260-9425
Date of Contract: 2014, renewed in 2022
Date System was Fully Operational: 2014

- All reads are sent to Matrix Central Back Office hosted in MS Fusion Center
- All reads are shared with agencies across the state of Mississippi
- Over 1.3M reads per day
- Over 2,600 hits daily
- Adding additional systems every year

Monroe County Sheriff's Office
13 ALPR Matrix Edge Cameras (fixed)

Address: 86800 Overseas Hwy, Islamorada, FL 33036
Point of Contact: Captain Derek Paul Telephone: 305-900-8053
Date of Contract: 2019, renewed in 2022
Date System was Fully Operational: 2019

- All reads are sent to Matrix Central Back Office hosted in Azure Government Cloud
- All reads are shared with agencies across the state of Florida
- Over 50,000 reads
- Over 100 hits daily

Miami Gardens
28 ALPR Matrix Edge Cameras (fixed and trailers)

Address: 18611 NW 27th Ave, Miami Gardens, FL 33058
Point of Contact: Commander Erik Gleason Telephone: 954-298-1670
Date of Contract: 2019, renewed in 2021
Date System was Fully Operational: 2021

- All reads are sent to Matrix Central Back Office hosted in Azure Government Cloud
- All reads are shared with agencies across the state of Florida
- Over 140,000 reads
- Over 300 hits daily

5.0 PROJECT MANAGEMENT APPROACH/ PROJECT METHODOLOGIES

Project Management and Technical Approach

Insight LPR utilizes a hybrid Waterfall-Agile methodology for project management. We have found success using this methodology for installations of all sizes where the number of locations, specific locations, camera type and project start date have not been determined. Once camera locations, specifications, and third-party integrations have been determined, our technical approach can begin to take shape.
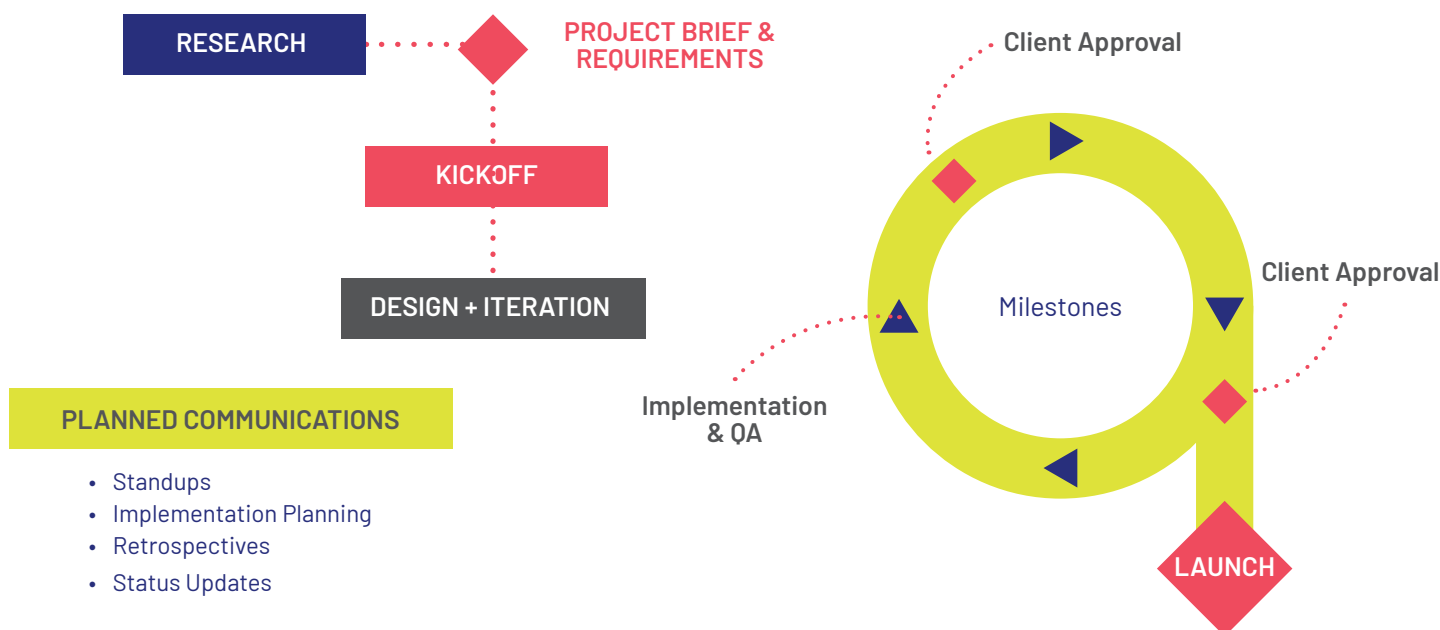
The Waterfall approach allows us to plan the work breakdown structure that gives the team a sense of structure around tasks involved in the scope of the project. The Agile methodology that will be implemented gives us a path to execution and enough wiggle room to handle changes and an opportunity to reevaluate as needed.

Project Management Example 1: A city may initially decide on 100 specific intersections for fixed LPR cameras but change requirements, such as exact location or number of cameras in one location. The Hybrid methodology will give us the flexibility to adapt to those changes and quicky and effectively pivot.

Project Management Example 2: A city may initially plan on deploying the program in January but needs to push the deployment to March due to permitting delays. Our Hybrid methodology allows us to afford you the flexibility needed to move forward with a successful implementation.

Technical Approach Example 1: Some locations may require a different lens type than other locations to maximize plate reads for each specific location, i.e., 8mm for short- range reads versus 25mm for long-range reads.

Hybrid Project Management Process

RESEARCH

PROJECT BRIEF & REQUIREMENTS

Client Approval

KICKOFF

DESIGN + ITERATION

Milestones

Client Approval

Implementation & QA

PLANNED COMMUNICATIONS

- Standups
- Implementation Planning
- Retrospectives
- Status Updates

LAUNCH

Below is a high-level view of our typical project management plan:

STEP 1		Installation kickoff meeting
STEP 2		Conduct a virtual survey of camera installations
STEP 3		Conduct an on-site survey of camera installations
STEP 4		Prepare and finalize camera locations
STEP 5		Schedule installations
STEP 6		Install and validate cameras
STEP 7		Camera aiming and adjustments
STEP 8		Customer signoff on installation
STEP 9		Training