



Town of Sunset Beach, NC Parking Management Services



Proposal | December 1, 2014



To: Town of Sunset Beach, NC
Date: December 1, 2014
Subject: Parking Management Services

We are pleased to present the following information regarding the management and operation of the Sunset Beach parking program. All of us at Lanier look forward to creating a parking management platform that exceeds all your service and financial expectations. In doing so, we are confident that you will find Lanier to be the most qualified and capable firm to manage the parking operations on your behalf.

Over the past 25 years, Lanier Parking Solutions has become one of the leading providers of parking transportation management services. Our straightforward approach to revenue control, innovative solutions, and building customer and employee relationships has been a formula for success. Lanier has the local support, experience, flexibility, and financial strength to ensure a successful parking operation.

To Lanier, parking is the glue that holds a town together and we take pride in our ability to adapt and take on new responsibilities. Lanier views itself as a value-added member of every community where we operate and we are committed to providing the highest level of service.

We appreciate this opportunity and look forward to taking the next steps in making the Town of Sunset Beach parking program a successful and prosperous partnership. Thank you for your consideration and should you have any questions regarding this submittal, please feel free to contact me directly.

Sincerely,

A handwritten signature in black ink that reads "Kerry M Loomis".

Kerry Loomis
General Manager - Municipal & On-street Operations

Office: 910.343.1119
Cell: 910.264.7784
kloomis@lanierparking.com

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1. Project Approach | The Town of Sunset Beach, NC

Overview:



Lanier Parking Solutions has rapidly become a leader in providing a vast array of parking management services for cities large and small across the country, employing advanced technology in a practical fashion to increase both customer service and revenue. Lanier has a proven track record of developing municipal on-street programs that combine every aspect of parking and transportation management into one arena.

Parking is the glue that holds a downtown together and Lanier views itself as a value-added member of every community where we operate. Lanier takes pride in our ability to adapt and take on new responsibilities that yield a return greater than any dollar collected as well as customer and client satisfaction. Services include, but are not limited to:

- Turnkey Municipal System Management
- Parking Equipment Financing
- Parking Equipment Installation and Maintenance
- On-Street Parking Enforcement, Citation Processing, Appeals and Noticing
- On-Street Revenue Collections
- Ambassador Related Services
- On-the-spot change to customers & merchants
- On-the-spot motor vehicle assistance
- On-the-spot sanitation, traffic and emergency assistance
- Park-by-phone with merchant validation

Goals:

Our goal is to create a collaborative relationship with the Town of Sunset Beach and develop solutions that best fit your parking program. Lanier will create an operating plan that best utilizes your current parking supply while ensuring an environment of service excellence. Our team incorporates management strategies that encourage efficient use of the parking areas and enhances the functionality of the parking program for years to come.

Lanier will provide professional parking services that are customized to meet the needs of Sunset Beach and build a system that is efficient, service friendly and cost effective.

We will work with you as your partner to:

- Provide first-in-class service to all residents and visitors.
- Take an active role in educating, informing, and assisting residents and visitors to ensure they become familiar and comfortable with the new parking program.
- Maximize financial return of the parking asset.
- Streamline parking operations through establishing and maintaining high operational standards.
- Recommend equipment options to enhance the parking program, increase revenue controls and reduce operation expenses.
- Demonstrate improvement with measureable results.
- Provide the expertise to make a smooth transition.
- Provide you with the options, tools and expertise for increased efficiencies, growth and streamlined services.
- Provide supporting services that includes Advanced Technology, Web-Based Accounting and Internal Audit Controls, HR Support, Training, Quality Assurance and Risk Management.

The parking operation is guided by measurements of success. Lanier will establish metrics for all aspects of the operation and will work with you to develop a program of customer surveys and financial matrices to baseline the parking operation. Throughout the term of our contract, Lanier will report on these results to measure our success and use these findings to continually improve the financial performance and customer experience.

Operational Approach & Implementation:

Lanier recognizes each operation has unique challenges and opportunities. These challenges and opportunities are based on the users, design, location, and complexity of the operation. As a result, Lanier takes the following methodical approach:

1. Strive to understand the demands of the project through the eyes of town officials and end users.
2. Develop a clear, concise and comprehensive action plan. This will include policies and procedures (rates, equipment and a standard operating platform) that guide future operations.
3. Professionally implement the action plan, continually revisiting and refining the parking strategy to ensure continued success.

Lanier will dispatch a multi-disciplinary implementation team to Sunset Beach who specialize in on-street operations. Our team will work with Sunset Beach and provide the necessary resources and personnel to address all matters relative to your operation in an efficient and timely manner. Constant and open communication with Sunset Beach is a vital component in monitoring our performance and the performance of the parking operations.



As part of Lanier's transition plan, we will create an Operating Manual specifically for the Sunset Beach parking operation. Our operating plan will be fluid and easily adaptable to your insights. Lanier welcomes the opportunity to work in tandem with you to ensure that buy-in is created internally and that all operational considerations have been explored. Although we are experts in this field, your input and direction will be a key part of finalizing any operating plan.

Initial 60 day Set Up - During this setup phase, Lanier will assign several key employees to the project to insure a smooth transition during the implementation of the new parking program and equipment installation. Lanier's dedicated professionals know how important a truly seamless transition is to Sunset Beach.

We have handled numerous transitions similar to the Sunset Beach parking program — all with great sensitivity and care. We understand that a successful startup is essential to building credibility and confidence with Sunset Beach and your residents and visitors.

Equipment Installation - Lanier will obtain the necessary permits and mark the locations for staff approval. Lanier will arrange for installation of the pay stations and will work with Sunset Beach on determining the location of the pay stations.

Sign Installation - Lanier will work with Sunset Beach to install and properly place new signage. It is important for the signage to be aesthetic to the downtown environment and provide visible information for residents and visitors.

Staffing - Lanier will staff the Sunset Beach parking operation with a team of professional, efficient and highly trained employees capable of delivering the highest level of service. We want your residents and visitors to recognize our uniformed employees, adding the opportunity to build a closer, friendlier relationship with them.

Lanier has built a very simple labor model to support the customers and maintain the equipment. There will be one maintenance employee supported by a supervisor whom will also write valid violations on behalf of the town. There will also be a full-time office assistant to help expedite any parking concerns, respond promptly to appeals, and to accept payments for parking violations and or permits.

Office Hours

- 10 AM- 4 PM Monday – Friday
- 10 AM- 3 PM Saturday and Sunday

Upon commencement of the parking operation, Lanier's on-site management personnel will monitor and evaluate the staffing plan and make recommendations to Sunset Beach regarding operating hours and labor requirements.

Parking Hours & Rates - Hours and rates will be set by the town; however our general assumptions are to charge \$2.00 per hour with a daily rate of \$8.00.

Management Report & Customer Surveys - Once the new parking program has been operating for a period time, we will prepare a complete management report to Sunset Beach that will outline challenges and solutions to refine parking operations and ensure continued success. Additionally, the report will provide Sunset Beach with a tangible reference tool to help gauge performance.

In order to improve the parking operations, it is vitally important to obtain feedback from residents and visitors. Lanier will conduct frequent customer surveys to measure the customer's satisfaction. The service that Lanier delivers to each resident and visitor is crucial to our success and to that of Sunset Beach. Our goal is to provide a great experience and Lanier will periodically distribute surveys to solicit feedback on the parking program and the level of services. Lanier monitors, tracks and responds to all customer inquiries and negative feedback results in constructive criticism and target points for improvement.

Outsourcing Parking Services:

Outsourcing parking management has proven successful in cases where municipalities have partnered with private parking management companies. While maintaining control over the parking through contract stipulations, municipal administrators who convert to contracted parking are able to redirect both energies and resources to their core functions. The reasons to consider contracting parking services vary, but often include the following:

- Economies of scale
- Specialization and expertise
- The ability to recommend and invest in capital equipment to reduce costs and improve efficiency
- Eliminate the administrative and financial challenges
- Advanced revenue control system eliminates theft and ensures accountability
- The establishment of clear and concise cash handling procedures and sound auditing principles
- Maintenance programs that ensure equipment is operating efficiently and parking areas are clean and project a favorable impression

Through contracting with Lanier, Sunset Beach will maximize parking income and customer service while minimizing the burden of running the business of parking. This occurs with tighter revenue controls, improved technology and the Lanier customer-first approach.

2. Equipment & Technology



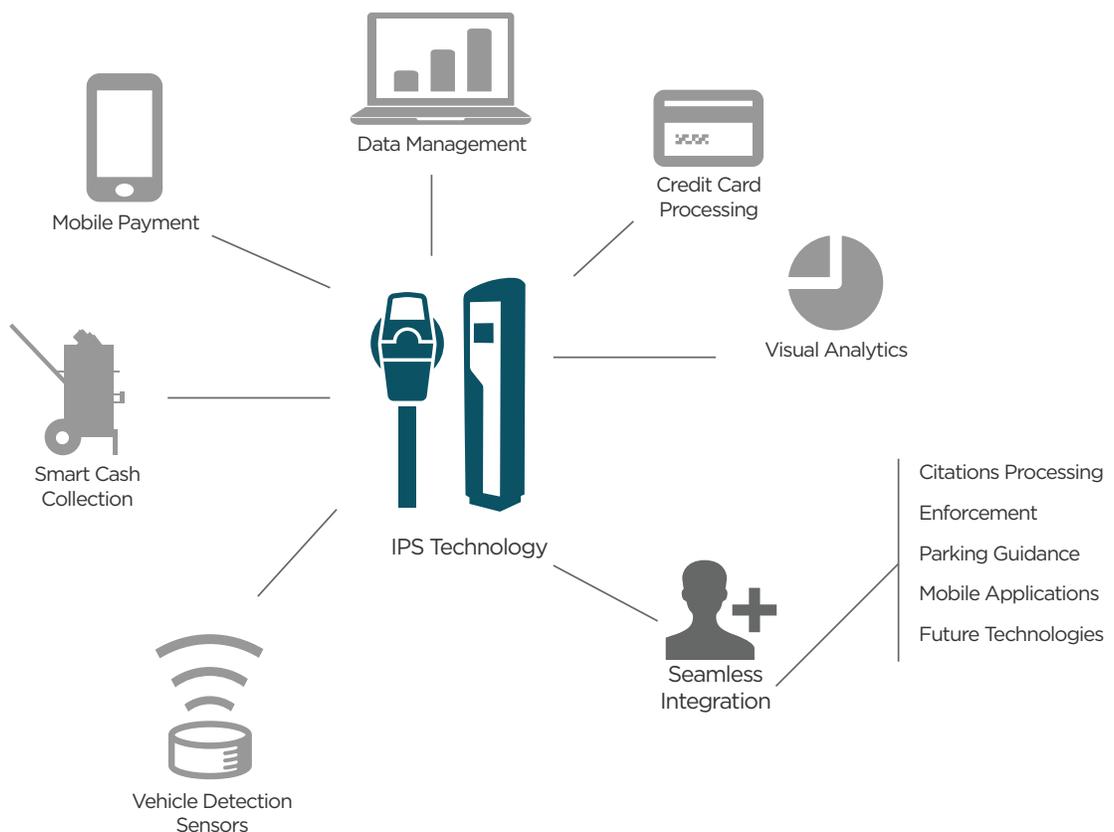
From its inception, Lanier has been on the forefront of recognizing and implementing advancements in technology that improve our client's bottom line. Lanier's team leaders attend local, regional and national parking conferences to make certain we stay in the know regarding the latest in technology. We view this involvement as a critical component of our responsibilities. Our clients have benefited tremendously as a result of our efforts to put in place the most applicable technological solutions.

Lanier has negotiated a trial agreement with IPS for the use of their multi-space unit. Lanier is proposing three (3) paystations without any capital payout for the first season. The Town will be responsible for the monthly fees that allow real-time connectivity and Lanier will be responsible for the installation.

*(A **draft** example agreement is attached in **Exhibit A** for your review)*

The multi-space units will accept cash and credit cards (coins optional). The parking stalls will be assigned a number per space and the parker will pay for their space at the paystations. Please see **Exhibit B** for further details regarding features of the multi-space units.

- **Pay by Cell** capability will also be available which will allow customers the convenience of paying for their parking via their mobile phone. Please see **Exhibit C** for more details.



3. Pricing

Proposed Fee Structure:

Lanier Parking Solutions proposes to manage the parking operations servicing Town of Sunset Beach under a Base Management Fee plus Incentive Management Fee operating agreement. Under this type of an agreement, the Town will pay to Lanier a monthly base management fee for services rendered. In addition, Lanier will be eligible to earn an incentive equal to the terms outlined below.

- **Base Management Fee:** Lanier proposes a base management fee of **\$500.00** per month.
- **Incentive Management Fee:** In addition to the Base Management Fee, Lanier will be eligible to receive an incentive fee equal to **3%** of Gross Revenue.

Attached for your review on the following page, Lanier has provided a copy of our proposed 12 month operating budget.

Operating Budget

Sunset Beach Annual Revenue & Expense Proforma 12 Month Budget Beginning January, 2015

	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Total
Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
Revenue													
Paystation Revenue	\$ -	\$ -	\$ -	\$ 969.44	\$ 4,380.00	\$ 30,438.08	\$ 33,358.08	\$ 18,460.24	\$ 7,796.40	\$ -	\$ -	\$ -	\$ 95,402.24
Violation	\$ -	\$ -	\$ -	\$ 765.00	\$ 1,530.00	\$ 3,060.00	\$ 3,060.00	\$ 3,825.00	\$ 4,590.00	\$ -	\$ -	\$ -	\$ 16,830.00
Miscellaneous Income	\$ -	\$ -	\$ -	\$ 550.00	\$ 500.00	\$ 550.00	\$ 550.00	\$ 525.00	\$ 525.00	\$ -	\$ -	\$ -	\$ 3,450.00
Total Income	\$ -	\$ -	\$ 250.00	\$ 2,284.44	\$ 6,410.00	\$ 34,048.08	\$ 36,968.08	\$ 22,810.24	\$ 12,911.40	\$ -	\$ -	\$ -	\$ 115,682.24
Payroll & Payroll Expenses													
Wages-Maintenance	\$ -	\$ -	\$ 375.12	\$ 1,125.36	\$ 1,209.76	\$ 1,125.36	\$ 1,209.76	\$ 1,162.87	\$ 1,172.25	\$ 75.02	\$ -	\$ -	\$ 7,455.50
Wages - Enforcement	\$ -	\$ -	\$ 916.96	\$ 2,750.88	\$ 2,957.20	\$ 2,750.88	\$ 2,957.20	\$ 2,842.58	\$ 2,865.50	\$ 183.39	\$ -	\$ -	\$ 18,224.59
Wages-Accountant	\$ -	\$ -	\$ 1,000.32	\$ 3,000.96	\$ 3,000.96	\$ 3,000.96	\$ 3,000.96	\$ 3,100.99	\$ 2,900.93	\$ 200.06	\$ -	\$ -	\$ 19,206.14
Taxes, Benefits & W/C	\$ -	\$ -	\$ 695.74	\$ 2,087.23	\$ 2,175.46	\$ 2,175.46	\$ 2,175.46	\$ 2,156.80	\$ 2,105.89	\$ 139.15	\$ -	\$ -	\$ 13,622.96
PPACA Fee	\$ -	\$ -	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ -	\$ -	\$ -	\$ 350.00
Payroll Processing Fee	\$ -	\$ -	\$ 34.39	\$ 103.16	\$ 107.52	\$ 103.16	\$ 107.52	\$ 106.60	\$ 104.08	\$ 6.88	\$ -	\$ -	\$ 673.31
Subtotal Payroll	\$ -	\$ -	\$ 3,072.53	\$ 9,117.59	\$ 9,500.90	\$ 9,117.59	\$ 9,500.90	\$ 9,419.84	\$ 9,198.65	\$ 604.50	\$ -	\$ -	\$ 59,532.50
Operating Expenses													
Paystation Supplies	\$ -	\$ -	\$ -	\$ 27.90	\$ 27.90	\$ 27.90	\$ 27.90	\$ 27.90	\$ -	\$ -	\$ -	\$ -	\$ 139.50
Parking Tickets / Violations	\$ -	\$ -	\$ -	\$ 300.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300.00
Handheld Rental	\$ -	\$ -	\$ -	\$ 270.00	\$ 270.00	\$ 270.00	\$ 270.00	\$ 270.00	\$ 270.00	\$ -	\$ -	\$ -	\$ 1,620.00
Paystation EMS & GSM	\$ -	\$ -	\$ -	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ 54.00	\$ -	\$ -	\$ -	\$ 324.00
DMV Research	\$ -	\$ -	\$ -	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ -	\$ -	\$ -	\$ 180.00
Business License	\$ -	\$ -	\$ -	\$ 25.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25.00
Subtotal Operating Expense	\$ -	\$ -	\$ 706.90	\$ 381.90	\$ 381.90	\$ 381.90	\$ 381.90	\$ 381.90	\$ 354.00	\$ -	\$ -	\$ -	\$ 2,588.50
Insurance													
General Liability	\$ -	\$ -	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ -	\$ -	\$ 2,000.00
Subtotal Insurance	\$ -	\$ -	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ 250.00	\$ -	\$ -	\$ 2,000.00
Other Expenses													
Cellular Phone	\$ -	\$ -	\$ -	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ -	\$ -	\$ -	\$ 420.00
Base Management Fee	\$ -	\$ -	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ -	\$ -	\$ -	\$ 3,500.00
Accounting Fees	\$ -	\$ -	\$ 280.00	\$ 280.00	\$ 280.00	\$ 280.00	\$ 280.00	\$ 280.00	\$ 280.00	\$ -	\$ -	\$ -	\$ 1,960.00
Banking Fees	\$ -	\$ -	\$ 13.06	\$ 35.56	\$ 35.71	\$ 34.43	\$ 35.71	\$ 35.44	\$ 35.39	\$ -	\$ -	\$ -	\$ 225.30
Credit Card Fees	\$ -	\$ -	\$ 2.89	\$ 26.39	\$ 74.04	\$ 393.26	\$ 426.98	\$ 263.46	\$ 149.13	\$ -	\$ -	\$ -	\$ 1,336.15
Recruiting Fees	\$ -	\$ -	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ -	\$ -	\$ -	\$ 560.00
Postage	\$ -	\$ -	\$ -	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ -	\$ -	\$ -	\$ 300.00
Dues & Subscriptions	\$ -	\$ -	\$ 180.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 180.00
Subtotal Other Expenses	\$ -	\$ -	\$ 1,055.95	\$ 1,041.95	\$ 1,089.75	\$ 1,407.69	\$ 1,442.69	\$ 1,278.90	\$ 1,164.52	\$ -	\$ -	\$ -	\$ 8,481.45
Total Expenses	\$ -	\$ -	\$ 4,378.48	\$ 11,116.44	\$ 11,222.55	\$ 11,157.18	\$ 11,575.49	\$ 11,330.64	\$ 10,967.17	\$ 854.50	\$ -	\$ -	\$ 72,602.45
Net Income/(Loss)	\$ -	\$ -	\$ (4,128.48)	\$ (8,832.00)	\$ (4,812.55)	\$ 22,890.90	\$ 25,392.59	\$ 11,479.60	\$ 1,944.23	\$ (854.50)	\$ -	\$ -	\$ 43,079.79

**IPS GROUP, INC.
PARKING METER AGREEMENT**

THIS AGREEMENT made April 1, 2015, by and between the **City of** , whose principal place of business and mailing address is 700Sunset Boulevard North Sunset Beach NC (hereinafter called the “**CITY**”) and IPS GROUP, INC., a Pennsylvania corporation, whose principal place of business and mailing address is 5601 Oberlin Dr, Suite 100, San Diego, CA 92121 (hereinafter called “**IPS**”).

WHEREAS, the **CITY** desires to contract with **IPS** to provide a Meter Management System (MMS), PCI-DSS Level 1 Certified Payment Gateway Services, and Wireless data communication for Qty () multi space credit card enabled parking meters (“meters”) within the **CITY**; and

WHEREAS, the **CITY** shall pay **IPS** a total amount not to exceed \$54.00 per operating month per unit to cover all communication costs.

WITNESSETH:

The **CITY** and **IPS**, in consideration of the mutual covenants hereinafter set forth, agree as follows:

1. **Recitals.** Each party named in this Agreement agrees to execute the Agreement and to diligently undertake the acts necessary to consummate the transaction contemplated by this Agreement. Each party shall use its best efforts to consummate the transaction contemplated by this Agreement.
2. **Payments.** Payment shall be made to **IPS** as follows:
 - a) **IPS** will invoice the **CITY** at the end of each month for all costs outlined above.
 - b) Pricing excludes any additional costs associated with applicable permits that may be applicable and required by the **CITY**. Any applicable costs associated with permits will be added to the fees and will be paid or waived by the **CITY**.

3. **IPS's Duties.** IPS shall be responsible for providing the following:

- a) Meter Management System (MMS), and PCI-DSS Level 1 Certified Payment Gateway Services, Wireless data communication for Qty () multi space credit card enabled parking meters ("meters");
- b) Configure the meters as directed by the **CITY** with regards to rates, hours of operation and credit card acceptance.
- c) Lead, with supervision of the **CITY**, the installation of the meters, and associated meter and management system training;
- d) Provide full technical support via phone support, but will come on-site if required;
- e) Measure the performance of the meters to determine the usage of credit cards and the corresponding benefit to the **CITY**;

4. **CITY's Duties.** The **CITY** (or its agent) shall be responsible for providing the following:

- a) Provide all required information regarding credit card processing and meter configuration to **IPS** in order to install the meters; The **CITY** will not require any third party gateway, however, the **CITY** will be required to pay for all services associated with the merchant account, including account management fees, interchange and processing fees.
- b) Supervise and be present with **IPS** during the installation of the meters;
- c) Remit payment to **IPS** on a Net 30 basis;
- d) Perform first line meter maintenance, including clearing of coin jams, card reader jams, and the like;
- e) Actively communicate any issues to **IPS**, in order for **IPS** to respond appropriately to reach a resolution.
- f) Allow **IPS** to use the meter data and analysis in a case study, as a customer testimonial or use the **CITY** as a reference, subject to approval by the **CITY**.

5. **Term.** The term of this Agreement shall commence on the date that **IPS** shall install and make operational all meters. **IPS** shall provide written notice to the **CITY** indicating that all meters have been installed. Either party may terminate this agreement by giving the other thirty (30) business day's written notice.

6. **Notice.** All notices, requests, demands, if personally delivered or mailed, certified mail, return receipt requested, to the following addresses:

As to the **CITY**:

As to **IPS**:

Chad P Randall
COO
IPS Group, Inc.
5601 Oberlin Dr Suite 100
San Diego, California 92121

7. **Assignment.** **IPS** shall not, without prior written consent of the **CITY**, assign any portion of its interest under this Agreement and, specifically, **IPS** shall not assign any monies due or to become due without the prior written consent of the **CITY**.

8. **Authorization.** Each party warrants to the other party that the individuals executing this Agreement are authorized to do so.

9. **Force Majeure.** If any party is prevented from performing its obligation stated in this Agreement by any event not within the reasonable control of that party, including, but no limited to, an act of God, public enemy, or war, fire, an act or failure to act of a government entity (except on the part of the **CITY**), unavailability of materials, or actions by or against labor unions, it shall not be in default in the performance of its obligations stated in this Agreement. PROVIDED, HOWEVER, any party delayed by such an event shall request an extension of time to perform its obligations stated in this Agreement by notifying the party to which it is obligated within ten days following the event. If the notified party agrees that the event was the cause of the delay, the time to perform the obligations stated in this Agreement shall be extended by the number of days of delay caused by the event. If the required notice is not given by the delayed party, no time extension shall be granted.

10. **Confidentiality/Intellectual Property.** IPS understands the nature of public information and the requirement for the CITY to adhere to all rules and laws that apply to public information, such as Freedom of Information Act, Public Information Requests, and the like; However, the CITY also understands that the equipment provided by IPS contains intellectual property, copyrights and trade secrets that do not exist in the public domain. Therefore, the CITY agrees that it will not knowingly agree, assist, or sell any equipment or allow any third party to gain access to equipment, software, documentation provided by IPS for the purposes of reverse engineering or evaluation without the written consent of IPS.
11. **Severability.** If any provision in this Agreement subsequently is determined to be invalid, illegal, or unenforceable, that determination shall not affect the validity, legality, or enforceability of the remaining provisions stated in this Agreement unless that effect is made impossible by the absence of the omitted provision.
12. **Binding Document.** The CITY and IPS each binds itself, its partners, successors, assigns and legal representatives to the other party hereto in respect to all covenants, conditions, and obligations contained in the Agreement.
13. **Venue.** This Agreement shall be governed by the laws of the State of North Carolina as now and hereafter in force. The venue for actions arising out of this Agreement shall be in North Carolina.
14. **Entire Agreement; Modification -** This Agreement between the parties consists only of the express written terms and conditions set forth in this Agreement. All understandings and agreements made between the parties are superseded by this Agreement, which alone fully and completely express the parties' understanding. There are no promises or agreements, oral or otherwise, inducing entry into this Agreement, except only as expressly in writing herein. The parties are relying only on the express terms, conditions and agreements set forth in this Agreement. The parties further agree that any promise or agreement, not expressly set forth in writing and signed by both parties, cannot be relied upon and will not be valid or enforceable.

15. **Signatures Required.** This Agreement shall be considered null and void unless signed by both **IPS** and the **CITY**.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement, the
day and year first above written.

Name:
Title: City Manager

Approved as to form:

, City Attorney

CERTIFICATION

This instrument has been preaudited in the manner required by The Local Government Budget and Fiscal Control Act.

This ___ day of _____, 20___.

Debra H. Mack, City Finance Officer

Project Number: _____ (if applicable)
Account Number: _____
Amount of Contract: \$ _____
Federal ID Number: _____

IPS GROUP, INC.

By: _____

Printed Name: Chad P. Randall

Title: Chief Operating Officer

Date: _____



MS1 Multi-Space Pay Station

6th Generation Design

The IPS MS1 Pay Station incorporates the unique features of the Proven™ IPS single-space platform, including enhanced payment options, modular design for ease of servicing, intelligent web-based management system, and unparalleled power efficiency - while offering unique features designed with both the motorist and technician in mind.

Available in Pay-and-Display, Pay-by-Space, and Pay-by-Plate models. BNA optional.



Solar Powered



Wireless



Ultra Low Power

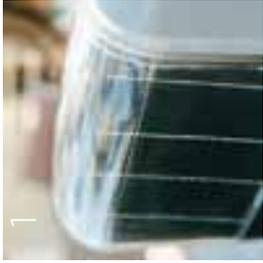


Integration Ready

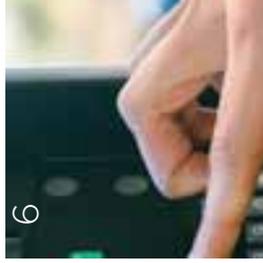


RFID Technology

MS1 Pay-by-Plate Model shown 



1. Solar panel
2. Large display screen
3. Intuitive keypad
4. Card reader
5. LED lighting
6. Proximity sensors



Standard Key Features

- Intellitouch™ enabled (ability to process a transaction in any order)
- Powder coated stainless steel cabinet with armored display glass
- High security 6 point locking lower housing with anti-drill locks
- Blue LED lighting provides illumination for users and technicians
- Configurable buttons to allow for multiple languages or pay for maximum time
- Capable of processing mixed payment transactions
- Modularly designed components for ease-of-service in the field
- Wirelessly communicates in real-time to IPS Data Management System
- Upgrades to alternate model with the change of keypad



Your new parking payment technology is already in your customer's pocket.

Payment Options

Passport's Mobile Pay service blends state-of-the-art technology with a complete suite of mobile payment options to offer the **quickest and most intuitive mobile parking payment service** on the market. By providing a mobile pay service that allows customers to pay for parking in under 2 minutes, you'll see higher utilization rates, which means more money for you. Our mobile payment options include:

 Pay by App	Available for download on iOS and Android devices, the PassportParking app is the most popular Mobile Pay option
 Pay by Voice	No need for a smart phone! With Pay by Voice and Pay by Text options, Passport Mobile Pay provides greater accessibility to users.
 Pay by Text	

Passport's Mobile Pay is not only easy to use, but is incredibly convenient for parking customers. Your customers can extend their time remotely, either through the app, phone, or text. That means they no longer have to return to the meter to add more time!

Passport's Mobile Pay service is not only easy and convenient for the customer, but also generates higher revenues for you. With Mobile Pay, customers no longer think about how much cash they have, but how much time they need. This change in purchasing behavior leads to customers purchasing longer parking sessions to ensure they have enough time.

Features unique to Passport Mobile Pay include:



Electronic Validation



One-touch login with Facebook



Zone Cash System



Multiple Language Capability



Private Label Mobile Pay Suite

For more information on Mobile Pay or PassportParking's other services, please contact us at: **(704) 837-8066** or sales@passportparking.com

Electronic Merchant Validation

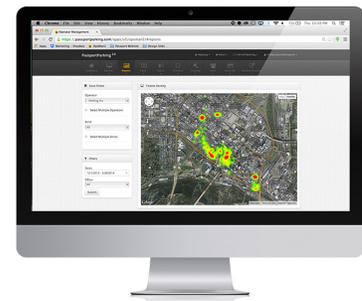
Passport's Mobile Pay service is the **only mobile pay service to offer electronic merchant validation** and **at no cost to the operator**. Our system allows local merchants the ability to offer discounted parking to customers visiting their business - increasing foot traffic for the merchant and occupancy for you. When a customer uses a validation code provided by the merchant, the discounted amount would then be transferred from the merchant's secure prepaid account to you. Once the discounts start, it's only a matter of time before word spreads and more people are drawn to the operator's facilities.

Operations Management Dashboard

At the center of the operator's mobile payment experience is the Operations Management (OpsMan) dashboard, which provides the operator with complete control and detailed analytics of their mobile payments. This allows you to not only increase revenues, but also lower costs with improved operational efficiency through real-time monitoring and reduced maintenance, such as less coin collection, service, vandalism, and theft.

The OpsMan console allows operators to:

- ➔ **View parking sessions and respective expiration times**
- ➔ **Create and update daily rates**
- ➔ **Add temporary rates for special events**
- ➔ **Analyze utilization and turnover**
- ➔ **Set-up users with varying degrees of access**



OpsMan's real-time reporting and analytics **improves operational efficiencies for the operator through clarity and transparency** into all of your parking transactions. Operators can view all transactions as they happen as well as instantly generate reports and export them to Excel spreadsheets for additional analysis and internal reporting requirements. With these reports, there's no more going with just a gut feeling. Operators can easily drill down into specific transactions or space utilization over time to **make relevant financial and operational decisions**.

As with any software, it's only as good as how easily you can access it. The OpsMan console is completely cloud-based, meaning **you can access it anytime, anywhere from any computer with an internet connection**. Our cloud architecture is based on some of the most reliable in the industry with a 99.9% uptime.

Fully Integrated and Secure Platform

At Passport, we're not ones to take our ball and go home. We'd rather play nice with others on the playground. That's why all our software and hardware architecture is open, enabling seamless integrations with other products and services. This means that **Passport can be integrated with any existing infrastructure**. Our hardware technology partners include:



At Passport, we take our security seriously. We maintain **Payment Card Industry Data Security Standard (PCI-DSS) Service Level 1** through quarterly audits performed by an independent third-party organization.

For more information on Mobile Pay or PassportParking's other services, please contact us at:
(704) 837-8066 or **sales@passportparking.com**