



APARC'S COST PROPOSAL

Integrated Parking Management System City of St. Louis, Treasurer's Office

November 20, 2013
Aparc Systems Inc.
www.aparcsystems.com

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Aparc Systems Inc.
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INVESTMENTS

TOTAL CAPITAL EXPENDITURE (CAPEX)

Total initial investment or capital expenditure (CAPEX) of the turn-key, fully integrated parking system that includes:

1. Siemens Pay Stations
2. TicketManager Enforcement System
3. Enforcement Handhelds and Printers
4. Mobile License Plate Recognition Camera System
5. Pay-by-Cell Phone System
6. Online Citation Payment Portal
7. Online Citation Dispute Portal
8. Online Permit Management System
9. Online Vehicle Validation System

DESCRIPTION	QTY
Siemens Pay-by-License Pay-Stations	417
TicketManager Enforcement System	1
Enforcement Handhelds and Printers	30
Mobile License Plate Recognition Camera System	2
Pay-by-Phone System	1
Online Citation Payment Portal	1
Online Citation Dispute Portal	1
Online Permit Management System	1
Online Vehicle Validation System	1

TOTAL: \$ 3,979,805 USD + Applicable taxes

CAPEX FINANCING

Total: \$ 77,963 per month (60 month term)





RECURRING OPERATIONAL COSTS

MONTHLY OPERATING EXPENDITURE (OPEX)

Total operational expense (OPEX) of the turn-key, fully integrated parking system that includes:

DESCRIPTION	QTY
Pay Station Wireless data communications	417
Pay Station Cloud hosted data services	417
Pay Station Cloud hosted reporting access	417
Pay Station ParkPort management dashboard hosting	417
Pay Station Manufacturers Warranty (Year 1)	417
Mobile LPR Cloud hosted data services (5 GB)	2
Mobile LPR Cloud hosted reporting access	2
Mobile LPR ParkPort management dashboard hosting	2
Mobile LPR Manufacturers Warranty (Year 1)	2
TicketManager System Wireless data communications	30
TicketManager System Cloud hosted data services	30
TicketManager System Cloud hosted reporting access	1
TicketManager System Warranty, Service and Maintenance	1

TOTAL: \$ 279,705 USD + Applicable taxes



SUMMARY

Project Name Integrated Parking Management System
 Account Name City of St. Louis, Treasurer's Office
 Account Rep Jas Kalsi
 Direct Phone 778-999-2110
 Email jkalsi@aparcsystems.com

Quote Number 12-029
 Currency USD
 Quote Validity 30 Days
 Date 11/20/2013
 Prepared By: Aparc Systems Inc.

CAPITAL EXPENDITURE (CAPEX)	
DESCRIPTION	TOTAL PRICE
PAY-STATIONS	\$ 3,654,535
TICKETMANAGER ENFORCEMENT SYSTEM	\$ 228,814
MOBILE LICENSE PLATE RECOGNITION CAMERA SYSTEM	\$ 81,457
APARC'S MARKETING CONTRIBUTION	\$ 15,000
GRAND TOTAL	\$ 3,979,805
LEASE OPTION (MONTHLY PAYMENT) ¹	\$ 77,963

¹ Lease Option is a lease-to-own program based upon a 5 year term with a \$1 buy-out option at the end of the term. The lease option is based upon approved credit and no fiscal funding restrictions. Lease price shown is the monthly payment.

OPERATING EXPENDITURE (OPEX)	
DESCRIPTION	TOTAL MONTHLY PRICE
SIEMENS PRISMA PAY STATION	\$ 275,208
TICKETMANAGER ENFORCEMENT SYSTEM	\$ 3,266
MOBILE LICENSE PLATE RECOGNITION CAMERA SYSTEM	\$ 1,231
MONTHLY GRAND TOTAL	\$ 279,705

ANNUAL TOTAL INCLUDING OPERATING EXPENDITURE AND CAPITAL LEASE OPTION	\$ 4,292,007
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STARTUP CONSUMABLES	
DESCRIPTION	TOTAL STARTUP PRICE
SIEMENS PRISMA PAY STATION	\$ 23,352
TICKETMANAGER ENFORCEMENT SYSTEM	\$ 3,514
GRAND TOTAL	\$ 26,866

Milestone Payment Plan (Net 30)		
Contract Value	\$	3,979,805
50% Deposit due upon acceptance and initial purchase	\$	1,989,903
35% Due upon receipt of equipment to location and/or at Aparc warehousing	\$	1,392,932
15% Due upon system acceptance and/or transaction processing	\$	596,971
Total Remaining:	\$	0

TERMS AND CONDITIONS

The Aparc Team wishes to thank you for your continued interest in our products and services. Please feel free to contact us should you have questions.

In case of discrepancy between the totals automatically calculated, line items total will prevail.

This quote has been prepared without verification of the official layout of the project. Contents included may need to be modified after final verification of the layout.

By ordering the products quoted in this document, you are accepting that these conditions apply and that no other term or condition, including any terms and conditions printed or referred to in your purchase order, are applicable without Aparc's written consent.

Exclusions, unless specified, include: provisions for Bonds, Liquidated Damages, insurance, permits, engineering drawings, certifications, foundation design, and civil work.

Payment Terms: 50% deposit with order, progress payments due upon receipt of invoice. Net 20 Days

Delivery is typically 6 to 8 weeks after order, F.O.B. Jobsite

Prices do not include applicable taxes, customs duties, shipping and handling charges.

All Terms and Conditions from attached Purchase Agreement are agreed to with signature below

Travel expenses for Aparc employee(s) not included.

Prices based upon total purchase.

Proprietary Aparc software cannot be modified or altered without the written consent of Aparc Systems.

Proprietary Aparc software cannot be integrated and/or modified with any 3rd party company and/or system without the written consent of Aparc Systems.

Proprietary Aparc software cannot be integrated or modified with any system without the written consent of Aparc Systems

Transmitting 3rd party data to a Proprietary Aparc System must be agreed upon in writing and/or must receive the written consent of Aparc Systems.

PLEASE INITIAL EACH PAGE, COMPLETE FORM BELOW, AND SUBMIT VIA EMAIL OR FAX TO YOUR ACCOUNT REPRESENTATIVE

Accepted By: _____
 Name: _____
 Title: _____
 Date: _____
 P.O.#: _____

** Thank you for the opportunity to work with you on this project **



PAY-STATIONS
CAPITAL EXPENDITURE

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Aparc's proposed approach to on-street parking in St. Louis is to replace 5,000 of the existing single-space on-street meters with Siemens high-grade stainless steel multi-space pay-stations. Parts from the removed single-space meters will be saved for future repairs on the remaining 4,700 single-space meters located in lower traffic areas.

MULTI-SPACE PAY-STATION			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
417	SIEMENS SYSTEM 7 - PRISMA PAY-STATION High-Grade Stainless Steel Casing Pay & Display Configuration Payment by Coin with Coin Box Payment by Credit Card Thermal Receipt Printer GPRS Communication Wireless Modem Tariff Button (up to 10 different special rate structures) 12-Key Numeric Keypad (Pay-by-Space) Electronic Motor Reject Battery Operated (includes battery) Add Time Button Solar Power Configuration Vinyl Button Label Custom Instructional Insert	\$ 7,098	\$ 2,959,859
	OPTIONAL: P-Top Pay-Station Casing Extension with Reflective Foil	\$ 408	
1	Per Project Siemens Merchant Account Setup Fee ¹	\$ 1,838	\$ 1,838
SUBTOTAL			\$ 2,961,697

¹ Siemens pay-stations are currently setup with Moneris and Chase Paymentech for Credit Card processing.

TRI-METER SIGNAGE			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
2500	Triangular Space Signage with Space Numbers and Optional Merchant Validation / Promotion (one sign required for 2 on-street parking spaces) ¹	\$ 80	\$ 200,000
SUBTOTAL			\$ 200,000

¹ Tri-Meters signs use 6 alphabetic or numeric plates per side, price is based off 12 plates per sign. The third side of the sign can be used to advertise local merchants, cost for promotional plates not included.

SINGLE-SPACE PAY-STATION			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
	OPTIONAL: Single-Space Credit Card Enabled Parking Meter ¹	\$ 594	\$ -
SUBTOTAL			\$ -

¹ Includes shipping, training, configuration, and 12 month manufacturer warranty. Does not include extended warranty. Does not include on-goin fees (wireless data, management system, or credit card gateway fee)

PROFESSIONAL SERVICES & PROJECT EXECUTION ¹			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
1	Project Management	\$ 3,600	\$ 3,600
417	Multi-Space Pay-Station Installation, Set-Up, and Configuration	\$ 350	\$ 145,867
1	Installation Equipment Costs and Warehousing	\$ 28,553	\$ 28,553
417	Multi-Space Pay-Station Freight (Sea)	\$ 116	\$ 48,568
1	Customs, Duties, and Forwarding	\$ 89,147	\$ 89,147
1	Removal of 5000 Single Space Meter Heads and 2500 Meter Posts	\$ 112,240	\$ 112,240
1	Tri-Meter Signs Freight	\$ 3,088	\$ 3,088
2500	Tri-Meter Signs Installation	\$ 23	\$ 57,353
1	Comprehensive Training Program	\$ 840	\$ 840
1	Travel & Accommodation	\$ 3,582	\$ 3,582
SUBTOTAL			\$ 492,838

¹ Civil work is not included with the installation. A level concrete surface is preferred for the insallation of the pay-station hardware.

GRAND TOTAL - CAPEX			\$ 3,654,535
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SIEMENS PRISMA PAY STATION
OPERATING EXPENDITURE

MULTI-SPACE PAY-STATION OPERATING FEES			
QTY	DESCRIPTION	UNIT PRICE PER MONTH	TOTAL PRICE PER MONTH
417	MULTI-SPACE PAY-STATION OPERATING FEES Wireless data communications (included data SIM & APN) Cloud hosted managed data services (2 GB) ¹ Cloud hosted reporting access	\$ 56	\$ 23,527
1	ParkPort Management Dashboard	\$ 20	\$ 20
SUBTOTAL			\$ 23,527

¹ Cloud hosted managed data services is limited to 2 GB. Should the client require more than the allocated data capacity additional fees will apply.

OPERATING SERVICES (PROVIDED BY HUDSON & ASSOCIATES LLC)			
QTY	DESCRIPTION	UNIT PRICE PER MONTH	TOTAL PRICE PER MONTH
1	Citation Processing Meter Maintenance and Technician Support Meter Coin Collection Manage Booting (including installation and removal of boots) Tier 1 Pay-Station Repairs Parking Violations Bureau Staff Field Customer Complaints Manage Appeals of Parking Violations Meter Coin Collection	\$ 207,000	\$ 207,000
SUBTOTAL			\$ 207,000

EXTENDED WARRANTY, SERVICE, AND MAINTENANCE			
QTY	DESCRIPTION	UNIT PRICE PER MONTH	TOTAL PRICE PER MONTH
417	Siemens Manufacturer Warranty (Year 1)	INCLUDED	INCLUDED
417	Extended Service, Maintenance and On-Site Support (Years 1 - 5) ¹ Local Technician in St.Louis for tier 2 maintenance, service and support Call Center Support, includes help desk support with priority 4-hour response No-fault replacement of defective parts (except for vandalism and excessive wear) Includes on-site labor for extended warranty, maintenance & online technical support Extensive on-site inventory of spare parts and guaranteed stocking of designated spare parts Siemens Pay-Station firmware upgrades, patches and new software releases.	\$ 59	\$ 24,665
417	Extended Manufacturer Warranty (Years 2-5)	\$ 48	\$ 20,016
SUBTOTAL			\$ 44,681

¹ Extended Coverage is invoiced annually at the commencement of the contract. Aparc may adjust annual ongoing billing by 3% per year to account for standard inflation.

GRAND TOTAL - OPEX		\$ 275,208
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STARTUP CONSUMABLES			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL STARTUP PRICE
834	Pay Station Receipt Paper Stock (approximately 3,500 - 4,000 receipts)	\$ 28	\$ 23,352
SUBTOTAL			\$ 23,352

* Per transaction fees for citation processing at the meter are billed monthly.

GRAND TOTAL - CONSUMABLES		\$ 23,352
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**TICKETMANAGER ENFORCEMENT SYSTEM
CAPITAL EXPENDITURE**

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SYSTEM SOFTWARE			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
1	TicketManager™ Enterprise Central Management System	\$ 40,000	\$ 40,000
30	TicketManager™ Per Device Software License (per active handheld)	\$ 1,890	\$ 56,700
	Photo Capture Module with FTP File Transfer	\$ 1,260	INCLUDED
	GPS Enforcement Officer Tracking Module	\$ 1,260	INCLUDED
	SmartPhone SMS Text Messaging, Email Access, and Wireless Telephone ¹	\$ 1,260	INCLUDED
	Payment & Collections Interface	\$ 1,260	INCLUDED
	Online Citation Payment Portal ²	\$ 1,500	INCLUDED
	Online Citation Dispute Portal ²	\$ 1,500	INCLUDED
	Online Merchant Validation System ²	\$ 4,500	INCLUDED
	Online Permit Management System ²	\$ 8,500	INCLUDED
	Pay-By-Cell Phone Enforcement Interface Module with PassportParking	\$ 4,500	INCLUDED
SUBTOTAL			\$ 96,700

¹ Voice, text, and data plan not included

² \$0.90 transaction fee will apply to all transaction if module is activated

PAY-BY-CELL PHONE APPLICATION (PROVIDED BY PASSPORT PARKING)		
DESCRIPTION	TRANSACTION FEE	
Per Transaction Fee for Passport Pay-By-Cell Phone / App	\$ 0.25	
Per Transaction Fee for Passport Pay-By-Cell Phone / App Parking Time Extensions	FREE	
Operations Management Licensing	WAIVED	
Private Label (customized app with City of St. Louis logo)	WAIVED	
Custom Signage and Stickers for the Pilot	FREE	
Cost Per Signage Replacement	\$ 35.00	
Cost Per Sticker Replacement	\$ 5.00	

INTEGRATION			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
1	Integrations with eTIMS	\$ 9,000	\$ 9,000
SUBTOTAL			\$ 9,000

HARDWARE			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
30	Motorola MC65 Wireless Enterprise Digital Assistant (SBLMC659B-PDOBAA00100) Handheld Device Configuration: SIRF III Integrated GPS, GPRS/EDGE, 802.11 b/g, 2D Pico Imager and Camera, QWERTY Keypad, Color Display, WM6.1 Professional, 128/512, Bluetooth, 1.5x Battery MC65 - Spare Battery 3600 mAh 1.5X (BTRY-MC55EAB02) MC65 - Rigid Holster (SBLSG-MC5511110-01R) MC65 - Screen Protector 3 Pack (KT-129195-03R) INCLUDED: 1 Year Manufacture Hardware Warranty	\$ 2,721	\$ 81,622
30	RW 420 Plus Mobile Printer (R4D-0UBA000N-00) Printer Configuration: (4" printhead, LCD, 8MB/16MB, Bluetooth, Standard Media and Group N) RW 420 - Spare Battery (AK17463-005) RW 420 - Soft Case (AK17463-001) RW 420 - Shoulder Strap Accessory (P1051921) RW 420 - Charging Cradle (AT18737-1) INCLUDED: 1 Year Manufacture Hardware Warranty		
1	MC65 Single Slot USB Programming and Charging Cradle Kit (CRD5500-100UES)	\$ 170	\$ 170
8	MC65 Quad Ethernet Cradle Kit - Ethernet Power Cradle with FTP File Upload Capability (CRD5501-401EES)	\$ 615	\$ 4,918
30	Extended Motorola Advanced Return & Repair Hardware Warranty, Years 2-5 (SSB-MC65XX-50)	\$ 423	\$ 12,694
30	Extended Zebra Advanced Return & Repair Hardware Warranty, Years 2-5 (ZEBZAO-RW41-4C0)	\$ 388	\$ 11,635
	OPTIONAL: RW420 4 Slot Power Station (AK18618-1)	\$ 350	\$ -
SUBTOTAL			\$ 111,039

PROFESSIONAL SERVICES			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
1	Project Management and Consultation	\$ 4,680	\$ 4,680
30	Hardware Configuration, Testing and Installation	\$ 80	\$ 2,400
1	Software Testing and Installation	\$ 312	\$ 312
1	Comprehensive Train-the-Trainer Program	\$ 1,092	\$ 1,092
1	Freight	\$ 331	\$ 331
1	Travel and Accommodation	\$ 3,260	\$ 3,260
SUBTOTAL			\$ 12,075

GRAND TOTAL - CAPEX	\$ 228,814
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**TICKETMANAGER ENFORCEMENT SYSTEM
OPERATING EXPENDITURE**

OPERATING FEES			
QTY	DESCRIPTION	UNIT PRICE PER MONTH	TOTAL PRICE PER MONTH
30	TICKETMANAGER OPERATING FEES Wireless data communications (included data SIM & APN) Cloud hosted data services (2 GB) ¹ Cloud hosted photo and citation record storage (2 GB) ¹ Cloud hosted reporting access (x1 user license) ²	\$ 61	\$ 1,815
1	OPTIONAL: TicketManager Software Extended Warranty, Service & Maintenance (Year 1-5) ³ Help desk phone and remote online support Priority response time System software patches, updates and maintenance to underlying framework On-site service and support	\$ 1,451	\$ 1,451
SUBTOTAL			\$ 3,266

¹ Cloud hosted managed data services is limited to 2 GB with photo and citation record storage limited to 2 GB. Aparc will work with the client to purge unwanted data. Should the client require more than the allocated data capacity additional fees will apply.

² Access fees are charged per user ID; the total quantity will be determined by the end user's requirements (i.e. how many users the client would like to support).

³ Extended coverage, maintenance and warranty must be included at time of purchase.

GRAND TOTAL - OPEX	\$ 3,266
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STARTUP CONSUMABLES

STARTUP CONSUMABLES			
QTY	DESCRIPTION	PER UNIT PRICE	TOTAL PRICE
60	Citation Ticket Paper Stock (approx. 100 8-inch long citations per roll)	\$ 59	\$ 3,514
SUBTOTAL			\$ 3,514

GRAND TOTAL - CONSUMABLES	\$ 3,514
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**MOBILE LICENSE PLATE RECOGNITION ENFORCEMENT SYSTEM
CAPITAL EXPENDITURE**



Project Name Integrated Parking Management System
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HARDWARE & SOFTWARE			
QTY	DESCRIPTION	PER UNIT	TOTAL PRICE
2	MOBILE VEHICLE LICENSE PLATE RECOGNITION CAMERA ENFORCEMENT SYSTEM AutoVu SharpX CITY Dual Base KIT includes main processing unit, hard mount brackets, wiring, GPS antenna, high resolution LPR units and in-vehicle license.	\$ 26,908	\$ 52,813
1	SECURITY CENTER Genetec Security Center Base Package Genetec Security Center AutoVu Standard Base Package	\$ 808	\$ 808
2	Panasonic toughbook CF19 Dual Mode Notebook Complete Kit (3-year warranty included)	\$ 6,316	\$ 12,632
1	TicketManager Laptop Enforcement Module	\$ 4,300	\$ 4,300
	OPTIONAL: RW 420 Plus Bluetooth Mobile Printer	\$ 1,189	\$ -
SUBTOTAL			\$ 70,553

PROFESSIONAL SERVICES			
QTY	DESCRIPTION	PER UNIT	TOTAL PRICE
1	Project Management	\$ 4,680	\$ 4,680
1	Installation	\$ 1,872	\$ 1,872
1	Travel & Accommodation	\$ 3,260	\$ 3,260
1	Training	\$ 1,092	\$ 1,092
SUBTOTAL			\$ 10,904

GRAND TOTAL - CAPEX		\$ 81,457
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OPERATING EXPENDITURE

OPERATING EXPENDITURE (OPEX)			
QTY	DESCRIPTION	UNIT PRICE PER MONTH	TOTAL PRICE PER MONTH
2	CLOUD SERVER - APARC HOSTED CENTRAL MANAGEMENT SYSTEM (per device) ¹ Cloud hosted data services (5 GB) ² Cloud hosted reporting access ³ ParkPort management dashboard	\$ 112	\$ 225
SUBTOTAL			\$ 225

¹ Wireless communications, data plan, and internet connectivity is the responsibility of the City of St. Louis
² Memory storage beyond 5 GB will be billed at a rate of \$150 per 10GB. Data not associated with a warning and/or citation can be purged at a Client specified interval.
³ Access fees are charged per user ID; the total quantity will be determined by the end user's requirements (i.e. how many users the client would like to support).

EXTENDED WARRANTY, SERVICE, MAINTENANCE, & SUPPORT ¹			
QTY	DESCRIPTION	UNIT PRICE PER MONTH	TOTAL PRICE PER MONTH
2	Manufacturer Warranty, Year 1	INCLUDED	INCLUDED
2	Extended Warranty Upgrade, Year 1	\$ 70	\$ 139
2	Service and Maintenance, Year 1+	\$ 31	\$ 62
2	Advanced Extended Warranty, Year 2+ (includes hardware swap warranty)	\$ 402	\$ 805
SUBTOTAL			\$ 1,006

¹ Extended coverage, warranty, service, maintenance and support programs required to be purchased at time of order (commencing in Year 1). Extended Coverage is invoiced Annually at the commencement of the contract. Panasonic toughbook is limited to (3-year) extended warranty program

GRAND TOTAL - OPEX		\$ 1,231
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ADDITIONAL FEATURES



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APARC'S MARKETING CONTRIBUTION

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	Aparc's Marketing Contribution ¹	\$ 15,000	\$ 15,000
		TOTAL	\$ 15,000

¹ Aparc proposes a joint marketing effort in conjunction with the City of St. Louis City Hall and Downtown Business Association. As the true scope and requirements of the marketing plan is yet to be determine this figure is subject to change and revision.