ADVISORY PARKING COMMITTEE
WEDNESDAY, October 12, 2022 @ 7:30am

1. Roll Call
2. Introductions
3. Review of the Agenda
4. Approval of Minutes, September 14, 2022
5. PARCS (Parking Access Revenue Control Equipment) Review and Recommendation
    a TIBA / Traffic & Safety Presentation – 20 minutes
    b Q & A with Traffic & Safety – 10 minutes
    c Flash Parking Presentation – 20 minutes
    d Q & A with Flash Parking – 10 minutes
    e APC Review and recommendation
6. Meeting Open to the Public for items not on the Agenda
7. Next Meeting – November 2 2022
8. Adjournment

Notice: Please note that board meetings will be conducted in person. Members of the public can attend in person at Birmingham City Hall or may attend virtually at https://us06web.zoom.us/j/86082330819

Meeting ID: 860 8233 0819

Persons with disabilities that may require assistance for effective participation in this public meeting should contact the City Clerk's Office at the number (248) 530-1880, or (248) 644-5115 (for the hearing impaired) at least one day before the meeting to request help in visual, hearing, or other assistance.

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Advisory Parking Committee
Meeting of September 14, 2022
151 Martin Street, City Commission Room, Birmingham, MI

Minutes

These are the minutes of the Advisory Parking Committee ("APC") regular meeting held on Wednesday, September 14, 2022. The meeting was called to order at 7:30 a.m. by Chair Vaitas.

1. Rollcall

Present: Chair Al Vaitas; Vice-Chair Richard Astrein (left 9:01 p.m.), Jim Arpin, Kevin Kozlowski, Lisa Silverman, Mary-Claire Petcoff

Absent: Kelly Cobb, Steven Kalczynski, Lisa Krueger, Jennifer Yert

Staff: Parking Systems Manager Ford; City Transcriptionist Eichenhorn, Services Commander Wald

SP+: Catherine Burch

2. Introductions

The APC welcomed new member Kevin Kozlowski.

3. Review of the Agenda

4. Approval Of Minutes: Meeting Of August 3, 2022

Motion by VC Astrein
Seconded by Dr. Silverman to accept the minutes of August 3, 2022 as amended.

Motion carried, 6-0.

VOICE VOTE
Yeas: Silverman, Vaitas, Astrein, Petcoff, Arpin, Kozlowski
Nays: None

5. PARCS (Parking Access Revenue Control Equipment) Recommendation

A number of APC members raised concerns about not being provided with information on the non-recommended vendors' technology and features. They expressed a desire to have been invited to the vendors' in-person demonstrations, even if not all APC members could have attended.

Chair Vaitas explained that being provided information about each vendor allows the APC to make an informed decision. He said he could not vote on this item without more information. He said

that in the future he would like a short summary of each vendor, a pros and cons list for each vendor, costs for each vendor, and a summary of Staff's recommendation and reasoning.

A number of APC members concurred.

PSM Ford and Ms. Burch presented the item and outlined the benefits of the recommended option.

In reply to VC Astrein advocating for a tap-to-pay option over a ticket option, PSM Ford explained that tap-to-pay remains the least-used of all payment options.

Dr. Silverman noted that needing to access one's credit card to enter a parking structure often causes a delay, and having the option to take a ticket to enter instead would expedite that part of the process.

In reply to APC request, PSM Ford said he could provide the requested information about the other candidates at the October 2022 APC meeting.

Information about nearby parking systems that use the recommended vendor was provided so thar APC members could trial the technology in-person.

The APC discussed whether to postpone the item so more information could be provided, or to approve the item to increase the odds that installation could begin prior to the holiday shopping season.

VC Astrein advocated approving the item, citing the desire to increase ease-of use before the holiday shopping season and noting that the APC members' concerns were documented.

A number of APC members reiterated their feeling that the consideration of the item would be incomplete without information on all the candidates.

Advancing the item to the Commission without a recommendation from the APC was considered.

CT Eichenhorn advised the APC that if they felt unable to make a recommendation, it would be most appropriate to postpone the item until more information was provided and a recommendation could be made.

Motion by Ms. Petcoff
Seconded by Dr. Silverman to table a vote on the PARCS recommendation until the APC receives more information on the other vendors that were presented.

Motion carried, 5-1.

VOICE VOTE
Yeas: Silverman, Vaitas, Petcoff, Arpin, Kozlowski
Nays: Astrein

6. Meeting Open to the Public for Items not on the Agenda

In reply to VC Astrein, Ms. Burch said she would make sure the switch between entrance and exit lanes at the Chester Street parking deck, depending on the time of day, was operating appropriately.

Mr. Arpin said he wanted information on the parking system's revenue and expenses at future meetings.

PSM Ford said he would email Dr. Silverman to let her know which positions on the APC were vacant.

7. Miscellaneous Communications

8. Adjournment

No further business being evident, the meeting adjourned at 9:02 a.m.

Aaron Ford
Parking Systems Manager

Laura Eichenhorn
City Transcriptionist

BIRMINGHAM
A WALKABLE CITY

MEMORANDUM

Parking Department

DATE: **September 14, 2022**

TO: **Advisory Parking Committee**

FROM: **Aaron Ford, Parking System Manager**

SUBJECT: **2022 Parking Equipment Recommendation**

INTRODUCTION:
In May, the city submitted an RFP to replace the parking equipment in all five city parking structures. This included all entrance and exit kiosks, gates arms, and the backend operating system. Six bids were received in response to the RFP. After hosting multiple demonstrations from various bidders, the city is ready to make a recommendation to the APC.

BACKGROUND:
When the city installed the current Skidata PARCS (Parking Access Revenue Control System), it decided to require patrons to use their credit card to enter and exit the garages. Using a credit card acted as a digital ticket of sorts. This method of operation has been confusing to patrons, resulting in longs lines and numerous complaints.

The process of requiring guests to use a credit card to enter and exit is confusing to patrons because it is different than parking operations at most garages. Typically, guests pull a ticket when they enter a garage and scan that ticket and pay the fee when they leave. However, when guests are asked to use a credit card upon entry, they are not prepared to use their credit card so they don't have it accessible and ready to use. Guests also get confused and think they are being charged at entry and often times think they are being charged twice, both at entrance and exit.

The current Skidata system is outdated and is limited in its capabilities to manage monthly parkers. There is no backend monthly parking software that allows guests to sign up, manage, and receive invoices. Monthly parkers also must have a physical proprietary badge that allows them access in/out of the garages.

The city received six responses to the RFP. All of the bidders except one, Metropolis, who quoted a "gateless solution," are qualified and have a product that would provide a significant upgrade in features and experience for our guests. The other five bidders all have varying levels of reporting, software, and features that make them appealing choices.

CITY OF BIRMINGHAM						
	Flash	TIBA	HUB	Amano (PSX)	Skidata	Metropolis
Hardware	$ 397,175	$ 464,507	$ 429,144	$ 398,753	$ 26,674	$ -
Software (Monthly)	$ 2,200	$ 1,500	$ 2,162	$ 1,975	$ 2,300	$ 6,000
Installation	$ 125,650	$ 125,417	$ 77,661	$ 54,930	$ 8,400	$ -
Warranty	2 Year parts Included	2 Year parts Included	2 Year parts Included	2 Year parts Included	2 Year parts Included	$ -
Other	$ -	$ -	$ 12,771	$ -	$ -	$ 30,000
Total Hard Costs	$ 522,825.00	$ 589,924.00	$ 519,576.64	$ 453,683.00	$ 35,074.00	$ 30,000.00
Annualized Software Fees)	$ 26,400	$ 18,000	$ 25,944	$ 23,700	$ 27,600	$ 72,000

Metropolis

Metropolis intentionally did not respond to the specifics outlined in the RFP. Metropolis is a "gateless" solution which entails the removal of all kiosks and revenue control equipment. They rely on LPR (license plate recognition) software to read all vehicles plates. Guests then scan a QR code with their phone and pay the appropriate fee. Enforcement then goes around and issues citations to those that haven't paid.

Pro's

- No hardware except LPR cameras
- No lines to enter and exit
- Frictionless parking (don't have to touch anything)
- Could be the future of parking

Cons

- Drastic change in the way guests are used to paying for parking. Would rely on a strong communications program and large/long learning curve for guests to accept.
- Expect overwhelming amount of complaints
- Potential lost revenue – Guests that don't pay are issued citations. Large volume of citations could go unpaid
- Pushback from population on how to use the new system

Skidata

Skidata proposed to keep the existing equipment that currently exists in the lanes but retrofit them to issue tickets. They also proposed upgrading to the newest software system that allows for more functionality.

Pro's

- Cheapest upfront costs
- Would be fast to retrofit kiosks to issue tickets

Cons

- Unhappy with how the current equipment functions.
- Current kiosks are damaged and show considerable wear and tear
- Current provider is not very responsive to current issues
- Requires a proprietary badge for monthly parking
- Doesn't offer Bluetooth or app for monthly parking
- Backend reporting is insufficient

- No mobile app for operator to manage operation remotely

Amano (PSX)

Amano is one of the older parking equipment providers in the business. Amano was the equipment in Birmingham's garages before the current Skidata equipment was installed. Even though Amano is a reputable company, they did have major issues with their previous Opus line of equipment that resulted in many operators ceasing to do business with them. The proposed Amano One equipment that is being proposed is new and not wildly used at many locations yet.

Pro's

- One of the cheaper bidders
- Amano is known for having great reporting
- Has a mobile application for both operators and monthly parkers
- Has a scan to pay option for transient guests
- Kiosks look inviting

Cons

- Amano has a shaky history with their hardware functionality (Opus)
- During demonstration, barcodes didn't scan as easily as other equipment providers
- The service model relies on PSX, the local distributor to service the equipment if parts break or need service
- Does not use the Magnetic breakaway gate arms. Amano has their own line of gate arms
- Newer product. Birmingham would be one of the first locations to use the new line of equipment. Birmingham would almost be considered a beta site.
- Does not offer the ability to pull a ticket or insert a credit card on entry like other bidders

HUB

HUB appears to meet most of the expectations outlined in the RFP. They have monthly parking software, Bluetooth capabilities for monthly parkers, robust reporting and are used quite a bit at airports. They don't currently have any locations in Michigan. They propose to enter into an agreement with a local electrical company, Lee & Associates to service the equipment.

Pro's

- Check most of the boxes for items desired
- Contracted with Lee & Associates who currently works with the City vs. another vendor who has no relationship with the city.
- Middle of the pack pricing

Cons

- Have no locations in Michigan.
- Relying on a local electrical company to service equipment. This would be fine if they promoted a self-service model with the local electric company as insurance.
- The closest HUB distributor is Cleveland
- Hardware is very large and bulky.
- They offer both cloud based and server options. During their demonstration they pushed for a server model. IT prefers a cloud based solution

- Operators lack of knowledge with equipment. Both local SP+ team and City Parking Manager have no experience with HUB equipment.

TIBA

TIBA is one of the most qualified vendors. Their hardware looks good, is easy to use, and are one of the vendors who offers most of the options that the City is looking for. Like most of the other bidders, TIBA is more reliant on a local company to service their equipment. Traffic & Safety, based out of Wixom is the designated distributor of TIBA and has great experience servicing parking equipment. While they are more than qualified to service the equipment for the city, the city still would be more reliant on them to respond when issues arise. While some parts (i.e. credit card readers) can be provided for self-replacement, TIBA's model is not a self-service model.

Pros

- Provide the most features, equal to Flash
- 5,000 tickets per roll.
- Reputable company
- Offers Bluetooth option for monthly parking
- Voice activated kiosks
- Open API ease of integrations with third party companies
- Entry kiosks accepts credit cards and issues tickets

Cons

- Not a true self-service model. While Traffic & Safety is reliable, the city is still reliant on someone else to service the equipment
- Doesn't offer an in-house monthly parking software. They have an open API to integrate with most monthly parking platforms. Zephire was quoted but for an additional fee of $11,100 annually with a one-time setup fee of $7,000
- Most expensive up-front of all the bidders
- Estimated installation time from execution of contract to completion of training is anywhere between 10-17 weeks.

City staff worked closely with the Police Department and SP+ staff to vet all five bidders. After hosting demonstrations from all the bidders, it was determined that Flash Parking and Tiba Parking Solutions were the two bidders most qualified. Based on feedback from city staff, complaints with the current system, and desire for a more flexible system, the city is recommending Flash Parking Inc. to replace the parking equipment at all five garages. Flash Parking has the hardware, software, experience, and monthly parking system, making them the preferred vendor.

Flash's kiosks have the ability to issue tickets on entry while also giving guests the option to insert their credit card on entry and exit if they choose. This is a nice option to offer since many Birmingham guests are used to the current credit card in/out procedure. Kiosks have the ability to be wrapped for branding purposes. Tickets that are crumbled and/or torn are still easily

scanned with the infrared?? scanner at exit. Tickets are scanned—not inserted—into the kiosk. Kiosks have voice prompts telling guests what to do.

Flash's software and backend are robust, offering a variety of reports including occupancy breakdowns. Flash is a cloud based system. No onsite servers are required and allows for updates to be pushed remotely and quickly. They also have Flash IQ, which is a website that includes dashboards for equipment health, revenue, and occupancy tracking. Flash also has an app for operators to use so they can change rates, raise gate arms, and manage the operation while in the field.

Additionally, Flash offers the best in-house monthly parking platform and the most ways for patrons to access the parking garages. ParkIt, Flash's monthly parking software, provides an interactive map showing locations where monthly parking is offered, rates, and availability. ParkIt also allows guests to sign-up, pay, and receive invoices, making it easier for patrons to manage their own monthly parking. Tiba does not offer a monthly parking platform. While they support most monthly parking software, the option included in the bid had a significant cost in addition to the equipment. The city would have to select a software separately from the Tiba equipment.

Flash also provides the largest variety of ways for guests to enter and exit a garage. Patrons can use a generic proximity card (not proprietary like the current Skidata system), 4-digit PIN codes are an option for prepaid groups, and Flash has an app for monthly parkers which allows them to use Bluetooth to enter/exit so you don't have to open your window. There is also a barcode in the app that can be scanned, and an option to type your mobile phone number for access.

Flash promotes a self-service model. Most of the components in the kiosks are USB and are "plug and play." The kiosks are designed with the intent that parking staff can replace parts themselves. Flash provides a kit of parts that can be used when something breaks. As parts are used, Flash will replenish attic stock. Gate arms are also designed to be "breakaway" so staff can easily reattach them. For scenarios where parking staff cannot fix a problem, Flash has a 24/7/365 customer support center. Flash has also contracted a local company, Auito Electrical, who can be dispatched for those instances when a technician is required. When service is required on Tiba's equipment, parking staff are limited as to what they can repair/replace and are more reliant on calling the local service team, Traffic & Safety. While they are reliable, this solution could lead to longer down time of lanes and larger maintenance fees.

Last, Flash estimated the installation time be about 2 months from the time a contract is signed. The estimated installation time for Tiba was about 17 weeks, start to finish. Installation also includes training for all parking staff. All bids included a 2 year parts warranty. Extended warranties are available if desired at an additional cost.

FISCAL IMPACT:
$1,019,480 was budgeted in the 2022-23 Capital Fund to replace the parking equipment.

The current APS fund balance is $23,293,934.00.

The proposal from Flash Parking is $522,825 that would come out of the Capital Fund 514.1594.001-9710100. $2,200 or $26,400 annually would be paid as part of their SaaS

(Software as a Service) program which would come out of Other Contractual Services 514.1.594.001-811.0000

PUBLIC COMMUNICATIONS:
None.

SUMMARY:

Since the implementation of the current Skidata parking equipment at all five city owned garages, parking has been a consistent complaint. The current parking program requires that guests use a credit card to enter and exit the parking garages. This process results in long lines and confusion as to how to access the garages. The current system is outdated, lacks useful reporting, relies on servers, and uses proprietary equipment resulting in a more labor intensive process to manage the operation.

Staff is recommending the replacement of the current equipment and software with Flash Parking. Flash Parking is a cloud-based operating system and has plug-and-play hardware allowing on-site personnel to make repairs more efficiently and cheaper.

Flash allows guests to pull a ticket on entry, improving the efficiencies of those entering the garages while also offering multiple forms of payment once guests are parked, resulting in a more efficient exit.

Flash's reporting and monthly parking software will allow management to track occupancy rates and improve the monthly parker's experience. All of these changes will result in a more seamless guest parking experience.

ATTACHMENTS:

1. Flash Parking's bid responses to RFP

SUGGESTED COMMITEE ACTION:

Make a motion to recommend Flash Parking as the new parking access revenue control provider for all five city garages to the city commissioners.

FLASH

PROPOSAL FOR RFP:

PARKING ACCESS AND REVENUE CONTROL SYSTEM, FOR THE CITY OF BIRMINGHAM

Learn How We are Powering Connected Mobility

FLASH HEADQUARTERS
3801 S. Capital of Texas Highway, Suite 250
Austin, TX 78704

SALES
governmentbids@flashparking.com

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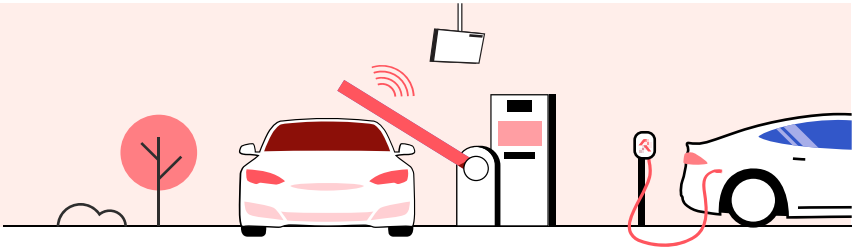
FLASH



June 30, 2022

Subject: FLASH response to the RFP for PARKING ACCESS AND REVENUE CONTROL SYSTEM

Dear Officer Gina Moody and the City of Birmingham,

Thank you for providing FLASH with an opportunity to submit a response to your Request for PARCS at the City of Birmingham. As a technology company, it is exciting to see how our advanced parking system would provide the City of Birmingham, MI with a future-proof, state of the art PARCS.

When FLASH was launched in 2011, our founders knew one thing for sure: the world was changing rapidly. So, we built a platform with **reliability** and **adaptability** in mind that featured:

- **Cloud based** functionality for total reliability, security, and agility
- **Mobile-first** management to meet modern business needs
- **Frictionless Access** via Bluetooth technology for transients and monthlies
- **FlashEvents** for accepting payments anywhere
- **Pay on Entry** for accepting pre-payments
- **Secure Transactional Environment**, PCI DSS Level 1 Service Provider
- **Future-ready**, extensible software that supports remote configuration and over-the-air updates
- **Simplified USB-based hardware** comprised of off-the-shelf components for minimum downtime, reduced costs, and easy self-service maintenance

This technology approach has allowed us to create an operating system that sits at the intersection of enhanced 21st century parking, a robust business intelligence engine, and ecosystem of value-driven mobility service partners. Together, these core competencies will allow you to optimize everyday operations, implement dynamic processes, and develop a long-term strategy for thriving in an age of evolving mobility practices.

Serving over 3,000 locations across the U.S. in a variety of different venues, FLASH has the experience and the know how to successfully deploy customized solutions for customers. For operations that demand PARCS, valet, events or a combination of the three, we can deliver a comprehensive system that meets requirements and exceeds expectations.

FLASH was born in the cloud, which means that we have the most experience in the industry working in a true cloud environment. *We do not push data to an on-site server that is connected to the cloud*. Our equipment connects directly to the cloud via an Ethernet line, which means validations, rate pushes, on-line management, payments and reporting are done in real time. Payments can also be accepted via handheld devices so Ramp Ambassadors can accept payments anywhere.

With FLASH, asset owners and operators can configure a solution that supports the venue's current and future needs with functionalities like:

Current

- Self-serve to minimize or alleviate staffing requirements
- Local vendor support or the ability to self-maintain
- Dynamic yield management
- Able to provide complex, adjustable rate and validation structures
- Multiple validation options (print, electronic, text, stand-alone kiosk, printer chase tickets) and reporting to bill departments.
- Multiple access options including Bluetooth, controlled code, validations, pay on entry, RFID and more.

Additionally, our FlashPARCS solution is able to address the City of Birmingham's event parking needs in different methods:

- Gates down on exit when in event mode
- Pre-Pay scenario with payment via cash or credit card
- Patron pays for event at entrance and receives credential to exit
- Ability to deal with validations upon exit (e.g. validation issued by restaurants, etc.)

With the following capabilities:

- **Robust Payment Solution:** FLASH can accept EMV to support P2PE, Apple Pay and Samsung Pay, third-party reservations, credit cards, and cash
- **Flexible Rate Structure:** Our software allows for complex calculated rates, flat rates, Dynamic rates and the ability to calculate overstays
- **Remote Facility Management via Mobile app:** Our solution features the ability to change to an event rate and address other key operational tasks form your mobile phone in real-time
- **Post Event Exit:** Upon departure, guests will proceed to a FLASH Smart Station and scan their ticket to exit the parking facility
- **Validations:** In the event that a guest receives a parking validation, our system is able to calculate the fee reduction and process the transaction

Future Needs:

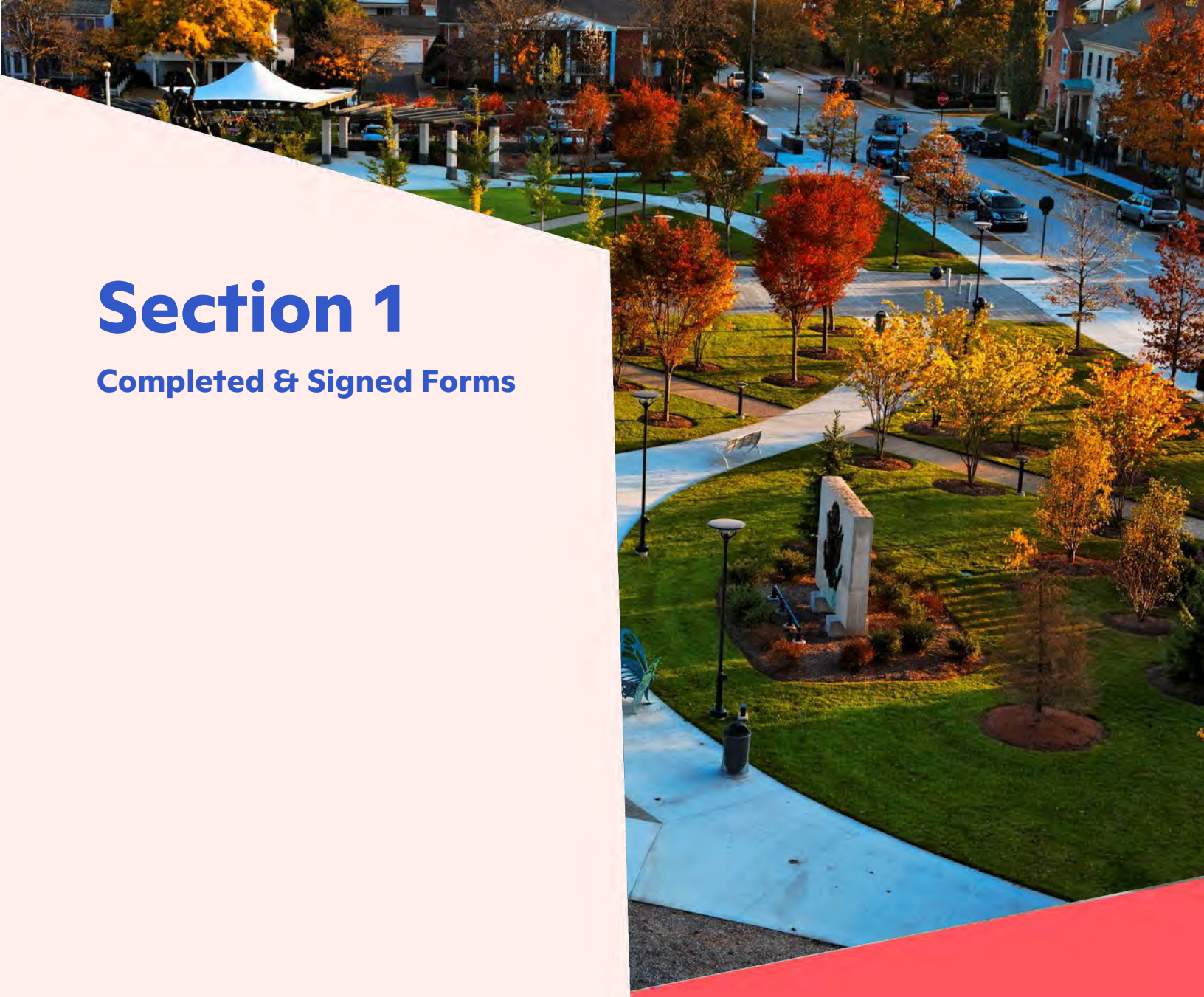
- Logistics and delivery access points for companies such as Uber, Lyft and Amazon
- Value-added services such as EV charging, cleaning, and servicing
- Integrations with transportation network companies and micro-mobility technologies
- Modern mobility services like autonomous vehicle access and eParking reservations

Please call the references we listed, and we would be happy to provide more. Whatever the venue, FLASH continues to provide world class parking solutions to industry leaders across the United States and we look forward to hearing from you about being your partner.

Again, thank you for your consideration.

JIM DUFON | VP Government Projects

Mobile (512) 547-9998 | james.dufon@flashparking.com



Section 1

Completed & Signed Forms

A. AGREEMENT (ATTACHMENT A)

See Section 1.E Legal Exceptions.

ATTACHMENT B - BIDDER'S AGREEMENT

For PARKING ACCESS AND REVENUE CONTROL SYSTEM

In submitting this proposal, as herein described, the Contractor agrees that:

1. They have carefully examined the specifications, terms and Agreement of the Request for Proposal and all other provisions of this document and understand the meaning, intent, and requirement of it. The Contractor agrees to specifically provide all services and documents as delineated in the Scope of Work unless otherwise noted and agreed to by the City of Birmingham

2. They will enter into a written contract and furnish the item or items in the time specified in conformance with the specifications and conditions contained therein for the price quoted by the proponent on this proposal.

Sam Goodner	June 27, 2022
PREPARED BY (Print Name)	**DATE**
Chief Strategy Officer	June 27, 2022
TITLE	**DATE**
DocuSigned by: Sam Goodner GC4435F2316940D	governmentbids@flashparking.com
AUTHORIZED SIGNATURE	**E-MAIL ADDRESS**
FlashParking, Inc.	
COMPANY	
3801 S Capital of TX HWY, Ste 250, Austin, TX 78704	512.547.9998
ADDRESS	**PHONE**
N/A	N/A
NAME OF PARENT COMPANY	**PHONE**
N/A	
ADDRESS	

ATTACHMENT C - COST PROPOSAL
For PARKING ACCESS AND REVENUE CONTROL SYSTEM

In order for the bid to be considered valid, Section 00 41 44 - Bid Form must be completed in its entirety.

PRICING

HARDWARE	$397,175
SOFTWARE	$2,200 per month (includes all upgrades and fixes)
INSTALLATION	$93,400 Installation $32,250 Implementation
WARRANTY	2-year parts warranty included $37,950 per year for years 3-5
OTHER	
TOTAL COST	$523,525 plus $2,200 per month for software

Firm Name FlashParking, Inc.

Authorized signature DocuSigned by: Sam Goodner CC4432E2336940D...

Printed Name Sam Goodner, Chief Strategy Officer

Date 6/27/2022

ATTACHMENT D - IRAN SANCTIONS ACT VENDOR CERTIFICATION FORM

For PARKING ACCESS AND REVENUE CONTROL SYSTEM

Pursuant to Michigan Law and the Iran Economic Sanction Act, 2012 PA 517 ("Act"), prior to the City accepting any bid or proposal, or entering into any contract for goods or services with any prospective Vendor, the Vendor must certify that it is not an "Iran Linked Business", as defined by the Act.

By completing this form, the Vendor certifies that it is not an "Iran Linked Business", as defined by the Act and is in full compliance with all provisions of the Act and is legally eligible to submit a bid for consideration by the City.

Sam Goodner	June 27, 2022
PREPARED BY (Print Name)	**DATE**
Chief Strategy Officer	June 27, 2022
TITLE	**DATE**
DocuSigned by: Sam Goodner CC4432E2336940D...	governmentbids@flashparking.com
AUTHORIZED SIGNATURE	**E-MAIL ADDRESS**
FlashParking, Inc.	
COMPANY	
3801 S Capital of TX HWY, Ste 250, Austin, TX 78704	512.547.9998
ADDRESS	**PHONE**
N/A	N/A
NAME OF PARENT COMPANY	**PHONE**
N/A	
ADDRESS	
45-1867889	
TAXPAYER I.D.#	

City of Birmingham – RFP Requests

Contractor will request the following changes to the Contract if awarded the job:

Payment Terms	Contractor will bill City 50% of the overall cost of the equipment upon signing this Agreement, or in any event no later than four to six (4-6) weeks before equipment is to be shipped to ensure timely completion of the project. Contractor will not ship the equipment until Contractor has received the payment. The remaining 50% will be billed to City following successful completion of the project and due Net 30.
Contract to cover installation only	This Agreement between Contractor and City only governs the installation of the parking equipment as defined in the scope of work below and does not govern the ongoing Software-as-a-Service (SaaS) required to run the parking equipment after it's installed. Those ongoing services will be defined in a separate SaaS agreement between Contractor and City. In the absence of a SaaS agreement between Contractor and City, the ongoing SaaS shall be governed by the standard Terms of Use as posted on https://www.flashparking.com/terms-of-use/ or linked through any web-based or mobile application used to access the SaaS.
Early Termination	Any termination or cancellation by City prior to the installation of the equipment shall be considered an early termination and will be subject to a cancellation fee equal to twenty-five percent (25%) of the Contract value or if a cancellation occurs after the equipment is shipped and/or installed at the City installation site, City hereby agrees to pay any cost of shipment back to Contractor and necessary deinstallation costs the discretion of Contractor. City will pay such cancellation fee on the early termination effective date.
Delivery; Risk of Loss.	Contractor shall arrange, with City's full cooperation and at City's cost, the delivery of equipment to the City facility where it is to be installed. The method of shipment and carrier shall be selected by Contractor. Upon delivery at the City-designated facility, the title to and the risk of loss for the equipment shall pass to City and, thereafter, the risk of loss for the equipment shall be borne by City. It is recommended, since City bears the risk of loss or damage of the equipment on-site, that City provide a secure, weather-controlled storage facility to store the equipment prior to its installation.
LIMITATION OF LIABILITY.	Except with respect to Contractor's indemnification obligations, in no event will Contractor (including its suppliers) be liable (a) under any claim arising out of this Agreement in excess of the amount of any actual direct damages or loss, up to the total payment made by City to Contractor; or (b) for lost profits or goodwill or for special, indirect, incidental, exemplary, punitive, or consequential damages, under any theory of liability, even if Contractor is advised of the possibility of such damages. Under no circumstances will Contractor be liable for third party claims against Cuty for losses or damages

	except with respect to Contractor's express indemnification obligations hereunder.
Warranty; Replacing Defective Equipment	If Contractor is unable to resolve the issue remotely, it will dispatch a technician onsite at no cost to City. If City does not wish to replace the defective Equipment (or component) and requests that Contractor replace the Equipment onsite, Contractor will dispatch a technician and will charge City for such services at Contractor's T&M Rate.
Assignment	Notwithstanding the foregoing, Contractor may (with notice but without the prior consent) assign this Agreement: by operation of law, pursuant to a merger or acquisition of all or substantially all of its stock or assets, or to its affiliates.

Section 2

Completed Projects

A DESCRIPTION OF COMPLETED PROJECTS THAT DEMONSTRATE THE FIRM'S ABILITY TO COMPLETE PROJECTS OF SIMILAR SCOPE, SIZE, AND PURPOSE, IN A TIMELY MANNER, AND WITHIN BUDGET.

OVERVIEW

FLASH has successfully implemented hundreds of go-lives across the country in multi-site locations including Municipalities, Airports, Hospitals, and Institutions. We are experienced working with general contractors, site management and engineering teams, to ensure a smooth installation. Our cloud-based system enables FLASH to provide software updates, rate changes, real time reporting and maintain PCI compliance remotely. We are native to the cloud and therefore do not install servers onsite which significantly reduces the implementation timeline. Since there are no servers to install we are able to pre-configure our systems to the specific needs of the City of Birmingham and can provide training prior to installing the equipment so the team operating the equipment is ready for revenue on day 1. FLASH can install the new system at City of Birmingham in approx. 3-4 days per facility. Communication is critical and needs to be well planned. From pre-install discovery to project kick off and through post installation wrap up, our well-trained staff are there and ready to lead communications every step of the way. FLASH staff would remain on-site for 3-5 days to confirm the system is fully functional and to answer any additional questions that may arise. The installation can be started within 4-5 weeks of receiving a signed agreement and Purchase Order, which would easily meet the the City required date of completion. We are a U.S. based company with main offices and manufacturing in Austin, TX, which means you are not waiting for overseas shipments.

With the experience gained from projects such as the City of Las Vegas, the City of Tallahassee, and the City of Virginia Beach, we are well acquainted with the complexities of a municipal PARCS installation and the importance of thorough communication and attention to detail. Our go-live is preceded by a thorough Commissioning process which includes onsite testing followed up with a second round of testing with remote verification. FLASH will also provide a dedicated go-live trainer to observe the initial go-live and be available until the City of Birmingham is comfortable with the system.

THE CITY OF LAS VEGAS

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

City Centre Garage is a very busy location serving the courthouse across the street and typical parkers include courthouse visitors, courthouse employees, and law enforcement vehicles. The Flash PM was tasked with putting together an installation schedule that would minimize impact to parkers and revenue loss to the city. The PM spent some additional time at City Centre Garage to understand the existing network which would be reallocated to the Flash system. The city managed their own network and had specific requirements for devices using their network. It was then decided that a test PARCS device would be installed on the network and tested prior to swapping out equipment. This turned out to be a good decision because we immediately encountered various issues that kept the PARCS device from communicating. The PM coordinated multiple calls with the city's IT manager to work through these issues to resolution. Once everyone was confident in the solution, the Flash installation contractor commenced the physical equipment installation with a plan that always left an active entry and exit lane available for traffic flow.

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

THE CITY OF TALLAHASSEE

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

Network

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

Permits

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

Occupancy Signage

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

THE CITY OF VIRGINIA BEACH

The initial agreement with the City of Virginia Beach consisted of 3 garages, in a high traffic area, supporting both business and visitors. All payment kiosks were outfitted with Windcave EMV chip and tap readers and AVI was installed for monthly parkers and valet services. The City preferred that we reuse the existing gates, so the gates were inspected and our team determined that this would be an acceptable approach.

We successfully installed the PARCS for the City in just 2 weeks, despite the City's need for custom hardware and software development for the cashier system. We also provided custom fabricated mounting poles for AVI.

Our project management team, led by Seth Carroll, created an internal product development timeline, using a Gantt chart, to track progress. Early in the process, this was provided to and approved by all stakeholders to outline the work breakdown structure, including responsibilities of the City, Flash staff as well as local subcontractors. The FLASH Project Manager was also responsible for scheduling an in-person site walk, a Theory of Operations meeting, and for scheduling regular project cadence calls to ensure that the project remained on schedule. The Project Manager was also involved in the actual commissioning of the site installation and training of the City's team.

Section 3

Project Timeline

EXECUTIVE SUMMARY

After reviewing the RFP, we believe that FLASH would be an ideal partner for the City of Birmingham, MI. FLASH installs 45-50 new systems each month, mainly replacing antiquated systems similar to your current equipment. We are experienced working with general contractors and city staff to ensure a smooth installation. Also, our cloud-based system enables FLASH to provide software updates, rate changes, real time reporting and maintain PCI compliance remotely.

FLASH can install the new system at the name of garage in approx. 3-4 days (per garage). FLASH staff would remain on-site for several days to confirm the system is fully functional and to answer any additional questions that may arise. The installation can be started within 5 weeks of receiving a signed agreement and Purchase Order.

We understand that there are other PARCS providers. However, based on the requirements in the RFP, not only will our PARCS equipment satisfy your current requirements, we also future proof your investment via our ongoing Research and Development. With FLASH, you can have the assurance that your PARCS solution will solve your parking needs for years.

FlashPARCS is designed to be self-serviced, if the City of Birmingham chooses to go that route. We would train staff on servicing the kiosks. The staff would have 24/7 access to FLASH's Support Line, where calls can be escalated to a Level 2 Engineer. With that said, if the City of Birmingham wants FLASH to provide service, we can utilize our relationship with our local Flash Affiliate Member (FAM) partner, Auito Electric. Ryan Auito has extensive experience with our product line and has done dozens of installations for us in the State of Michigan. We would be happy to discuss both options in greater detail. Per the requirements of the RFP, we have included a two year parts warranty.

Thank you for the opportunity to submit this proposal and please do not hesitate to ask if you have any additional questions or need us to clarify any component.

PROJECT TIMELINE

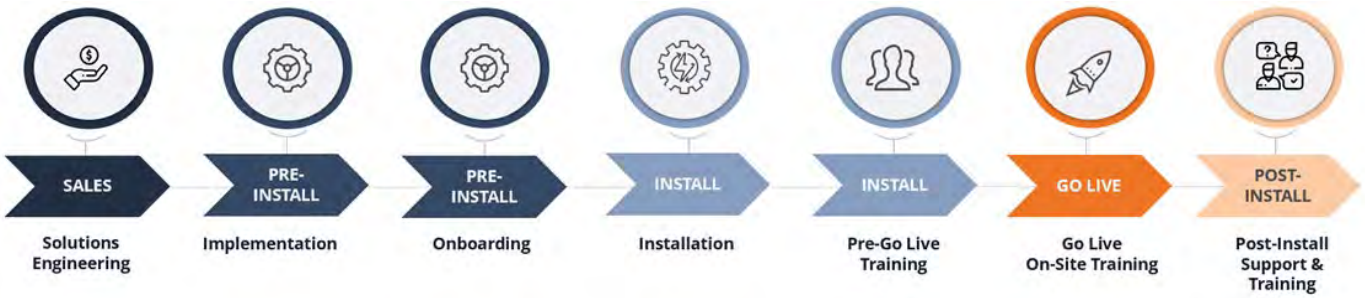
OVERVIEW

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

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

1. Organizational Chart

2. Development & Deployment Overview Approach



SALES: FLASH's sales/solutions engineering team works with the client to create a Theory of Operations document that identifies equipment/solution needs.

- **PRE-INSTALL:** There are two parts to this phase: Implementation and Onboarding. During Implementation, a Project Manager works closely with the client on installation planning, equipment purchasing, and solution training. During Onboarding, a specialist gathers info and key deliverables from the client to properly build out the backend of the solution. As the Implementation and Onboarding wrap up…it's go time!
- **INSTALL:** During the installation, a commissioner oversees and manages the FLASH's operations team as they install the solution and communicate daily with key internal and external stakeholders to ensure a seamless, smooth roll out. Towards the end of the install, a FLASH representative will connect with customer to schedule online and on-site training (if purchased).
- **GO LIVE:** Systems are a go! Customers have the option of booking a Go Live Trainer to train during the initial Go Live phase. As the Go Live phase comes to an end, a transition kick-off call introduces the client to client services and account management teams.
- **POST-INSTALL:** Our support and training team are always a phone call away. Each team will provide providing assistance in training and support escalation ensuring that the client is getting the most value out of the FLASH platform.

3. Development & Deployment Detailed Approach

Sales/Solutions Engineering Phase

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

Pre-Install Phase

- **Implementation:** We will dedicate a seasoned Project Manager to handle all logistics related to the implementation phase to ensure a smooth transition. During this phase the Solutions Architect and the Project Manager collectively work together and set a weekly communication rhythm with internal and external stakeholders to discuss theory of operations and identify site-specific requirements and development needs.
- **Onboarding:** An important part of the implementation phase is onboarding. For each venue, an Onboard Specialist creates an onboarding project in Task Ray with key milestones and deliverables prior to the installation, followed by a configuration kick-off call that informs client of next steps in customizing their FLASH Solutions. The Onboard Specialist gathers and coordinates site-specific onboarding deliverables and identifies any development needs for the Development Team.
- **Pre-Install Training:** We are proud to offer a tiered training that kicks-off with our Pre-install Trainer conducting a pre-install webinar. To help train the customer on how to use FLASH solutions, the trainer lays out the Training Webinar agenda that includes reporting, validations, rate structures, monthlies, and more. If

additional help is needed, the trainer is available to do onsite Go Live training (if purchased) to address specific concerns. Towards the end of the Pre-Install Phase, a Commissioner is assigned to kick-off the Installation phase.

Install Phase

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

Post-Install Phase

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

SAMPLE PROJECT SCHEDULE

If awarded this opportunity, not only will the FLASH team be available according to the proposed timeline, but FLASH will be responsible for the installation. A FLASH Project Manager will be assigned to oversee the project team, from contract signature to final testing, and a FLASH Commissioner will be on site to oversee installation.

The sample schedule below assumes that the installation process would begin approximately 30 days after Award of Bid on August 15th. Upon award, we would be happy to work with the City on a formal schedule that meets the needs of your team.

Task Name	Assigned To	Start Date	Due Date
Equipment Ordering			
Contract Signed	Sales	9/15/2022	9/15/2022
Deposit Invoice Sent	Accounting	9/18/2022	9/18/2022
Deposit Paid	Accounting	10/3/2022	10/3/2022
Equipment Delivery Date	Flash PM	10/14/2022	10/14/2022
Weekly Conference Calls			
Kick Off & Scheduling of Calls	**Flash PM & Client Team to review deliverables each week to the final installation.**		
Installation & Equipment Delivery Schedule	Reviewed between Flash Team & Client Team	10/3/2022	10/3/2022
Review Contract for Entity of Deposit (MID)	Reviewed between Flash Team & Client Team	10/3/2022	10/3/2022
Onboarding and Configuration			
Onboarding Calls	Flash Team & Client Team	10/3/2022	10/20/2022
Rates, Monthly Parker, Validations, etc.	Flash Configuration Specialist & Client Team	10/3/2022	10/13/2022
Credit Card Setup			
Provide Location with Flash VAR Form	Client Staff	10/3/2022	10/13/2022
Return Flash VAR	Client Staff & Flash Setup	10/13/2022	10/17/2022
CC Forms Provided to CC Set Up Dept	Configuration Specialist	10/13/2022	10/17/2022
Network Set Up			
Client to Provide Internet	Client Staff	10/14/2022	10/17/2022
Conduit Installation	Flash Installer	10/14/2022	10/19/2022
Low Voltage Cable Pulls	Flash Installer	10/14/2022	10/19/2022
Civil Work	Pre-Install / GC / Flash Installer	10/14/2022	10/19/2022
Conduit Installation	Pre-Install / GC / Flash Installer	10/14/2022	10/19/2022
Low Voltage Cable Pulls	Flash Installer	10/14/2022	10/19/2022
Installation			
Equipment Installation			
Removal of Current Equipment	Scheduled systematically to reduce downtime	10/20/2022	TBD
Terminate Cabling	Flash Installation Team (CX + Installer)	10/20/2022	10/20/2022
Entry & Exit (Equipment Boltdown)	Flash Installation Team (CX + Installer)	10/21/2022	10/23/2022
Final Terminations	Flash Installation Team (CX + Installer)	10/21/2022	10/23/2022
Testing All Lanes and Funtionality			

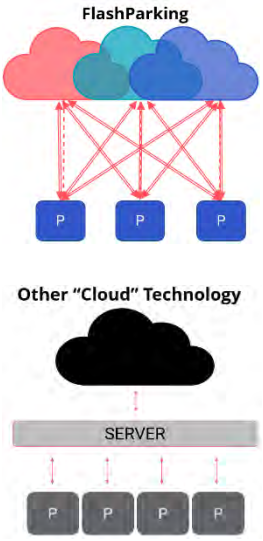
HID Prox Cards	Flash CX	10/24/2022	10/24/2022
Credit Cards	Flash CX	10/24/2022	10/24/2022
Bluetooth	Flash CX	10/24/2022	10/24/2022
Intercoms	Flash CX	10/24/2022	10/24/2022
Barrier Gates	Flash CX	10/24/2022	10/24/2022
Ticket Issuing	Flash CX	10/24/2022	10/24/2022
Receipts	Flash CX	10/24/2022	10/24/2022
Validations	Flash CX	10/24/2022	10/24/2022
Loops	Flash CX	10/24/2022	10/24/2022
Training			
System Training			
Schedule Training	Flash PM	10/20/2022	10/20/2022
Assign Trainer	Flash PM	10/20/2022	10/20/2022
Set Training Date/ Time - Link to Flash	Client Staff	10/20/2022	10/20/2022
Server/Software Training			
Setting up new users	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Assigning access levels	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Adding monthlies/Employees	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Changing Passwords	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Creating Rates	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Creating Validations	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Online Validations	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Printing Validations	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Running Reports	Flash Training Team / Online or Onsite	10/23/2022	10/23/2022
Lane Equipment Training			
Paper Stock Replacement	Flash CX & Client Team	10/24/2022	10/24/2022
Intercom Functionality	Flash CX & Client Team	10/24/2022	10/24/2022
Bluetooth Functionality	Flash CX & Client Team	10/24/2022	10/24/2022
Error Messages Meaning	Flash CX & Client Team	10/24/2022	10/24/2022
Lost Ticket Button	Flash CX & Client Team	10/24/2022	10/24/2022
Cancel Button	Flash CX & Client Team	10/24/2022	10/24/2022
HID Prox Usage	Flash CX & Client Team	10/24/2022	10/24/2022
Credit Card Terminal	Flash CX & Client Team	10/24/2022	10/24/2022
Locking Equipment	Flash CX & Client Team	10/24/2022	10/24/2022
Barrier Gate Functionality	Flash CX & Client Team	10/24/2022	10/24/2022
Maintenance	Flash CX & Client Team (Incl. Parking & Security)	10/24/2022	10/24/2022
Deliver Keys and Manuals	**Flash CX**		
System Go Live	**TEAM**	10/24/2022	10/24/2022
Punch List			
Punch List Item #1	Flash CX	10/27/2022	10/30/2022

Punch List Item #2	Flash CX	10/27/2022	10/30/2022
Punch List Item #3	Flash CX	10/27/2022	10/30/2022
Acceptance Testing	Flash CX	10/27/2022	10/30/2022
Asset Inventory Tagging	Flash CX	10/27/2022	10/30/2022
Network Diagram	Flash CX	10/27/2022	10/30/2022
Implementation Guide	Flash PM	10/27/2022	10/30/2022
Final Walk Through	Flash CX	10/27/2022	10/30/2022
Email / Post Installation Call	Flash PM	10/27/2022	10/30/2022
Final Invoice Sent	Flash PM	10/30/2022	10/30/2022

PROJECT APPROACH

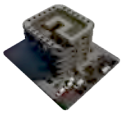
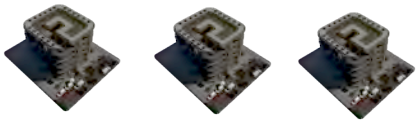
CLOUD-BORN VS. CLOUD-BASED

Using the strength and technology of the Microsoft Azure platform, FLASH has built PARCS for the here and now to the continuing evolution of Mobility Hubs. FLASH was born in the cloud, which means that we have the most experience in the industry working in Azure cloud environment. Unlike other PARCS manufacturers, we do not push data to an on-site server that is connected to the cloud, we are truly in the cloud. Our equipment connects directly to the cloud via an Ethernet line. This means validations, rate pushes, on-line management, payments and reporting are done in real time. Just as a point of reference, today's cloud supports Salesforce's Customer Relationship Management (CRM) and the world of Micros Opera Point of Sale Systems. Today's cloud is Fast, Powerful and Reliable giving your PARCS system the ability to exceed expectations for speed and adaptable design.



STRATEGIC SOLUTIONS FOR SITE LEVEL, ENTERPRISE, AND SMART CITIES

FLASH's cloud-based platform has made it possible to strategically architect solutions to deliver everything from perfect parking at the site-level all the way up to connected mobility hubs for Smart Cities.

STRATEGIC SOLUTIONS	CORE DIFFERENTIATORS	RESULTS & IMPACT
1. PERFECTING THE PARKING EXPERIENCE AT THE SITE LEVEL  FLASH's industry-leading, future-ready infrastructure has perfected the parking experience at the site level (garages, surface lots, valet stands).	These 3 Differentiators Drive All Our Solutions... **Future-ready Infrastructure** 	**4.2 BILLION** Transactions Processed **100+ MILLION** Vehicles Parked **5.1 MILLION** Parkers per Month on Average **$1+ BILLION** Processed Annually **3,000+** Customer Locations
2. DELIVERING EXCELLENCE ACROSS YOUR ENNTERPRISE PORTFOLIO  While competitors retrofit outdated solutions, FLASH's "cloud-first" approach is delivering cost-efficiencies, easy upkeep, redundancies, and scalability for enterprise operations, from portfolio-wide down to the site-level.	**Unrivaled Cloud Intelligence & Security**  Our cloud-based systems deliver unprecedented business intelligence that maximizes asset value and enables urban mobility.	"We chose FLASH and LAZ Parking to not only help us modernize our facilities and delivera best-in-class parking experience for our patients, visitors, and employees but also to help TMC better respond to the evolving mobility ecosystem." --Shawn W. Cloonan, COO, TMC **44 days** 200-lane PARCS installation at Texas Medical Center—the world's largest medical complex—in just 44 days! **30,000** Parking Spaces **39** Garages & Surface Lots **10 million** People Served Annually **61%** Drop in Support Calls
3. CONNECTING MOBILITY HUBS FOR SMART CITIES As our operating partners manage, broker, and monetize the evolution of traditional parking assets (garages and lots), our technology layer is the only solution that can enable new transactions via a secure, real-time engine, with frictionless movement of all vehicle types. At scale, with the right demand-side data via consumer app integrations, FLASH's connected MobilityHub represents a practical solution to urban congestion, facilitating an efficient mobility ecosystem.	**World-Class Customer Experience** 	"As a business who has the ability to influence urban mobility significantly, it was imperative for us to work with a technology partner that could help us innovate to solve the growing congestion issues facing urban populations. Partnering with FLASH will allow cities, like our hometown of Philadelphia, to benefit from the real-time data and business intelligence that can help win the war on congestion." - Robert Zuritsky CEO of Parkway Corporation

1. PERFECTING PARKING AT THE SITE LEVEL

FLASH's industry-leading parking technology platform has perfected the parking experience at the site level for garages, surface lots, and/or valet stands. Our three competitive differentiators—future-ready infrastructure, unrivaled intelligence and security, and world-class customer experiences—deliver unique features and benefits that position FLASH as the best platform for your needs today and into the future.

FEATURES	BENEFITS	VALUES (CORE DIFFERENTIATORS)
Plug-and-play, USB-Based System (PARCS)	☐ Upgrade components individually as new technology emerges à gain new capabilities without replacing the entire machine ☐ Easy to perform DIY maintenance and replace components as needed à minimal downtime and no maintenance technician required	 **FUTURE-READY INFRASTRUCTURE** A forward-looking philosophy that reduces the long-term costs of updating with new technologies, upgrading as needs change, and driving innovation and industry leadership.
Built for the cloud platform	☐ Ability to scale operations up or down as needs change ☐ No on-site software programming required – kiosks are ready to use upon arrival ☐ Can mirror programming on any new kiosk ☐ Can adjust software configuration across system of kiosks ☐ Remote software updates performed automatically for zero downtime	
Direct business model	☐ Unmatched installation times ☐ Direct sales ☐ Customization capabilities ☐ Collapsed supply chain allows for customer feedback to influence product development	
Data analytics	☐ Price dynamically based on supply and demand ☐ Data-based decision making and strategy ☐ Drive revenues ☐ Maximizes asset value	 **UNRIVALED CLOUD INTELLIGENCE & SECURITY** Powerful business intelligence offers deep, broad ecosystem visibility that powers operational efficiency.
Cloud-based software	☐ Anytime, anywhere access ☐ Unified platform across portfolio ☐ System-wide visibility	
PCI DSS Level 1 Service Provider	☐ Ability to process over 300,000 credit card transactions each year safely and securely ☐ Reduced risk of a credit card data breach ☐ FLASH assumes 99% of the responsibility in maintaining compliance	

FEATURES	BENEFITS	VALUES (CORE DIFFERENTIATORS)
Open API software	☐ Ability to interface with consumer-facing apps ☐ Integrations with third-party products platforms, and services	
PARCS and valet on one platform	☐ Seamless user experience ☐ Maximized space utilization ☐ Increased visibility reduces revenue leakage	 **WORLD-CLASS CUSTOMER EXPERIENCE** Deliver benefits of innovative technologies to delight users, drive loyalty, and stay ahead of competitors
Software development kit	☐ Empowers partners to connect FLASH programs to existing or new apps	
Cutting-edge user-facing technology	☐ Deliver innovative features today that will become expectations tomorrow (i.e. mobile payments, Bluetooth access) ☐ Intuitive user interface for easy-of-use ☐ Constantly exceeding expectations ☐ Increased customer loyalty	

2. DELIVERING EXCELLENCE ACROSS AN ENTERPRISE PORTFOLIO

Threats of Enterprise Organizations

The current model of managing an entire asset portfolio of parking assets with multiple parking technology systems poses many threats to large enterprise organizations including:

1) Disparate, Non-cloud-based parking systems
2) No Real-time Visibility and Reporting
3) Exorbitant Compliance and Hardware Costs
4) Rigid, Antiquated Technology
5) A Rapidly Evolving Ecosystem.

All these threats dissipate when you unify your enterprise portfolio under a unified parking technology system.

The Industry's Only Cloud-based Platform Delivers Enterprise Excellence

However, enterprise portfolios cannot operate on legacy infrastructure. On-premise servers, time-consuming maintenance, and unreliable hardware leaves parking assets isolated and costly. While competitors retrofit outdated solutions, FLASH's "cloud-first" platform is delivering cost-efficiencies, easy upkeep, redundancies, and unlimited scalability for large enterprises and smart cities. Our competitive differentiators allow us to deliver enterprise excellence via our:

Future-ready Infrastructure

- Extensible hardware
- Self-service USB-based components
- No special technician preventative maintenance requirements
- Networked mobility hubs – built for the cloud. Not hosted in the cloud.
- Standard open API framework allows for ease of integrations

Unrivaled Cloud Intelligence & Security

- Managed PCI compliance – The parking provider outsources 98% of the PCI duties to the Level 1 Service provider.
- Unified software package (surface/garage/valet on one platform)
- Business intelligence with a 360-degree view of entire enterprise portfolios from single to multi-site view
- Yield management engine
- Mobile-first allows customers to manage entire operations from the palm of their hands

World-Class Customer Experiences

- Frictionless access via proprietary, patent-pending Bluetooth beacon technology
- An iOS and Android Software Development Kit allowing operations to embed frictionless access in consumer facing applications

3. CONNECTING MOBILITY HUBS FOR SMART CITIES

The Mobility Challenge

It is the threat presented by increasing urbanization, increasing vehicle miles traveled, and congestion within deteriorating infrastructures causing emissions and clutter to rise, productivity to drop, and public health concerns and costs to society as result. It is a challenge facing individuals, communities, and businesses like you.

The Solution

As the mobility ecosystem evolves to accommodate new market entrants like Transportation Network Companies (TNCs), eScooters, eBikes, UAV (drone) deliveries, electric vehicles, and self-driving cars, traditional parking assets will need to preemptively act to maintain their relevance. By networking traditional parking assets into the mobility ecosystem to serve a broader set of needs, operators and asset owners will be able to stake a sustainable position within the mobility ecosystem and establish mutually-beneficial business relationships—all while supporting societal welfare.

Turning Isolated Parking Assets into Connected Mobility Hubs

FLASH's platform delivers the mobility infrastructure our cities need to turn parking garages turn into connected mobility hubs that can support all these flashy mobility technologies. With the mobility infrastructure in place, asset owners and operators can manage these connected mobility hubs, actually offer scooters and autonomous vehicles a place to live, and ultimately have that real impact on congestion and emissions.

PROPOSED SOLUTION

OVERVIEW

FLASH offers the most advanced cloud-based PARCS solution for any venue type and size. From overnigh ng and monthly parking in office buildings to complex mixed-use developments that offer robust validati nt parking, FlashPARCS allows you to manage and maximize your operation from a desktop, tablet, or mobi

With FlashPARCS you can expect:

- A single platform that offers 360-degree, holistic view of operations across an entire asset portfolio down to the individual site-level.
- Real-time, cloud-based intelligence to help deliver a superior, mobile-first customer experience.
- A robust electronic validation system that offers six different methods of validating
- The ability to change rates and other key operational tasks from your mobile phone in real-time.
- Over 300standard reports are available in the administrative portal with on-demand and scheduled reporting capabilities; our open API architecture can push data directly to Business Intelligence dashboards for ease-of-use and powerful analytics.
- Open API framework that offers seamless integrations with a variety of third-party applications, including: Hotel PMS systems, eParking Reservation systems, and more.
- Streamlined implementation and installation process managed by our own Installation team from end to end.
- Entry/Exit Smart Station is highly customizable. Whether it will be used to manage transients or monthlies, the software package is configured before shipment.
- All peripherals on the Smart Station are part of a plug-and-play (USB-based) system and can be swapped out in the existing machine as new technology emerges.
- A FlashCare Maintenance Kit contains replacements for major components so operators can quickly replace parts in a matter of minutes with minimal downtime.

HIGHLY CONFIGURABLE TO MEET YOUR NEEDS

Managing access and revenue can be a complex endeavor when you're handling multiple parker types and configuration needs. That is why we have an extensive list of additional features and functionalities available as configurable add-ons to ensure your PARCS solution meets your requirements and provides the services that matter to your parkers.

Display:

- **Multi-lingual module:** Smart Stations can be configured with multiple language options.
- **Display current rate on entry kiosk:** Display parking rates on entry kiosk

- **Digital rate display via monitor:** Display parking rates on digital display
- **Digital operations queue monitor:** Display equipment notification

Access & Revenue:

- **Access and Revenue Control:** Software allows for complex calculated rates, late fees, lost tickets, eValidations, and eParking Access.
- **Ticketless access via credit card and mobile number:** Instead of a paper ticket, transients can use a credit card or mobile number as their ticket.
- **Interactive Voice Recognition (IVR) System for Monthly Parkers:** Registered parkers can gain entry and exit in a parking facility by calling from their registered mobile phone, reducing call for help volumes.
- **Third-party access control module (AVI, LPR and others):** FLASH offers integrations with a wide range of products; this module enables ongoing support for API integrations.
- **FLASH mobile app module (BLE):** Our mobile app provides access control for monthly parkers via Bluetooth access.

Payment:

- **Credit card (with EMV chip payment option):** EMV chips or Magstripes can be accepted by a secure credit card reader.
- **Handheld Mobile Cashier:** An ideal feature for events, payments processed by a mobile device will allow guests to pre-pay upon entry or post-pay at the exit.
- **Validations:** Secure access for customers, clients, and merchants to validate electronic or printed validations from any browser, or via Mobile App or via Text – for unlimited users and departments.
- **Pay-on-Foot/Vehicle Retrieval Kiosk:** Provide your guests with the ability to pay in advance as well as request their car from a standalone unit.

Management:

- **Online monthly parker module:** This module allows for auto online enrollment, auto-billing/invoicing, and credit card payment.
- **Validations (printed or electronic):** Secure access for customers, clients, and merchants to validate electronic or printed validations from any browser, or via mobile app or via text — for unlimited users and departments.
- **Analytics and business intelligence solutions:** Access smart, intuitive data analytics and reports to stay on top of your operations 24/7
- **Advance portal for customer service module:** This module includes advance functionality for remote management of parking facilities.
- **On-demand based pricing module:** This module allows for an operator of asset owner to optimize garage rates based upon garage occupancy.

Other Features:

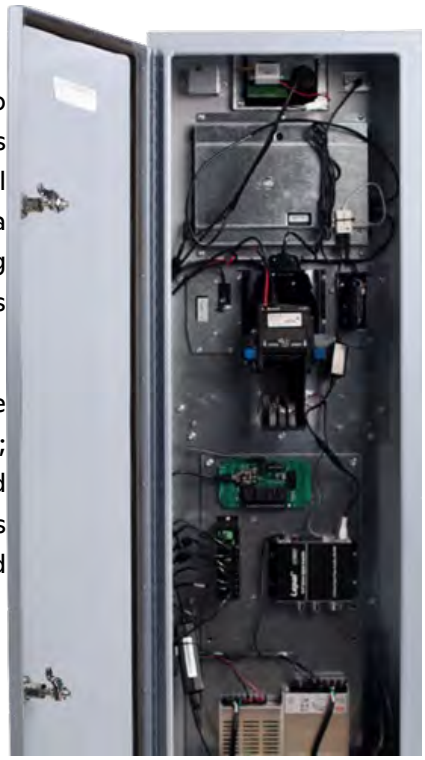
- **Contract/Monthly parker management (via AVI, Prox, LPR, etc.):** Monthly parking can be simplified with technologies like Prox cards, Automatic Vehicle Identification (AVI), and License Plate Recognition (LPR) that reduce interaction with kiosks.

- **Third-party call center solution including Parker Video Intercom two-way video support:** FLASH's Smart Stations support call center options including Commend, Umojo, and Parker Video Intercom two-way intercoms for premium customer service offerings.
- **eParking Online Reservation modules:** FLASH is integrated with all major eParking online reservation systems, allowing you to connect with the eParking vendor of your choice.
- **Access zones and access restrictions:** Restricted areas can be created with additional points of access, easily controlled by prox cards or guards, beyond the initial gate entry.
- **Reversible lanes:** Since our Smart Stations can be configured for entry or exit, lanes can be set-up to perform an entry or exit role at different times.

SOFTWARE PLATFORM

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

HARDWARE OVERVIEW



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

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

Products

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

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

Wall Mount Smart Station: The Wall Mount Smart Station brings together all the functionality enjoyed in our full-sized Smart Station, but in a compact unit. This fully functional unit is perfect for tight spaces: it can be bolted on to a garage wall or mounted on a pedestal; it is also ideal for a venue looking for a pedestrian access kiosk. The Wall Mount Smart Station is available in the following configurations: Entry/Exit, Pay-on-Foot, Multi-Space Meter, Pedestrian Access, and/or as a Self-Validation machine.

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

Frictionless Access: Frictionless access, a.k.a. automatic vehicle identification (AVI), is no longer a luxury—it is quickly becoming the standard for monthly parkers. Parkers want to be able to come and go without having to roll down their car window, which is why FLASH offers full integrations with Tagmaster, TransCore, HTS's License Plate Recognition (LPR) system, as well as our own proprietary Bluetooth access option. Depending upon your venue and operational needs we have a frictionless access option that will take your monthly parking to the next level.

FlashBeacon: Bluetooth Beacon Technology: All FLASH Smart and Mini-Smart Stations come standard with FlashBeacon, our proprietary frictionless Bluetooth beacon technology. This technology is different the traditional Bluetooth technology available to speakers and mobile ready devices. The FLASH Bluetooth beacon transmits a directional signal 8 FT in the direction of a single lane. The technology is designed to target the mobile device of the guest seated in the driver's seat. The beacon works like an AVI scanner in the sense that it pulses a signal in the entrance or exit lane of the garage. It is constantly searching for the credentials of a tenant to be able to grant access. This process works like a traditional AVI windshield tag, but instead uses a mobile device. The parker would just need to download the FLASH app to be able gain access to the garage via Bluetooth. It's that simple.

AUDIT AND REVENUE CONTROLS

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

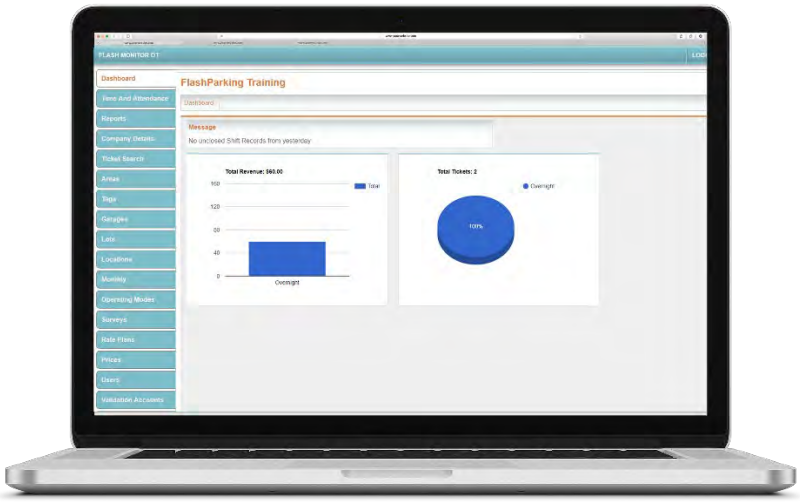
Audit Controls & Tools

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

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

FlashPARCS Management App

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



REPORTING

Overview

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

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

FlashPARCS has over 300 on-line reports that are available to any user via Administration Rights. These reports can be accessed through any connected device. Several reports can be scheduled to be delivered to an email address every day. The reports cover everything that happens via the FlashPARCS equipment, including Counts, General Totals, Detailed Transaction Reports, Card Holder Reports, etc. Examples of reports are available upon request.

Total Visibility

With over 300 reports to choose from, you'll be equipped with intelligence on every facet of your operation. FLASH's integrated platform allows for combination reports that can merge PARCS and valet data into one seamless summary. Data points can also be pushed to other individuals or programs via API for total visibility.

Popular Recommended Reports Include

- **Location Summary Hotel**
  Not just for hotels, this comprehensive report provides an executive-level summary of tickets processed per price per kiosk. It also provides a payment summary broken down by tender type and includes a sub-report that provides the number of vehicles processed per fee.

- **Location Transaction Detail**
  For a closer look at transactions, details including ticket number, arrival, departure, duration, and payment information can be found in this report. At the end of the report is the total amount transacted as well as an average duration and coupon summary.

- **Contact Center Detail**
  This report provides information on support calls made through any kiosk in the system.

- **FlashPARCS Vend Exceptions**
  For details on each time the "vend" function was used in the mobile app or when the gate was vended via a support call, this report will provide the source of the command, the kiosk on which it was performed, the time, and any notes associated with the action.

- **Location Issued Ticket Detail**
  Run this report for a detailed list of all transient tickets that were issued for a selected time period per kiosk.

- **Occupancy Per Hour (PARCS)**
  This report provides the number of vehicles that entered and exited per hour, along with a running total and identifies the peak hours.
- **Electronic Payments**
  The Electronic Payments report provides details for each credit card transaction and breaks down subtotals per credit card type.

- **eValidation by Date and Validator**
  All electronic and printed validations are provided in this report alongside the duration of stay, discount amount (for billing back), and amount paid. Subtotals for the validation usage per validator are also included.

- **Kiosk Summary**
  Similar to the Location Summary Hotel, this report details transactions but separates them out by individual kiosk.

Intelligent Decision Making

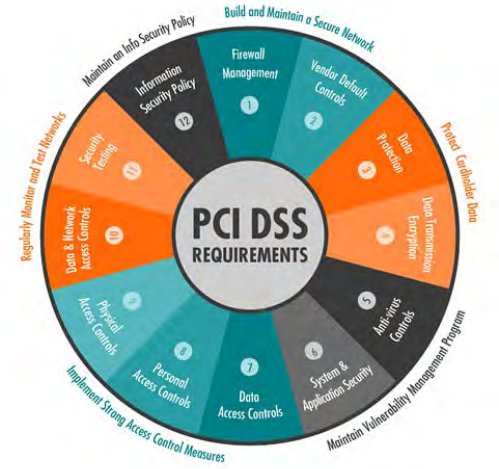
Using data to make strategic business decisions will boost efficiency and revenue. For instance: tracking the patterns of transient and monthly parkers allows you to maximize occupancy and revenue by filling underutilized spaces; recognizing the average duration of a stay can inform pricing decisions as well as offer valuable customer data to your tenants. ***(FLASH Reports Overview)***

PCI COMPLIANCE

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

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

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



MANUFACTURING AND SPARE PARTS

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

We have an innovative approach to servicing our FlashPARCS equipment. Our kiosks are designed to be maintained by on-site support staff, therefore alleviating expensive and quite often delayed service calls. The kiosks are modular, meaning any part can be replaced within seconds and utilizing only a screwdriver. Our equipment is always on-line; therefore, we ping each unit every 15 seconds for a heartbeat, which means we know almost immediately if anything ever malfunctions. We then send a notification to on-site staff so that they can address any issue immediately. There is no need to wait for an expensive technician to schedule a service call the next business day. "Maintenance Kits" are available so staff can have immediate access to a replacement part; the Kit contains a replacement part for all the major components in the kiosk.

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

SUSTAINABILITY

FLASH makes significant efforts to provide Environmentally Preferable Products and services in several ways, including our overall methodology.

Energy consumption in manufacturing and transport: Because we assemble all of our machines in the US, long-distance transportation is not required to get finished product to our clients. We can also bulk-ship the equipment to reduce energy waste. Because FLASH uses currently developed parts rather than proprietary parts, we minimize the manufacturing output and reduce energy consumption.

Packaging & Recyclability: The cardboard and foam used in our packaging is 100% recyclable. Additionally, our packaging foam is made from recycled materials.

Reducing Waste: The FlashPARCS system is designed with the guiding principle of "fewer moving parts = less chance for a breakdown." Replacing or upgrading individual components can be done in a matter of minutes in a USB-based, plug-and play hardware system. When needed, we replace parts rather than the whole kiosk, reducing waste.

Future-Ready FlashPARCS: As the mobility ecosystem evolves to accommodate new market entrants like Transportation Network Companies (TNCs), eScooters, eBikes, UAV (drone) deliveries, electric vehicles, and self-driving cars, *traditional* parking manufacturers will need to preemptively act to maintain their relevance. FLASH **currently** networks traditional parking assets into the mobility ecosystem to serve a broader set of needs.

By utilizing FlashPARCS, the City will stake a **sustainable position** within the mobility ecosystem, supporting societal welfare. You will meet your current needs, while becoming future ready with our sustainable PARCS equipment.

WARRANTY

POWERFUL SOFTWARE

The foundation the FLASH parking solution is in its software. Our cloud platform enables core business logic and functionality to run with more reliability than onsite systems that can quickly become neglected and out of date. As new functionality becomes available, most updates – whether it be optional upgrades or mandatory security updates – are added with simple over-the-air software configurations. This approach lets FLASH simplify the design of all onsite hardware so that we provide you with the most reliable and cost-effective solution on the market.

PLUG-AND-PLAY HARDWARE

All necessary hardware in our kiosks is connected via a USB-based, plug-and-play system in which components can be individually screwed in and out to be upgraded or updated as needed, without replacing the entire kiosk. Spare parts can be found in the FlashCare Maintenance Kit and switched out within minutes.

CLOUD SOLUTION

We run completely in the cloud, which means that there are no expensive onsite servers that can become neglected and expose the asset owner to operational or security failure. Client data is securely housed and backed up on Microsoft Azure cloud servers, enabling FLASH to help clients troubleshoot issues remotely and fix any backend issues without requiring onsite intervention.

OVERVIEW

FLASH's combination of powerful software, plug-and-play components, and a cloud-born solution results in minimal service issues for our clients compared to legacy equipment solutions. Our current rate of resolving issues remotely is at 99%, with only 1% of support requiring an on-site technician. When they occur, most technician dispatches are completed within twenty-four (24) hours. This supported self-service model has maintained these service levels with enough reliability that the Texas Medical Center (TMC), a multi-hospital campus with some 200+ lanes of equipment, made a decision to wind down embedded technical support.

COVERAGE AND METHODOLOGY

- Two (2) years warranty for parts, leveraging the supported self-service model above
- We will train your staff on servicing the kiosks and supply your team with an inventory of parts
- During the warranty period, your staff will have 24/7 access to the FLASH Support Line. All calls can be escalated directly to a Level 2 Engineer
- Should any part fail, with the assistance of our Support Line team, your staff will remove the failed part and replace with the plug-and-play replacement component
- Warranty replacement will be provided through a return material authorization (RMA)

- If your staff is unable to resolve the issue, FLASH will dispatch our regional service partner to be onsite within the agreed upon response time

LEAD TIMES

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

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

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

PREVENTIVE MAINTENANCE

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

INVENTORY

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

We have an innovative approach to servicing our FlashPARCS equipment. Our kiosks are designed to be maintained by on-site support staff, therefore alleviating expensive and quite often delayed service calls. The kiosks are modular, meaning any part can be replaced within seconds and utilizing only a screwdriver. Our equipment is always on-line; therefore, we ping each unit every 15 seconds for a heartbeat, which means we know almost immediately if anything ever malfunctions. We then send a notification to on-site staff so that they can address any issue immediately. There is no need to wait for an expensive technician to schedule a service call the next business day. "Maintenance Kits" are available so staff can have immediate access to a replacement part; the Kit contains a replacement part for all the major components in the kiosk.

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

Section 4

FLASH Qualifications & Principals

FIRM BACKGROUND

BACKGROUND

Since being launched in 2011, FLASH's success has been unimaginable. As a small startup of four employees, we have grown to over 400 team members during these trying days. In 2020, as our competitors struggled through significant layoffs, negative financial results, and reduced service coverage, FLASH has continued to grow. With our prior strategic investment from L Catterton Growth Fund, our recent merger with Arrive, and our acquisitions of Parkonect, Parkit, ZipPark, Mountain Parking, and CSI, FLASH's 21st Century Service Model is poised to take on the future. FLASH has strategically architected a series of solutions that deliver everything from perfect parking at the site and enterprise-levels to connected mobility hubs that meet the needs of modern smart cities.

Our straightforward business strategy starts with listening to our clients, understanding their pain points with legacy infrastructure, and ultimately designing solutions with future-ready technologies that position your operation for success in the mobility ecosystem of today and tomorrow. FLASH's primary solutions supporting our site, enterprise, and smart city solutions are:

FlashValet: Valet and Event Parking Solution

Our inaugural offering, FlashValet is currently servicing thousands of locations across the vertical landscape. Parking operators and asset owners saw such immediate value in our cloud-born platform—which allows for real-time revenue and pricing decisions while delivering a true mobile customer experience—that they demanded we build out innovative solutions for garages and parking lots as well.

FlashPARCS: Parking Access and Revenue Control Solution

FlashPARCS is now running over a 3,000 kiosks and is the solution of choice for industry leaders such as the Texas Medical Center (200 lanes installed in 44 days), City of Las Vegas (running Bluetooth for transients and monthlies), T.F. Green Airport (Providence, RI), Bayside Marketplace, American Airlines Arena, and the Port of Miami to name a few.

Today FLASH is delivering at enterprise scale counts of 5M+ parkers per month (100K+ w/ our FlashBeacon Bluetooth technology) and is processing over $1B across 3000+ locations. Our rapid growth stems from our future-ready philosophy that's rooted in three competitive differentiators:

Future-ready Infrastructure

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

Unrivaled Cloud Intelligence

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

World-Class Customer Experience

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

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

EXPERIENCE AND BIOS

EXPERIENCE

The following project team has collectively managed, installed and commissioned over 10,000 installations in industries like parking, petroleum, and energy. Each bring a unique and influential perspective to establish a development, installation, implementation and client services plan designed to consider every phase of the project.

Our Implementation Team installs 45-50 new PARCS locations and adds 25-30 new valet locations every month. Utilizing a highly experienced team, being dedicated to customer service, and offering superior products and software enables us to continue scale without jeopardizing our customer's satisfaction.

Executive Team

Dan Sharplin | Chairman & CEO

A lead investor and FLASH's Chairman & CEO. Dan is a serial entrepreneur, who founded and led SiteControls, a clean tech startup from concept to industry leadership in the smart grid and energy efficiency space. Managed through to a successful exit via a sale of the Company to Siemens.

Juan Rodriguez | Vice Chairman & Chief Product Officer /Co-Founder

Juan directs the planning, management of product development, and overall strategy of the company.

Sam Goodner | Chief Strategy Officer

A lead investor and FLASH's Chief Strategy Officer, Sam Goodner is a serial entrepreneur, angel investor, and business coach. Sam is also the founder and former CEO of Catapult Systems, a Microsoft-focused information technology consulting firm, which he sold to a public company in 2014.

Sales/Solutions Engineering

Wade Bettisworth | Vice President of Government & Municipalities

Over the past 23 years, Wade has been entrusted to provide parking and transportation solutions to municipalities, colleges and universities as well as private parking operators. During this time, he has assisted numerous public and private entities in improving the efficiencies of their parking operations. Wade's experience includes consultative customer interface while at T2 Systems, Redflex Traffic Systems and Genetec/AutoVu. During his nine-year tenure with Schlumberger/Parkeon (now known as Flowbird), Wade was instrumental in introducing parking pay stations for on-street use in numerous cities, including Seattle, Portland, Galveston and Park City. Wade joined FLASH following a successful career at Amano McGann. His successes at Amano McGann include leading the effort to deliver a multi-million-dollar, state of the art parking control system to a consortium led by the city of Sacramento.

Jim DuFon | Vice President of Government Projects

Jim is an experienced Sales Executive in the Parking Industry. Over the past 9 years at Parkeon and then FLASH, he has overseen the sale and installation of over 2,500 kiosks in cities such as Miami, Washington D.C., Austin and Las Vegas.

Jonathan Evens | Regional Vice President, Central Region

Jonathan has 15 years of PARCS equipment sales and installation experience. He has consulted, educated and sold PARCS equipment across multiple product lines, including legacy systems and cloud-based systems. Jonathan brings a technical and consultative sales approach to Flash. Jonathan led the sales team at his last company to expand the territory to 4x its size. In addition to selling PARCS systems, Jonathan has experience in building access control, parking guidance and information systems (PGI), surveillance and camera technologies, and swing/slide gates. Jonathan holds a BS from Purdue University '06 and is a Marine Corps veteran.

Implementation & Installation

Casey Ackman | Vice President of Implementation

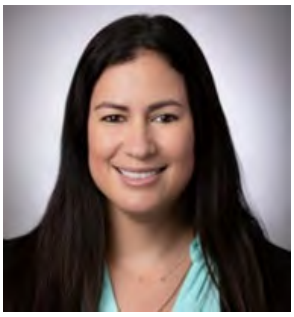
For the last 15 years Casey has honed his skills on implementing new projects. Having implemented over 8,000 sites including: Michaels (1,100 sites), LA Fitness (500 sites), Big Lots (1,200 sites), 24 Hour Fitness (300 sites) and Tuesday Morning (500 sites), Casey is able to identify risk factors before they are present to prevent disruption to the project timeline. His professionalism and approach to the implementation of a project ensures a well-developed and accurate implementation plan.

Jeff Vinecomb | Vice President Client Services

Jeff has led Customer Success, Onboarding, and Support teams for over 10 years. Jeff will oversee all software configuration projects alongside the onboarding team to ensure FLASH solutions are configured correctly prior to installation.

Zach Barlowe | Install Manager

Zach manages and trains our team of Field Commissioners who are ultimately responsible for the hardware installation and start-up of the FLASH equipment. Zach is also responsible for selecting and managing our sub-contractor base across the country who provide the installation labor to meet his timelines and milestones. Zach has several years working in the field implementing low and high voltage controls solutions within various environments and industries. Zach is the first line of support for our Commissioners and installers in the field when they require support.



Dannika FiFi | Vice President of Operations

Dannika is responsible for managing the customer experience post installation and serves as a trusted advisor with focus on maximizing product benefits and value. Dannika previously served as Senior Support Manager at Q2ebanking, where she was responsible for creating and leading Premier Support for mega tier financial institutions. Prior to her FinTech experience, she served as the Premier Services Manager for the energy management branch of Siemens BT. Dannika holds a master's degree in Technical Communication from Texas State University and a bachelor's degree in Business Management from Sam Houston State University.

Allison Noblitt | Director of Training

Allison began with FLASH in 2012, after having been a managing editor for a local Tech magazine. Her proficiency for attention to detail and granular understanding of how things come together made her a natural for training on the Flash systems. Since, Allison has earned the esteem of her customers who recognize the extent of her knowledge. She will be a recurring presence onsite for ongoing training. Knowing how to best utilize the system is key to success, therefore training will be emphasized and repeated as necessary for everyone's success.

John Durham | Support Manager

John has managed support teams of up to 30 agents and has a keen understanding for the impact of quick resolution and clear communication. With his extensive experience and support, our installation team knows that they are in good hands and will receive speedy responses to ensure a timely installation. John will participate in Project calls to safeguard the installation process and keep the Support Team in the know of every phase, to be able to assist when needed.

Section 5

Subcontractors

SUBCONTRACTORS INVOLVED

BUSINESS NAME:

Auito Electric

ADDRESS:

22399 Starks Dr, Clinton TWP, MI 48036

CONTACT NAME & NUMBER:

Ryan Auito 586-243-0565

NATURE OF WORK BEING SUBCONTRACTED:

Full service Electrical shop, including high and low volt communications, bolt down and commissioning of the FlashPARCS product line.

DESCRIPTION OF QUALIFICATIONS:

Auito Electric is a full service electrical shop. Auito performs retrofits of existing and new PARCS solutions, ancillary products and civil work needed.

Section 6

Client References

THREE CLIENT REFERENCES

REFERENCE #1:

Project: City of Las Vegas

Location: Las Vegas, NV

Contact: Brandy Stanley

Phone: (702) 229-6863

Email: Brandy@lasvegasnevada.gov

Description: FlashPARCS, three garages, all of FlashPARCS entry/exit options available to guests

REFERENCE #2:

Project: City of Grand Rapids

Location: Grand Rapids, MI

Contact: Colin Cooper

Phone: (616) 456-3137

Email: ccooper@grcity.us

Description: Grand Rapids has FLASH installed at 9 surface lots and is considering FLASH for 3 ramps. They utilize several software modules, including pay on entry, eReservations and validations. We are in the process of converting them to campus mode since they have monthly parker crossover.

REFERENCE #3:

Project: Kennedy Square and 150 W Jefferson

Location: Detroit, MI

Contact: Jack Janiga

Phone: 313-801-7899

Email: JJaniga@lazparking.com

Description: Two class A office towers in downtown Detroit. MI. The Flash sites provide transient, monthly and e-parking capabilities. Robust validation solutions combined with our e-parking reservation platforms provide comprehensive solutions for the end users. Real time data, analytics and reporting allow Jack to operate the facility affectively and efficiently.

Section 7-9

Responsibilities

DISPOSAL OF MATERIAL

FLASH installation crews will arrive each day at 7am and block off 1 entry or 1 exit lane. They will remove existing equipment within these lanes and place in an acceptable location onsite. The crews will install the new FLASH equipment that day and haul the de-installed equipment off that evening. The de-installed equipment will be held at FLASH's designated storage area until we are ready to take it to a local metal recycling center.

RESPONSIBLE FOR DAMAGES & CHANGES

FLASH understands and acknowledges that:

7. The Contractor shall be responsible for the disposal of all material and any damages which occur as a result of any actions by employees or sub-contractors of the Contractor during this project.

8. The Contractor shall be responsible for any changes necessary for the plans to be approved by the City of Birmingham.

BONDABILITY

FlashParking, Inc has been with SureTec since July 2017. SureTec has written bonds for FlashParking, Inc. and has approved numerous requests for bid and performance bonds. While SureTec does not have a formal bond limit for FlashParking, Inc., they would consider any reasonable requests for surety credit. In the past, they have considered bonds in the $1,500,000 single range with an aggregate limit in the $3,000,000 range.

Section 10

Additional Related Product Data

FLASH

2021

Learn How We are Powering Connected Mobility

Brand pillars

Our Vision
Enabling Earth's largest platform of dynamic mobility hubs for everyone and everything that drives us.

Our Mission
Powering the transformation to connected mobility through the digitization of parking assets while building a cleaner, safer, more efficient ecosystem.

Who we are
FLASH accelerates the smart city evolution by redefining how we get around.

How we do it
We create connected mobility hubs using digital parking demand and driver solutions to serve everyone who lives, works, and travels through the smart city.

Contact Us If You Want To:

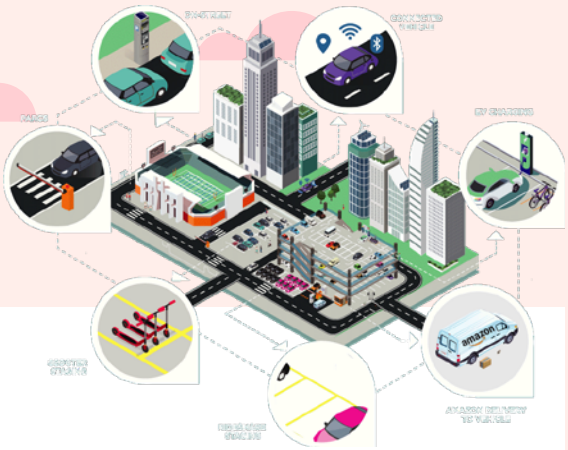
- Unlock the potential of your parking asset by improving your operational efficiency and revenue
- Make your asset visible with potential parkers through connected mobility and distribution across integrated technology platforms
- Enable your asset to better serve your customer's changing mobility needs with additional in-asset services like last-mile mobility and EV charging.

Ready for the Future in Your Asset?

Learn about how our suite of technology can power the evolution of your asset into a networked mobility hub.

FLASH

Why FLASH?



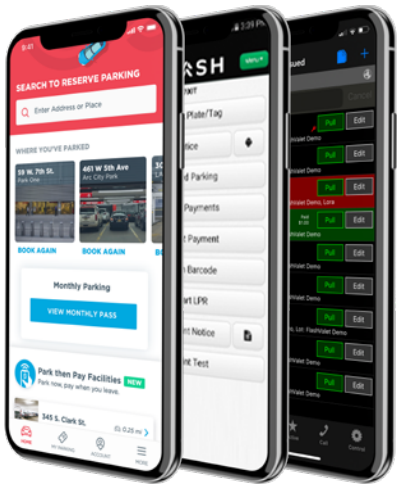
Today's mobility infrastructure is broken. Parking assets are single-purpose, disconnected, opaque, and ultimately unable to serve the needs of today's smart cities. The future of mobility starts with a digitized asset that connects supply with user demand, creating a network ecosystem.

The FLASH Platform

FLASH is rejuvenating yesterday's parking infrastructure by creating the world's largest platform of dynamic mobility hubs for everyone and everything that drives us. **FLASH is the solution for every stakeholder in the mobility ecosystem.** Our platform gives the supplier the tools they need to maximize the return on their parking asset and enables them to deliver the mobility services consumers need, when they need them.

Benefits

- **The first cloud-born mobility solution**, including over-the-air updates and 99.9% uptime
- **Mobile-first technology to maintain constant visibility**, including remote maintenance and monitoring
- **PCI-Compliant; PCI DSS Level 1 Service Provider**
- **Completely configurable technology** ready for any parking asset type
- Supported by EVBox quality service team

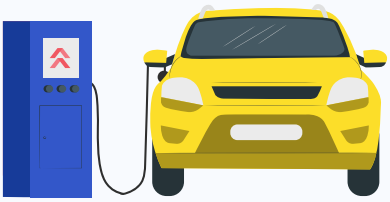


Connecting Parking to Mobility

FLASH hardware and software solutions transform today's parking assets to better serve everyone living, working, and traveling through a FLASH-empowered smart city. The FLASH platform can help you:

Harness your asset's hidden revenue potential through optimized access, permissions and revenue control

Fill your asset with parkers using integrated demand platforms



Create revenue that goes beyond parking with FLASH's mobility service

Core Solutions for Connected Mobility

FLASH offers **base solutions for Gated, Ungated, and Valet parking assets.** Operational add-ons can then be layered to increase the functionality and performance of your asset to create a better parking experience.

Gated

Cloud-born gated solutions that unlock the potential your asset already holds to provide the most proficient parking tech in the industry.

Ungated

Unlock the future-ready parking experience your parkers need—that owners and operators of the most complex, demanding ungated assets want with highly visible digital payment signage, including QR codes, combined with handheld enforcement options.

Valet

A full suite of digital tools enhances any asset with touchless check-in, text-based vehicle requests, notifications, and contactless payment—managed powerfully from the palm of your hand—with pricing models configured uniquely for your success. Add-ons can then be layered to increase the functionality and performance of your asset to create a better parking experience while driving more revenue.

Every asset is different—**FLASH is configured specifically for your asset to enable the right combination of hardware and software solutions** to drive your business impact forward sooner, faster.

Park control in the palm of your hand.

Schedule a custom program review and site evaluation by emailing FlashParking.com/products for more

FLASH

FLASHCLOUD
FLASHPARKING'S CLOUD-BASED PLATFORM

SAFE. SECURE. SMARTER.
An innovative cloud-based platform powers FlashParking's entire line of solutions with maximum efficiency and key benefits.

OVERVIEW

From manufacturing and healthcare to service and hospitality industries, companies across the industry spectrum are undertaking "digital transformation" initiatives. Digital transformation, the fundamental shift in organizations to adopt and prioritize technology that opens new opportunities, is a key driver in gaining a competitive edge and meeting customer demands, while controlling costs and risk.

Cloud computing has become one of the most important technological innovations driving digital transformation. It has allowed businesses to run operations and scale more quickly, efficiently, and in a cost-effective manner. The Cloud has become the go-to computing platform across most industries, including transportation and parking.

Simply put, cloud computing is the delivery of computing services—servers, storage, databases, networking, software, analytics, and more—over the Internet ("the cloud"). Companies offering these computing services typically charge for cloud computing services based on usage, like being billed for water or electricity at home—but FlashParking includes cloud-based processing as a standard part of any system.

While many parking vendors are playing catch up to retrofit old solutions and cobble together cloud-based offerings, FlashParking purpose-built solutions from the ground up with a "Cloud-first" approach. We've essentially taken the cloud computing success seen in other industries and applied it to the parking industry to enable a better way to run parking operations and improve the bottom line.

FlashParking's cloud-based software platform, built using Microsoft Azure Cloud Services, allows clients to capitalize on a dynamic, "future-proof" system, that will expand and support new capabilities as technology and customer demand evolves.

BENEFITS

Cost Efficiency

Onsite physical servers and the infrastructure to support them account for a significant expense to organizations. With the cloud, many of those expenses disappear, as no onsite servers are required. Computing allows cloud organizations to simply buy "resources" on virtual servers, accessed via a secure internet connection. The cloud also eliminates the need for onsite IT support to maintain physical infrastructure.

Easy Upkeep

Adopting a cloud-based approach to your operations allows you to shift the burden of system upkeep and maintenance to the vendor. You can focus on your core competencies while the technical experts (the vendor) maintains the system. System updates and upgrades are done remotely with virtually ZERO downtime, so there is no need to shut down lanes during routine system updates. This is done on your behalf, behind the scenes, without disruption to your operations.

Worry-free Compliance

As the only Level 1 Service Provider in the industry, you —the parking provider—can confidently outsource 98% of the PCI duties to us. We take on the technical burden so you can stay focused on running your operation, not on fixing and updating machines.
The result is instant and on-going complete PCI compliance. It's that simple!

Scalability

Since the cloud requires no physical infrastructure, scaling resources up or down based on need is quick and easy. Scaling with FlashParking simply requires a purchase or reduction in cloud space, rather than purchasing and provisioning new physical servers.

Redundancy

Cloud computing makes data backup, disaster recovery, and business continuity easier and less expensive because data, services, and resources can be mirrored at multiple redundant sites on the cloud provider's infrastructure. A 4G/LTE back-up cellular network service for connectivity redundancy also comes standard with FlashParking solutions, so you never have to fear an internet outage. If your primary internent line goes down an automatic switch-over to the back-up cellular network occurs without skipping a beat.

Safe, Secure Transactions

We purposely built the FlashParking platform to ensure safe and secure transactions every time. As soon as a customer swipes their credit card, the information stored on the card is encrypted at the head of their credit card reader and sent directly to the payment gateway. We never store credit card information on our system and all the data (such as transaction records) is stored in the Microsoft Azure cloud, which powers 90% of Fortune 500 companies.

KEY FEATURES

- Platform built on Microsoft Azure Cloud Services
- 90% of the fortune 500 companies trust their business to Microsoft Azure Cloud
- 24/7 phone and online support
- A 4G/LTE back-up cellular network service for redundancy
- Software updates/upgrades performed remotely by FlashParking engineers
- Load balancer to ensure software updates and patches are applied with virtually ZERO downtime
- Instant and ongoing PCI compliance
- Demand-based pricing capabilities
- Mobile-friendly parking rate changes
- Mobile-based parking asset management
- 3rd-party integration capabilities via API-based architecture

HEADQUARTERS
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SUPPORT
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888.737.7465

FLASH

Your Total Revenue
Access Control Solution

FlashPARCS is an enterprise level PARCS solution that provides real-time visibility over gated parking operations at class A offiice buildings, hotels, hospitals, airports and venues that have both valet and garage options.

FlashPARCS is also part of the FlashParking's fully integrated parking ecosystem, which delivers a unified platform for all our solutions:

- **FlashValet** (valet and event parking)
- **FlashMobile** (mobile payments)

So no matter what your parking needs are, we have you covered!

1 Machine for ALL Your Needs
Entry | Exit | Pay on Foot | Pay & Display
Pay by Space | Pay by Plate

Award-Winning Platform
Named "100 Most Brilliant Companies" by *Inc.* Magazine.

Self-Serve Maintenance
All Components are part of a plug-and-play (USB-based) system.

PCI-DSS Level 1 Service Provider
We are compliant, which means the majority of the burden for staying compliant lies with us.

FlashPARCS Emergency Kit
Kit includes major replacement parts, minimizes downtime and reduces your maintenance cost.

Seamles Integrations
Integrated with top hotel PMS, online parking reservation, legacy PARCS system, and more.

Cash Acceptance
FlashPARCS offers two types of cash options: Cash Recycler and Exact Change Only.

Real-time Busines Intelligence
Access to over 100+ reports accessible via phone, tablet, or browser.

Monthly Parker Module
The module offers and array of access options; guests can create and manage account online.

All Across the U.S.
Our Smart Stations are up and running all across the U.S.

Why You'l Love Us

- One platform for ALL Your Parking Needs – Valet, Gated, Monthly, Event, Mobile Payments, and More
- Runs on a Reliable, Award-winning Platform
- Real-time Visibility over Operations
- On-demand and Scheduled Reports
- Seamless integrations with Hotel PMS, Online Parking Reservations, Electronic Validations and More
- Fast Deployment
- On-Screen Advertising
- Changes Rates from Mobile Phone in Real-time

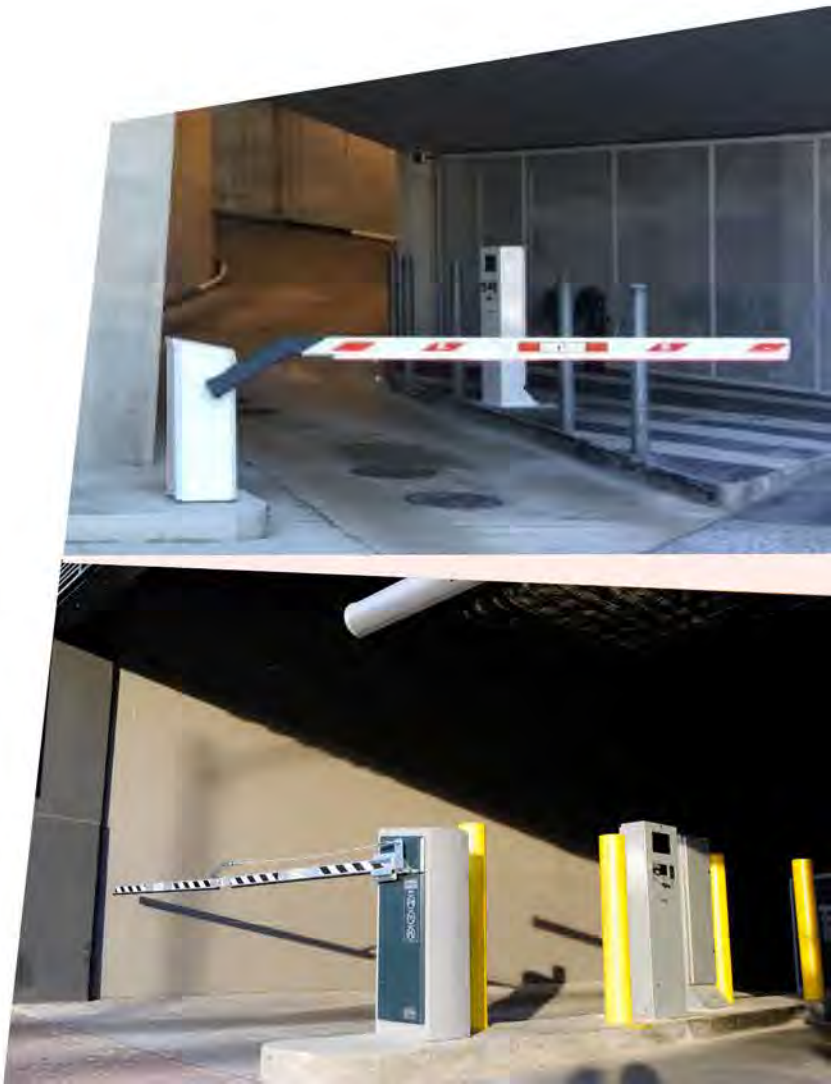
Why Your Guests Will Love Us

- Numerous Options to Gain Entry and Exit: AVI, LPR, Prox/RFID Cards, Bluetooth Technology, Credit Cards, Mobile Phone or Paper Ticket
- Intuitive and Easy-to-Use
- Convenient Payment Options – Credit Card, Mobile Payment, or Pay on Foot
- Integrated with Online Parking Reservation Systems
- Cash Acceptance Options
- Member – VIP Parker Program
- Electronic Online and Printed Validations

Real-time Access to Data from **Anywhere,** at **Anytime**

Core Benefits

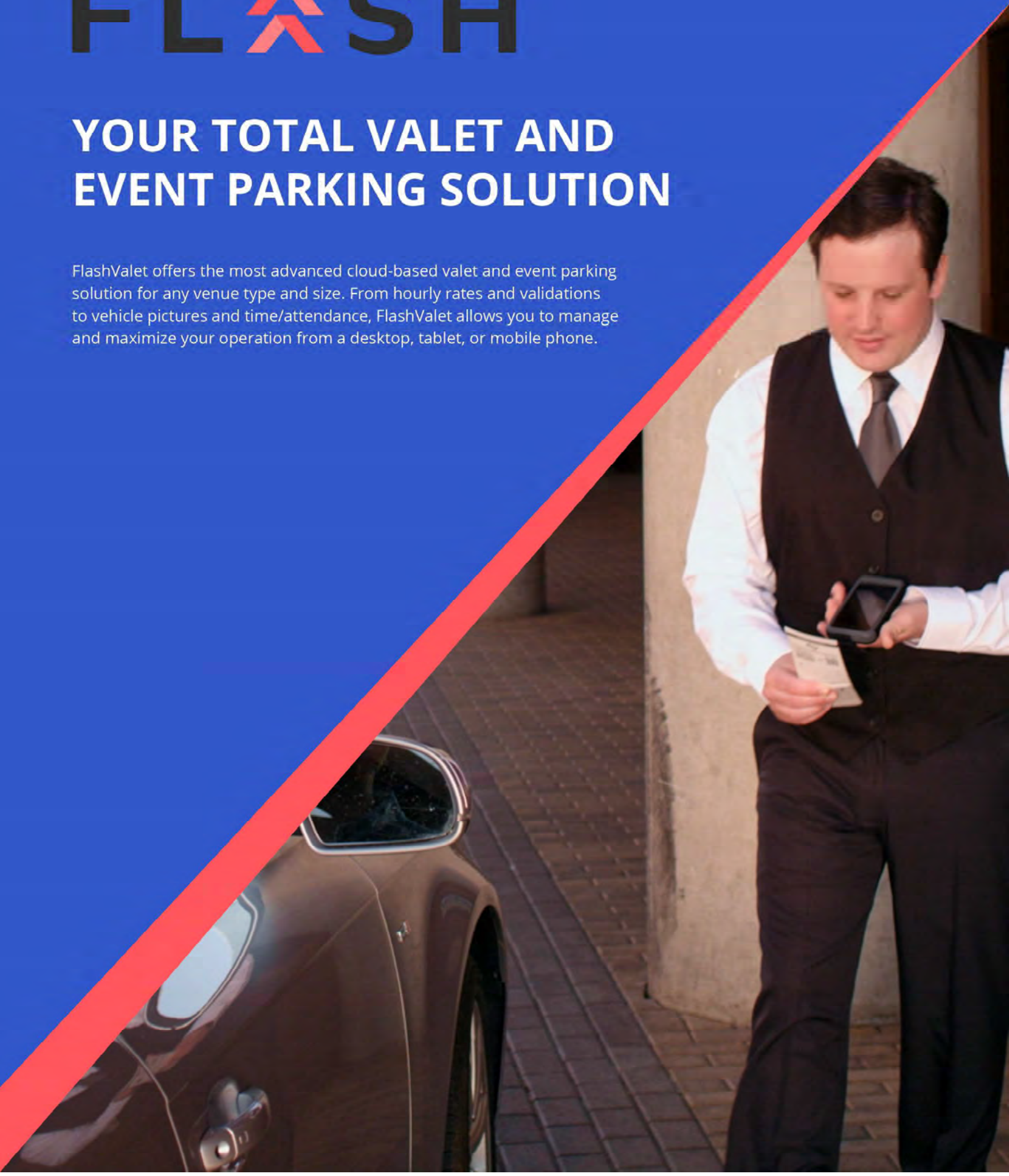
- View operations in real-time via phone or browser
- Access to over a 100+ Business intelligence and analytic reports
- Automated and fully customizable reporting
- Visibility and control over revenue, including: accepting and tracking credit card payments, online parking reservations, and electronic validations



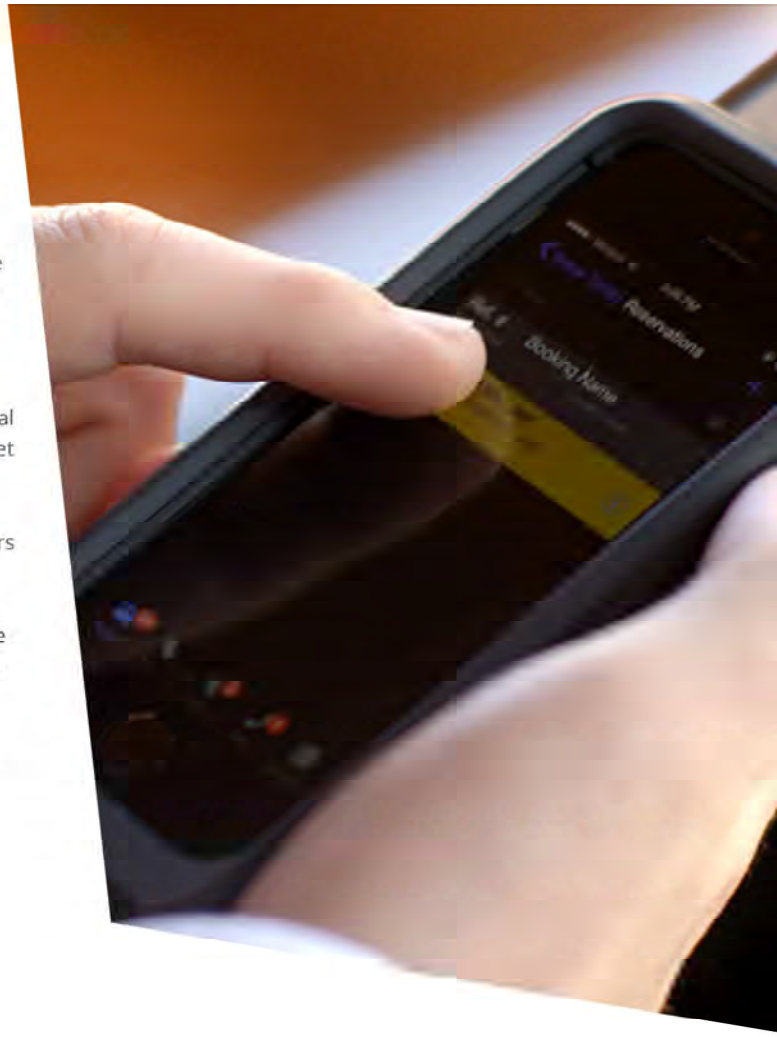
FLASH

YOUR TOTAL VALET AND EVENT PARKING SOLUTION

FlashValet offers the most advanced cloud-based valet and event parking solution for any venue type and size. From hourly rates and validations to vehicle pictures and time/attendance, FlashValet allows you to manage and maximize your operation from a desktop, tablet, or mobile phone.



OVERVIEW



At FlashParking, our mission is simple: to perfect the parking experience. The parking industry has been dominated by complicated, unreliable technology and processes for too long. I'm sure you agree–your guests deserve more!

FlashValet offers the most advanced cloud-based valet and event parking solution for any venue type and size. Whether you operate one kiosk at a local restaurant or hundreds of valet stands in venues around the world, FlashValet is priced and customized to meet the unique needs of each location.

Our iOS-based app and cloud-run software platform enable parking operators to increase revenue, better manage operations, and improve the valet experience for valued guests. The FlashValet solution seamlessly integrates with hotel PMS, online parking reservations, and electronic validations to give you total control. With our award-winning platform, you can reliably manage your valet or portfolio of valet operations from the palm of your hand.

FlashValet is also part of FlashParking's fully integrated parking ecosystem, which delivers a unified platform for all our solutions:

- **FlashPARCS** (garage and parking lots)
- **FlashMobile** (mobile payments)

So no matter what your parking needs are, we have you covered!

BENEFITS

iOS-based App

Perfect for valet at hotels, airports, restaurants, condos, hospitals, malls, and more!

Traditional Valet

Guests receive a paper ticket upon check-in and can text for their vehicle, when they are ready to leave.

Ticketless Valet

No paper tickets; guests can check-in with their mobile number.

Event Parking

FlashValet is set-up to handle stadium-level as well as small event parking venues.

Monthly Parker Module

The module offers an array of access options; guests can create and manage accounts online.

Award-Winning Platform

Named one of Inc. Magazine's "100 Most Brilliant Companies".

Worry-free PCI Compliance

Let the only Level 1 Service Provider in the industry assume 98% of your PCI responsibilities.

Valet Pay-on-Foot/Retrieval Kiosk

Give guests the ability to pay for and request their vehicle at a stand-up kiosk.

Valet Monitor Module

Enhance guest experience by broadcasting vehicle request status on a large screen monitor.

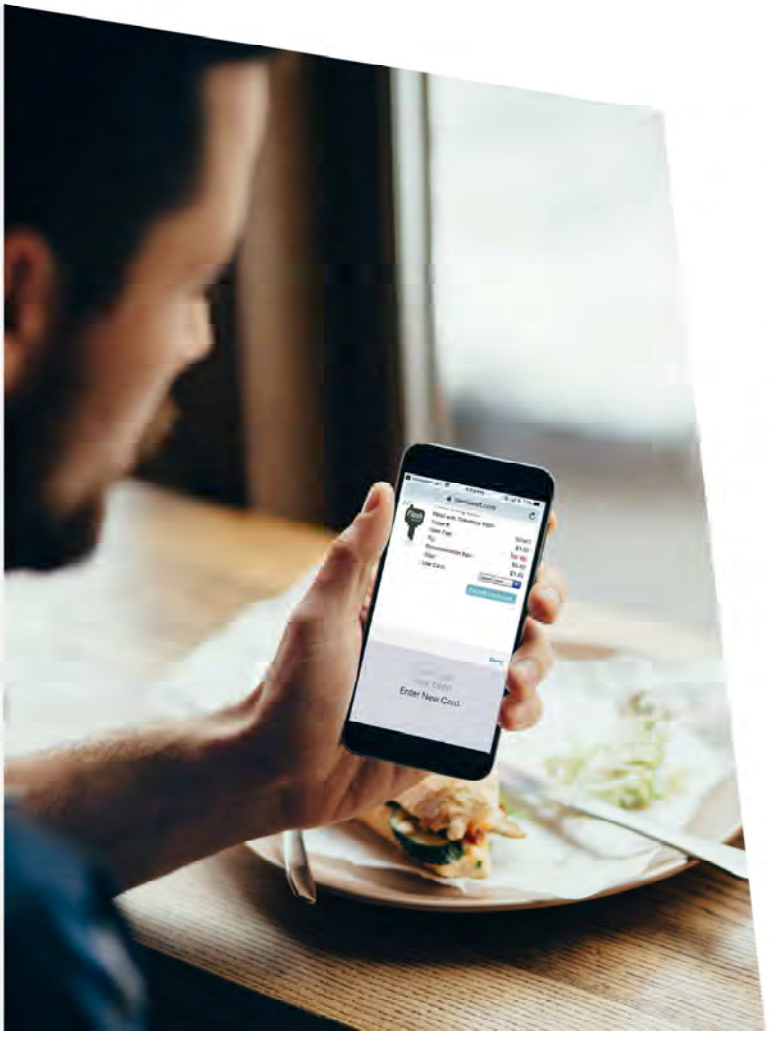
Future-Ready

Employ the latest tech with automatic software updates and interchangeable hardware.

WHY YOU'LL LOVE US?

We're different! As the only born-in-the-cloud parking technology provider in the industry, FlashParking is committed to perfecting the parking experience for customers as well as parking operators and asset owners. With FlashValet you can expect:

- An affordable solution
- A reliable, cloud-based platform
- 24/7 customer support
- Increased profits with better revenue control
- Seamless integrations with hotel PMS, eParking reservation systems, and electronic validations, offering you total control
- Minimal lost keys with key tracking software
- Photo records to prevent false damage claims
- Fast deployment (average deployment of 2 weeks)
- Surveys to get immediate feedback from your customers
- Accountability and tractability at a personnel level to promote a safer operation



WHY YOUR GUESTS WILL LOVE US?

Guest impressions start and end at the driveway. FlashValet was built with your guests as the top priority. The minute a guest pulls up to your property, we help you deliver a truly VIP experience from beginning to end, including:

- Fast vehicle drop-off and pick-up via text request feature
- An intuitive and easy-to-use user interface
- Convenient payments including: credit card, mobile payments, and cash
- eParking parking reservation system integrations
- A ticketless valet option for guest convenience
- Remote vehicle requests via text, call, or online
- Member/VIP parker program

CORE **BENEFITS**

- Ability to see operations in real-time via phone or browser
- Access to over a 100+ business intelligence and analytics reports
- Automated and fully customizable reporting
- Simple tracking of credit card payments, eParking reservations, and electronic validations, and more

ADD-ONS

- Valet pay-on-foot/retrieval kiosk
- Valet monitor module
- eParking reservation module
- Monthly parkers and members module
- Hotel PMS and 3rd party integrations module

EQUIPMENT **BRIEFING**

FlashValet offers affordable monthly service plans for a variety of venue types and sizes. With less than an hour of training and no necessary expensive hardware required, you can power your venue with FlashValet as soon as tomorrow.

Standard

Great for low volume operations

Pro

Perfect for high volume operations

Deluxe

Required for these operations: condo, airport, hotel, resort, casino

HEADQUARTERS
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888.737.7465

FlashParking

FLASH SAFEvalet

Elevated trust and safety with a touchless and ticketless valet experience

WHAT IS FLASH SAFEvalet

Create a ticketless, touchless, trustworthy valet experience that stands up to the demands of our world today. By leveraging the valet technology our customers already have access to, this comprehensive solution adds a few key safety features to transform valet operations for new consumer expectations.

Ticketless

Greet customers with a warm touch that, well, isn't an actual touch. When guests arrive, valet attendants can issue tickets via a mobile SMS that customers can respond to when they are ready to leave. Payment will occur on a secure mobile payment link shared in the same text conversation for a seamless, mobile-based interaction that occurs without person-to-person contact.

Touchless

Validations are made touchless with web and mobile-enabled options. Customers can use their mobile device rather than interacting with self-validation tablets. However, tablets can still be available for use, given that they are sanitized after each use by on-site staff.

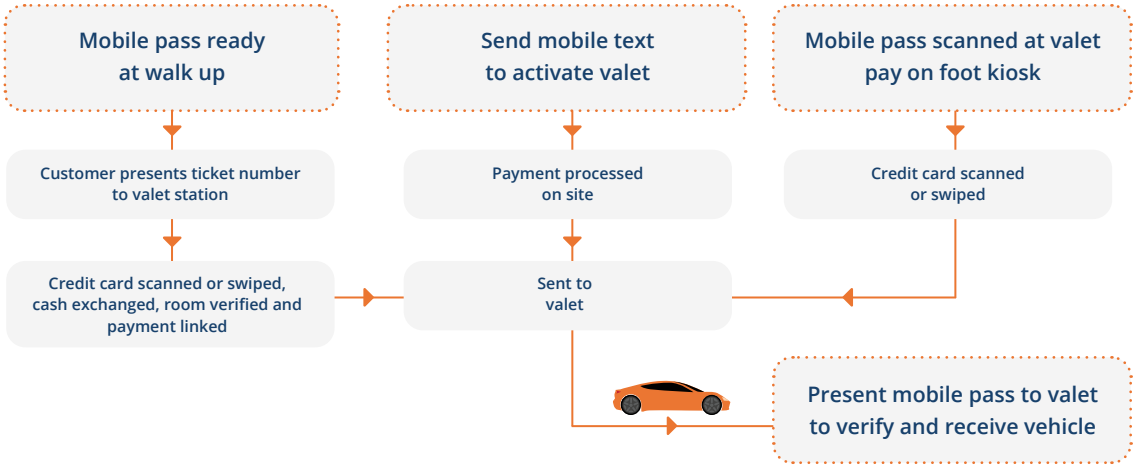
Trustworthy

Maintain the trust of your valued customers by making it clear that their health and safety is your top priority. Implementing and communicating a rigorous safety protocol will give your customers confidence that safety is the focus of the entire valet interaction, far beyond the exchange of keys.

Trust is what keeps customers coming back.

How It Works

Payments and retrieval



Components & Equipment

Most FlashValet operations already have the equipment and components needed to adopt the SAFEvalet system.

- A web-enabled iOS device running the FlashValet application
- Reusable valet ticket vehicle tags required for some operations; still ticketless for the parker
- NFC readers (ApplePay, SamsungPay) for an end-to-end touchless transaction at the valet station

Best Practices

There are a lot of shared spaces in and outside of vehicles that your customers and staff will have to touch. Establish the following sanitization measures to maintain trust and protect the safety of everyone involved.

- Change gloves with every interaction (i.e. every vehicle, set of keys)
- Ensure enough masks for each staff member for each shift daily
- Offer motion-activated hand sanitizing stations at each entrance and exit
- Provide disposable steering wheel and seat covers to protect interiors from extra contact
- Disinfect high touch areas in and on the vehicle (i.e. inside and outside door handles, shifter, keys, mirrors) and reusable tags before delivered to the customer, and implement quality spot checks
- Encourage frequent handwashing and sanitizing with staff and refrain from handshaking
- Consider temperature checks with each employee at the start of each shift
- Offer new, packaged touchscreen pens with each customer
- Wipe down all devices with antibacterial cleansers every hour

Investment

Activating your SAFEvalet is simple and economical with ticketless tracking.

SAFEvalet Components	Description
Ticketless Transaction Fee	$0.05 per transaction
Mobile Convenience Fee	$0.49/mobile payment (consumer cost)
Ticketless Tracking Set	Ticketless tracking set includes: key tag, vehicle hang tag, customer card should they not want to give phone number. $80 setup fee - applies to all orders until the quantity reaches 500 ticketless sets and is waived on quantities ordered above 500 sets. • 1 - 499 sets: $3.50 per 3 piece set. • 500 - 999 sets: $3.25 per 3 piece set. • 1,000 - 1,999 sets: $2.90 per 3 piece set. If you only want to purchase key tags, you can do that too. They would be .88 cents per key tag for 1 - 499 pieces.
Hardware Fee	MP200 Kit for iPhone - $349; MP200 for iPad - $399

READY TO TRANSFORM INTO A SAFEvalet OPERATION TODAY?

Talk to your FlashParking account representative about easily configuring your current FlashValet service into SAFEvalet today! To learn more about FlashValet or SAFEvalet, reach out to **sales@flashparking.com** or call **800.213.3706**.

FLASH

Smart Station

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

Simple and Flexible Design

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

Future-proof Platform

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

Value and Benefits

Versatile Engineering

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

Total Reliability

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

Real-time Decision Making

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

Worry-free Compliance

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

Extreme Weather Rated

The Smart Stations are UL Certified to withstand all extreme weather conditions and aluminum-built to prevent corrosion.

Extending Your Brand

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

Smart Station Components and Configurations

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

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

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

Dimensions: 16"w x 12.41"d x 55" h
Weight: approx. 58 lbs
Voltage: 120V
Operating Temperature: -20 to +140 F
Humidity: 15-95% rH noncondensing
Agency certifications: UL 60950-1/CSA C22.2 N. 60950-1, and UL 60950-22 Outdoor Use
Rating: UL 60950-22 under NEMA 250-2008

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

Are You Ready For The Future?

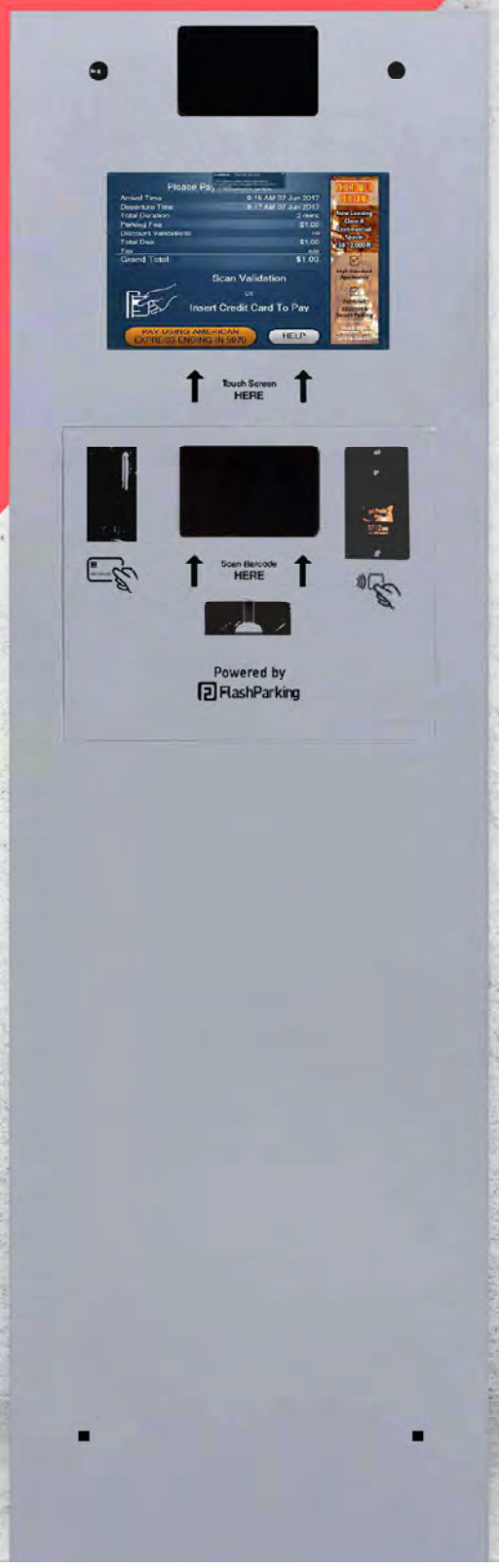
Go to FlashParking.com/products to learn how our suite of technology can power the evolution of your asset into a networked mobility hub.

FLASH

PAY-ON-FOOT SMART STATION

SAFE. SECURE. SMARTER.

Bluetooth-enabled, cloud-based pay-on-foot kiosk features flexible software configurations, seamless integrations, and cash acceptance options with best-in-class bill acceptance and recycler.



OVERVIEW

Smart Design

Our Pay-on-Foot (POF) Smart Station combines the essential PARCS and valet payment components in a single elegant unit, which can be paired with our unique cash acceptance machine.

Flexible Con igurations

The Pay-on-Foot Smart Station can be configured for PARCS, valet, or both. The POF Smart Station can be set up anywhere often in a garage or lobby as an additional payment station. For valet operations, the Valet POF/Vehicle Retrieval Smart Station allows for guests to request their vehicle and pay.

Cash Acceptance Friendly

In addition to credit card payments, we offer cash acceptance options for both the POF and the Valet POF/Vehicle Retrieval Smart Station. Our cash machines offer two options: an exact change only machine or a bill note recycler (BNR) machine that boasts a four-denomination bill recycler, which eliminates the need to empty and re-fill the machine quite as often.

PAY-ON-FOOT **COMPONENTS**

1. Interactive touch-screen display
2. Credit card reader (for payments and access)
3. Ticket/receipt dispenser (pull-tear mechanism)
4. Barcode scanner (mobile and barcodes)
5. Integrated intercom (video, mic, and speaker)
6. Prox/RFID card reader
7. Exact Change or BNR cash machine pairing

USB-based Components

Just like the Entry/Exit Smart Station, all peripherals on the POF Smart Station are part of a plug-and-play (USB-based) system and can be swapped out in the existing machine as new technology emerges.

Easy Maintenance

Our unique FlashCare Maintenance Kit contains replacements for all major components so operators can quickly replace parts in a matter of minutes with minimal downtime.

BENEFITS

To view a list of featured properties using FlashParking visit:
www.flashparking.com/featured-properties

Total Reliability

The FlashParking platform runs on the Microsoft Azure Cloud Platform, which today powers 90% of Fortune 500 companies. We provide comprehensive access to monitor and manage all your properties from a single back-end portal via mobile, tablet or desktop.

Headache-free Bill Acceptance and Recycler

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

Worry-free Compliance

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

Improved Security

All cash transactions are optimized and simplified by a single device. Reconciled funds are accounted for electronically and stored in a single locked cashbox. The BNR facilitates a closed-loop cash system, allowing facilities to simplify the cash management process and increase profitability.

Extreme Weather Rated

The Smart Stations are UL Certified to withstand all extreme weather conditions.

"What we've seen with Flash has been really remarkable. It's been one of the only solutions we've ever installed, and not had one service or support call 6 months down the road."

Ryan Hunt
President for Premier Parking

STANDARD **FEATURES**

The Pay-on-Foot Smart Station has an extensive list of feature choices to build out the perfect solution for each venue.

- Intercom capabilities to initiate a help call with touchscreen activated Voice over IP (VoIP) two-way intercom system
- 4G/LTE back-up network service
- Bluetooth beacon technology embedded in all Smart Stations
- Robust, real-time reporting suite with on-demand and scheduled reports and dashboards
- Ongoing PCI compliant software updates and general software patches Mobile
- app module (for managing parking operations in the palm of your hand) Dual-
- side bill scanning optimizing recognition
- Self-centering transport guides automatically align bills even when fed at an angle
- Single hardware platform to reduce support and operation costs
- Accepts, stacks, and outputs cash
- Escrows bills to deliver same cash back to customers
- Pays out in bundles of up to 15 bank notes
- Lockable, removable, and durable cashbox
- Electronic memory to record cash loading recycling units
- 24/7 phone and online support

OPTIONAL FEATURES

Display

- Multi-lingual module
- Display current rate on entry kiosk
- Digital rate display via a monitor

Payment

- Credit card (with EMV Chip Payment option)
- Cash acceptance module
- Web-based validation: secure access for customers, clients, and merchants to validate online or pre-printed validations

Open API Platform with Several Integrations

- Payment platforms and gateways (USAePay and Payment Express)
- Third-party call center solutions including Parker Two Way Video Intercom System
- Analytics and business intelligence (BI) Solutions

SPECS

MEASUREMENTS	
Dimensions	16"w x 12"d x 55"h
Weight	58 lbs
Color	Industrial Gray
Locks	Yes
Wrapping	Yes, customized wrapping available
ELECTRICAL	
Voltage	120V
Current Consumption	~8.5 amps max
Power Consumption	~1020 watts max
PARCS HARDWARE CAPABILITIES	
Operating Temperature	~20° to +140° F
Humidity	15-95% rH noncondensing
Agency Certifications	UL 60950-1/CSA C22.2 N. 60950-1, and UL 60950-22 Outdoor Use
Rating	UL 60950-22 under NEMA 250-2008
ADDITIONAL INFO	
Bluetooth Functionality	Yes
Multi-lingual	Yes
Communication Options FlashCare	Ethernet/RJ45 with 4G/LTE back-up
Maintenance Kit	Yes (a kit with all major peripheral components available)

HEADQUARTERS
FlashParking
3801 S. Capital ofTexas Highway, Suite 250
Austin, TX 78704

SALES
sales@flashparking.com
800.213.3706

SUPPORT
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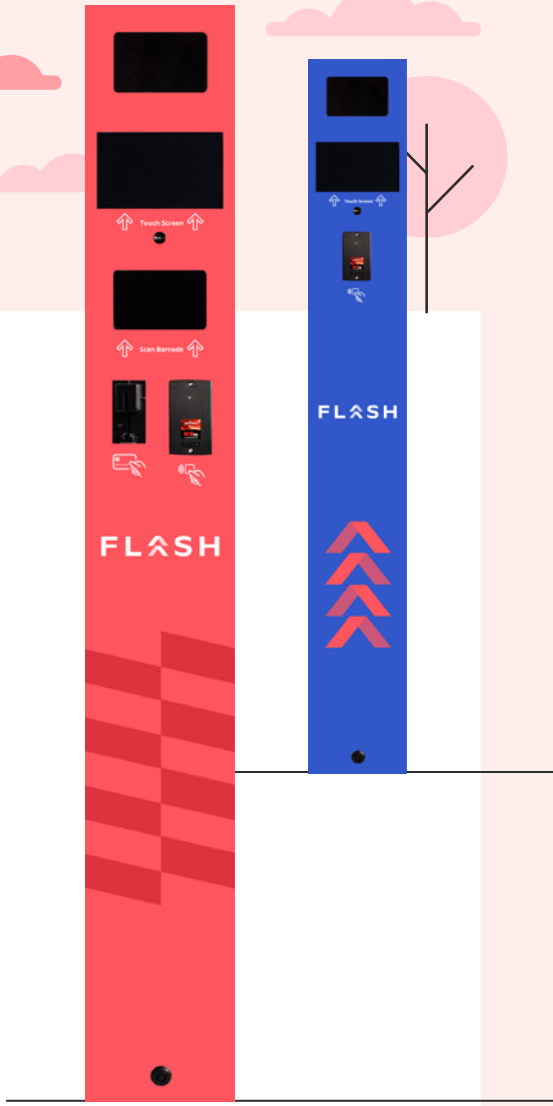
FLASH

Mini-Smart Station



The parking world is complex; each property presents unique needs and not every property requires the same parking equipment configuration. With that understanding, we developed the PARCS Mini-Smart Station to harness the power of our cloud-based parking platform and to be flexible for different parking scenarios. You will no longer need to buy totally new equipment as needs change, a simple re-configuration of the unit is all that is required.

Value and Benefits

The PARCS Mini-Smart Station is a streamlined version of our full-sized Smart Station with adaptability for key specific parking applications.

Total Reliability

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

Real-time Decision Making

Cloud born technology allows for flexible and quick management decisions and changes. Manage operations like rate changes, credit card payments, eParking reservations, and electronic validations in real-time via phone or browser.

Easy Monthly Parking

Our system can be configured for over 65 different types of RFID cards. Plus, our patent-pending Bluetooth beacon technology is embedded in all our products. This means rolling down the window to tap their prox card will become a thing of the past!

Worry-free Compliance

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

Easy Maintenance

All peripherals on the PARCS Mini-Smart Station are part of a plug-and-play (USB-based) system and can be swapped out in the existing machine as new technology emerges. Our unique FlashCare Maintenance Kit contains replacements for all the major components, so operators can quickly replace parts in a matter of minutes with minimal downtime.

Assembled in the US

Our PARCS Mini-Smart Stations are manufactured in Austin, TX, minimizing shipping time and increasing speed of deployment.

Extend Your Brand

The standard shell of the PARCS Mini-Smart Station comes in a powder-coated silver; properties looking to extend their brand to the parking facility can wrap their PARCS Mini-Smart Stations in a design of their choosing.

Smart Station Components and Configurations

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

The Level 3 Mini-Smart Station can also pair with an optional cash acceptance machine with two choices: exact change only or an optional cash acceptance machine with two choices: exact change only or bill note recycler. Reconciled funds are accounted for electronically and stored in a single locked cashbox. The bill note recycler facilitates a closed-loop cash system, allowing facilities to simplify the cash management process and increase profitability.

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

Dimensions: 7.5"w x 7.5"d x 55" h

Weight: approx. 38 lbs

Voltage: 120V

Operating Temperature: -20 to +140 F

Humidity: 15-95% rH noncondensing

Agency certifications: UL 60950-1/CSA C22.2 N. 60950-1, and UL 60950-22 Outdoor Use

Rating: UL 60950-22 under NEMA 250-2008

		LEVEL 1	LEVEL 2	LEVEL 3
FEATURES	**BENEFITS**	**Parking kiosk, smaller form factor, RFID access**	**Parking kiosk, smaller form factor, barcode access**	**Parking kiosk, smaller form factor, fully loaded**
BLE Technology	Contactless access	✓	✓	✓
Integrated Intercom with mic & speaker	Two-way audio communication	✓	✓	✓
LCD Display (7")	Graphical user interface, touch interaction	✓	✓	✓
RFID Reader	Read proximity cards	✓	N/A	✓
Barcode Scanner (2D, QR)	Read codes on tickets, phones	N/A	✓	✓
Magnetic stripe reader	Credit card acceptance, encrypted at head	N/A	N/A	✓
Thermal printer (2")	Ticket/receipt dispenser	N/A	N/A	N/A
Camera	Visual communication for video support	N/A	N/A	N/A
SERVICE				
24/7 phone and online support	For troubleshooting and problem-solving issues	✓	✓	✓
FlashCare Maintenance Kit	On-site replacement parts	Optional	Optional	Optional
EXAMPLES OF OPTIONAL HARDWARE				
Hoods and Hats for protection	To protect kiosk from elements	Optional	Optional	Optional
Credit card with EMV chip	Payment option	N/A	N/A	N/A
Exact change only cash machine	Cash option	N/A	N/A	✓
Bill Note Recycler cash machine	Cash option	N/A	N/A	✓
BRANDING				
Customized wrapping	Extend brand into garage	Optional	Optional	Optional

Are You Ready For The Future?

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

FLASH

CASH MACHINE WITH BILL NOTE RECYCLER

SAFE. SECURE. SMARTER.
A cash machine equipped with best-in-class Bill Note Recycler delivers a great customer experience and simplifies the operator's job of managing cash.

OVERVIEW

At FlashParking, we understand that a great parking experience is what keeps customers coming back. Providing multiple methods of payment for customers is key to delivering the optimal parking experience.

With FlashParking's unique cash machine configuration options, managing cash is a simple task. The cash machine was designed as an add-on component to our Smart Station. Activities associated with loading, emptying, and reconciling cash can increase labor costs. Built to provide all the cash-handling ability of a human cashier with increased security and cash management benefits, the cash machine can reduce labor costs associated with activities like loading, emptying, and reconciling cash.

FlashParking's cash machine comes in two variations: exact change bill acceptor or Bill Note Recycler (BNR).

Cash machine Options Pair With:

- Entry/Exit Smart Station – pre-pay on entry or pay on exit
- Pay-on-Foot Smart Station
- Valet Pay-on-Foot/Retrieval Smart Station – self-pay valet capability
- Multi-space Smart Station – pay by space, pay by plate parking

BENEFITS

Simple Architecture

For a streamlined experience, all functionality is operated from the touch-screen display on the paired Smart Station.

Headache-free Bill Acceptance and Recycler

The cash machine with BNR boasts 98% first time bill acceptance rates to ensure a frictionless customer experience. The BNR sports up to a 4-denomination bill recycler to minimize the emptying and re-filling of the machine and avoid downtime.

Improved Security

All cash transactions are optimized and simplified by a single device. Reconciled funds are accounted for electronically and stored in a single locked cashbox. The BNR facilitates a closed-loop cash system, allowing facilities to simplify the cash management process and increase profitability.

Key Configuration

The cash machine can be configured for key access and cashbox removal with a separate key for bill removal. This provides maximum accountability and security throughout the cash management life cycle.

Assembled in the U.S.

Our Smart Stations and cash machines are manufactured in Austin, TX, minimizing shipping time and increasing speed of deployment.

Extending Your Brand

The standard shell of the cash machine comes in a powder-coated silver; properties looking to extend their brand to the parking facility can wrap their cash machine and Smart Stations in a design of their choosing.

FEATURES

- Accepts, stacks, and outputs global currency
- Customer-friendly, high-speed and high-security acceptance
- Advanced sensor technology scans both sides of the bill for optimal recognition
- Self-centering transport guides automatically adjust and perfectly align bills—even when fed at an angle
- Simple hardware platform reduces support and operation costs
- Escrow bills to deliver the same cash back to customers
- Pays out in bundles of up to 15 bank notes
- Lockable, removable, and durable cashbox
- Electronic memory to record the cash loading of recycling units
- 24/7 phone and online support

SPECS

MEASUREMENTS	
Dimensions	11.25"w x 15.5"d x 55"h
Weight	Approx. 350 lbs
Color	Industrial Gray
Locks	Yes
Wrapping	Yes, customized wrapping available
ELECTRICAL	
Voltage	120V
Current Consumption	~8.0 amps max
Power Consumption	~41 watts max
PARCS HARDWARE CAPABILITIES	
Operating Temperature	-20° to +140° F
Humidity	15-95% rH noncondensing
Agency Certifications	UL 60950-1/CSA C22.2 N. 60950-1, and UL 60950-22 Outdoor Use
Rating	UL 60950-22 under NEMA 250-2008

FLASH
MULTI-SITE API TECHNOLOGY

FlashParking's technology allows for multi-site APIs:

- ✓ Standard open API framework allows for ease of integrations
- ✓ Multi-lingual | Multi-currency | Multi-control for ease of international deployments
- ✓ Customized solutions unique to venue and/or parking operator

FLASH

Bluetooth Technology

PARCS Access Module

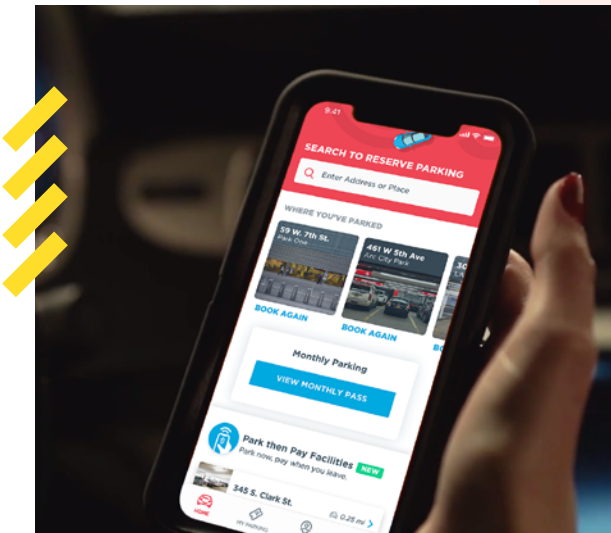
FLASH's proprietary Bluetooth BLE technology creates a truly frictionless garage or lot access experience for monthly and transient parkers. Using eParking apps like ParkWhiz, transient parkers can gain access to a garage or lot in seconds, without having to roll down their window.

How it Works

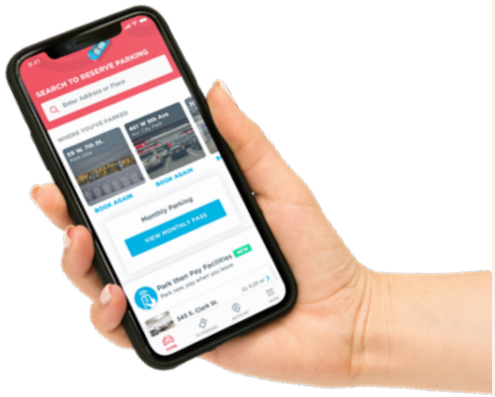
Bluetooth BLE works differently than the Bluetooth that connects your phone to a speaker. The beacon is embedded at the top of the parking equipment and pulses an 8ft signal directly to the drivers side of the car. Once the beacon connects with the mobile device and app, the gate vends in seconds.

Benefits

- Simplifies access for transient and monthly parkers
- Creates a secure and reliable access option
- Feels sleek and fit for the 21st century
- Eliminates need to roll down the window in inclement weather



Use Cases



Frictionless Monthly Parking

Monthly parkers open the ParkWhiz app, press a button, and are permitted access in seconds. Without the need to roll down a window or scan a prox card, Bluetooth is a quick and convenient option for monthly parkers that feels fit for the modern day.

Watch Frictionless Bluetooth Access in Action
https://youtu.be/jvCSjF5qXEM

Frictionless eParking Reservations

Through reservation apps like ParkWhiz, users can book a parking reservation online in advance, pre-pay for their spot, and gain frictionless Bluetooth access upon arrival from within the parking app.

Software Development Kit

FLASH's Bluetooth solution can be integrated into any consumer-facing app through our software development kit. For locations with your own application, this is a great way to streamline the access experience for guests.

Hardware

ParkWhiz Mobile App

Using the ParkWhiz mobile app, monthly or transient parkers can access their unique code to scan for entry or, at locations with Bluetooth enabled, to tap "Open Gate" to enter the facility.

Kiosk or Mini Kiosk

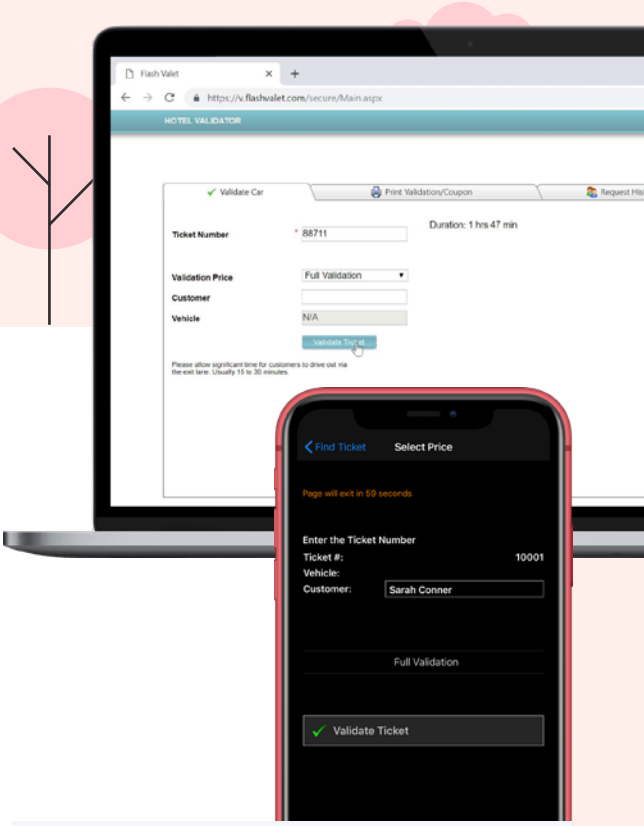
Both our full size and mini kiosks come equipped with Bluetooth beacon technology, the Bluetooth module is simply activated and pushed to the kiosk over the air.

Are You Ready For The Future?

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

FLASH

Validation Solutions



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

Types of Validations

Electronic Validations

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

Printed Validations

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

Validating by Text

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

Validators and Managing User Rights

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

Flexible to Meet Your Unique Venue Needs

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

Are You Ready For The Future?

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

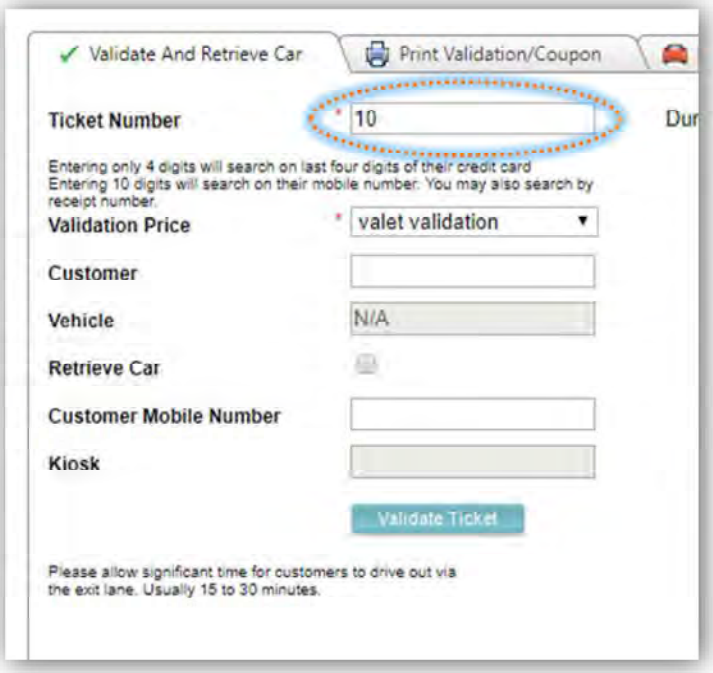
How to Process eValidations

You can process eValidations through the eValidation Portal, the App, SMS, and printed barcodes. Here is how:

Topics:

Electronically Validate Ticket

1. Log into the eValidation Portal https://v.flashvalet.com with your assigned username and password. (Note: This is not the FlashValet Admin Portal at https://portal.flashvalet.com.)
2. Enter the Ticket Number and select the Find Ticket. (Figure 1)
3. Select Validation Price.
4. Click Validate.



Print Individual and Bulk Validations

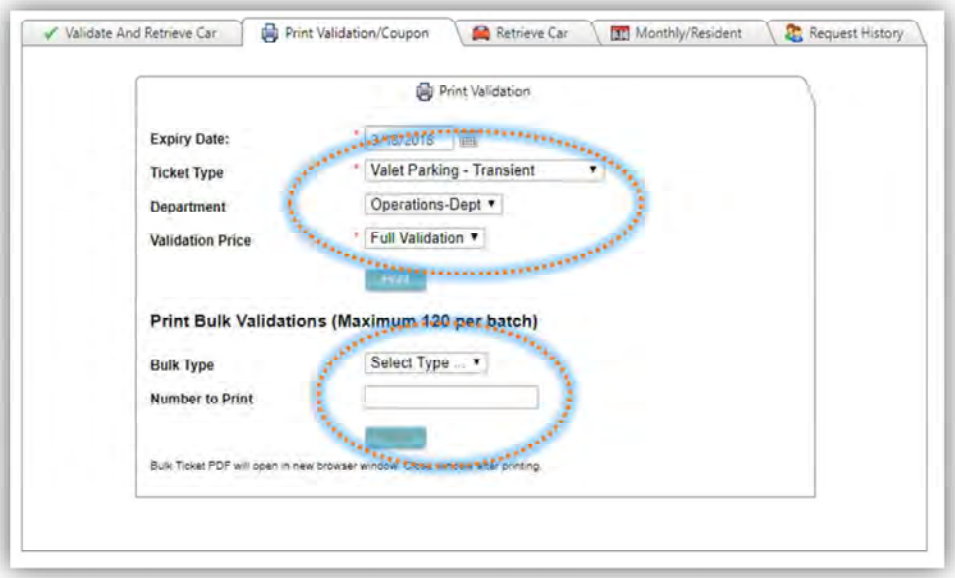
You can generate and print bulk validations. Print all validations on standard 7.5" x 11" computer paper or on Avery 5963 or 5160 labels.

Individual Validation:

1. Select Ticket Type and the Validation Price.
2. (Optional: Select Expiry Date and Department if enabled.)
3. Click Print.

Bulk Validation:

1. Select Ticket Type and the Validation Price.
2. (Optional: Select Expiry Date and Department if enabled.)
3. Select Bulk Type: Avery Label 5963 or 5160.
4. Enter the Number to Print and click Print.
5. Wait for the system to generate a PDF of the validations in a separate tab. (Note: Ensure pop-up blockers are disabled.)



Validate Using the App

1. Log into the FlashValet App with a validator user account. (Figure 1)
2. Select Validate Ticket > enter Ticket Number and tap Search. (Figure 2)
3. Select Validation Price and click Validate Ticket. (Figure 3)

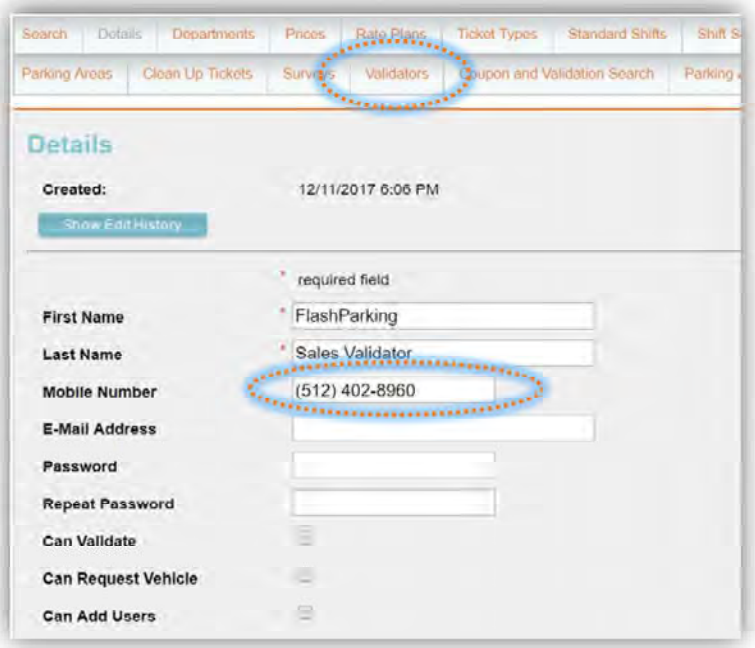
Figure 1

Figure 2

Figure 3

Validate by SMS

1. Add the mobile phone number of each validator to their account under the Validators tab in the Admin Portal to extend SMS validation capability.

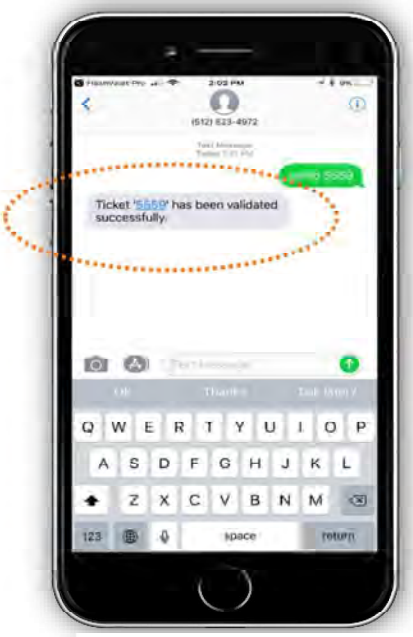


2. Validator can text the assigned validation code and the customer's ticket number to the location's dedicated phone number.

   Use the following syntax format:

   [validation code] (space) [ticket number]

   Example: comp 5559



3. Wait for FlashValet to text back confirmation.

Frequently Asked Questions

How does the system calculate bill backs for validators?

The bill back amount is dictated by the Full Price set in the validation price details. This will calculate a discount based on how these prices are configured.

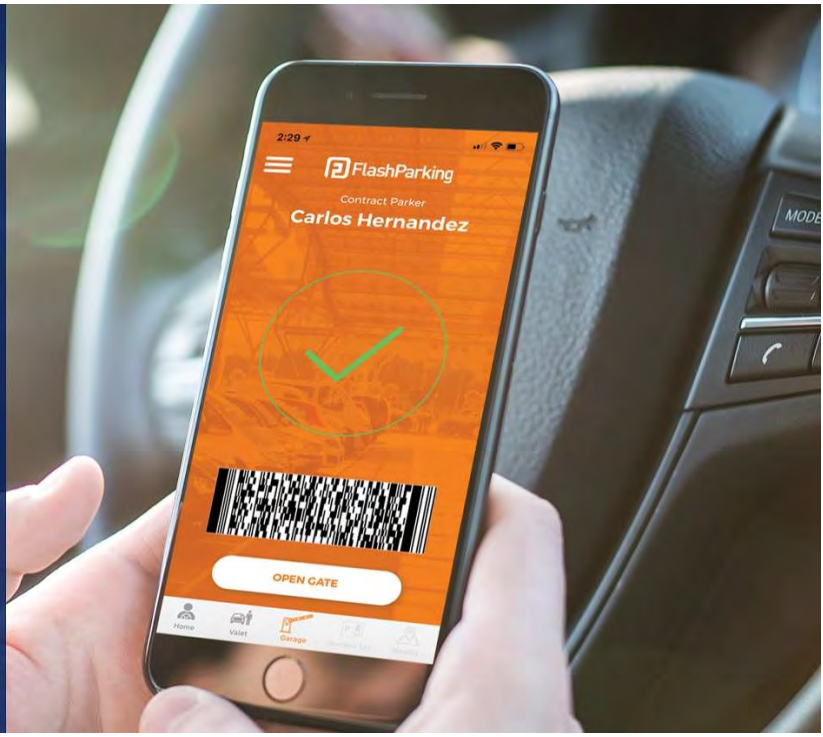
What are some common errors when validating?

For SMS and Electronic Validations:

- Ticket '101' Not Found: the ticket you entered does not correspond with an issued ticket at your location. Verify the ticket number.

Simplified Access is Within Reach

Parkway is committed to delivering simplified, mobile-first parking access to all our valued monthly parkers.

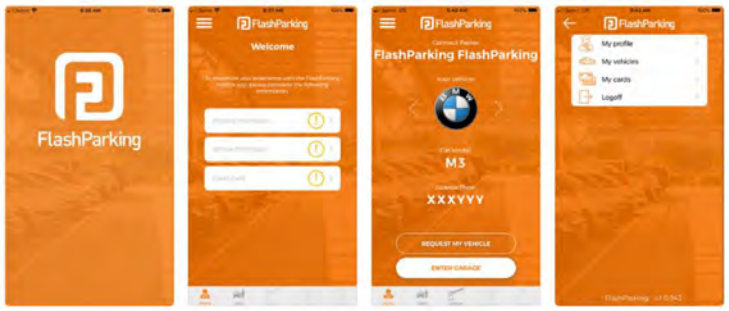


With our new parking technology partner, FlashParking, rolling down your window to tap your RIFD card will become a thing of the past. Forgot your badge? Never worry again with FlashParking's alternative access options. Here's what you can expect:

Frictionless Bluetooth Access

All monthly parkers will be issued an RFID badge; however, monthly parkers also have the option of downloading the FlashParking app for frictionless Bluetooth access.

To gain access to the garage without rolling down your window, all you have to do is tap the "Open Gate" button in the FlashParking app. This simple action sends a signal from your mobile device to the newly installed parking equipment, which tells the gate to open automatically. Follow these steps to activate your frictionless Bluetooth access:



Set-up Steps

Step 1. Download the FlashParking app from either the iTunes or Play storefronts

Step 2. Open the app and enter your credentials including name, vehicle type, and license plate

Step 3. Leave the FlashParking app running in the Background

Bluetooth Access Steps

Step 1. Pull up to the parking kiosk and open the FlashParking app to the home screen

Step 2. Tap the "Enter Garage" button (notice the "Open Gate" button and a back-up barcode)

Step 3. Tap the "Open Gate" button and the gate will open automatically

Forgotten Badge

Nothing is more frustrating than forgetting your monthly parker/RFID badge in a different purse, car, or pair of jeans.

No problem. FlashParking offers multiple access options, including:

Option 1: Designated Access Code

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

Option 2: Interactive Voice Recognition (IVR)

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

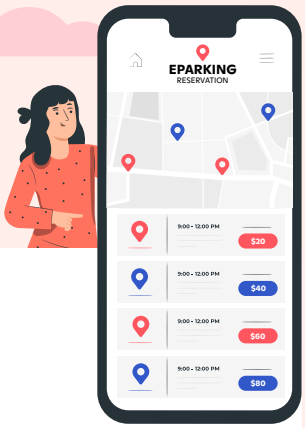
Option 3: Bluetooth + Back-up Barcode

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

If you have any questions on how to set-up and/or use the above-mentioned functionalities, don't hesitate to contact your office management.

FLASH

eParking Reservations Solution



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

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

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

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

Book, pay in advance, and enter via any type of access control system:

- → **Frictionless Bluetooth** that enables drivers to simply press an in-app button to gain access to or exit an asset
- → **Barcode Readers** on any kiosk you already have allow parkers to simply scan their phone and go

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

We integrate with a Broad Range of Partners:

eParking Reservation Platforms

PARKWHIZ · BESTPARKING · HONK · SPOT HERO · ParkMobile · WallyPark · way · AIRPORT PARKING RESERVATIONS.COM · SPACE · LAZ · ParkJockey · SpotAngels · BALLPARC

Navigation Platforms

Maps · Google Maps · TOMTOM · waze

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

Parking control in the palm of your hand.

FlashParking.com/products for more.

FLASH IQ

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

Overview

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

Reporting Suite: Empower Your Sites With Real-Time Reporting

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

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

Equipment health status
Check gate health, paper status and more without having to be onsite. Everything you need, at your fingertips.

Dynamic Pricing
Check for occupancy surges and give customers a live look at pricing. Leverage your phone to make quick decisions based on occupancy and current events.

Standard or customized trend reporting
Make short or long-term decisions based on customer interactions down to the lane level.

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

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

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

Contact Center Detail
This report provides information on support calls made through any kiosk in he system.

FlashIQ: Empower Your Future With Market Insights

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

Features & Benefits

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

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

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

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

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

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

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

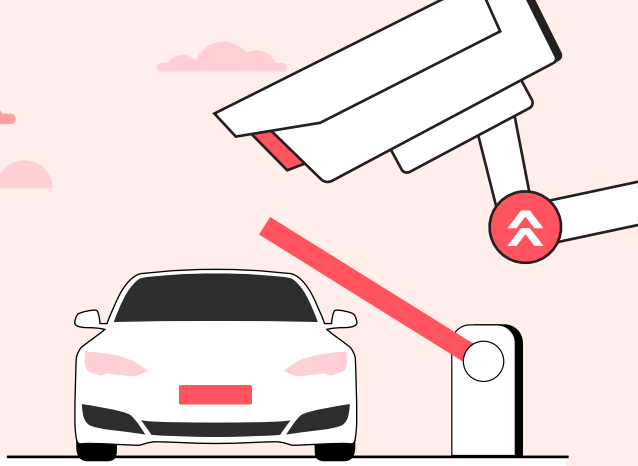
Don't play the commodity game, differentiate yourself by using Flash data and analytics.

Are You Ready For The Future?

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

FLASH Vision

FlashVision's LPR offering uses AI-based computer vision to captures license plate information in less than a second with over 95% accuracy.



License Plate Recognition (LPR)

For monthly and transient parkers alike, LPR creates a touchless experience with unmatched simplicity. And for facility owners and operators, the remote accessibility and cloud reporting capabilities make this LPR solution easier to manage than any other technology on the market.

Plus, it's available via Flash's Software-as-a-Service purchasing model.

Features

- **<1 second frame grab**
- **Remote access and controls**
- **Guaranteed SLA with >95% accuracy**
- **Available on SaaS purchasing model**
- **24/7 support**

How It Works

For Monthly Parkers

When a vehicle pulls up to the facility, the camera takes a frame grab in less than a second and communicates the identified license plate number. The plate will then be matched with an account in the system, the gate will vend, and an entry will be marked to maintain passback protection.

For Transient Parkers

When a vehicle pulls up to the facility, a camera takes a frame grab in less than second. When the parker pulls a ticket at the entry, the plate is paired with their ticket. Once the parker is ready to leave, they will simply pull up to the exit point, where their license plate will once again be read. An accurate rate will be calculated and pushed to the kiosk for payment. Upon being paid, the ticket will close and the gate will vend.

How It Compares

FlashVision LPR	Other LPRs
✓ No additional loops needed	× Require additional loops
✓ SLA guarantees accuracy	× No SLA
✓ Infared light	× Infared light
✓ Cloud portal and real-time reporting	× Limited or no cloud capabilities
✓ Robust remote accessibility and controls	× Offer some or no remote functions

About FlashVision

FlashVision is a growing platform of Artificial Intelligence (AI)-based computer vision technologies designed to simplify modern parking access, revenue control, and remote management.

Are You Ready For The Future?

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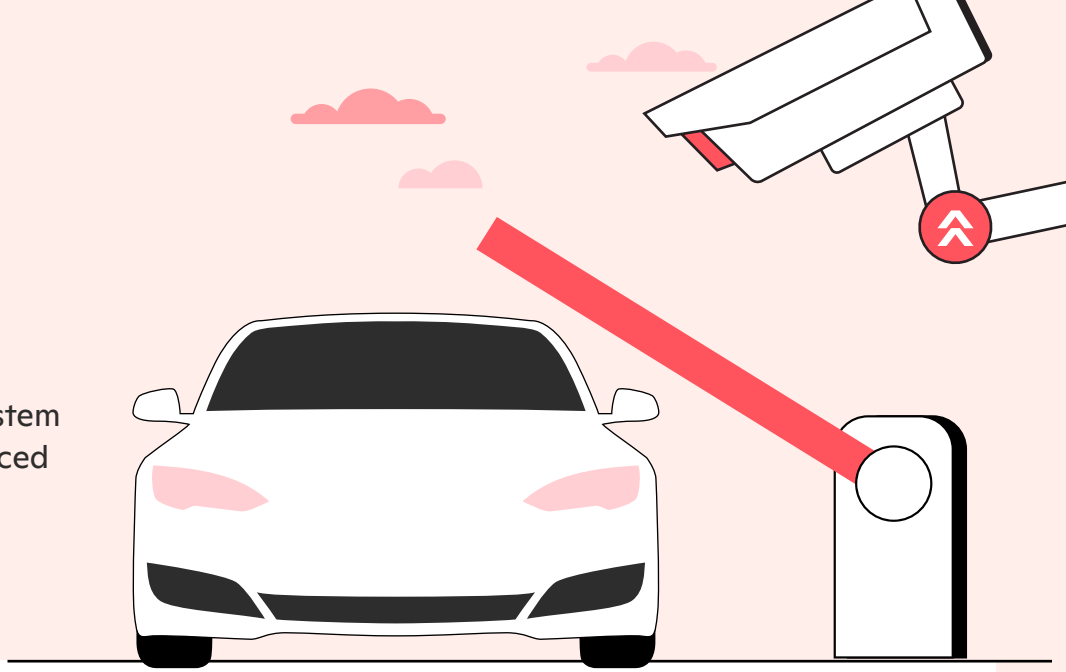
FLASH
Vision

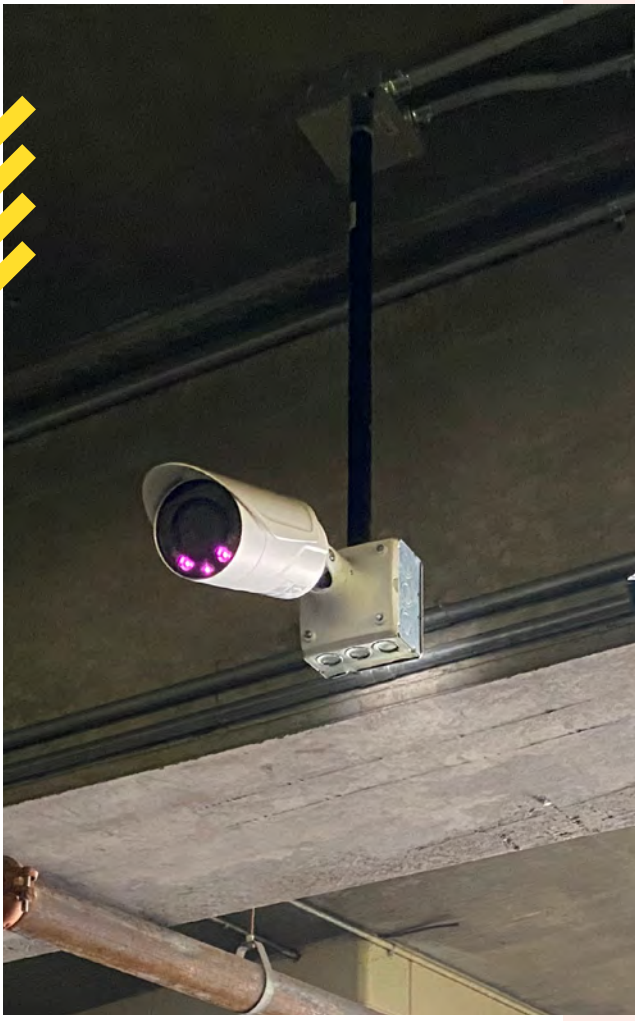


FlashSignature is a revolutionary AI-based vehicle identification system that can identify cars using advanced deep learning models to create signatures unique to each vehicle.

How it Works

FlashSignature advanced deep learning models identify scratches, bumps, dents, bumper stickers, bike racks, etc. to match cars that enter and exit your garage bringing camera-based access management to a whole new level of accuracy.

FlashSignature addresses the many reasons typical LPR fails by using a proprietary AI-based matching algorithm that runs locally, enhancing the functionality and accuracy of FlashVision LPR.



Reasons LPR Fails

- **Snow-covered plate**
- **No Plate**
- **Dealer plates**
- **Bike rack**
- **Low lighting**
- **Glare/Too much light**

About FlashVision

FlashVision is a growing platform of Artificial Intelligence (AI)-based computer vision technologies designed to simplify modern parking access, revenue control, and remote management.

Are You Ready For The Future?

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What is PCI Compliance and what does it mean for Parking operators?

In 2006, the major payment cards (Visa, MasterCard, American Express, Discover and JCB International) developed the Payment Card Industry Data Security Standards (PCI DSS), a set of security standards designed to ensure that all companies that accept, process, store or transmit credit card information maintain a secure environment. When properly implemented and maintained, these security standards combat the risk of hackers and fraudulent charges.

While the PCI Council developed the framework for cardholder security, it's up to all merchants, both small and large, to build and maintain a secure network and systems. If a cardholder's information becomes compromised, it can result in more than a merchant or operator's tarnished reputation. It can lead to fraud losses, diminished sales, fines and penalties, legal costs, and more.

Best Practices of PCI DSS Compliance

The best way to protect the safety of cardholder data is to make sure that the data is continually secure, from the moment a credit card reader captures data to when it flows into the payment system.

To achieve PCI DSS compliance a merchant or operator must take on the monstrous task of completing 12 requirements broken into 6 groups of various technical and operational tasks (see next page).

This is significantly different than using a PA DSS certified system or application. This level of certification simply implies that the system or application can support your own PCI-compliance program. There is simply no equivalence in PCI DSS and PA DSS certification.

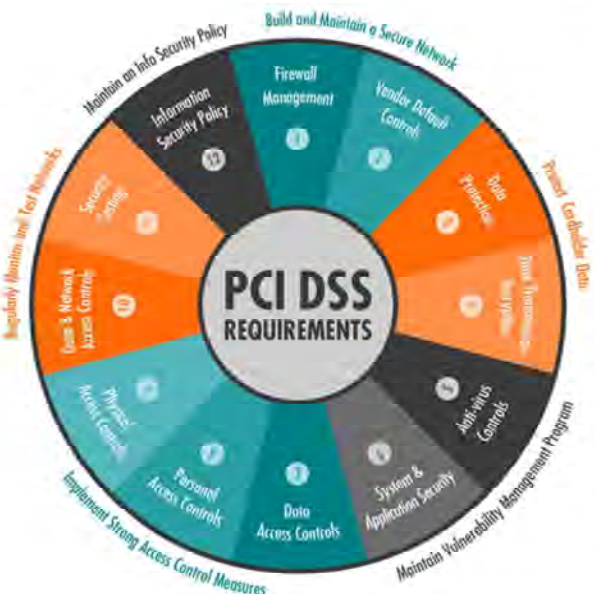
How FlashParking Simplifies and Streamlines PCI DSS Compliance and Maintenance

At FlashParking, we are committed to delivering PCI DSS compliant technology that takes the burden of away from our customers. Our system is PCI DSS certified as a Level 1 Service Provider, which means we ensure that a payment processing system can handle millions of transactions daily in a reliable and safe environment. It is the highest level of PCI compliance available.

We do so by building and maintaining secure networks and systems. As soon as customer swipes his/her credit card, the information stored on a credit card is encrypted at the head of the credit card reader and sent over to the payment gateway . We never store credit card information on our system, but all other data, such as transaction records, is stored in the Microsoft cloud.

We are experts at providing PCI DSS compliance for all equipment, hardware and software. An operator still has minimal responsibilities for maintaining compliance - you must develop a security policy and train employees to check the credit card reader once a week to make sure that a skimmer hasn't been installed on the device. Designed to look just like a credit card reader, a skimmer captures data before it goes into the real credit card reader. Once an employee verifies that the credit card reader is free of a skimmer, it's business as usual in a secure environment.

Complications of obtaining PCI DSS Compliance



You can achieve PCI compliance in various ways, in the parking industry you normally have two:

1. A PA DSS certified application or system. This means that this system is capable of achieving PCI compliance if you follow the hundreds of guidelines and on-going maintenance that is required by PCI. This type of system will be hosted on-site and it is the parking provider's responsibility to ensure the system is maintained properly to achieve PA DSS compliance. Simply put, the burden lies on the parking operator to maintain PCI compliance.
2. A PCI DSS, Level 1 Service Provider such as FlashParking. In this case the Service Provider takes on the majority of the burden of maintaining compliance. This reduces your PCI scope significantly.

Meeting these requirements demands executing over 250 specific tasks, as well as documenting your process to do those tasks as well as documenting that they have been completed. Finally, you have to be audited. This is an annual certification, meaning every 365 days this process begins again.

There are 12 requirements for meeting the PCI DSS, broken into 6 groups:

Build and Maintain a Secure Network

Requirement 1: Install and maintain a firewall configuration to protect cardholder data
Requirement 2: Do not use vendor-supplied defaults for system passwords and other security parameters

Protect Cardholder Data

Requirement 3: Protect stored cardholder data
Requirement 4: Encrypt transmission of cardholder data across open, public networks

Maintain a Vulnerability Management Program

Requirement 5: Use and regularly update anti-virus software
Requirement 6: Develop and maintain secure systems and applications

Implement Strong Access Control Measures

Requirement 7: Restrict access to cardholder data by business need-to-know
Requirement 8: Assign a unique ID to each person with computer access
Requirement 9: Restrict physical access to cardholder data

Regularly Monitor and Test Networks

Requirement 10: Track and monitor all access to network resources and cardholder data
Requirement 11: Regularly test security systems and processes

Maintain an Information Security Policy

Requirement 12: Maintain a policy that addresses information security

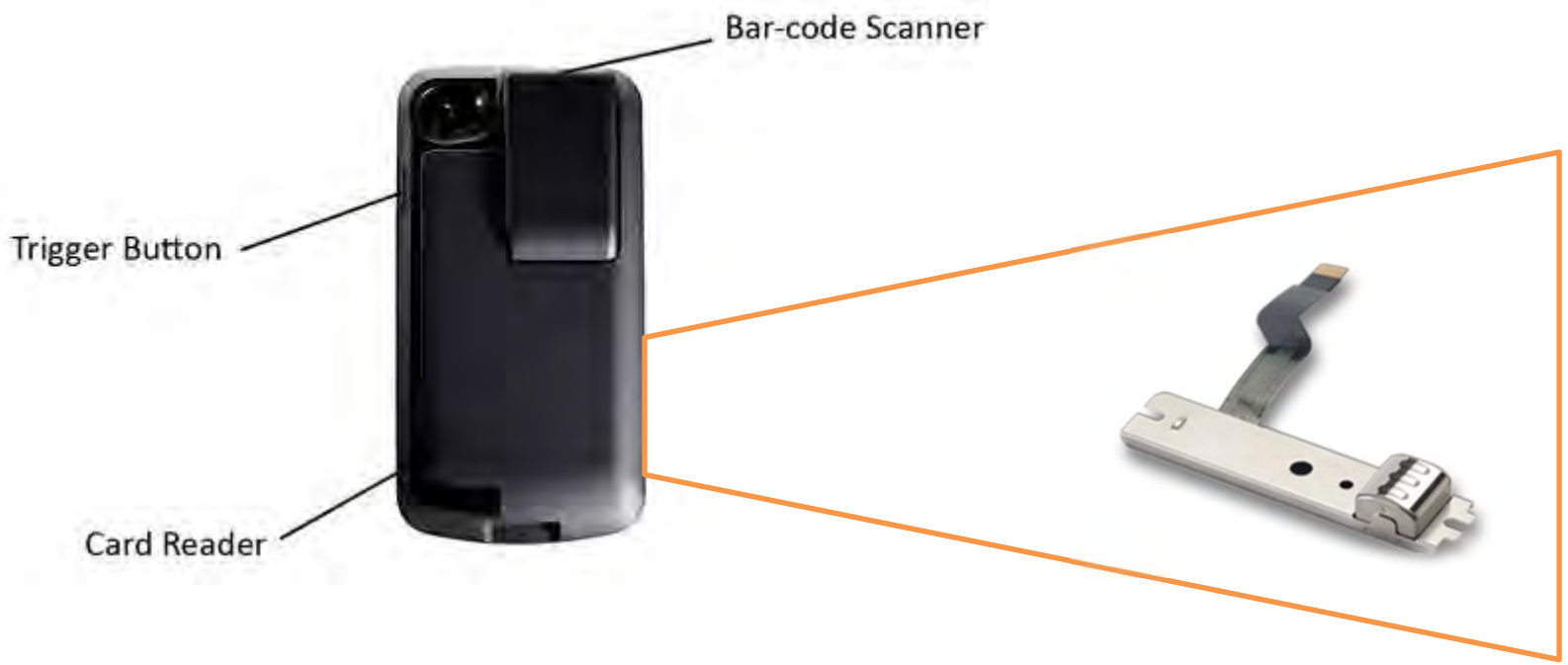
Encryption and Data Flow Diagram

FlashParking

Windcave

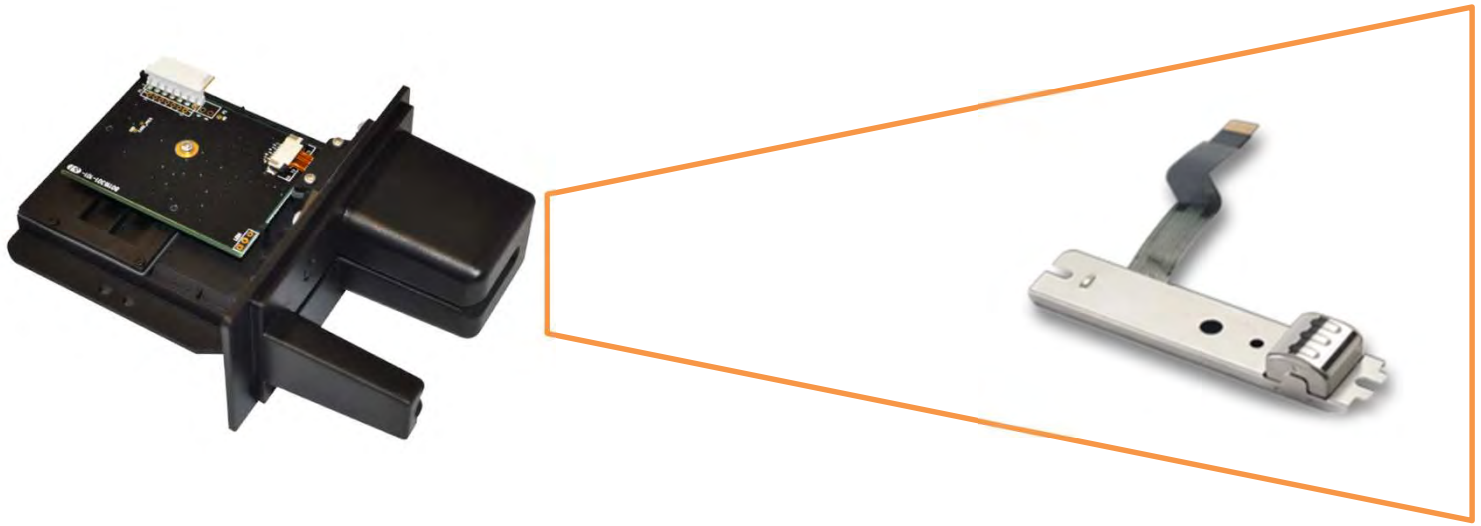
USAePay

Magnetic Head (End to End) Encryption – Linea Pro



All credit card sensitive data will be encrypted at the point of swipe in the magnetic head using DUKPT (3DES-112, AES-128, AES-256 encryption algorithms). Only our gateway partner USAePay has the keys to decrypt the sensitive data.

Magnetic Head (End to End) Encryption – Spectrum Air

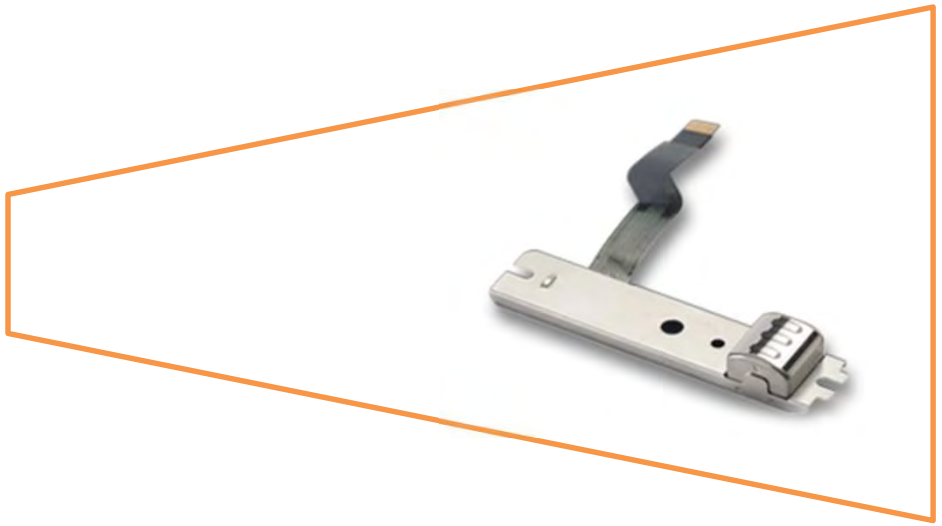


All credit card sensitive data will be encrypted at the point of swipe in the magnetic head using DUKPT (3DES-112, AES-128, AES-256 encryption algorithms). Only our gateway partner USAePay has the keys to decrypt the sensitive data.

Magnetic Head (Point to Point Validated Solution) – SCR200E

All credit card sensitive data will be encrypted at the point of swipe in the magnetic head using DUKPT (3DES-112, AES-128, AES-256 encryption algorithms). Only our gateway partner, WindCave has the keys to decrypt the sensitive data. This solution is also a PCI DSS - P2PE validated. Optional items: BFR contactless antenna for NFC payments and the SKP200E for pin entry.

Magnetic Head (End to End) Encryption – MP200



All credit card sensitive data will be encrypted at the point of swipe in the magnetic head or CHIP insert using DUKPT (3DES-112, AES-128, AES-256 encryption algorithms). Only our gateway partner USAePay has the keys to decrypt the sensitive data.

MP200 – Bluetooth paired with Apple iOS device

The MP200 connects to an Apple iOS device via paired Bluetooth connection.

The MP200 uses Bluetooth encryption as follows: Encryption Mode 2 and Security Mode 4 - this means encryption is required for all traffic between the MP200 and the Apple iOS device.

Summary of Bluetooth encryption: (for more details please visit: https://nvlpubs.nist.gov/nistpubs/legacy/sp/nistspecialpublication800-121r1.pdf)

The encryption key provided to the encryption algorithm is produced using an internal key generator (KG). The KG produces stream cipher keys based on the 128-bit link key, which is a secret that is held in the Bluetooth devices; a 128-bit random number (EN_RAND); and the 96-bit ACO value. The ACO is produced during the authentication procedure, as shown in Figure 3-4. The Bluetooth encryption procedure is based on a stream cipher, E0. A key stream output is exclusive-ORed with the payload bits and sent to the receiving device. This key stream is produced using a cryptographic algorithm based on linear feedback shift registers (LFSRs).12 The encryption function takes the following as inputs: the master device address (BD_ADDR), the 128-bit random number (EN_RAND), a slot number based on the piconet clock, and an encryption key, which when combined initialize the LFSRs before the transmission of each packet, if encryption is enabled. The slot number used in the stream cipher changes with each packet; the ciphering engine is also reinitialized with each packet while the other variables remain static.

Secure Key Management/Injection Flow

1) Credit card reader hardware is purchased from the specified vendor.

2) Linea Pro devices are shipped directly to Spencer Technologies to complete the key injection process. For Spectrum Air, the key injection process is completed by IDTech. For MP200, POSPORTAL completes the key injection process at their own facility and ships direct. For the SCR200 those are injected directly by WindCave. All servicers utilized are certified key injection facilities.

3) The completed units are shipped to the FlashParking assembly line, or direct to the customer site as appropriate.

*POSPORTAL, IDTech and Spencer Technologies exchange encryption keys directly with USAePAY.
*Windcave is a P2PE Validated Solution, therefore they manage all encryption keys.

Windcave

USAepay

SPENCER TECHNOLOGIES

FlashParking Platform

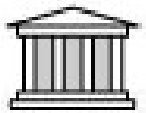
PCI Compliant Level 1 Gateway

USAePay

Windcave

- ✓ Data transmitted in compliance with PCI DSS
- ✓ PCI DSS Level 1 certified gateway

Credit Card Network



Cardholder Data is…
- ✓ NOT transmitted to our servers
- ✓ NOT stored on our servers
- ✓ Directly transmitted from device to the gateway in an encrypted format

Transaction data is tokenized
- ✓ Tokens are returned to identify transactions
- ✓ Tokens are used for refunds

Each device sends "card data" directly to the gateway without storing or transmitting via our servers / backend platform.

Card Swiped with Linea-Pro/Tab sleeve

2

PCI Compliant Level 1 Gateway

- ✓ Data transmitted in compliance with PCI DSS
- ✓ PCI DSS Level 1 certified gateway

3

Credit Card Network

- ✓ Card Holder Data Encrypted
- ✓ SSL Encryption (TLS1.2)
- ✓ Standard Security procedures
- ✓ DUKPT (3DES-112, AES-128, AES-256 encryption algorithms)

1

- ✓ Card swiped
- ✓ Not stored in our servers
- ✓ Not transmitted by our servers
- ✓ Data directly transmitted from device to the gateway in an encrypted format

FlashParking Platform

- ✓ No Card Data
- ✓ No Sensitive Data
- ✓ No Card Data transmitted
- ✓ Tokens are used for refunds

Card Swiped with SCR200E

2

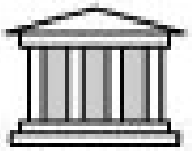
PCI Compliant Level 1 Gateway

Windcave

- ✓ Data transmitted in compliance with PCI DSS
- ✓ PCI DSS Level 1 certified gateway

3

Credit Card Network



- ✓ Card Holder Data Encrypted
- ✓ SSL Encryption (TLS1.2)
- ✓ Standard Security procedures
- ✓ DUKPT (3DES-112, AES-128, AES-256 encryption algorithms)

1

- ✓ Card swiped
- ✓ Not stored in our servers
- ✓ Not transmitted by our servers
- ✓ Data directly transmitted from device to the gateway in an encrypted format

FlashParking Platform

- ✓ No Card Data
- ✓ No Sensitive Data
- ✓ No Card Data transmitted
- ✓ Tokens are used for refunds

Card Swiped with Spectrum Air

2

PCI Compliant Level 1 Gateway

- ✓ Data transmitted in compliance with PCI DSS
- ✓ PCI DSS Level 1 certified gateway

3

Credit Card Network

- ✓ Card Holder Data Encrypted
- ✓ SSL Encryption (TLS1.2)
- ✓ Standard Security procedures
- ✓ DUKPT (3DES-112, AES-128, AES-256 encryption algorithms)

FlashParking Platform

- ✓ No Card Data
- ✓ No Sensitive Data
- ✓ No Card Data transmitted
- ✓ Tokens are used for refunds

1

- ✓ Card swiped
- ✓ Not stored in our servers
- ✓ Not transmitted by our servers
- ✓ Data directly transmitted from device to the gateway in an encrypted format

Card Swiped or Chip Inserted with MP200

2

PCI Compliant Level 1 Gateway

- ✓ Data transmitted in compliance with PCI DSS
- ✓ PCI DSS Level 1 certified gateway

3

Credit Card Network

- ✓ Card Holder Data Encrypted
- ✓ SSL Encryption (TLS1.2)
- ✓ Standard Security procedures
- ✓ DUKPT (3DES-112, AES-128, AES-256 encryption algorithms)

1

- ✓ Card swiped or Chip Inserted
- ✓ Not stored in our servers
- ✓ Not transmitted by our servers
- ✓ Data directly transmitted from device to the gateway in an encrypted format

FlashParking Platform

- ✓ No Card Data
- ✓ No Sensitive Data
- ✓ No Card Data transmitted
- ✓ Tokens are used for refunds

Online or App based Payments

Using Transparent Redirect iFrame by USAEPAY

- ✓ Data transmitted in compliance with PCI DSS
- ✓ PCI DSS Level 1 certified gateway

3

Credit Card Network

2

- ✓ Card Holder Data Encrypted
- ✓ SSL Encryption (TLS1.2)
- ✓ Standard Security procedures

Web Browser

1

- ✓ Card data typed on browser
- ✓ Not stored or transmitted by our servers
- ✓ Data directly transmitted from the browser to the gateway

VAULT

USAEPAY's Vault stores the Customer's Card Data in a PCI DSS Level 1 environment and future transactions are done with a TOKEN

Access

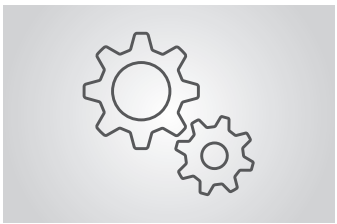
Access barrier

For access control

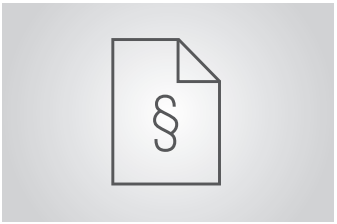
The Access Pro series barriers from Magnetic are optimized solutions for access control at car parks, company grounds, residential buildings, port facilities and other secured areas with lane widths up to 20 ft. Compared to the Access Pro-L, The Access Pro-H includes a taller cabinet, with more room for accessories, and a straight MicroBoom arm. Combine the Access Pro-H with the optional barrier arm skirt (with or without climb-over prevention) to effectively stop intruders from crawling under and/or climbing over the barrier.

At the heart of the Access series is the innovative MHTM™ drive that is distinguished by its energy efficiency, lack of maintenance and long service life – the Access series is designed for 10 million opening and closing cycles. The Access Pro-L and Access Pro-H are characterized by a high level of functionality and offer expansion potentials with plug-in modules and exclusive accessories. Magnetic quality lies not just in the detail, but is also easily recognizable thanks to its stylish design. The Access series has already been awarded two design prizes.

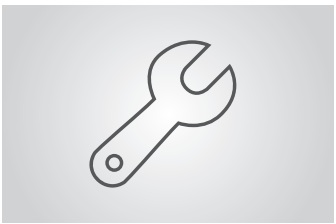
Low operating costs
With arm lengths up to 20 ft the Access Pro series is perfectly suited for a wide variety of applications. Thanks to their high energy efficiency, extremely long service lives, and simple maintenance, barriers from Magnetic are particularly cost-effective – an investment that will certainly pay off!



Innovative drive technology
The MHTM™ drive unit is maintenance-free, energy-efficient and quiet. The high torque guarantees best possible operation even under extreme weather conditions.



Legal security
Magnetic vehicular lift barriers have always been UL 325 approved. UL 325 ensures that our product guards against entrapment, fire, and electrical shock.



Easy access to components
Two simple steps: control systems and the drive unit are easily reached by removing the top cover and front plate. This increases user-friendliness and accelerates commissioning and service.

MAGNETIC AUTOCONTROL
www.magnetic-access.com/usa

ACCESS | PARKING | TOLL | TRAFFIC

Access

Access barrier

- High level of functionality for numerous applications
- High security with optional barrier arm skirts
- Very low operating costs thanks to efficient and long-lived MHTM™ drive
- Ease-of-use and optimum accessibility thanks to well thought-out design
- Acclaimed design: German Design Award 2014 and Red Dot Design Award 2012
- Designed for 10 million opening and closing cycles

Technical data	Access Pro-L	Access Pro-H
Barrier width	Max. 20 ft	Max. 20 ft
Opening/closing time	4.0 s	4.0 s
Power consumption	Max. 25 W	Max. 25 W
Drive technology	MHTM™	MHTM™
Voltage	85–264 VAC, 50/60 Hz	85–264 VAC, 50/60 Hz
Duty cycle	100 %	100 %
Housing dimensions (L x W x H)	12.4 x 14.2 x 36.0 in	12.4 x 14.2 x 36.0 in
Enclosure rating	IP 54	IP 54
Temperature range	–22 to +131 °F	–22 to +131 °F
Weight without barrier arm	88.2 lb	97 lb

Features	Access Pro-L	Access Pro-H
Standard colors	RAL 2000, 9006, 9007, 9010	RAL 2000, 9006, 9007, 9010
Barrier arm type	VarioBoom	MicroBoom
Control system	MGC Pro	MGC Pro
Integrated 2-channel detector for induction loops	Standard	Standard
Modular expansion of control system	Freely expandable	Freely expandable
Variable I/O assignment	Standard	Standard
No. of digital inputs	8	8
No. of relays/digital outputs	6/4	6/4
Selectable closing speed	Standard	Standard
Selectable opening speed	Standard	Standard

Options	Access Pro-L	Access Pro-H
Special colors	✓	✓
Standard barrier arm skirt		✓
Barrier arm skirt with climb-over prevention (height = 51 in)		✓
Barrier arm skirt with climb-over prevention (height = 70 in)		✓
Barrier arm extension set	✓	
Pendulum support*	✓	✓
Support post*	✓	✓
Barrier arm presence sensor	✓	✓
Barrier arm lock	✓	✓
Barrier arm illumination, red**	✓	✓
LED strips, red/green***	✓	✓
Warning lights	✓	✓
Hood lights	✓	✓
Key-operated switch	✓	✓
Radio module	✓	✓
Ethernet module	✓	✓
RS485 module	✓	✓
CAN module (counting)	✓	✓
Second detector module	✓	✓
GSM module	✓	✓
Photoelectric light barrier	✓	✓
Battery backup	✓	✓
Heater	✓	✓

* Barrier arms over 15 feet must use a pendulum support or support post
** Can only be used on back of barrier arm when used with climbover protection
*** Cannot be used with standard barrier arm skirt

MAGNETIC AUTOCONTROL
www.magnetic-access.com/usa

Standard barrier colors

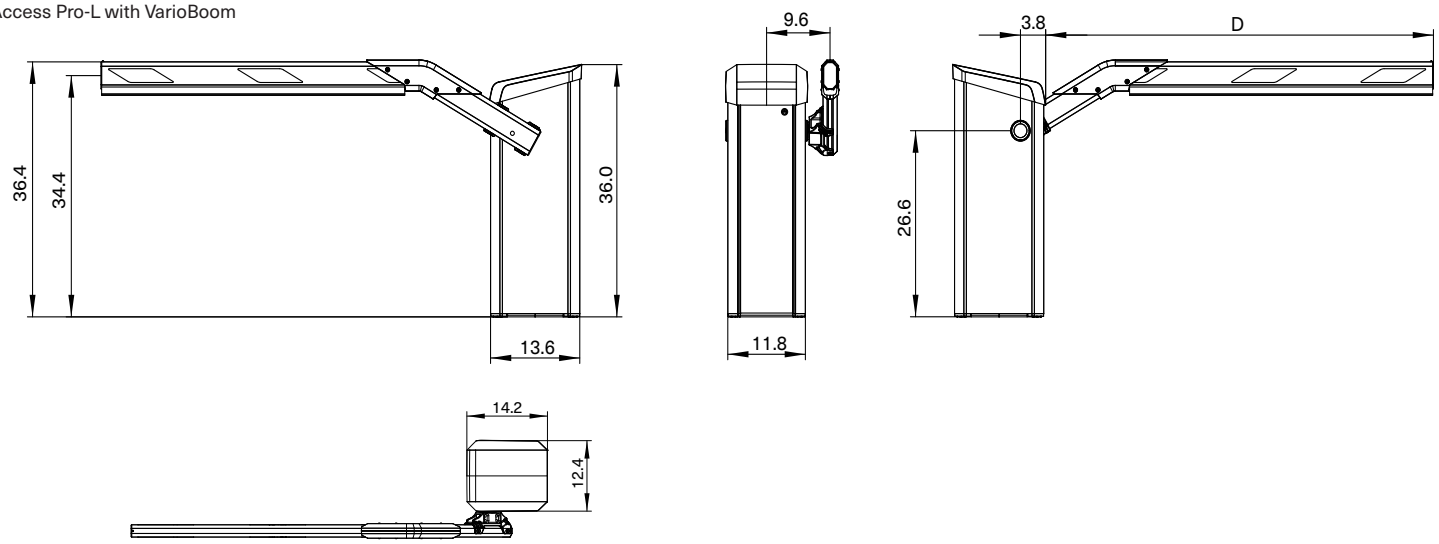
Orange (RAL 2000)	Light Grey (similar to RAL 9006)	Dark Grey (similar to RAL 9007)	White (similar to RAL 9010)

Standard door color

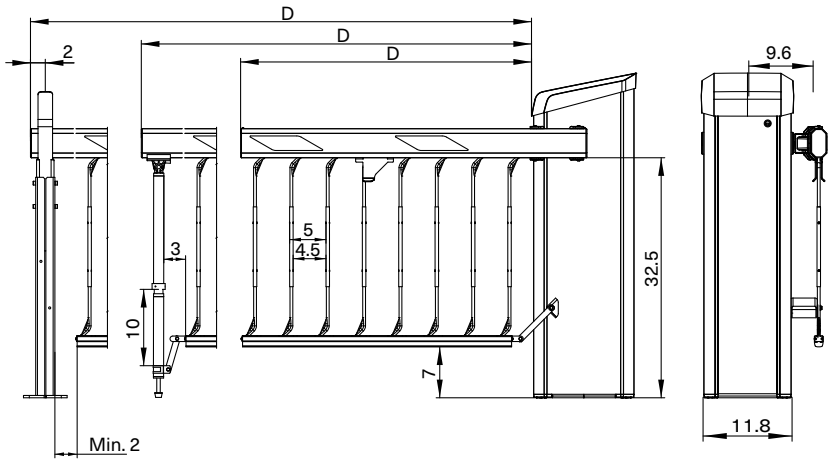
Black-Grey (Anthracite) (similar to RAL 7021)

Dimensional drawings

Access Pro-L with VarioBoom



Access Pro-H with standard barrier arm skirt



Complete dimensional drawings are available on request.

MAGNETIC®
ACCESS TO PROGRESS

Access to Progress

Magnetic stands for pioneering products – in every way. Our access control systems for vehicles or pedestrians clear the way for thousands of people every day – at car parks, toll gates, stations, airports and in buildings. Our technology is also pioneering, however: with innovative drives, intelligent control systems and well thought-out details it provides maximum safety and longevity. Are you also on the path to Magnetic?

Vehicle barriers

Access barriers
Parking barriers
Toll barriers
Traffic barriers
Special barriers

Pedestrian gates

Turnstiles

Swing gates
Tripod gates
Retractable gates
Wing gates

Terminals

Cars
Trucks

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MAGNETIC AUTOCONTROL
www.magnetic-access.com/usa

Member of FAAC group

FLASH

Garage | Parking Lots | Valet | Event

"Who's Your Local Support Guy?"

Traditionally, counting on your "local guy" was the only option an operator had when PARCS equipment broke down. Not anymore with FlashParking!

"Who is your local support person? I've always had a go-to person I can call whenever there is an issue with the equipment. I need a local person."

One of the key reasons many parking industry professionals have chosen to partner with FlashParking, is that we have a completely different business model the than traditional model operators have been stuck with. FlashParking is challenging the long-held notion that inefficient, outdated, and just plain sub-optimal processes are the way it must be. We're not satisfied with that, and you shouldn't be either. There is a better way.

Industry professionals always challenge us to offer up a "local guy" to have on speed dial because the traditional vendors have always designed their equipment and software to require you to have that local guy to fix things.

This is for two reasons:

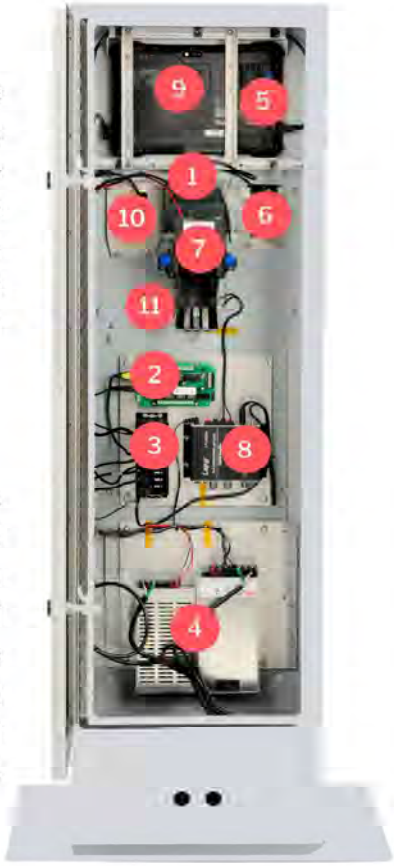
1. Revenue model based on replacement equipment and on-going service/support billing

Service and support billing can be an extremely profitable revenue stream for business, and often makes up a high percentage of a legacy vendor's bottom line. The way to maintain high gross margins from professional services is through volume. So, many vendors are programmed to drive ongoing revenue post-sale, through service and support billing. Exploiting this through complex system design, and the consistent re-enforcement that a self-service is model is just not feasible has become the norm. Fortunately, for customers there is another service/support model that doesn't hit them up with constant fees for support calls to address issues.

Our model is to do away with ongoing service and maintenance costs. Our simplified architecture means you don't *need* the local guy anymore. You save money by embracing a self-service model, replacing parts yourself, and contacting our support line to troubleshoot remotely.

FlashParking | 3801 S. Capital of Texas Hwy, Suite 250, TX 78704 800.213.3706 sales@flashparking.com www.flashparking.com

2. System Complexity



Looking inside the kiosk of a traditional PARCS vendor, the systems are extremely complex, with dozens of components, most with moving parts that can break down. It's a simple concept. The more parts there are, especially moving parts, the greater the opportunity for something to break. And when one or more of those parts fail, or an onsite server goes down, your local guy must come out and fix it. Sometimes the same day incurring emergency maintenance rates, sometimes it may take multiple days to resolve the issue. You know very well how every minute down results in lost revenue.

Less is More

We take a different approach to our equipment and software platform. We believe less is more in terms of equipment. We have designed our solution with simplicity and efficiency as the driving tenets. First, we run completely in the cloud, which means you will no longer need expensive and temperamental onsite servers. Your data will be housed in completely secure Microsoft Azure cloud servers. This not only simplifies the infrastructure, but also allows any troubleshooting to occur remotely. FlashParking can log into your cloud infrastructure instantly, fix any back-end issues without ever having to send someone onsite. The result? A speedier resolution to your problems, fixed by experts in technology, us, instead of a third-party local guy.

Easy Peasy Maintenance

Second, our equipment houses about a dozen components, all connected by a simple USB port and a few screws. This may sound silly, but again, the norm of dozens of parts doesn't need to be the case. We supply every customer with a FlashCare kit containing replacements of components. Should any of them fail, you can easily open the kiosk, remove the failed part and insert the replacement part in literally a couple minutes, as easily as connecting a mouse to a computer. Just like Apple's plug-and-play technology, we follow the same philosophy. Why would you need a local guy to come out when you can save time and money by handling these easy maintenance issues yourself? We have neither the business model nor desire to continue to derive revenue on replacement equipment and support. That model that has driven the industry for so long is quickly becoming obsolete. We are happy to provide numerous reference customers that were as skeptical as you until proven our way is better.

Still Not Comfortable with DIY Maintenance?

We designed our system to be simple, efficient, and reliable enough that your own team can now become the "local guy." However, if you are still not comfortable with having one of your employees open the kiosk and repair it with your FlashCare kit, you can always call our 24/7 support line and for a fee, we will dispatch a local service person to do it for you. We do employ an extensive network of highly vetted, independent repair technicians (same network of technicians that Dell uses to maintain their equipment). It is the best of both worlds for all your needs.

FlashParking is shifting the paradigm in the industry. True innovative companies have always challenged the established norms and look for ways to do it better. That is exactly what we are doing to the parking industry.

FlashPARCS Care Kit

Minimize Downtime with Self-maintenance:

With FlashPARCS Care Kit, a parking operator can replace key parts in a matter of minutes, thus minimizing down time.

The FlashPARCS Care Kit includes the following:

1. Barcode Scanner
2. Relay Board
3. Central USB Peripheral Hub
4. 12V (a.) & 24V (b.) power Supplies
5. Rugged Tablet
6. Magnetic Credit Card Reader
7. Ticket/Receipt Thermal Printer
8. Sound Amplifier
9. Microphone
10. RFID Proximity Card reader
11. Speaker

FLASH

+

City of Birmingham

Q-27472

Proposal for:

City of Birmingham, MI

Facility at:

222 Peabody St
Birmingham, MI, 48009

Created By:

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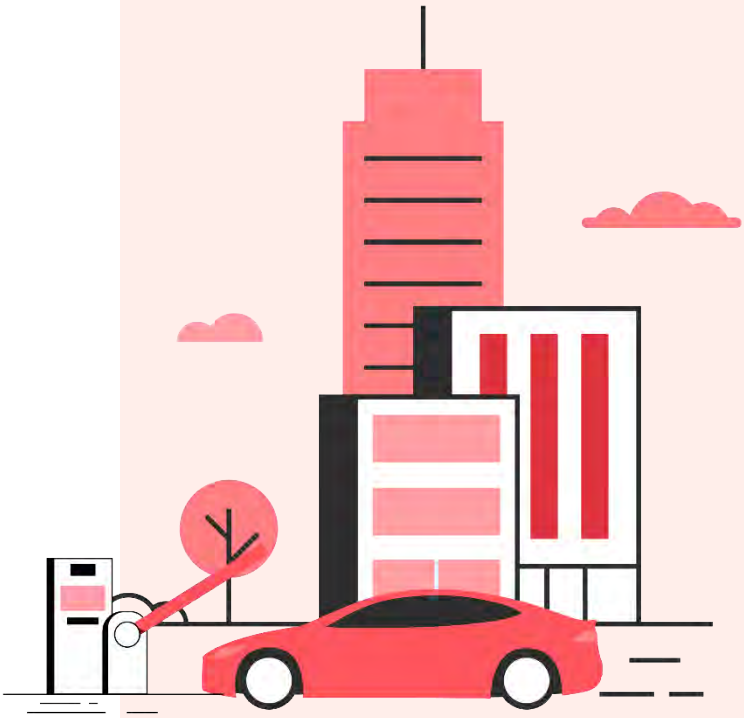

Quote Summary

Product Type	Monthly Recurring Subtotal	One-time Subtotal
Hardware	$0.00	$397,175.00
Software	$0.00	$2,200.00
Installation	$0.00	$93,400.00
Implementation	$0.00	$32,250.00
Warranty	$0.00	$37,950.00
Total	**$0.00**	**$562,975.00**

Hardware

Product	Qty	Unit Price	Subtotal
Smart Station (RFID+Barcode+EMV)	23.00	$13,375.00	$307,625.00
Flash Care Kit for Touch Screen Kiosk-EMV	1.00	$8,250.00	$8,250.00
10' Straight Arm	23.00	$0.00	$0.00
10' x 84" Articulating Arm	23.00	$0.00	$0.00
Magnetic Gate Column	23.00	$3,250.00	$74,750.00
Articulating Gate Arm Care Kit	1.00	$1,100.00	$1,100.00
Straight Gate Arm Care Kit	1.00	$450.00	$450.00
950 W Heater	23.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	46.00	$0.00	$0.00
Network Kit	1.00	$2,500.00	$2,500.00
Reversible Lane Controller	3.00	$750.00	$2,250.00
Bond Fee	1.00	$250.00	$250.00
Smart Station Hat FP Grey	22.00	$0.00	$0.00
Total			**$397,175.00**

Installation

Product	Qty	Unit Price	Subtotal
Gate Installation	23.00	$1,050.00	$24,150.00
Smart Station Installation	23.00	$2,250.00	$51,750.00
EMV Gateway Setup	1.00	$3,000.00	$3,000.00
Shipping and Handling	46.00	$250.00	$11,500.00
Onsite Training	5.00	$600.00	$3,000.00
Total			**$93,400.00**

Implementation

Product	Qty	Unit Price	Subtotal
Implementation Fee	15 days	$13,500.00	$13,500.00
Travel & Expenses	15 days	$18,750.00	$18,750.00
Total			**$32,250.00**

Warranty

Product	Qty	Unit Price	Subtotal
FlashPARCS Extended Warranty	2.00	$18,975.00	$37,950.00
FlashPARCS Standard Warranty	23.00	$0.00	$0.00
Total			**$37,950.00**

Software

Product	Qty	Subtotal
Validation Module	1.00	$150.00
Real-time Reporting Suite	1.00	Included
FlashPARCS Software License	23.00	$1,450.00
FlashAccess Bluetooth-Module	1.00	$150.00
24/7 Phone and Online Support	1.00	Included
Transient Pay on Entry Module	1.00	$100.00
Access via Credit Card and Mobile Number	1.00	$150.00
Advance Portal for Customer Support Module	1.00	$100.00
Managed Network Services with 4G/LTE Back-up	1.00	Included
Monthly Parkers Access via Mobile Phone (IVR)	1.00	$100.00
Mobile App Module (for managing parking operations)	1.00	Included

Ongoing PCI compliance + Software Updates and general software patches	1.00	Included
Total		**$2,200.00**

Lane Details

Facility Level Group

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Flash Care Kit for Touch Screen Kiosk-EMV	1.00	$8,250.00	$0.00	$8,250.00
Articulating Gate Arm Care Kit	1.00	$1,100.00	$0.00	$1,100.00
Straight Gate Arm Care Kit	1.00	$450.00	$0.00	$450.00
Network Kit	1.00	$2,500.00	$0.00	$2,500.00
EMV Gateway Setup	1.00	$3,000.00	$0.00	$3,000.00
Onsite Training	5.00	$600.00	$0.00	$3,000.00
Ongoing PCI compliance + Software Updates and general software patches	1.00	$0.00	$0.00	$0.00
FlashPARCS Extended Warranty	2.00	$18,975.00	$0.00	$37,950.00
FlashPARCS Standard Warranty	23.00	$0.00	$0.00	$0.00
Travel & Expenses	15 days	$18,750.00	$0.00	$18,750.00
Bond Fee	1.00	$250.00	$0.00	$250.00
Managed Network Services with 4G/LTE Back-up	1.00	$0.00	$0.00	$0.00
24/7 Phone and Online Support	1.00	$0.00	$0.00	$0.00
Shipping and Handling	46.00	$250.00	$0.00	$11,500.00
Implementation Fee	15 days	$13,500.00	$0.00	$13,500.00
Mobile App Module (for managing parking operations)	1.00	$0.00	$0.00	$0.00
Monthly Parkers Access via Mobile Phone (IVR)	1.00	$100.00	$0.00	$100.00
Advance Portal for Customer Support Module	1.00	$100.00	$0.00	$100.00
Access via Credit Card and Mobile Number	1.00	$150.00	$0.00	$150.00
Transient Pay on Entry Module	1.00	$100.00	$0.00	$100.00
FlashPARCS Software License	23.00	$1,450.00	$0.00	$1,450.00
Real-time Reporting Suite	1.00	$0.00	$0.00	$0.00
Validation Module	1.00	$150.00	$0.00	$150.00
FlashAccess Bluetooth-Module	1.00	$150.00	$0.00	$150.00
Total			**$0.00**	**$102,450.00**

Chester St Entry 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Chester St Entry 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Total			**$0.00**	**$19,925.00**

Chester St Exit 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00

10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Reversible Lane Controller	1.00	$750.00	$0.00	$750.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$20,675.00**

Chester St Exit 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Chester St Exit 3

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00

Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

N. Old Woodward Entry 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

N. Old Woodward Entry 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

N. Old Woodward Exit 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

N. Old Woodward Exit 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Park St Entry 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00

Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Park St Entry 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Park St Exit 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00

Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Park St Exit 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Peabody St Entry 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Peabody St Entry 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Peabody St Exit 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Peabody St Exit 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00

Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Pierce St Entry 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Pierce St Entry 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Reversible Lane Controller	1.00	$750.00	$0.00	$750.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00

Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$20,675.00**

Pierce St Entry 3

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Reversible Lane Controller	1.00	$750.00	$0.00	$750.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$20,675.00**

Pierce St Exit 1

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Pierce St Exit 2

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

Pierce St Exit 3

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+EMV)	1.00	$13,375.00	$0.00	$13,375.00
10' Straight Arm	1.00	$0.00	$0.00	$0.00
Magnetic Gate Column	1.00	$3,250.00	$0.00	$3,250.00
10' x 84" Articulating Arm	1.00	$0.00	$0.00	$0.00
950 W Heater	1.00	$0.00	$0.00	$0.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	$0.00	$0.00	$0.00
Gate Installation	1.00	$1,050.00	$0.00	$1,050.00
Smart Station Installation	1.00	$2,250.00	$0.00	$2,250.00
Smart Station Hat FP Grey	1.00	$0.00	$0.00	$0.00
Total			**$0.00**	**$19,925.00**

DISCLAIMERS

Travel & Expenses

Travel & Expenses to be billed post installation on final invoice including:

- Market rates for airfare and hotel
- Per diem rates for meals not to exceed $90 per day per person

Access Credentials Compatibility

Any proximity cards, AVI (minus toll tag) credential devices, and hotel room key cards that are existing and in use prior to installation of new FlashPARCS equipment must be submitted to Flashparking by mail for compatibility testing to ensure compatibility with Flash Systems. Unless expressly authorized and confirmed in writing following compatibility testing, FlashParking does not guarantee compatibility of Customer's existing proximity cards, AVI (minus toll tag) credential devices, and hotel room key cards.

FlashPARCS Equipment

- Equipment orders are subject to a 50% deposit payment at time of signing to ensure timely delivery of project. FlashParking reserves the right to charge a cancellation fee of 20% of the total of the contract to be paid immediately at time of cancellation.
- The remaining 50% will be invoiced upon successful installation and commissioning of the FlashPARCS equipment, or within two months of equipment receipt by Customer if Customer delays the installation, whichever comes first.
- Orders for NON-FlashHaaS (FSH) Equipment are subject to a 50% deposit payment at time of signing to ensure timely delivery of project. FlashParking reserves the right to charge a cancellation fee of 20% of the total of the contract to be paid immediately at time of cancellation. The remaining 50% will be invoiced upon successful installation and commissioning of the FlashPARCS equipment, or within two months of equipment receipt by Customer if Customer delays the installation, whichever comes first.

Delivery Lead Time

- Smart Stations and Magnetic Barrier Gates delivered and installed on average within 3-4 weeks for standard installations of 10 units or less - from time of contract signature (contingent upon credit approval and good standing of existing accounts receivable).

Excludes orders with LED Barriers, Custom Wrapping for Smart Stations, LPR Cameras, AVI Readers or any other third-party equipment as these may have longer lead times from manufacturer.

Cash Machine

- Cash Machine can be delivered and installed on average within 6-8 weeks for standard installations of ten (10) units or less - from time of contract signature, and after 50% deposit payment is received.
- Bill acceptor manufacturer provides a limited warranty on its equipment that covers all mechanical and electrical components, but excludes parts subject to wear and tear, for a period of two years for parts and RTF (return to factory or authorized service center) labor warranty.

Standard Installation

- Internet connectivity and electricity is required and is to be provided by venue or parking operator. Installation also assumes there is a pathway to run CAT5/6 for internet from the source to the final installed location.
- Installation quote is based on the information provided by client. All other requirements not provided by the client before installation are subject to review, and additional fees may be assessed to cover the work.

- Assumes a concrete surface on each lane, that the concrete is in good enough condition to install the saw cut loop, it has no major cracks and is not post tension construction. If the location is post tension construction then please inform install team during the kickoff process to send a concrete contractor to perform a surface penetration scan to ensure it is safe to make the cut for the loop, additional fees will apply.
- All work installation services to be performed during normal business hours, Monday through Friday, excluding holidays, by non-union labor.
- Installation assumes free and unfettered access to the island area for FlashParking or its installer to install equipment, energize and perform all necessary start-up and testing procedures during normal weekday business hours, unless mutually agreed upon in writing. Delays resulting from limited access to the work area or unfinished work that is to be provided by others as noted herein may result in additional costs.
- The installation includes uninstalling and removing of the existing in-lane equipment (and POFs, if applicable) and reusing certain aspects of the existing power, in-ground and other wiring that is currently installed in the lanes. Such removal must be done in a manner that ensures the preservation of this infrastructure otherwise additional costs may occur. However, because we are uncertain as to the quality of the existing conduits in the concrete or other infrastructure items, the installation cost may increase based on actual, unknown site conditions.
- Reusing or running one ethernet cable from the network demarcation point to the FlashPARCS Smart Station Kiosk using existing pathway or conduit **
- Mounting FlashPARCS network kit with back-up LTE in each lot or garage (will be pre-configured prior to shipping)
- Removing old entry (ticket/spitter) or exit (exit verifier) machine
- Removing old gate (when applicable)
- Cutting, installing & calibrating new arming and safety loops
- Connecting both loops to the gate
- Bolting down the Smart Station kiosk (they immediately get their configuration from the cloud infrastructure upon powering-up)
- Bolting down gate
- Running 3 pairs of cables from the Smart Station Kiosk to gate for (a) gate vend, (b) arming loop detection, and (c) closing loop detection
- The installation of door readers requires the door have the necessary electrified components/hardware, a pathway for a dry contact connection between our reader and the locked door, and 110 power within 25' of our reader (or 24vdc within 100 feet in same conduit as CAT5) – all of which is to be provided by others and therefore has been excluded from our pricing herein.
- We will provide a set of dry contact wires to fire the overhead door (if applicable). Final Connections to the overhead door are to be done by overhead door vendor and are not our responsibility.
- For facilities requiring newly constructed parking island(s) in a mutually agreed-upon layout approved by us which will be provided by others. The island construction will include form, pour, and concrete finish and electrical conduits within the island as needed for the connection to line voltage via conduits and circuit/low voltage communications.
- LPR Solution (if ordered) requires runway length of about 33 feet from gate to cameras. Functionality may be compromised, and solution may not be possible if site conditions do not meet runaway length requirements.
- Commend (and AXIS security cameras, if applicable) pricing is for the hardware only. Any configuration and/or setup fees by Commend are subject to a separate agreement between management and Commend and are excluded from our pricing herein. Installation of AXIS cameras (if applicable) will be quoted once the final position of the devices is mutually agreed upon between management, ownership and us.
- Umojo pricing is for the hardware only. Any configuration and/or setup fees by Umojo are subject to a separate agreement between management and Umojo and are excluded from our pricing herein. Installation of Umojo cameras (if applicable) will be quoted once the final position of the devices is mutually agreed upon between management, ownership and us.
- Clean up: placing old machine and gate in a designated area within the facility (Old Equipment disposal not included)
- Testing all components: getting a ticket, and every entry or exit method including real credit card payment transaction, microphone & speakers (placing a support call), barcode scanner, proximity card reader, Bluetooth access, vending gate and loop detection. For existing building / parking access prox cards, FlashParking must be sent active prox cards to test compatibility and match batch numbers with monthly credentials. If cards cannot be reused, new prox cards will have to be purchased for the HID readers.
- Extending or re-routing existing electrical power lines to new SmartStation Kiosk and gate ****. Because we are uncertain as to the quality of the existing conduits in the concrete or other infrastructure items, the installation cost may increase based on actuals.

** Not to exceed 15 feet

*** Old Equipment disposal not included in price

EXCLUSIONS:

- All utility company charges, deposits and fees if any; Repairs for unforeseen underground utilities that may become damaged during installation of underground conduits; Performance and Payment Bonds. All other requirements if any are extra and are subject to review; (All Permit and Inspections are a Pass Through - plus Service Fees if applicable).

Standard Installation EXCLUDES anything not specifically listed above.

Standard Installation EXCLUSION examples:

- Removing booths, structures, or similar
- Replacing or installing new bollards
- Disposing of old equipment in a remote site or dump site
- Establishing new electrical lines
- Re-routing electrical lines
- Performing any civil work such as, but not limited to, island construction
- Obtaining permit or licensure in any capacity or anything that requires a permit
- Installing or adjusting post tension cable requiring alternative vehicle detection mechanisms
- (Anything not specifically listed in “Standard Installation Includes:” section above.)

HaaS Warranty

LIFETIME RETURN TO FACTORY WARRANTY on Smart Station, Mini-Smart Station, and Pay-on-Foot Smart Stations for HaaS equipment and Magnetic Barrier Gates. This warranty excludes (EMV/Chip readers).

For avoidance of doubt, customer must pay Traditional Product prices for any equipment or services not listed in the “HaaS Product” section.

Customer must pay Traditional Product prices for items not specifically included in “HaaS Product” section; examples include:

- Cash Machines, cash boxes, and related cash machine parts
- Additional gate kits
- AVI/LPR equipment, set-up, and installation
- Any gate more than 12 feet in length
- Any LED gate
- Installation costs in excess of standard rip and replace (See above for what is included and excluded.)
- Valet subscription services
- Valet hardware
- Kiosk wrap
- Custom controllers
- Any “new” integrations (outside the current existing LAZGO API integration), but subject to Section 2.8
- Any additional modules, but subject to Section 2.8
- Any custom software modifications
- Bollards
- Pedestal (i.e. prox only)
- Commend intercoms
- EMV Chip Credit Card Reader
- Rate Display
- Prox cards

Transcore Reader

- Products are warranted by TransCore to Purchaser against defects in workmanship and material for one (1) year after the date of installation. Warranty service will be provided in the United States at a repair facility designated by TransCore. Transportation costs to and from the repair facility shall be paid by Purchaser.

LPR Cameras

- LPR (License Plate Recognition) Cameras can be delivered and installed on average within 8-10 weeks for standard installations of ten (10) units or less - from time of contract signature, and after 50% deposit payment is received.

Gates

- Gates manufacturer provides a limited warranty on its barriers that covers all mechanical and electrical components, but excludes parts subject to wear and tear, for a period of two (2) years from the date of first use provided that the operating instructions have been complied with, no unauthorized servicing of machine components has taken place, and that no mechanical damage to the machines is evident.
- LED lights for gates have a lead time of 2-3 weeks in addition to regular install schedule.

Tagmaster Reader

- TagMaster provides a two (2) year (24 month) warranty period on all own products starting at the date of delivery. (Exceptions: Hard drives and batteries are warranted for one (1) year, commodities are excluded from warranty). A warranty repair or replacement during the warranty period shall not have the effect of extending the warranty period for the products.

FlashValet

- FlashValet charges $0.49 per each mobile payment. Or $69/mo for unlimited mobile payments (when applicable).
- Order for FlashValet equipment, tickets, decals and texting number will be completed during kick-off call. These items will not be automatically ordered (when applicable). FlashValet equipment model and pricing is subject to change based on inventory availability.

- For the FlashValet solution the Agreement will commence on the Effective Date and will continue for a period of (1) one month (the “Term”). After the initial term unless otherwise specified in the schedule, the Agreement will be automatically renewed on an monthly basis unless one party notifies the other party in writing at least thirty (30) days prior to the end of the current Term of its desire not to renew.

BILLING BEGINS UPON LOCATION GO-LIVE DATE, AND NO LATER THAN 30 DAYS AFTER SIGNING OF AGREEMENT. UNLESS OTHERWISE SPECIFIED BY CLIENT.

* For EMV transactions Client requires to open an account with Windcave. FlashParking is not responsible for Merchant and Gateway fees associated with EMV transactions.

* FlashPARCS Mobile Payments ($0.35 per mobile payment transaction).

* Onsite support available upon request. Fees and response time varies by region.

* All prices are exclusive of taxes, shipping, installation, electrical, or civil work, and any other item not specified in this quote unless otherwise clearly stated in the proposal.

* Merchant services related to the processing of credit card transactions must be sourced and paid for directly by the owner/parking operator. In addition, the following policy related to credit card gateway services applies:
Magnetic stripe readers (non-EMV): FlashParking uses USA ePay as the gateway for magnetic stripe reader applications. The FlashParking software subscription fee includes gateway related charges for the first 5,000 magnetic stripe card reader-

based payment transactions, per location/per month. FlashParking will bill at a rate of $49 per location for each additional 5,000 credit card transactions for those months where the gateway transaction volume allowance is exceeded.
Chip readers(EMV): FlashParking uses Windcave as the gateway for chip reader applications. Windcave requires a separate gateway agreement with the owner/parking operator. Payment gateway transaction fees apply and are payable directly to Windcave. https://www.windcave.com/

*FlashPARCS Mobile Payments ($0.35 per mobile payment transaction).

*Onsite support available upon request. Fees and response time varies by region.

* All prices are exclusive of taxes, shipping, installation, electrical or civil work, and any other item non specified in this quote unless otherwise clearly stated in the proposal.

Equipment Service Options :

A) Self-Served with 24/7 Remote Hands FlashParking Support Team: FlashParking designed its solutions with simplicity and efficiency as the driving tenets. We supply every customer with a FlashCare maintenance kit containing all the replacements components needed for every machine and gate supplied by FlashParking. Should any of them fail, the client can easily remove the failed part and insert the replacement part with assistance from our remote hands 24/7 support team.

B) Remote/Smart Hands Support: Should you chose not to use our Self-Served with 24/7 Remote Hands FlashParking Support option. FlashParking employs an extensive network of highly vetted, independent repair technicians under the following terms below:

Regions	Mon-Fri (8-4PM)	Mon-Fri (all day Sat) 4-8PM	Sundays and Holidays
AK, CA, HI, NY, TX, WA & Puerto Rico	**$ 177.8**	**$ 267.4**	**$ 357**
1 HR	$ 287.80	$ 377.40	$ 467.00
2HRS	$ 465.60	$ 644.80	$ 824.00
3 HRS	$ 643.40	$ 912.20	$ 1,181.00
4 HRS	$ 821.20	$ 1,179.60	$ 1,538.00

Regions	Mon-Fri (8-4PM)	Mon-Fri (all day Sat) 4-8PM	Sundays and Holidays
AZ, CO, OR & PA	**$141.68**	**$212.52**	**$283.36**
1 HR	$251.68	$322.52	$393.36
2HRS	$393.36	$535.04	$676.72
3 HRS	$535.04	$747.56	$960.08
4 HRS	$676.72	$960.08	$1,243.44

Regions	Mon-Fri (8-4PM)	Mon-Fri (all day Sat) 4-8PM	Sundays and Holidays
Everywhere else (US only)	**$130.20**	**$195.30**	**$260.40**
1 HR	$240.20	$305.30	$370.40
2HRS	$370.40	$500.60	$630.80
3 HRS	$500.60	$695.90	$891.20
4 HRS	$630.80	$891.20	$1,151.60