Proposal for Nevis Range

ANPR MiniPark System

5th October 2020

Ref Number: NevisRange-2020-1708-KS-MP-2

FLOWBIRD Urban Intelligence

www.flowbird.group

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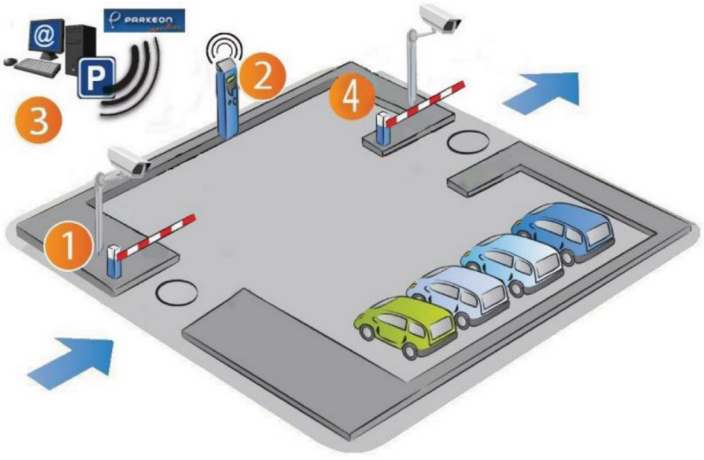
Key Account & Senior Sales Manager

1. Overview

[redacted]

Key events in our history:

- 1970 – Schlumberger is created and the first version of the hugely successful DG range of terminals is released.
- 1999 – The futuristic and design-oriented Stelio payment terminal is released to glowing reviews and becomes a trailblazing leader in the industry. Using Solar energy as the default method to power all of its cutting edge features (mains power was also available for installations where there was limited daylight such as inside multi-storey car parks).
- 2003 – Schlumberger become known as Parkeon.
- 2013 – Parkeon introduce the Strada PAL terminal, as used with the MiniPark solution. A modified version of the Strada EVOLUTION 2, the Strada PAL makes the leap from ticket issuing parking terminal to 'Smart city information terminal' possible with its large colour screen and full alpha-numeric keypad.
- 2018 – Parkeon and Cale merge to become Flowbird Group. Flowbird operates in over 5,000 towns and cities in 70 countries. The company is constantly innovating and breaking new ground to help provide solutions. The merger of Parkeon and Cale, announced in January, enabled us to combine our expertise and accelerate our investments into products and services that, through digitalisation, technology and innovation, will help us to improve individual journey experiences and make our communities better.



Why buy from Flowbird?

When you purchase equipment from Flowbird, you can rest assured that you are getting the best quality of product and after-sales service in the market.

We at Flowbird take great pride in the fact that we are the number one manufacturer and supplier of Pay & Display payment terminals in the world. In the UK alone, o**ur current market share is more than 50%**, meaning we supply more terminals in the UK than all our competitors combined!

Our terminals are renowned for being the most reliable, robust and secure in the parking industry whilst always offering all the design features and options that keep our terminals at the cutting edge of technology. This wealth of experience and expertise is what Flowbird leveraged on to design the MiniPark system (with or without barriers). It offers the customer a complete range of payment terminals and payment acceptance. One of the key advantages is that the customer can use just one back-office to control all their on-street and off-street parking estate (for MiniPark).

This is all backed up by our UK after-sales service team - with more than 90 engineers in the field - who will ensure your Flowbird equipment is always performing to its optimal capabilities.

All this has led to our enviable reputation for supplying quality products and services that are the best in our industry.

At Flowbird, we have never stood still; we are very proud of our investment in future technologies and our R&D and Design teams are constantly working on new solutions to integrate into our parking equipment and systems. 8% of Flowbird annual turnover is currently invested in R&D and, on average, 10 new Patents are filed each year – Patents are an unmistakeable sign of continuous innovation.

These, already impressive, R&D figures are only likely to increase in the future with the creation of Flowbird Group!

We believe that as we all move forward in the 21st century, city mobility and transportation technologies will become ever more integrated and smart. This is a primary reason for the creation of Flowbird; With Parkeon and Cale's vast experience, knowledge and market shares, we have the Urban Intelligence. With Flowbird Urban Intelligence, mobility in the future will become easier, safer and faster.

Everyone knows it always makes sense to buy quality, and that is how Parkeon has built up its business to be world no. 1, but now that Flowbird has been created, there has never been a better time to do business with us. You will be assured of dealing with a company whose products and systems are best in class, and who are moving forward with confidence into the future.

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Why choose a MiniPark system?

There are so many reasons to choose a MiniPark solution including;

- **Reliability**. With a Mean Time Before Failure (MTBF) rate of 1.22 years for the terminal sub-system, the Strada payment terminals are, by far, the most reliable in the industry.

- **Security**. Stradas are highly robust and secure and are certified to **EN14450 Level 2** (resistance to cash vault attacks).

- **Reporting.** The backoffice reporting system, Smartfolio, allows for financial data from both Flowbird P&D machines and MiniPark solutions to be analysed in the one single back-office management and reporting tool. Smartfolio also combines transactional payment data from various sources including online permits, online billing accounts, and payment be Flowbird mobile payment app.

- **Accessibility**. MiniPark is fully web based, allowing the customer to access from any web enabled device, anywhere in the world.

- **User Group Management**. MiniPark allows for multiple user groups to be created and managed, along with offering 'tablet' style validation options, and QR barcode payment discount solutions.

- **Future-proof**. New features are continually being added to the MiniPark roster of options. With exciting new Cloud-Based Services now rolling out, and the modularity of the system, allowing it to be expanded over time, you know that your MiniPark system will always be future-proofed should your parking operation's requirements ever change.

2. MiniPark Solution

This innovative parking payment and centralised management solution is particularly suitable for mixed-group car parks serving different user groups at varying times.

MiniPark integrates ANPR cameras with or witthout barriers on entry/exit lanes with, payment terminals (offered for multiple payment options).

MiniPark with barriers can be designed to suit the particular functional, budgetary and commercial criteria of individual car parks. A scalable, flexible and versatile solution, it is remotely managed via an ADSL network.

The system uses a dedicated web-based module, which is integrated with Flowbird's well-renowned Smartfolio, centralised management solution.

MiniPark supports the following functions:

- Remote internet access to all functions and data.
- Remote updating of charges.
- Alarm management and customer assistance.
- Remote management of the entry/exit function and payment.
- Management of charges including payments with bank cards.
- White lists control.
- Comprehensive subscriber module.
- Flowbird Mobile Phone App Payment.

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System Operation

Entrance

• The sensor detects the vehicles presence and a dedicated camera automatically recognises and records the number plate, the date and time of entry.

• The remote management system captures the data provided by the camera, entering it into the database; if already registered, the subscriber's membership information and reservation data are added.

• The entrance barrier rises allowing the driver access to the car park. The barrier lowers automatically, once a vehicle passes the safety sensor (induction loop).

Intercom help points are provided for emergencies at the entry point.

Payment

• The motorist enters the number plate at the parking terminal. The system then displays the parking fee amount owing on the screen. The motorist pays the amount by cash, bankcard or Apple Pay/Android Pay.

• After the payment transaction is completed, the parking terminal issues a receipt upon request.

• On-line Account holders and Subscribers (pre-paid subscriber motorists, for example) have no need to pay in the car park and drive straight to exit.

Exit

• The sensor detects the vehicles presence and the dedicated camera verifies the number plate against payment information, or the listing of the vehicle on the database (e.g. subscribers).

• The management system validates correct payment, or entitlement to park without payment to enable exit.

• The exit barrier rises, allowing the driver to leave the car park. The barrier lowers automatically, once a vehicle passes the safety sensor.

Intercom help points are provided for emergencies at the exit point.

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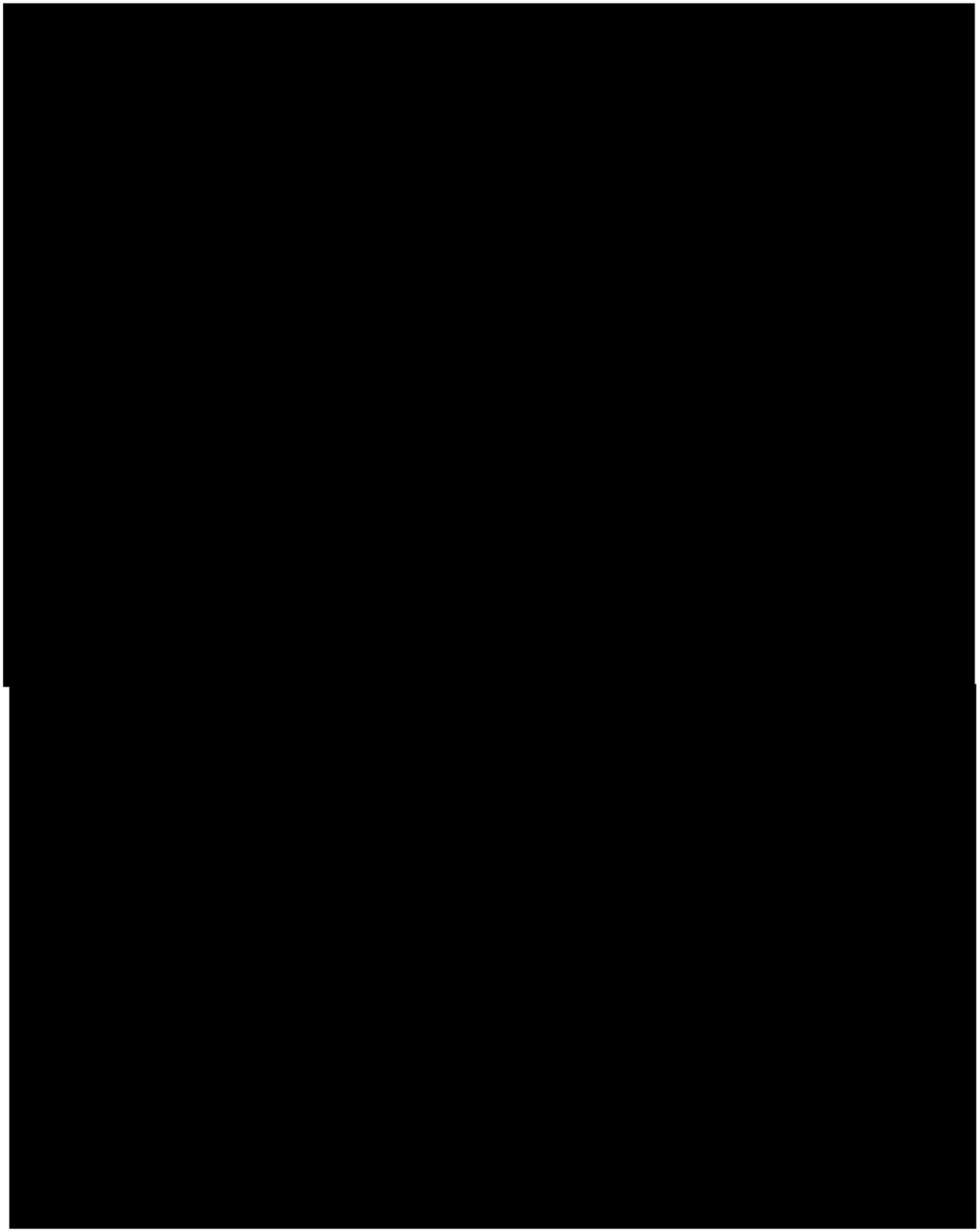
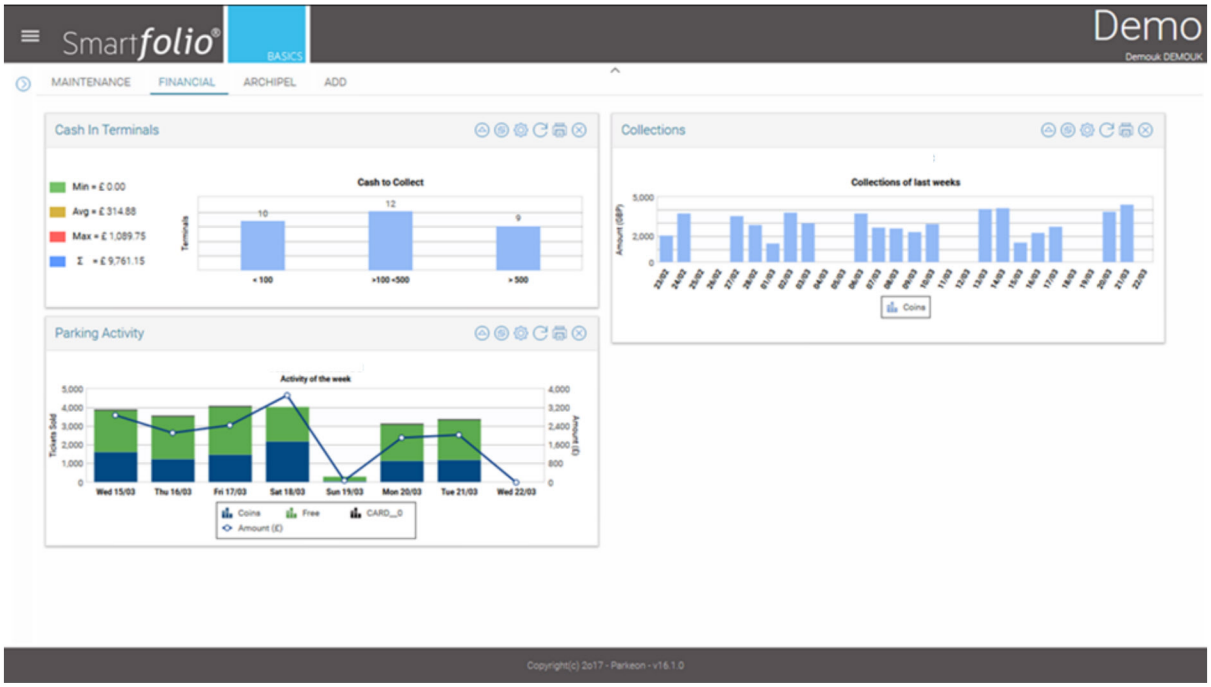


Customisable “dashboard” screen, showing cash collections and financial trends etc.



ANPR Cameras

VIGILATE PLATE A1/A1C (Plate / Plate + Environment).

- IP based camera system which captures and analyses plates
- Operating at 60 images per second
- Integrated infrared lighting
- Data stored locally on internal 32GB SD.
- Standard OCR library includes plate formats for 28 EU countries

OPTIONAL

- Send plate data to a remote FTP server
- SSD on-board storage capacity up to 1TB
- Video streaming (A1C model only)

This unit provides both an OCR and video image thus:

On all entries and exits to the car park, the cameras will be mounted on poles or bollard mounted. This will provide the very best angles and locations for image taking.

Mini Park Payment Options

There are a wide range of payment methods available, depending upon the requirements of the site. These include:

Pay Stations

Both StradaPAL and Galexio pay stations are available as part of the MiniPark solution. A combination of these can be included within any solution.

	StradaPAL	Galexio
Mains Powered	✓	✓
Small Footprint	✓	✗
Electronic Locking	✓	✗
User Interaction	7" colour TFT with alphanumeric capacitive keyboard	15" colour touchscreen
Coin Acceptance	✓	✓
Note Acceptance	✗	✓
Credit card & pin payment with contactless	✓	✓
Credit card payment only option	✓	✗
Change Issuing	✗	✓
Receipt Printer	✓	✓
Barcode reader (optional)	✓	✓

It was discussed on our call and on site, that the pay station preference would be the Galexio pay station which allows for note acceptance and change giving in addition to card payment functionality.

Online Automatic billing (Optional)

Automated Billing

In April 2016, Flowbird launched an online automated billing solution. The solution was derived from a requirement to bring parking in line with individuals experiences in other ways of life, where retail and services are now undertaken on line with individual user accounts and registered bank cards.

The solution is ticketless and ANPR based. Flowbird is now able to roll out this solution to all its MiniPark, Pay on foot and P&D solutions, branding the online portal with the customers corporate livery.

How Does it Work?

Customers who would like to register for the service visit the appropriate web site, where the Flowbird solution can be white branded to enable the screens to be displayed as part of the customer web site in their livery. Customers are requested to register their name, address, email, mobile phone details, vehicle(s) registration details and a bank card for payment. The customer will then be sent a confirmation email confirming their registration.

The customer will have their own individual account page where their details will be recorded and they can select which car parks they would like to park in, where the solution is offered.

The customer will then visit the applicable car park, the registered vehicle will be recognised by the entry camera and the entry barrier will raise to enable the customer to park. The customer will go about their business and when finished, return to their vehicle without visiting a pay station, and drive to the exit barrier. The registered vehicle will be recognised by the exit camera and the exit barrier will raise to enable the customer to leave the car park.

The visit will be recorded on the customers individual activity report on the web site detailing the time of entry and exit and the applicable tariff charged. The customer can visit the registered car parks as many times as they like.

The customers registered bank card will be debited for the visits during the billing period, which is configurable, typically the transactions are debited once or twice a month, on the same day.

Customers can visit their account page at any time to view their transaction details and also print a receipt, as necessary.

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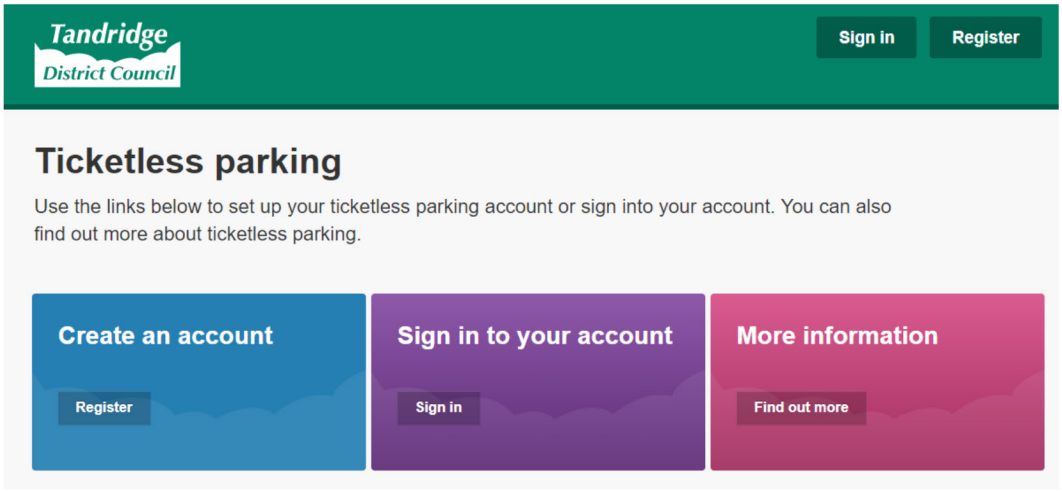
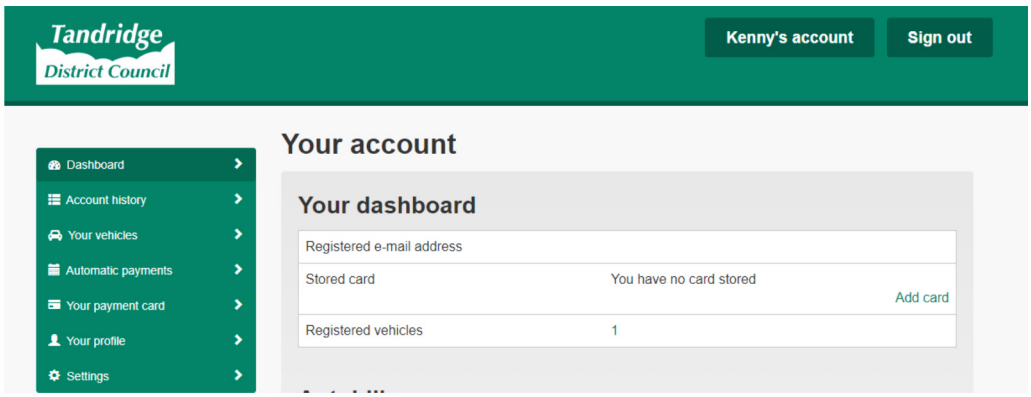
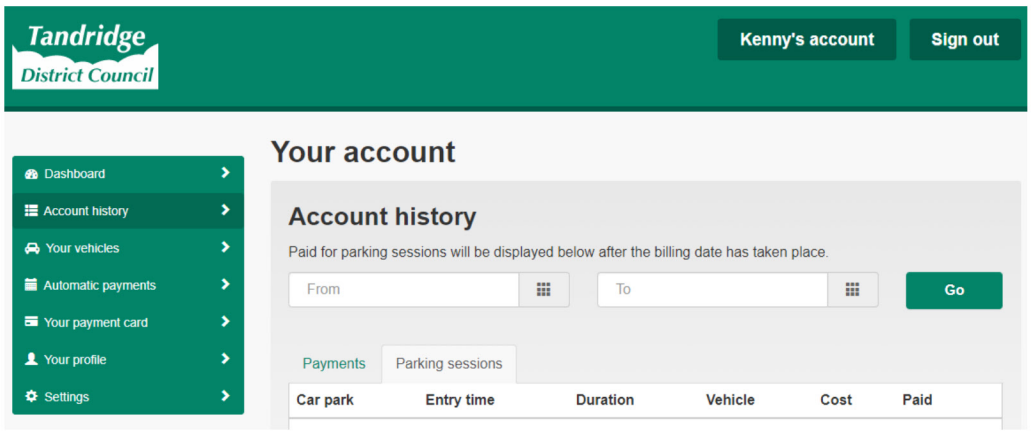
Creating an account and registering will be easy for regular users…..

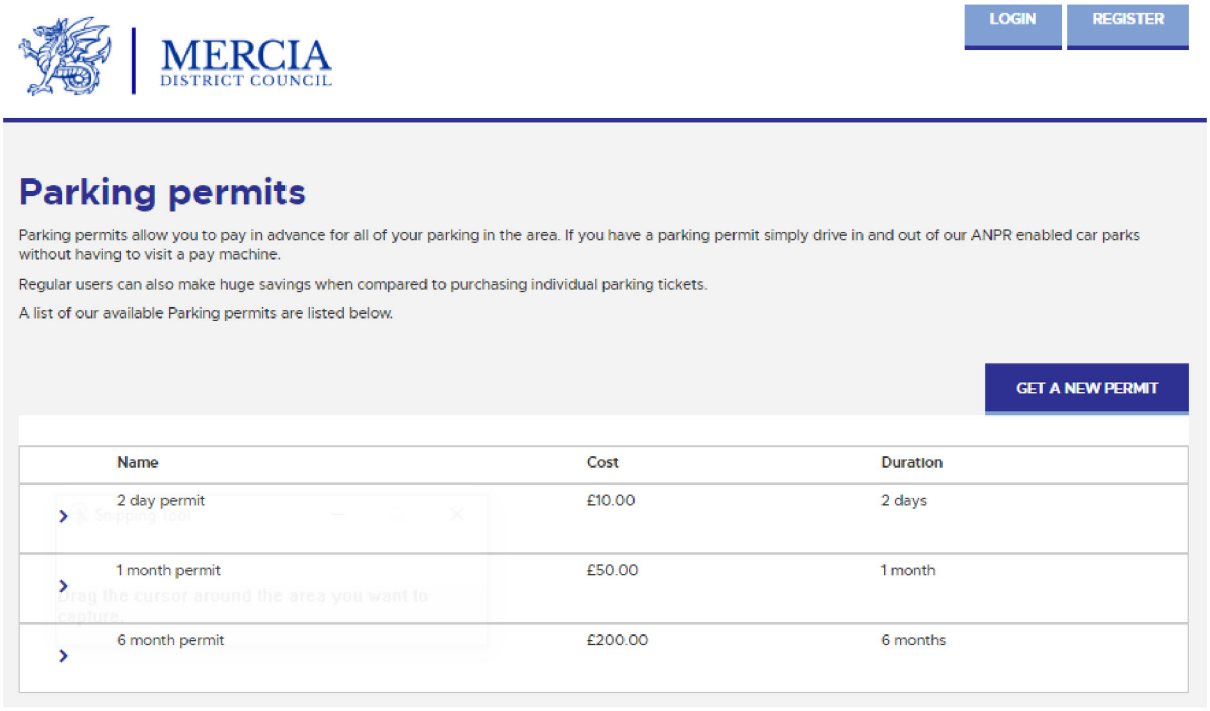






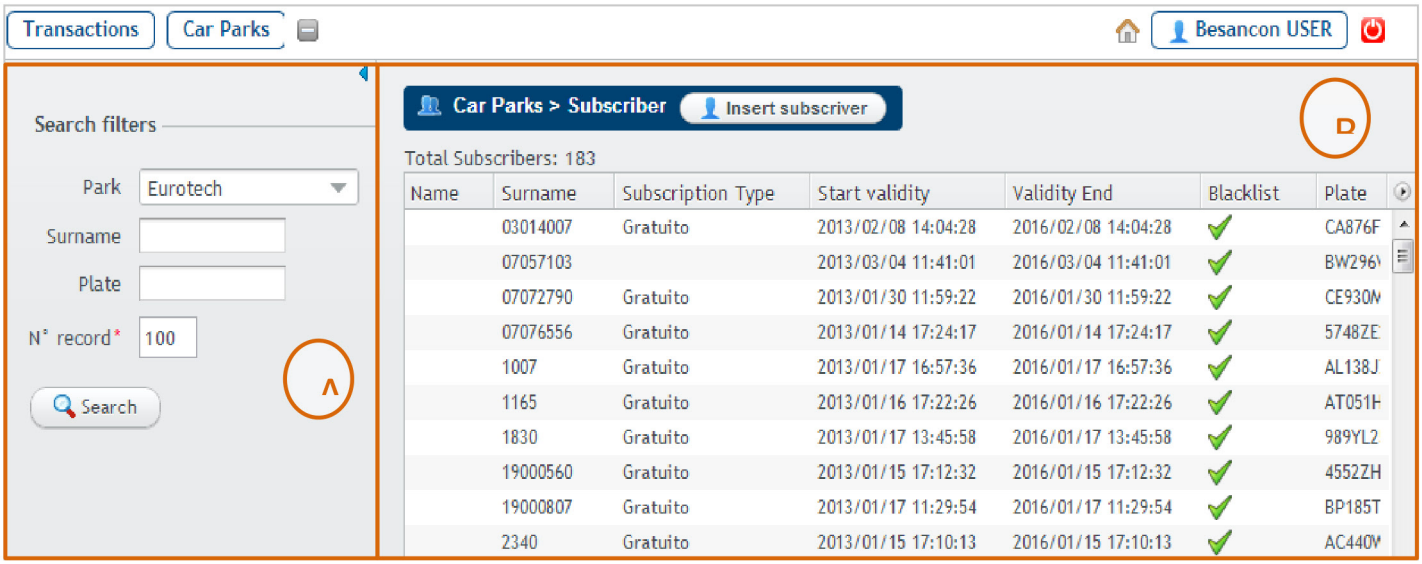
Online Permit Billing (Optional)

The permit application process follows a similar structure, with the ability to define the parameters of each permit type, providing a fully customised, bespoke permit solution…



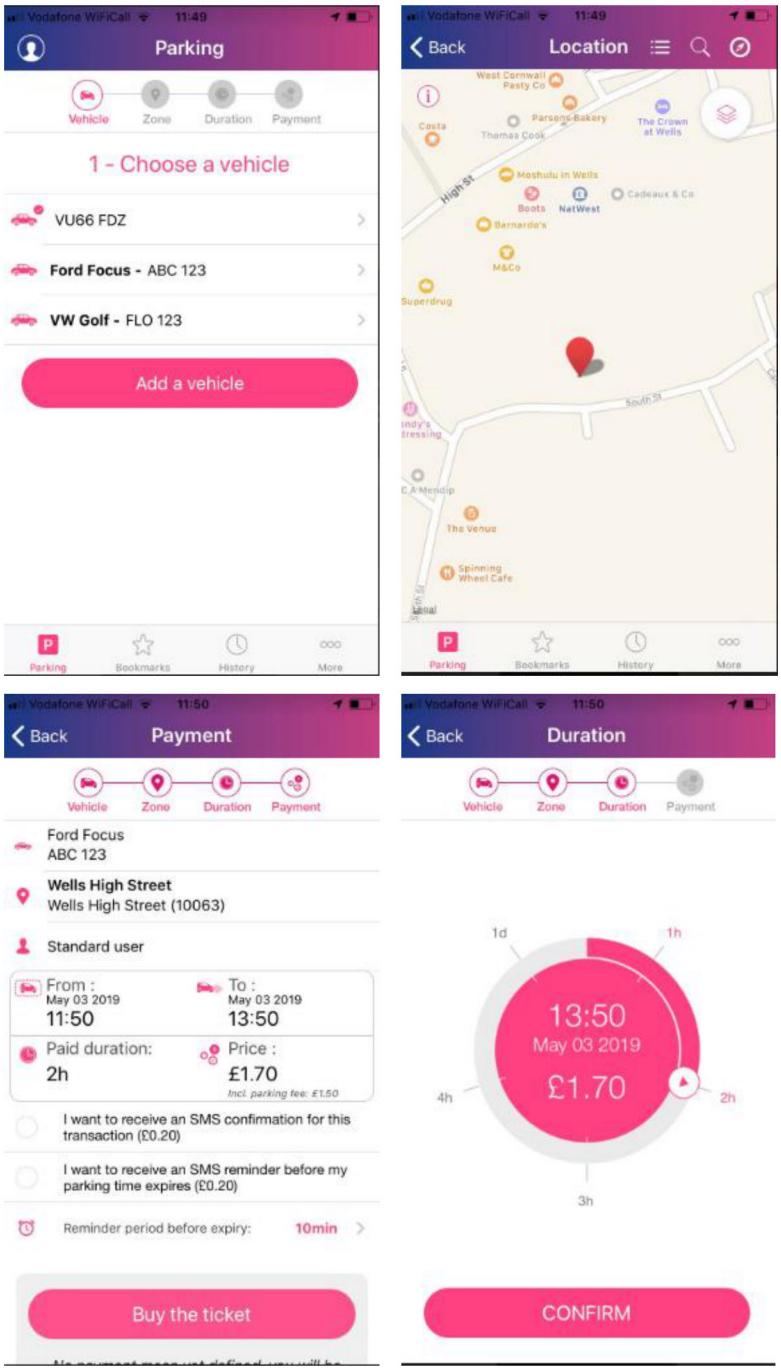
Subscriber Control Billing (Included)

The subscriber (white/black) list is controlled via the system's subscriber module:



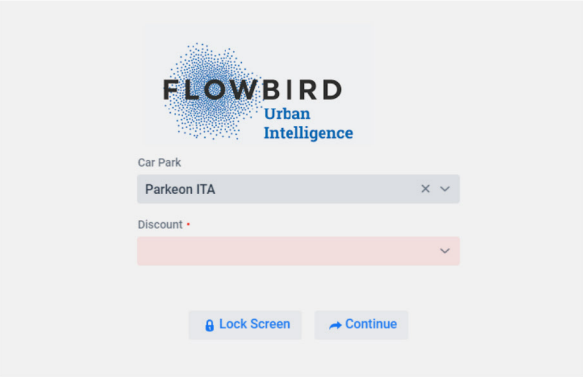
Flowbird Mobile App Payment (Optional)

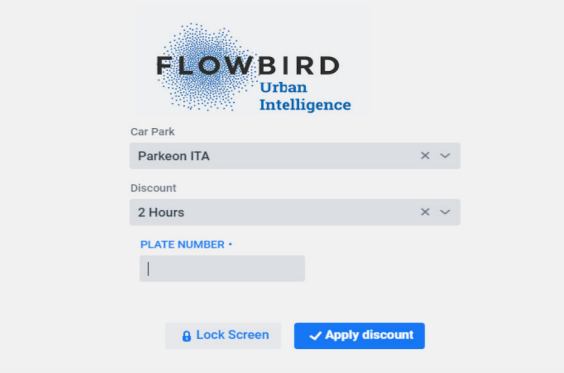
Flowbird offers its own mobile phone payment system called Flowbird Mobile Parking. The payment app **integrates completely** with Flowbird P&D machines and back-office system providing rate flexibility and enhanced financial reporting and reconciliation. Flowbird Mobile Parking is available on the Apple AppStore and the Google Play Store.

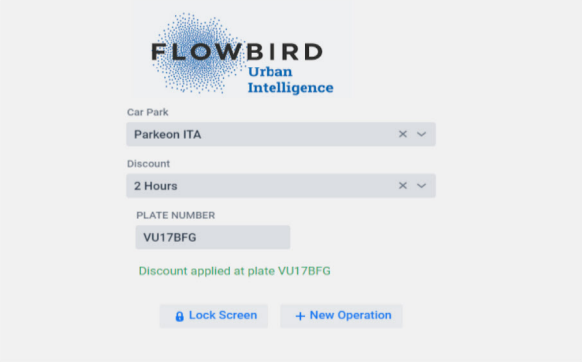


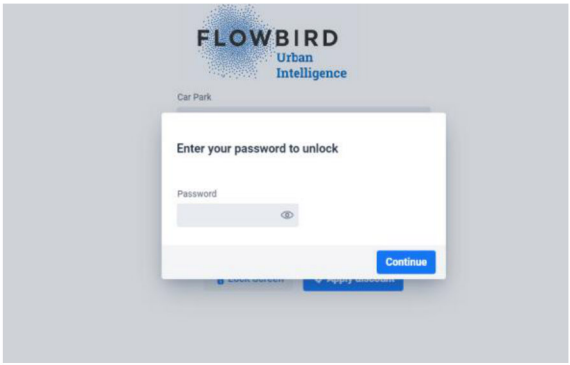
Tablet Validation Whitelist Control (Optional)

A validation option to provide discounted or free parking sessions is now available through the Tablet Validation software module. This optional module can be added to the core MiniPark system, is fully web-based and is accessed through the customer supplied tablet devices.









Description of the System Offering

Our proposal is to install MiniPark with barriers in the surface car park at Nevis Range.

Location of entry and exit lanes, complete with barriers, bollard/pole mounted ANPR cameras and intercom help points.

Proposed location of 2no Flowbird Galexio payment terminals.

We have designed a system that comprises of a camera on the entry lane and a separate camera on the exit lane.

The cameras will be bollard or pole mounted (to be agreed).

There will be a new barrier installed on each lane and a pedestal mounted intercom help point mounted on the island adjacent to where a vehicle naturally comes to a halt, whilst waiting momentarily, for the VRN to be read and the barrier to raise (entry and exit lanes).
There will be induction loops installed as a trigger for the cameras and a closing loop under each barrier.
Mains powered, Flowbird Galexio payment terminals will be installed at pre-agreed locations on the site.

MiniPark is a web-based system and as such no specific “PC workstation, nor server” is required. We have assumed that staff members will access the system via their normal PC with web access, via log in and password control. Likewise, any remote staff will be able to access the system in exactly the same way with no need for any bespoke cabling or networks etc.

Scope of Works – Option 1
All bases/islands/data to cabinet/mains to cabinet/ducting by others. Bolt down only.

- POF base and cabling by others
To bolt down Pay on Foot machine (seal and level) x2
To supply and install switched fused spur. Connect to supply by others x2

- Entry, island/ducting by others
To bolt down barrier (seal and level) x1
To bolt down ANPR camera (seal and level) x1
To bolt down Intercom post (seal and level) x1
Supply and install YY cable between barrier and terminal x1
To supply and install mains flex between barrier and terminal x1
To slot cut for loop , lay cable and backfill with bitumen (tarmac) x2
To supply and install switched fused spur. Connect to supply by others x1

- Exit island/ducting by others
To bolt down barrier (seal and level) x2
To bolt down ANPR camera (seal and level) x2
To bolt down Intercom post (seal and level) x2
Supply and install YY cable between barrier and terminal x2
To supply and install mains flex between barrier and terminal x2
To slot cut for loop, lay cable and backfill with bitumen (concrete) x4
To supply and install switched fused spur. Connect to supply by others x1

- Cabinet, main power incomer and data by others.
To supply and install RH 400 Cabinet x1 (to house camera control units)
To construct concrete base x1
To supply 8 way mains board including Mcbs x1
To supply and install SWA cables in ducts per meter x60
To supply and install external Cat 5 cable per meter.(this is allows one cable per item) x60
Skip Hire x1
To supply Heras fencing/guard barriers and signage per week x2

Scope of Works – Option 2
Data to cabinet/mains to cabinet

As per Option 1 plus:
To construct a 0.80 X 5 m concrete island complete with man hole and ducts x3
To supply and install POF base x2
To hard dig trench per meter, from cabinet to islands x40
To make good trench with permanent lay tarmac x1

Skip Hire x3
To supply digger minimum hire 1 week x4
To supply dumper minimum hire 1 week x4
To supply Heras fencing/guard barriers and signage per week x6

Equipment to be supplied:

- 3 Entry/Exit barriers + stand-alone intercom unit for each
- 2 Flowbird Galexio mains powered payment terminals (coin and card payment)
- 3 ANPR cameras and peripherals

Scope of Works subject to the following*:

- We have assumed mains power and a BT line (for our ADSL connection) will be provided by others at the entry/exit lane location
- We have assumed mains power and an Ethernet connection will be provided by others at each payment terminal location

Typical central island layout (to be installed at each entry and exit)

Maintenance Contract

General
Our standard contract includes all materials and labour to fix/replace any part of the system, due fair wear and tear.
A discount of 8% on Flowbird “time and materials” invoices (excludes delivery).

Level of Cover:
SLA is next working day response, 9:00 to 17:00, Monday to Friday (excluding public holidays) Excludes; Parts and labour necessary to rectify faults/damage due to vandalism, vehicle impact and acts of god such as floods, fire etc.

All prices for maintenance contracts and annual fees are included in the main pricing schedule

Warranty Year:
The above cover level is free of charge.
Fee charged for Smartfolio back-office, web based system monitoring/remote diagnostics by Flowbird and the MiniPark annual license fee

Year Two Onwards
The above cover level is included along with two routine service visits per year. Price after Year 2, is increased annually by RPI, or an equivalent price index, that is mutually agreeable.

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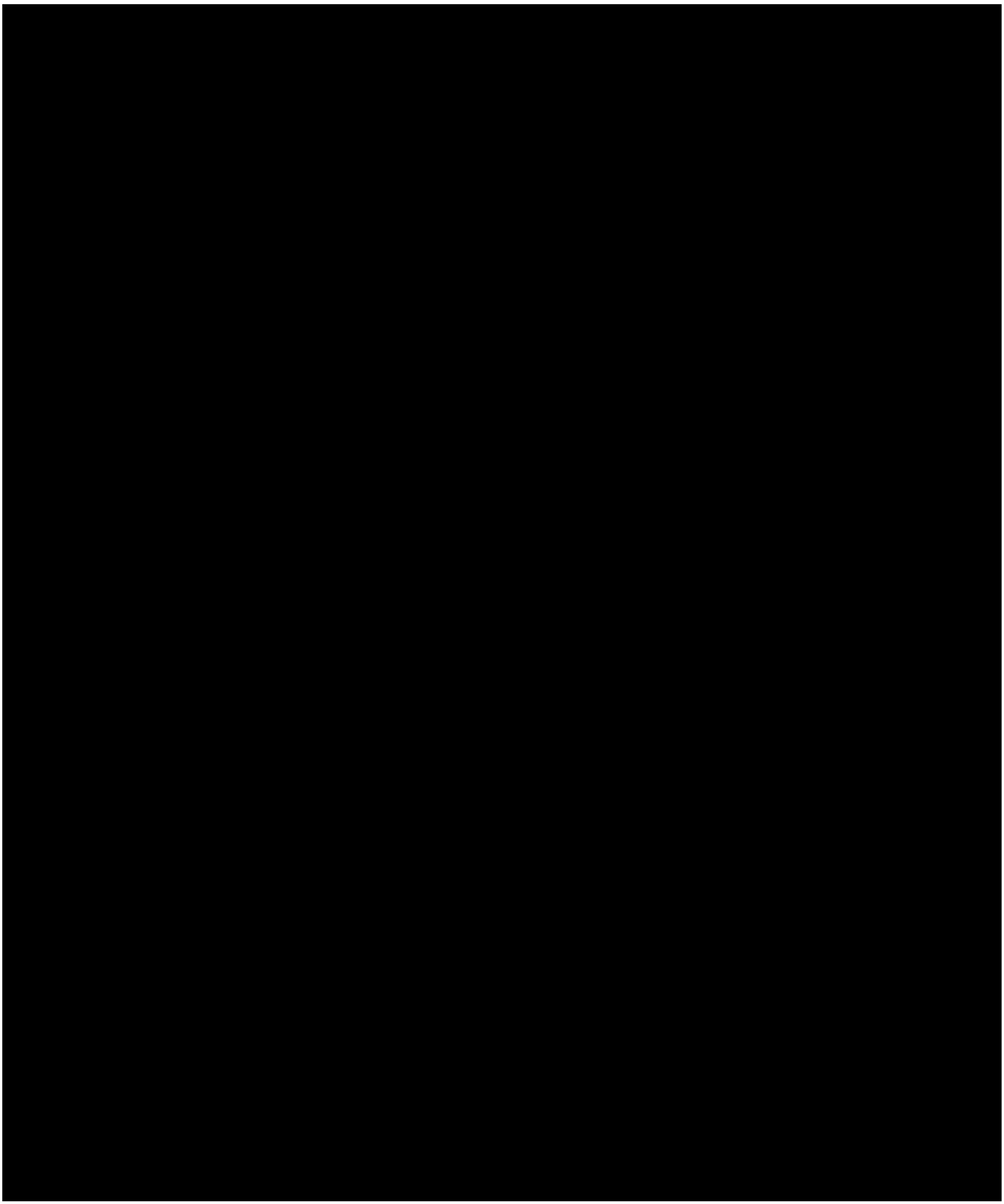

Credit Card Payment Fees:

You will need to get a formal quote from our three PSP partner companies, SIX Payment Solutions, TillPayments or Elavon for your credit card processing and we will help to facilitate this process.

Proposal Prepared by:

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