



AGENDA
CITY OF CHARLEVOIX CITY COUNCIL WORK SESSION
Monday, April 15, 2019- 4:00 PM
Council Chambers, 210 State Street, Charlevoix, MI

- 1. Pledge of Allegiance**
- 2. Roll Call**
- 3. Council Discussion of Parking Proposals**
 - A. ParkSol
 - B. IPS Group
- 4. Reports and Communications**
- 5. Adjourn**

The City of Charlevoix will provide necessary reasonable auxiliary aids and services, such as signers for the hearing impaired and audio tapes of printed materials being considered at the meeting, to individuals with disabilities at the meeting upon one weeks' notice to the City of Charlevoix. Individuals with disabilities requiring auxiliary aids or services should contact the City of Charlevoix Clerk's Office in writing or calling the following: City Clerk, 210 State Street, Charlevoix, MI 49720 (231) 547-3250.

CHARLEVOIX CITY COUNCIL

Council Discussion of Parking Proposals

TITLE: ParkSol

DATE: April 15, 2019

PRESENTED BY: Mark L. Heydlauff, City Manager

BACKGROUND:

Here is the follow-up information we received from ParkSol. I had a follow-up meeting and a couple of phone calls with them.

ATTACHMENTS:

- ▣ Park Sol Revised Business Proposal
- ▣ On-Street Operational Cost Breakdown
- ▣ Overall Cost Breakdown

Request for Qualifications Parking Meters and Payment Solutions



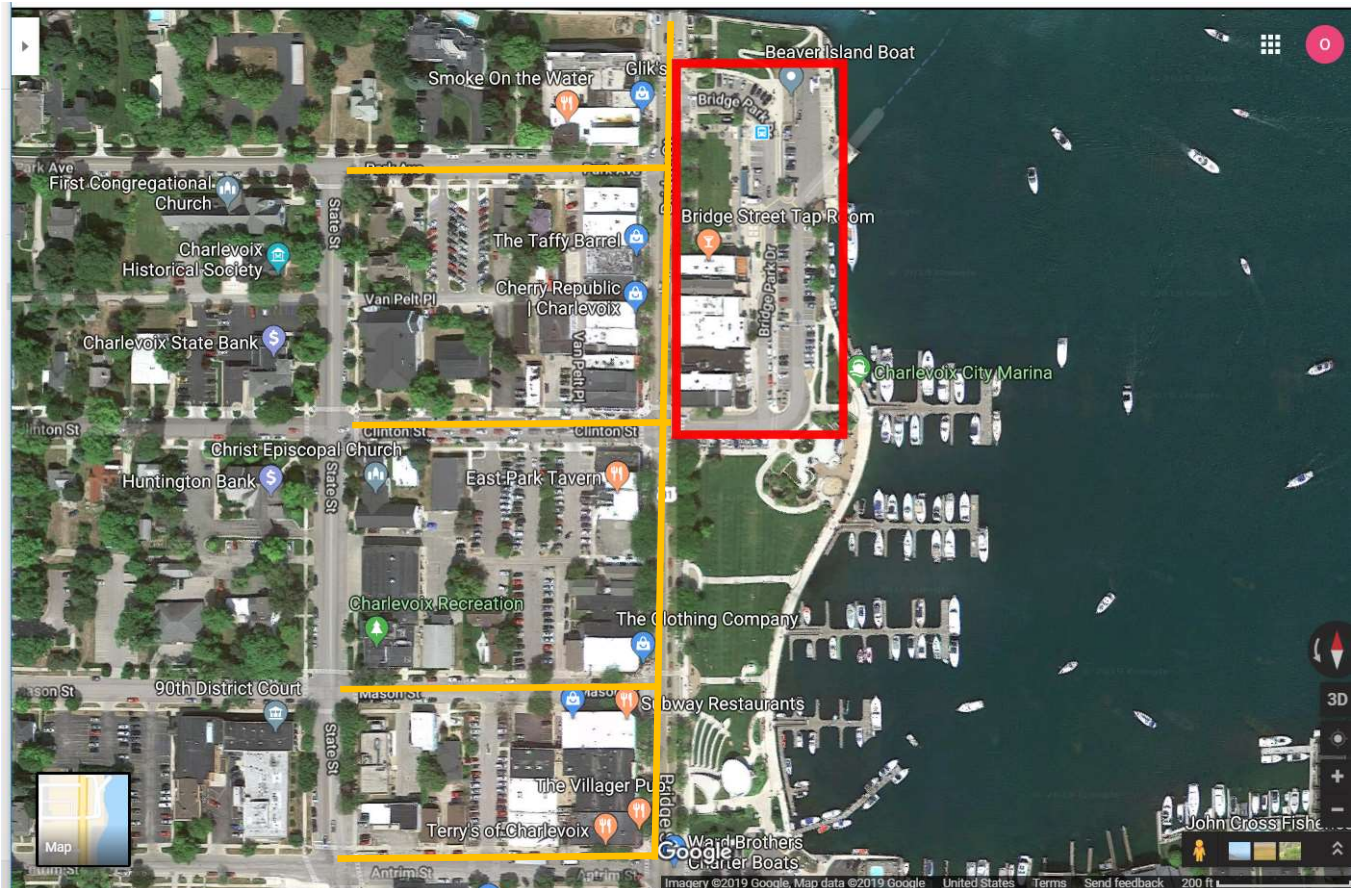
Omer Shloush, CEO ParkSol USA
Cell 480.231.6601 Office 1(800) 460 6889
oshloush@parksolusa.com
7360 E ACOMA DR, SCOTTSDALE, AZ, 85253, USA



GLOBAL PARKING SYSTEM, INC.
World Class Parking at Each and Every Location



Frist year equipment layout



Parking meters locations —

Off street parking with kiosk and LPR cameras 

Second year equipment layout



Parking meters locations —

Off street parking with kiosk and LPR cameras



Our business proposal with no upfront cost to the city of Charlevoix.

Our contract duration is 3 years with (2) 2-year extensions(as outlined and agreed in final legal contract)

2019 rollout proposal.

We will install and service up to 200 parking meters per the equipment drawing and city approvals, Side streets (Park Avenue, Clinton, Mason, Antrim).
Parking fees will be \$0.75 per/hr.

We will install and service off street parking system with LPR cameras and payment /information kiosk at Acacia lot.
Parking fees will be \$0.75 per/hr.

2020 rollout proposal.

Parking fees at metered spaces will be \$1.00 per/hr.
We will install and service off street parking system with LPR cameras and payment /information kiosk at park ave/Van plet lot, Clinton St/Mason lot, Mason/Antrim lot
Parking fees will be \$1.00 per/hr.
Our system will provide discounted rates for residences or others to be approved by city.

2021 rollout proposal.

Parking fees at metered spaces and lots will be \$1.25 per/hr.

Minimum profit sharing with City of Charlevoix:

2019 - no profit sharing.	2022/2023- \$200,000.
2020- \$25,000.	2024/2025- \$200,000.
2021- \$35,000.	

All accounting can be audit by the City of Charlevoix .



GLOBAL PARKING SYSTEM, INC.
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Second year airport equipment layout



Off street parking with kiosk and LPR cameras





Charlevoix Airport business proposal with no upfront cost to the city of Charlevoix for Airport Parking.

Our contract duration is 3 years with (2) 2-year extensions (as outlined and agreed in final legal contract)

2019 or 2020 rollout proposal.

We Parking will install and service off street parking system with LPR cameras and payment /information kiosk at Airport parking lot.

Vehicle Parking Fees

Daily - \$0.50 per/hr.

Daily premium - \$.75 per/hr.

Overnight \$5.00

Weekly \$20.00

Monthly \$60.00

6 Months \$100.00

6 Months - Premium \$225

Annual 175.00

Annual -Premium \$385

**** Will implement customer service program year-2/No additional cost**

Our system will provide discounted rates for residences or others to be approved by city.

Minimum profit sharing with City of Charlevoix :

2019 - 19,000. 2022/2023- TBD.

2020- \$35,000. 2024/2025- TBD.

2021- \$58,000.

All accounting can be audit by the City of Charlevoix .



GLOBAL PARKING SYSTEM, INC.
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Equipment and installation cost

	Description of items	QTY	Totals
	Parking meters	200	\$304,080.00
Street Bridge Lot (marina).			
	LPR cameras	10	\$ 15,837.50
	Installing LPR system	10	\$ 36,109.50
	On street parking payByfoot	2	\$ 14,190.40
	Install payByfoot	2	\$ 6,335.00
	server and IT equipment	1	\$ 6,968.50
	Supply and Installing electrical panels communication panels	1	\$ 4,434.50
	Supply and install parking guiding LED signs	2	\$ 4,941.30
Street Bridge Lot (marina).			
	LPR cameras	6	\$ 7,221.90
	Installing LPR system	6	\$ 19,005.00
	On street parking payByfoot	1	\$ 7,095.20
	Install payByfoot	1	\$ 3,167.50
	server and IT equipment	1	\$ 6,968.50
	Supply and Installing electrical panels communication panels	1	\$ 4,434.50
	Supply and install parking guiding LED signs	2	\$ 4,941.30
Clinton St/Mason lot.			
	LPR cameras	14	\$ 16,851.10
	Installing LPR system	14	\$ 44,345.00
	On street parking payByfoot	3	\$ 21,285.60
	Install payByfoot	3	\$ 9,502.50
	server and IT equipment	1	\$ 6,968.50
	Supply and Installing electrical panels communication panels	1	\$ 4,434.50
	Supply and install parking guiding LED signs	2	\$ 4,941.30
Mason/Antrim lot.			\$ -
	LPR cameras	6	\$ 7,221.90
	Installing LPR system	6	\$ 19,005.00
	On street parking payByfoot	1	\$ 7,095.20
	Install payByfoot	1	\$ 3,167.50
	server and IT equipment	1	\$ 6,968.50
	Supply and Installing electrical panels communication panels	1	\$ 4,434.50
	Supply and install parking guiding LED signs	2	\$ 4,941.30
General			
	Phone app		\$134,565.00
	Enforcement equipment		\$ 31,675.00
	Supply and install software (Revenue control enforcement find my car reservations)		\$ 63,350.00
Airport Lot			
	LPR cameras	28	\$ 33,702.20
	Installing LPR system	28	\$ 88,690.00
	On street parking payByfoot	3	\$ 21,285.60
	Install payByfoot	3	\$ 9,502.50

server and IT equipment	1	\$ 6,968.50
Supply and Installing electrical panels communication panels	1	\$ 4,434.50
Supply and install parking guiding LED signs	4	\$ 9,882.60

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CHARLEVOIX CITY COUNCIL

Council Discussion of Parking Proposals

TITLE: IPS Group

DATE: April 15, 2019

PRESENTED BY: Mark L. Heydlauff, City Manager

BACKGROUND:

Here is the follow-up information we received from IPS Group. I had a couple of phone calls and exchanged emails with them to communicate the items Council was interested in.

ATTACHMENTS:

- ▣ Response to Council Questions
- ▣ IPS Permitting Proposal
- ▣ Return on Investment Spreadsheet
- ▣ Meter Quote
- ▣ Paystation Installation information
- ▣ Installation Information
- ▣ IPS Customer Information Sheet
- ▣ Pole Installation

CHARLEVOIX, MI - POST PRESENTATION QUESTION SET

What would be our all in pricing for 125 single-space meters, delivered and installed?

Included in Attached Charlevoix Proposal

What are the specs on the kind of pole or post necessary to do this?

A: The attached PDF (Pole_install_31_dirt) details both the Pole Install requirements as well as the actual Pole Specs

On a per-meter basis, what are the annual operation costs for items including but not limited to warranty support, technical assistance, processing fees, etc?

A: Included in this proposal, Charlevoix will receive a 12-months Parts/Labor Warranty. It does have the option to add up-to 48-additional months.

Qty.		<u>*BUDGETED Recurring Meter Fees:</u>	Per Meter Cost	Total
125		SSPM - Monthly Fees, Reports and Communication (per meter)	\$5.75	\$718.75
125		On-going Real-time reporting Fee for DMS (Park Smarter / Coin)	\$2.75	\$343.75
125		Sensor Management System/Base Data Fee	\$3.50	\$437.50
		Gateway Fee (Per Credit card Transaction for M5's and MS1's)	\$0.13	

As part of your purchase, IPS provides 7am - 7pm EDT Remote Support Services. Our team is there to answer questions, trouble-shoot issues, and resolve software issues from either the East coast office or San Diego support center, depending on time-of-day.

1. If simple Technical Services are needed that do not require a Technician to be dispatched, they will walk a representative from Charlevoix through the required services.
2. If they determine on-site technical support services are required, they will identify work responsibilities and dispatch Technician's

What are the system-wide annual fees you may charge?

A: No set annual fees other than the meter fees:

- Per SSPM: \$69 (\$5.75 x 12 Months)

Is there a software agreement requiring an annual fee?

A: No, all Software and Modem Licensing fees are included in the per-meter /per-month fees

Post Warranty M5 Services (Returned Meters):

A: If the M5 meters require service work to be performed at our Services facility in San Diego (RMA), after the warranty expires, that Service is a fixed price per-project of \$80.

CHARLEVOIX, MI - POST PRESENTATION QUESTION SET

What training is provided for software and hardware and is there a fee for this?

A: Software and Hardware training is included as part of the per-meter / per-month fees. IPS will provide the following Training Services:

- At the time of Install, a member of the Technical install team will train Charlevoix's meter management team on how to Service the meters.
- They will also be directed to the available Service Manuals and tutorial videos they can reference
- Following the Install and initial training, Charlevoix's assigned Customer Services Manager (CSM), will provide Web Training detailing how to Proactively manage the back-end DMS to ensure meter performance / availability, including: Fault Management, proper Battery management, Coin Jams, other.
- IPS staffs Customer Support team's on both East / West coasts, at no additional cost, to assist clients in identifying / troubleshooting issues, scheduling / resolving RMA's, or to answer related questions. They can be contact via phone or email.

What and for how long do you warranty your parts?

A: IPS includes a 12-month Warranty on all meters. It also offers cities the option to purchase extended Warranty's: 12-month, 24-month, 36-month, 48-additional months

While your units are designed to be serviced by our staff, where is the closest service technician?

A: The closest Service technician to Charlevoix is based out of Ohio. Keep in mind, however, that by giving our client's the ability to resolve issues with IPS meters by merely swapping the internal mechanism with a backup on-hand, whereby the patented RFID tag automatically configures the meter to its required specs, cities won't be dependent on a Service Technician to resolve issues

How quickly can we expect to receive replacement parts once ordered?

A: IPS always recommends that our Client's purchase a small number of replacement parts to have on hand, that way it does not have to wait for parts to arrive, examples include: I have provided recommended items as part of the quote. If the city prefers to order those on an as needed basis. IPS can over-night parts from its production center in California. Express shipping charges will be paid for by the city. Note: spare parts are not guaranteed to be on-hand and immediately available, that includes SSPM back-up batteries

Pay Stations:

What would be our all in pricing for up-to 10 MS1 multi-space Pay stations, delivered and installed?

Included in Attached Charlevoix Proposal

Installation Requirements:

Charlevoix is responsible for laying the Concrete platform. IPS Technicians will own the rest of the process.

See the attachment (Concrete_Anchors_Installation and Install_Process_Overview)

CHARLEVOIX, MI - POST PRESENTATION QUESTION SET

Note: I will also be sending a follow up email message with thirteen (13) JPEG photos that walks you through the entire process.

On a per-meter basis, what are the annual operation costs for items including but not limited to warranty support, technical assistance, processing fees, etc?

A: Included in this proposal, Charlevoix will receive a 12-month Parts/Labor Warranty. Note: you have the option to add up-to 48-months (additional) if you wish.

Qty		<u>*BUDGETED Recurring Meter Fees:</u>	Per Meter Cost	Total
10		MSPM - Monthly Fees, Reports and Communication (per meter)	\$25.00	\$250.00
		Gateway Fee (Per Credit card Transaction for M5's and MS1's)	\$0.13	

As part of your purchase, IPS provides 7am - 7pm EDT Remote Support Services. Our team is there to answer questions, trouble-shoot issues, and resolve software issues from either the East coast office or San Diego support center, depending on time-of-day.

3. If simple Technical Services are needed that do not require a Technician to be dispatched, they will walk a representative from Charlevoix through the required services.
4. If they determine on-site technical support services are required, they will identify work responsibilities and dispatch Technician's

What are the system-wide annual fees you may charge?

A: No set annual fees other than the meter fees:

- Per MSPM \$300 (\$25 x 12 Months)

Is there a software agreement requiring an annual fee?

A: No, all Software and Modem Licensing fees are included in the per-meter /per-month fees

What training is provided for software and hardware and is there a fee for this?

A: Software and Hardware training is included as part of the per-meter / per-month fees. IPS will provide the following Training Services:

- At the time of Install, a member of the Technical install team will train Charlevoix's meter management team on how to Service the meters.
- They will also be directed to the available Service Manuals and tutorial videos they can reference
- Following the Install and initial training, Charlevoix's assigned Customer Services Manager (CSM), will provide Web Training detailing how to Proactively manage the back-end DMS to ensure meter performance / availability, including: Fault Management, proper Battery management, Coin Jams, other.
- IPS staffs Customer Support team's on both East / West coasts, at no additional cost, to assist clients in identifying / troubleshooting issues, scheduling / resolving RMA's, or to answer related questions. They can be contact via phone or email.

What and for how long do you warranty your parts?

A: IPS includes a 12-month Warranty on all meters. It also offers cities the option to purchase extended Warranty's: 12-month, 24-month, 36-month, 48-additional months

While your units are designed to be serviced by our staff, where is the closest service technician?

A: The closest Service technician is based on Ohio. Keep in mind, however, that by giving our client's the ability to resolve issues with IPS meters by merely swapping the internal mechanism with a backup on-hand, whereby the patented RFID tag automatically configures the meter to its required specs, cities won't be dependent on a Service Technician to resolve issues.

How quickly can we expect to receive replacement parts once ordered?

A: IPS always recommends that our Client's purchase a small number of replacement parts to have on hand, that way it does not have to wait for parts to arrive, examples include: I have provided recommended items as part of the quote. If the city prefers to order those on an as needed basis. IPS can over-night parts from its production center in California. Express shipping charges will be paid for by the city. Note: spare parts are not guaranteed to be on-hand, and that includes spare batteries.

We would opt not to include receipt printers or bill receptors.

A: Printers for paper receipts has been removed and bill-note acceptors are not included

Are there any additional, one-time set-up fees, initiation fees, or other similar one-time sunk costs associated with buying your products?

A: No

How quickly could you deliver the above mentioned products similar to those you demonstrated this afternoon?

A: IPS will do it's best to deliver the meter Solution we presented as fast as possible. The faster we get the order, the faster we can start production and deliver / install the Solution. Our immediate target is June, we always ask cities / municipalities to budget for the following from the time the order is received by IPS Group:

- Single-space meters (795's): 6-8 weeks
- Multi-space meters (MS1's): 7-9 weeks
- Single-space meters with Sensor's (895's): 12-16 weeks (New Housing will be required)
- New Housing (M90): 12-16 weeks

Given the housings we have for meters, is there an alternate meter that we should consider?

A: Yes, the "895's" will require Charlevoix to purchase new housing, but the cost for those housings are more affordable than those associated with other meter types.

REFERENCES

CHARLEVOIX, MI - POST PRESENTATION QUESTION SET

Should the City of Charlevoix, wish to contact current Client's using IPS' current M5-meters / MS1 Pay stations who are challenged by similar weather cold-weather climates / conditions, the following list have all agreed to act as references:

CITY OF SIOUX FALLS, SD

Matt Nelson

Public Parking Manager

Phone: 605-367-8170

mnelson@siouxfalls.org

Product Scope: M5 Meters, MS1 Pay Stations

CITY OF MADISON, WI

Sabrina Tolley

Assistant Parking Utility Manager

Phone: (608) 265-1147

stolley@cityofmadison.com

Product Scope: M5 Meters

CITY OF MENOMONIE, WI

Bruce Heath

Street Supervisor

Phone: 715-232-2302

bheath@menomonie-wi.gov

Product Scope: M5 Meters, MS1 Pay Station

UNIVERSITY OF MINNESOTA, DULUTH

Lisa Hansen

Assistant Director of Student Life Operations

Phone: 218-726-8741

lisanorr@d.unm.edu

Product Scope: M5 Meters



City of Charlevoix

CONFIDENTIAL

Parking Management System Fee Schedule A

Mobile Enforcement Solution	Units	Unit Price
One Time Setup \$5,000.00	Per Unit	\$2,000.00
University can use own Android or IOS mobile device if University chooses to	Per Unit	\$0.00
Zebra Bluetooth Printer	Per Unit	\$1,200.00
N5 Print Mobile Enforcement Device all-in-one	Per unit	\$2,800.00
N5 Charging Cradle and Hot Swap battery	Per unit	\$299.00
N5 Carrying Case	Per unit	\$35.00
N5 Print - 3 Year Warranty (Optional)	Per unit	\$785.00
N5 Data Plan	Per unit /per month	\$55.00
Handheld Support	Per unit/Per month	\$60.00
Software License (one-time fee) \$6,000.00	Per Unit	Waived
Annual License Fee/Maintenance (Version Updates after first year) \$540.00	Per unit	Waived
All Weather Citation Paper Rolls	Per roll	\$8.00
Plate Charges for Ticket Customization (One time fee)	Per plate	\$75.00
Estimated Travel Expenses for Installation	Per trip	\$2,000.00
On-site training and installation	Per day	\$600.00

Enforcement Management System	Units	Unit Price
One Time Setup \$5,000.00	Per Unit	\$3,000.00
City System License for EMS unlimited users	Per Month	Waived
Citation Processing Fee	Per unit	\$1.50
RO Acquisition (Register Owner Information)	Per unit	\$1.00
Delinquent Notice Processing fee (Includes Postage)	Per unit	\$0.96
Mail-in Payments	Per unit	\$0.50
Online Payments	Per unit	\$1.00
Online & over the counter Secure Credit Card Payments - Gateway Convenience Fee *Charged to the Public Client using their own CC Processor	Per transaction	\$2.00 or 3% whichever is higher
Credit Card Fees (If Agency chooses to use IPS's Credit Card Processor)	Per transaction	\$2.00 or 3% whichever is higher
Additional Letters and Correspondence	Per unit	\$1.25
Online Appeals	Per unit	Included

Collections	Units	Unit Price
Credit Reporting /Delinquent Collections	% of amount collected	35% of amount collected

Permit Management System Fee Schedule

Permits	Units	Unit Price
One Time Setup	Per unit	\$4,000.00
Physical Permit (Need to get quote based on Universities choice of permit)	Per Unit	TBD
Per Permit Fee	Per unit	\$2.00
Permit Fulfillment (Included Postage) can pass on to end user	Per unit	\$2.25
Per Letter (Includes postage)	Per unit	\$1.25
Online & over the counter sales Secure Credit Card Payments - Gateway Convenience Fee *Charged to the Public	Per transaction	\$2.00 or 3% whichever is higher
Credit Card Fees (If Agency chooses to use IPS's Credit Card Processor)	Per Transaction	\$2.00 or 3% whichever is higher
Customization per hour	Per hour	\$125.00

C

M5 METERS:	125	<u>IPS PROPOSAL</u>	Meters:
MS1 METERS:	10		Sensors:
SENSORS:	125		Housings:
AVG. CASH TRANS:	\$0.64		Park Smarter:
AVG. # CRED/POLE	\$1.79		MS1 Pay Stations:
AVG. # TRANS/POLE	129		Permitting
AVG. MS1 TRANS PER/DAY	12	TOTAL SOLUTION COST:	

CLIENT SAMPLE SET:**TRANSACTION VOLUME (AVG.) Per/Meter****AVG. Cash****AVG. Card**

M5:	Rate/HR:	\$0.50		
M5 Per Month	January	February	March	April
Cash %	0%	0%	0%	0%
Credit %	0%	0%	0%	0%
Avg # Cash/Pole	0	0	0	0
\$ Avg Cash Trans	\$0.00	\$0.00	\$0.00	\$0.00
Avg # Credit/Pole	0	0	0	0
\$ Avg Credit Trans	\$0.00	\$0.00	\$0.00	\$0.00
Cash Trans	\$0.00	\$0.00	\$0.00	\$0.00
Credit Trans	\$0.00	\$0.00	\$0.00	\$0.00
Revenue Per Pole	\$0.00	\$0.00	\$0.00	\$0.00
M5 REVENUE	\$0.00	\$0.00	\$0.00	\$0.00

SENSOR ADD-ON:**AVG PER/DAY METER RESETS: 2.00**

Sensors Per Month	January	February	March	April
Sensor count	0	0	0	0
Avg. Monthly Return	\$0.00	\$0.00	\$0.00	\$0.00
Total Avg. Resets (Day)	0	0	0	0
TOTAL RESETS MONTH	0	0	0	0
SENSOR REVENUE:	\$0.00	\$0.00	\$0.00	\$0.00

MS1 PAY STATIONS:**Rate/HR: \$0.75****Trans per/day: 12**

MS1 PER MONTH	January	February	March	April
Cash %	0%	0%	0%	0%
Credit %	0%	0%	0%	0%
Avg # Cash/Pole	0	0	0	0

\$ Avg Cash Trans	\$0.00	\$0.00	\$0.00	\$0.00
Avg # Credit/Pole	0	0	0	0
\$ Avg Credit Trans	\$0.00	\$0.00	\$0.00	\$0.00
\$ Avg Trans	\$0.00	\$0.00	\$0.00	\$0.00
AVG. # TRANSACTIONS	0	0	0	0
All Cash Trans	\$0.00	\$0.00	\$0.00	\$0.00
All Credit Trans	\$0.00	\$0.00	\$0.00	\$0.00
MS1 REVENUE	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL MS1 REVENUE	\$0.00	\$0.00	\$0.00	\$0.00

MONTHLY FEES:

Gateway Fee: **\$0.13**

M5 PER MONTH:	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>
Gateway Fees	\$0.00	\$0.00	\$0.00	\$0.00
Int./Merchant Fees	\$0.00	\$0.00	\$0.00	\$0.00
Monthly Per Meter Fee	\$0.00	\$0.00	\$0.00	\$0.00
Budgeted Fees Per/pole	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL:	\$0.00	\$0.00	\$0.00	\$0.00

SENSOR PER MONTH:	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>
Real-time Coin	\$0.00	\$0.00	\$0.00	\$0.00
Sensor Fee	\$0.00	\$0.00	\$0.00	\$0.00
Budgeted Fees Per/pole	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL:	\$0.00	\$0.00	\$0.00	\$0.00

Gateway Fee: **\$0.13**

MS1 PER MONTH:	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>
Gateway Fees	\$0.00	\$0.00	\$0.00	\$0.00
Int./Merchant Fees	\$0.00	\$0.00	\$0.00	\$0.00
Monthly Meter Fee	\$0.00	\$0.00	\$0.00	\$0.00
Total Monthly Meter Fee:	\$0.00	\$0.00	\$0.00	\$0.00

CHARLEVOIX / IPS GROUP - SMART PARKING ROI

\$77,005	Monthly Fees	(\$2,413)	
\$34,982	Monthly Revenue:	\$23,193	E
\$37,715	Monthly Revenue Sensors:	\$1,578	M
\$572	MONTHLY PROFIT:	\$22,358	
\$70,238			
\$4,000			CHARLEV
\$224,512			

Client #1	Client #3	Client #2	AVG.	85% of Avg.
95	162	199	152	129
\$0.78	\$0.65	\$0.82	\$0.75	\$0.64
\$1.89	\$2.43	\$2.00	\$2.11	\$1.79

Cash %:	70%	Credit %:	30%		
May	June	July	August	September	October
0%	70%	70%	70%	70%	70%
0%	30%	30%	30%	30%	30%
0	90	90	90	90	90
\$0.00	\$0.32	\$0.32	\$0.32	\$0.32	\$0.32
0	39	39	39	39	39
\$0.00	\$0.90	\$0.90	\$0.90	\$0.90	\$0.90
\$0.00	\$28.83	\$28.83	\$28.83	\$28.83	\$28.83
\$0.00	\$34.70	\$34.70	\$34.70	\$34.70	\$34.70
\$0.00	\$63.53	\$63.53	\$63.53	\$63.53	\$63.53
\$0.00	\$7,941.36	\$7,941.36	\$7,941.36	\$7,941.36	\$7,941.36

Work days:	25	AVG. RESET REV:	\$0.25		
May	June	July	August	September	October
0	125	125	125	125	125
\$0.00	\$12.63	\$12.63	\$12.63	\$12.63	\$12.63
0	250	250	250	250	250
0	6,313	6,313	6,313	6,313	6,313
\$0.00	\$1,578.13	\$1,578.13	\$1,578.13	\$1,578.13	\$1,578.13

Work days:	25	Cash %:	70%	Avg. Cash/Trans:	\$1.05
May	June	July	August	September	October
0%	70%	70%	70%	70%	70%
0%	30%	30%	30%	30%	30%
0	2,121	2,121	2,121	2,121	2,121

\$0.00	\$1.05	\$1.05	\$1.05	\$1.05	\$1.05
0	909	909	909	909	909
\$0.00	\$2.80	\$2.80	\$2.80	\$2.80	\$2.80
\$0.00	\$3,499.65	\$3,499.65	\$3,499.65	\$3,499.65	\$3,499.65
0	3,030	3,030	3,030	3,030	3,030
\$0.00	\$2,227.05	\$2,227.05	\$2,227.05	\$2,227.05	\$2,227.05
\$0.00	\$2,545.20	\$2,545.20	\$2,545.20	\$2,545.20	\$2,545.20
\$0.00	\$4,772.25	\$4,772.25	\$4,772.25	\$4,772.25	\$4,772.25
\$0.00	\$47,722.50	\$47,722.50	\$47,722.50	\$47,722.50	\$47,722.50

Interchange / Merchant Fees: **\$0.16**

<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>
\$0.00	\$5.04	\$5.04	\$5.04	\$5.04	\$5.04
\$0.00	\$6.20	\$6.20	\$6.20	\$6.20	\$6.20
\$0.00	\$5.75	\$5.75	\$5.75	\$5.75	\$5.75
\$0.00	\$16.99	\$16.99	\$16.99	\$16.99	\$16.99
\$0.00	\$2,123.80	\$2,123.80	\$2,123.80	\$2,123.80	\$2,123.80

<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>
\$0.00	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75
\$0.00	\$3.50	\$3.50	\$3.50	\$3.50	\$3.50
\$0.00	\$6.25	\$6.25	\$6.25	\$6.25	\$6.25
\$0.00	\$781.25	\$781.25	\$781.25	\$781.25	\$781.25

Interchange / Merchant Fees: **\$0.16**

<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>
\$0.00	\$118.17	\$118.17	\$118.17	\$118.17	\$118.17
\$0.00	\$145.44	\$145.44	\$145.44	\$145.44	\$145.44
\$0.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
\$0.00	\$2,886.10	\$2,886.10	\$2,886.10	\$2,886.10	\$2,886.10

PROJECTED PAYBACK:

BUDGETED LIFE EXPECTANCY: 6-7 Years

METERS / SENSORS (MONTHS): 10.0

VOIX: 60-MONTH (PROFIT): **\$1,116,993.22**

<u>November</u>	<u>December</u>
0%	0%
0%	0%
0	0
\$0.00	\$0.00
0	0
\$0.00	\$0.00
\$0.00	\$0.00
\$0.00	\$0.00
\$0.00	\$0.00
\$0.00	\$0.00
TOTAL: \$39,706.79	

<u>November</u>	<u>December</u>
0	0
\$0.00	\$0.00
0	0
0	0
\$0.00	\$0.00
TOTAL: \$7,890.63	

Avg. Cred/Trans: **\$2.80**

<u>November</u>	<u>December</u>
0%	0%
0%	0%
0	0

\$0.00	\$0.00
0	0
\$0.00	\$0.00
\$0.00	\$0.00
0	0
\$0.00	\$0.00
\$0.00	\$0.00
\$0.00	\$0.00
\$0.00	\$0.00
TOTAL: \$238,612.50	

<u>November</u>	<u>December</u>	
\$0.00	\$0.00	
\$0.00	\$4.36	
\$0.00	\$0.00	
\$0.00	\$0.00	
\$0.00	\$0.00	
TOTAL:		-\$10,619.00

<u>November</u>	<u>December</u>	
\$0.00	\$0.00	
\$0.00	\$0.00	
\$0.00	\$0.00	
\$0.00	\$0.00	
TOTAL:		-\$3,906.25

<u>November</u>	<u>December</u>	
\$0.00	\$0.00	
\$0.00	\$4.36	
\$0.00	\$0.00	
\$0.00	\$0.00	
TOTAL:		-\$14,430.50



CHARLEVOIX, MI

Date: 4/7/2019
 Quote #: MW04072019
 Exp. Date: 5/7/2019

The Next Generation in Parking

IPS Group, Inc
 7737 Kenamar Court
 San Diego, CA 92121
 Michael Wilson
 p. 858-371-2028
michael.wilson@ipsgroupinc.com

TO: City of Charlevoix, MI
 210 State St.
 Charlevoix, MI 49720
 Mark L. Heydlauff
 p. (231) 547-3270
markh@charlevoixmi.gov

Salesperson	Contract	Shipping Method	Payment Terms	
MW	NCPA	Ground		Net-30
Qty	Item #	Description	Unit Price	Line Total
<u>SINGLE-SPACE PARKING METERS</u>				
125	895	M5™ IPS Credit Card-Enabled Single-Space Meter (includes 12-month warranty, RFID tag, meter top)	\$455.00	\$56,875.00
18		M5™ IPS Meters - Spares	\$455.00	\$8,190.00
143		NFC Enabled	\$50.00	\$7,150.00
20		3-Cell Battery Packs	\$30.00	\$600.00
1		Battery Charger Assembly (11 Meters per Assembly)	\$115.00	\$115.00
143		Shipping	\$10.00	\$1,430.00
125		Installation Services	\$10.00	\$1,250.00
Sub-Total:				\$75,610.00
<u>METER SENSORS</u>				
125		Dome Mount Vehicle Detection Sensors (includes 12-month warranty)	\$250.00	\$31,250.00
6		Dome Sensor Spares	\$250.00	\$1,500.00
131		Shipping	\$7.50	\$982.50
125		Installation Services	\$10.00	\$1,250.00
Sub-Total:				\$34,982.50
<u>PARK SMARTER</u>				
286		Stickers (Per Meter) with Spares	\$2.00	\$572.00
286		myparkingreceipts - Stickers	\$2.00	\$572.00
Sub-Total:				\$572.00

		<u>HOUSING (NEW)</u>		
125		Model 90 Housing (Zinc top over Iron vault, Standard color)	\$205.00	\$25,625.00
125		Sealed Coin Cans with stanard lock: Tall	\$35.00	\$4,375.00
125		Shipping	\$15.00	\$1,875.00
125		Installation Services	\$10.00	\$1,250.00
60		Extended Yoke	\$69.00	\$4,140.00
60		Shipping (Yokes)	\$7.50	\$450.00
		Sub-Total:		\$37,715.00
		<u>COLLECTIONS</u>		
1		Collection Cart; Standard Head, Trolley, Cannister	\$1,395.00	\$1,395.00
		Sub-Total:		\$1,395.00
		<u>SURFACE LOTS</u>		
10		MS1 (Pay-by-plate)	\$5,882.00	\$58,820.00
10		NFC Enabled	\$399.00	\$3,990.00
10		Closed Coin Cannister	\$75.00	\$750.00
10		Installation Services	\$250.00	\$2,500.00
10		Shipping	\$250.00	\$2,500.00
1		SPARE: Main Operating Board (with LCD and modem) (800-001)	\$749.00	\$749.00
1		SPARE: Pay-by-plate Alphanumeric Keypad Assembly (767-019)	\$175.00	\$175.00
1		SPARE: 1x6- Horizontal Keypad Complete Assembly (810-002)	\$69.00	\$69.00
2		SPARE: MS1 Card Reader Assembly (767-032)	\$135.00	\$270.00
1		SPARE: Multi-Space Tandem/Dual Pack Battery Backup (767-622-2P)	\$300.00	\$300.00
1		Dual bank Battery Recharger	\$115.00	\$115.00
		Sub-Total:		\$70,238.00
		<u>PERMIT MANAGEMENT</u>		
1		Permit Management Setup (One-time)	\$4,000.00	\$4,000.00
		Sub-Total:		\$4,000.00
		<u>*BUDGETED Recurring Meter Fees:</u>		
125		SSPM - Monthly Fees, Reports and Communication (per meter)	\$5.75	\$718.75
10		MSPM - Monthly Fees, Reports and Communication (per meter)	\$25.00	\$250.00
125		On-going Real-time reporting Fee for DMS (Park Smarter / Coin)	\$2.75	\$343.75
125		Sensor Management System/Base Data Fee	\$3.50	\$437.50
		Gateway Fee (Per Credit card Transaction for M5's and MS1's)	\$0.13	
Price Sheet prepared by: Michael Wilson, Director Regional Sales			Sub Total	\$224,512.50
Per meter / per Transaction - Secure Credit Card Gateway Fee: \$.13			Sales Tax	TBD
All Recurring fees combined, per meter / per pole, average 7% per month			TOTAL:	\$224,512.50
			Monthly Fees	\$1,750.00

To accept this quotation, sign here and return:

Name

Date

MS1 METER INSTALL PROCESS – IMAGE OVERVIEW







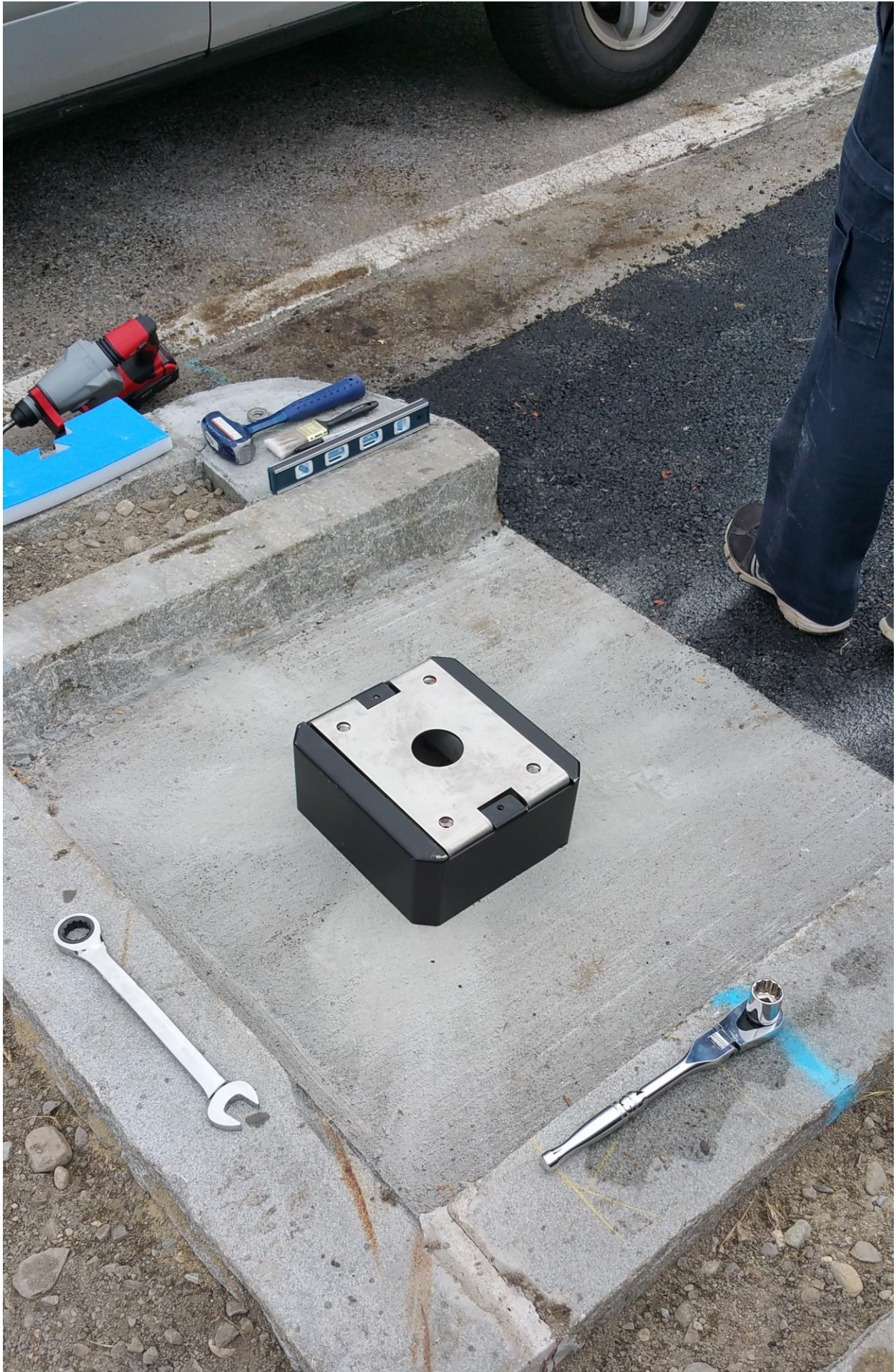








MS1 METER INSTALL PROCESS – IMAGE OVERVIEW











MS1 METER INSTALL PROCESS – IMAGE OVERVIEW



IPS MS1 Concrete Anchors Installation

Option with AC Power Provision

Step 1.

Identify location for installation of MS1.

Step 2.

Excavate a hole for concrete foundation of approximate size 2 ft. x 2 ft. x 2ft.

(Skip this step if suitable foundation is already in place)

Step 3.

Make provisions for AC power as applicable.

Step 4.

AC power cable shall be located near the center spot of meter installation. Other options available if AC power cannot be in-ground.

Pour in concrete.

Screed concrete to appropriate level e.g. ground level

The concrete needs to be cured to be ready for drilling.

Depending on weather conditions it may take up to 7 days for full curing.

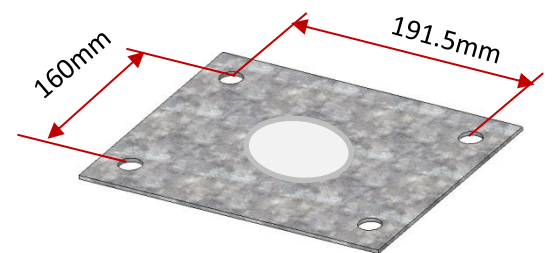
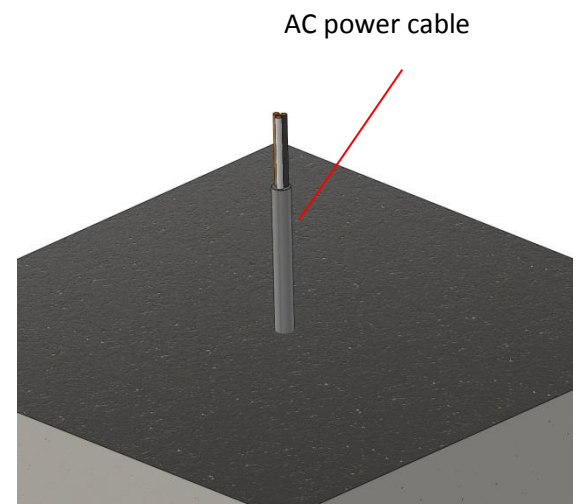
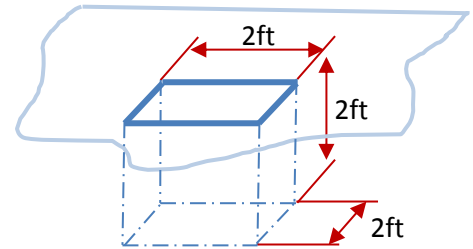
Step 5.

Drill 4 holes in concrete to the recommended diameter and depth using a template plate.

- 5/8" drill bit

Note:

Drilling and installing anchors is usually done on the day of install with machines ready for installation at location.



Template plate

Step 6.

Clean thoroughly with a hole cleaning brush. Remove the debris with a hand pump, compressed air or vacuum

Step 7.

Drive in the anchors with a hammer.

Recommended anchors

- 4x Anchor Bolts 5/8" x 6"; male thread stud; SST316

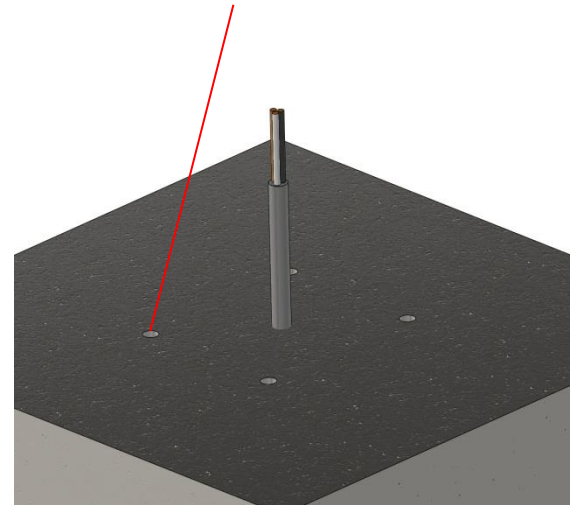
Step 8.

Install MS1 pedestal over 4 bolts.

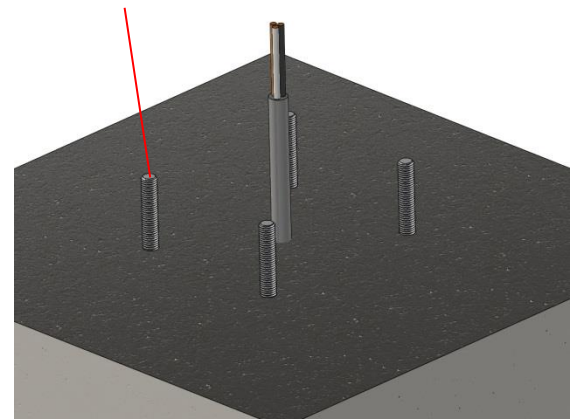
Check top surface of pedestal for leveling.

If necessary, level the top surface of the pedestal by removing, adding washers, and re-check for leveling.

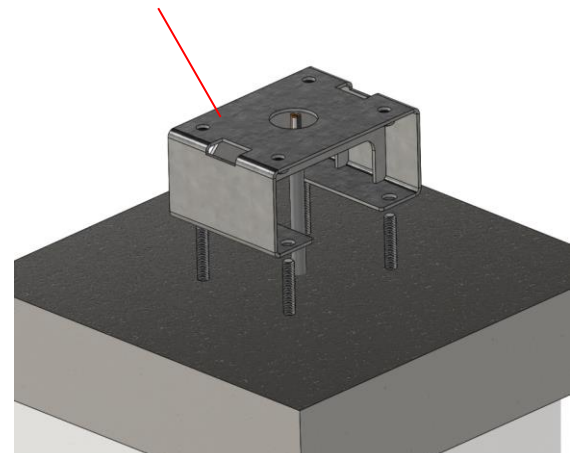
Drilled holes 4 pl



Anchors 4 pl

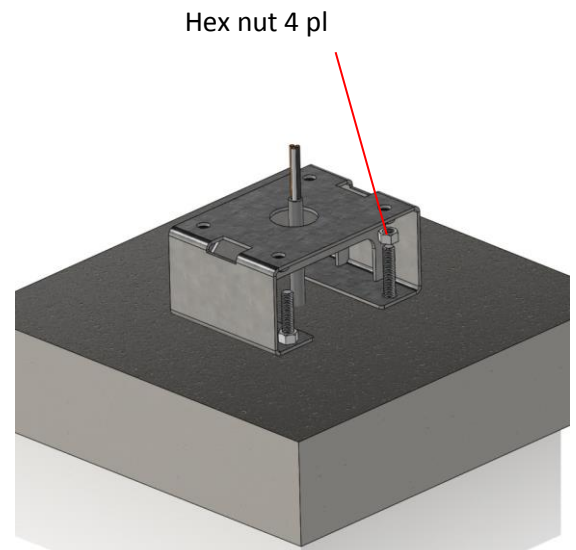


Pedestal



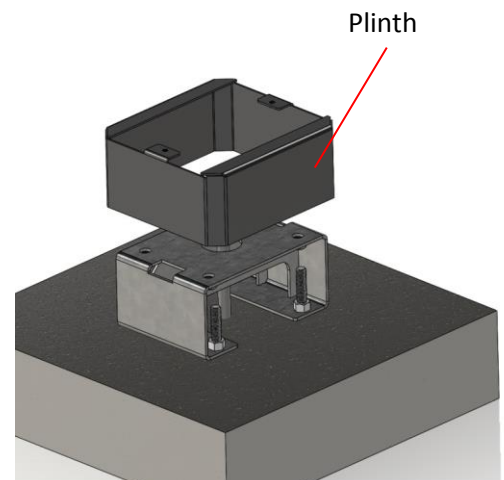
Step 9.

Secure the MS1 pedestal to the anchor bolts with 5/8" hex nuts.



Step 10.

Assemble the MS1 plinth over the MS1 pedestal.

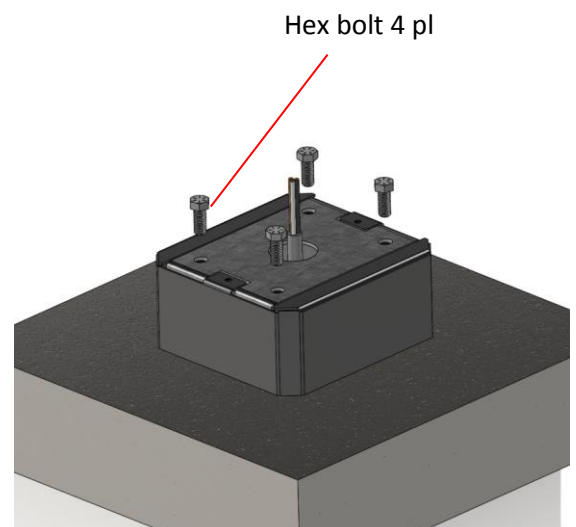


Step 11.

Install the MS1 paystation over the plinth and pedestal.

Position the paystation over the 4 mounting holes, such that the paystation can be secured in place using the 4 hex bolts.

Terminate the AC power cable with a junction box in the lower cabinet of the MS1 paystation.





WELCOME

Welcome to the IPS family! We are looking forward to meeting and exceeding your expectations and getting your new parking system up and running. We need you to fill a few things out for us first so we can get your account initiated.

Customer:

Main Contact:

Phone Number: Ext:

Fax Number:

E-mail:

AP Contact:

Phone Number: Ext:

Email:

Alternate Contact:

Phone Number: Ext:

Email:

Billing Address

Name:

Department.:

Address:

City: State: Zip:

Shipping Address (check box if same as billing address): ☐ same

Name:

Department:

Address:

City: State: Zip:

What types of credit cards will you accept:

☐ MasterCard ☐ Visa ☐ Discover ☐ American Express

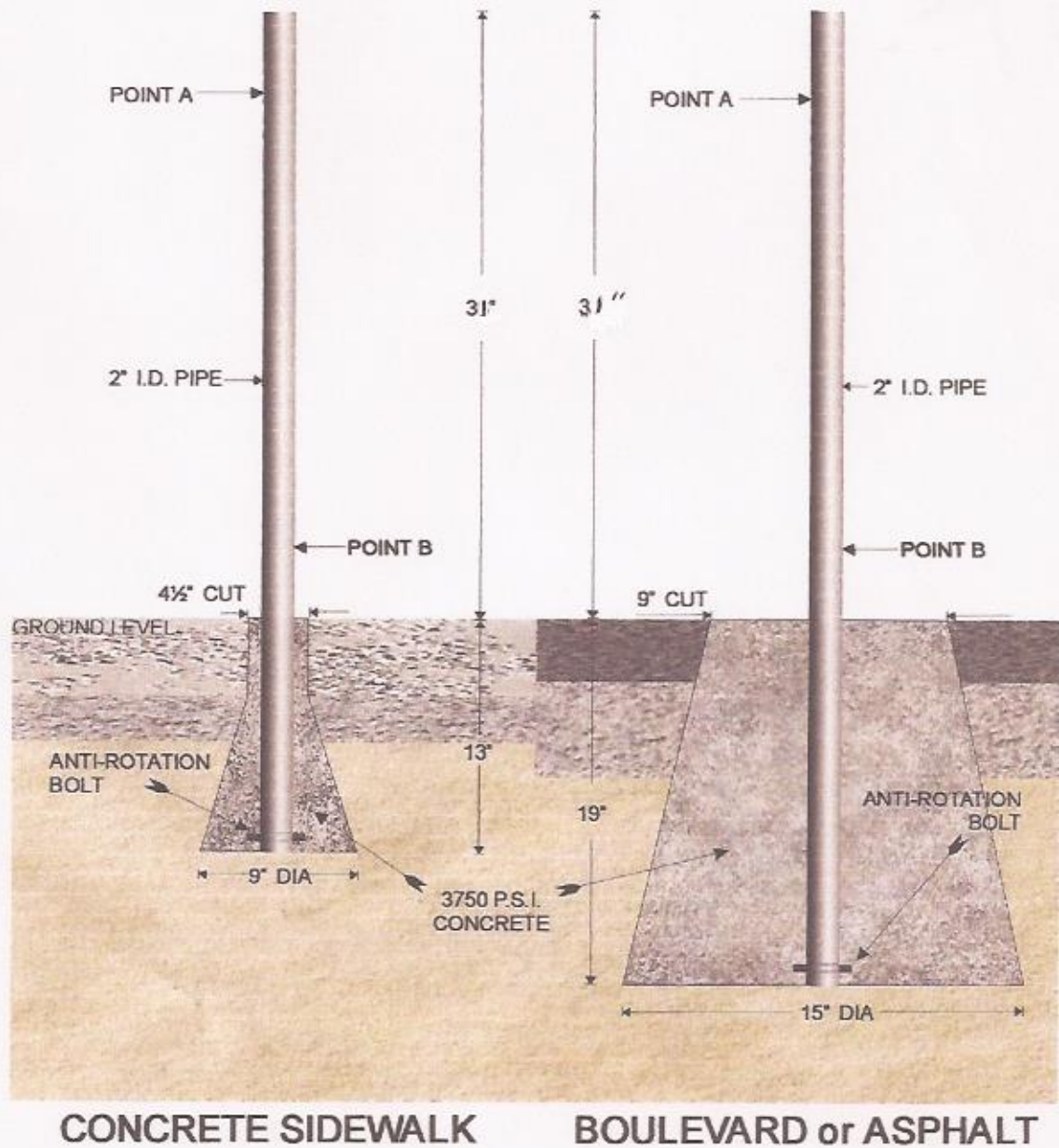
Which of the following are available (check all that apply):

☐ Loading Dock ☐ Lift Gate ☐ Pallette Jack

Tax Exempt Status: Taxable: ☐ Exempt: ☐

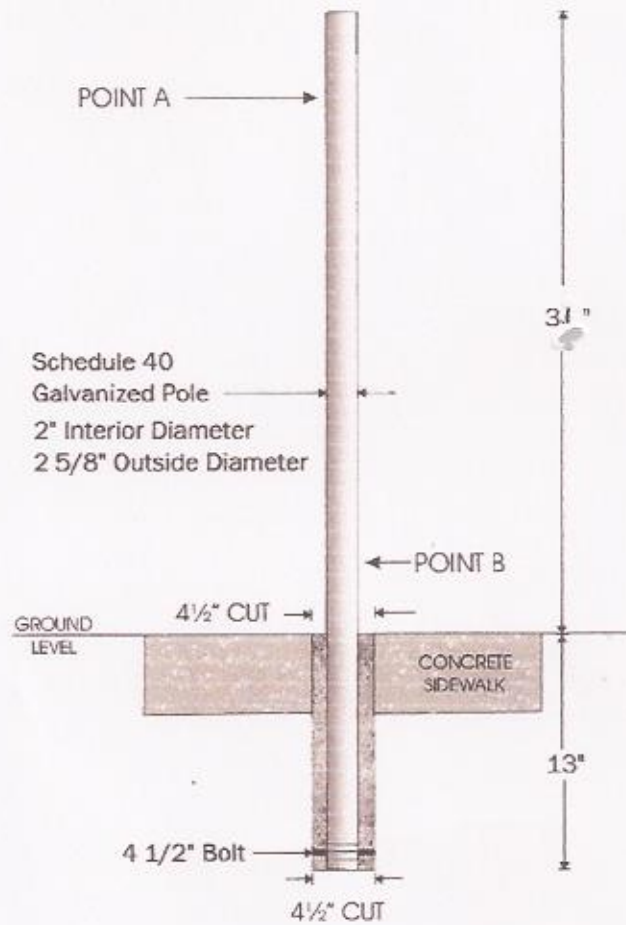
Preferred Method of Billing: Email: ☐ Mail: ☐

Note:- $\frac{1}{2}$ " holes to be drilled into one side (not through) pipe at Points A & B to release any water build-up and create air circulation.



Schedule 40 Galvanize Pole 2" I.D. 2 5/8" O.D.

Note:- 1/2" holes to be drilled into (not through) pipe at Points A & B to release any water build-up and create air circulation.



CONCRETE SIDEWALK