



July 10, 2018

City of Lexington
Sondra J Stone
Senior Buyer
Division of Central Purchasing

Dear Ms. Stone,

The purpose of this letter is to advise that GRIDSMART Technologies, located in Knoxville, TN, is the sole source for GRIDSMART products in the state of Kentucky. For installation support and warranty activation all GRIDSMART products must be acquired through GRIDSMART Technologies. The following details important elements of the GRIDSMART system:

GRIDSMART is the only traffic product available with omnidirectional vehicle tracking that provides three-dimensional (3D) modeling technology. This capacity empowers a single-camera 360° view from the camera where vehicles are tracked and data such as volume, turning movements, vehicles lengths and more.

- GRIDSMART is the only product available that can perform stop-bar detection with a single camera for multiple approaches.
- GRIDSMART is the only available actuation product providing real-time data from any number of approaches with a single sensor / camera.
- GRIDSMART is the only product on the market offering virtual pan-tilt-zoom (PTZ) utility for the entire intersection without moving parts and while maintaining all detection and data collection functionality.
- The GRIDSMART Data Collection system is a turnkey system that can be deployed and setup in less than 30 minutes.
- GRIDSMART designs, manufactures and assembles all elements of GRIDSMART in the United States.
- GRIDSMART tracking technology enables unique methods for mitigating issues created by shadows and occlusions; two issues commonly experienced with video solutions.

The above qualifications demonstrate why the GRIDSMART solution is uniquely qualified to meet the needs for the state of Kentucky.

GRIDSMART Technologies have proven success with ITS applications and video technology and will provide you with superior service and performance.

Warmest Regards,

A handwritten signature in black ink that reads "Michelle C. Grossholz".

Michelle C. Grossholz
GRIDSMART Technologies
Chief Sales Officer