

## Topeka Metro



RFB: TO-20-01

## Bus DVR Replacement

Due: 08/29/2019 at 1 PM

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## 1. Cover Letter

August 27, 2019

**Topeka Metropolitan Transit Authority** (Topeka Metro)  
Attn: **Richard Appelhanz**  
201 North Kansas Avenue  
Topeka, KS 66603

RE: RFB TO-20-01 – Bus DVR Replacement

Dear Mr. Appelhanz,

Apollo Video Technology is pleased to propose our solution in response to the Topeka Metro's request for bid to upgrade the agency's vehicles with Digital Video Recording Equipment (DVR) for 26 buses in your fleet while using the existing cameras.

Apollo Video Technology is uniquely qualified to provide a comprehensive solution that meets, or in many cases exceeds, the requirements in your RFB document and can utilize existing analog cameras of various models. Our proposal also features the ability to expand and upgrade the system with Apollo Video's high-resolution camera replacements. In our proposal we also offer the option to upgrade your bus systems to a 4K Recorder to provide the ability to utilize high-definition or 4K resolution IP cameras.

Apollo Video has implemented over 40,000 successful, technologically-advanced and cost effective video solutions for public transportation, rail, law enforcement, public safety and military applications throughout the United States and around the world. In 2017, Apollo Video was named the No. 1 supplier of transit bus mobile video surveillance equipment in the Americas (IHS Technology Mobile Video Surveillance and Body Worn Cameras Report) – an achievement held since 2011 that further supports the company's commitment to offer its customers superior, compatible solutions throughout the lifetime of their fleet.rld.

As the Vice President of Sales for Apollo Video Technology, I am authorized to legally bind the company. On behalf of the team, I look forward to the opportunity of working with the Topeka Metropolitan Transit Authority on this project with the ability to improve the video quality and services with advanced camera options for the Topeka Metro fleet.

Best regards,



**Dan Kelleher**  
**Vice President of Sales**  
**Apollo Video Technology, Luminator Technology Group**  
Tel: 972-516-3073  
Apollo Video Technology Headquarters: 24000-35<sup>th</sup> Ave SE, Bothell, WA 98021  
Luminator Technology Group Headquarters: 900 Klein Road, Plano, TX 75074  
Email: [sales@apollovideo.com](mailto:sales@apollovideo.com)

## 2. Ability to Fulfill Contract Requirements

### a) Response to Specifications

Topeka Metro Specification	Apollo Video Technology Response
Remove existing DVRs on each bus as specified by Metro.	✓ Fully compliant.
Install new DVRs on each bus as specified by Metro.	✓ Fully compliant.
Live video viewing from any bus at any time accessible through the internet.	✓ Fully compliant.
Ability to review video from each DVR without removing the hard drive.	✓ Fully compliant. The included RsM software allows Topeka Metro to view video remotely without having to pull the hard drive. For automated and on-demand download to a central server, or hosted solution, we recommend the optional mSET Software.
DVR must be compatible with current Metro cameras.	✓ Fully compliant.
Lifetime technical support including software updates and maintenance will be provided. Please include your support contract.	✓ Fully compliant. Apollo provides lifetime software updates and technical support at no additional charge. Customer Support can be reached toll free at 1-888-288-8721 (option 2), and is available Monday-Friday, 7 a.m. to 4 p.m. Pacific Time (excluding company designated holidays). Please see our Warranty in Section 6.
Warranty will be provided. Please include your warranty coverage period, terms and conditions.	✓ Fully compliant. The RoadRunner system includes a 2-year warranty at no additional charge. Please see Section 6.
Follow all contract requirements on pages 3-6.	✓ Fully compliant.
Furnish all labor, material, and equipment necessary for satisfactory contract performance.	✓ Fully compliant.
Ensure that each DVR is fully functional and ready for use upon project completion.	✓ Fully compliant.
Optional - Properly dispose of/recycle existing DVRs on each bus as specified by Metro including a certificate of release of liability.	✓ Fully compliant. Please refer to section 6 for details regarding this option.

## b) Summary of Proposed Solution

Apollo Video Technology will replace the DVRs from Topeka Metro's 26 buses and install our RoadRunner Digital Mobile Video Recorder that will capture the video from the buses' existing cameras and provide RsM Software that will allow users to review video from each Recorder without having to remove the hard drive.

Designed specifically for use in mass transit and rail applications, the steel-constructed MRH series digital video recorder (DVR) is Mil-Spec and SAE rated for proven durability and reliability in harsh mobile environments. The RoadRunner system is easy-to-use, records up to 16 channels of superior video quality and delivers years of reliable service with the lowest cost of ownership.

**Superior Flexibility** - Supporting complete fleets of all vehicle types, the RoadRunner system is available in several compatible and interchangeable formats for recording up to 4, 8, 12 or 16 cameras.

**Easy Search Capabilities** - The iSM (interactive Speed and Mapping) Interface displays historical route location and speed graph data. Select a location or speed to instantly view video playback with synchronized vehicle data.



**Exceptional Network Capabilities**- The RoadRunner Recorder provides superior video streaming capabilities, is wireless-ready for use with any TCP/IP based network and compatible with existing wireless 802.11 and cellular devices.

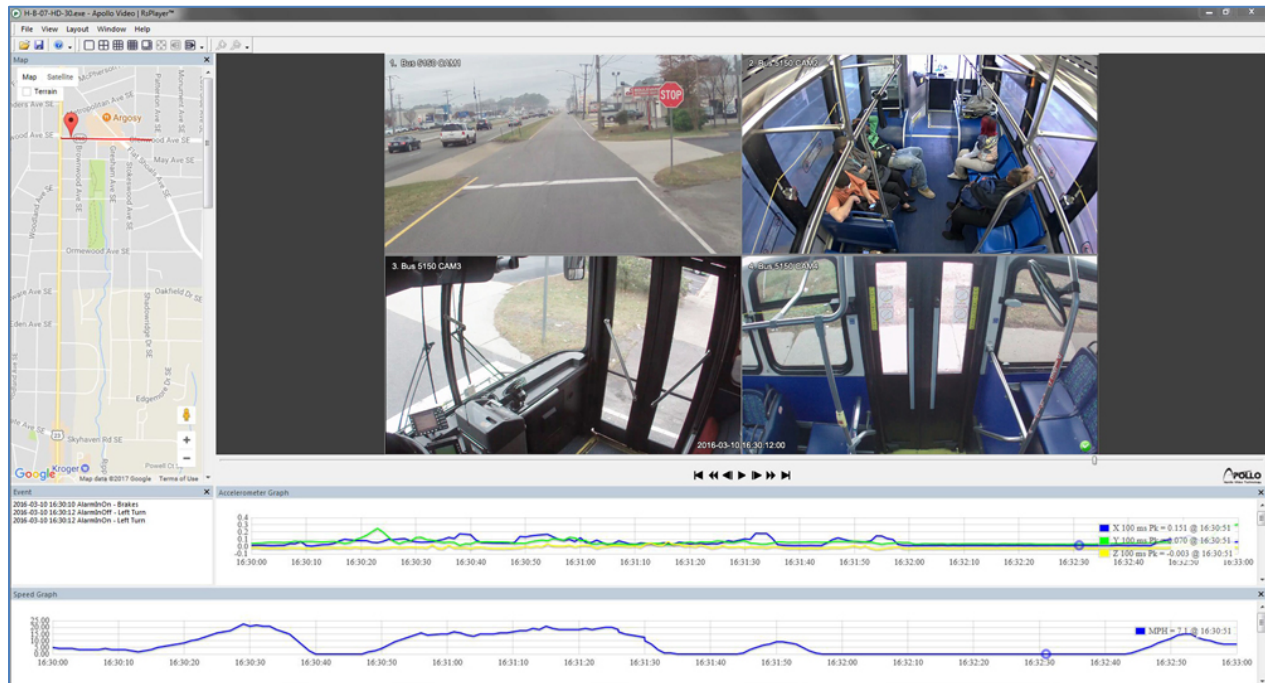
**Secure Video Evidence** - Video clips are watermarked and encrypted to ensure video is authentic and feature optional password protection to restrict viewing access. Software functions are password protected with access rights for up to 64 groups and 256 users.

### Standard Features:

- 16, 12, 8 or 4 camera models;
- High quality recording up to 704x480 - adjustable for each camera
- Recording rates up to 480 images per second (ips) system-wide
- H.264 compression for industry-leading recording speed and longer recording duration
- Months of on-board recording with removable storage up to 6.0TB
- Wireless-ready for use with any TCP/IP based network
- Video is encrypted to ensure authenticity
- Integrated event switch with "heartbeat" health indicator
- License-Free RsM™ (RoadRunner Secure Management) Software included for easy remote viewing, playback and administration

- Fully compatible with optional mSET Software for fleet-wide management, advanced chain of custody reporting, health monitoring and more
- Included RsM Software is backward compatible with the latest standard RoadRunner systems, providing a seamless, fleet-wide solution

### Actual Screen Shot of RsM Software



## c) Proposed Recording System Software

### RsM (RoadRunner Secure Management) Software™

The included RsM software includes seamless administration, remote viewing and playback of RoadRunner Recorders.

#### Fleet-Wide Administration:

- Fleet-wide system updates and programming
- Health reports and email notification for events, failures, hard drive status, camera obstruction and more
- Easily export configuration information for use with other machines and /or remote sites
- Compatible with the latest RoadRunner DVRs for fleet-wide compatibility and easy management

#### Remote Viewing:

- View multiple vehicles and sites simultaneously from virtually any location
- Simultaneously transmit live and playback video from hundreds of video sources
- Call-back feature provides live images to a central location during emergency events

**User-Friendly Search Tools:**

- Search by time and date or use the advanced tools for easy searching using the interactive calendar, event, location and/or vehicle speed
- Location-based search tools feature historical map location and speed data

**Secure Video Clips:**

- Create secure, tamper-proof video clips with optional password-protection to restrict viewing access
- Archived video clips are encrypted and include an embedded player - no downloads or software required for viewing

**Customizable:**

- All functions are password protected with adjustable access-rights for up to 256 users and 64 groups
- Auto-Connect and “Favorites” features provide instant access to most frequently viewed sites
- Adjustable display and multi-screen support provides customizable viewing panes

**Included:**

- No additional charge
- License-free for unlimited users
- Lifetime updates at no additional charge

**Optimized for Convenience**

- Graphical data indicators to easily determine connection status and administer parameters for each vehicle
- Dashboard display provides access to desired data and detailed printable reports
- LDAP user verification ensures data is accessible and secure

**Improve Safety, Mitigate Risk**

- Event-based video clips and organized coaching workflows enable agencies to improve safety and reduce liability associated with risky operator behavior.
- Capture the daily driving habits of operators and score behaviors based on agency specifications
- Efficiently address key performance issues with individualized training sessions
- Compile comprehensive operator scorecards and record coaching progress
- Identify trends and track operator performance over time



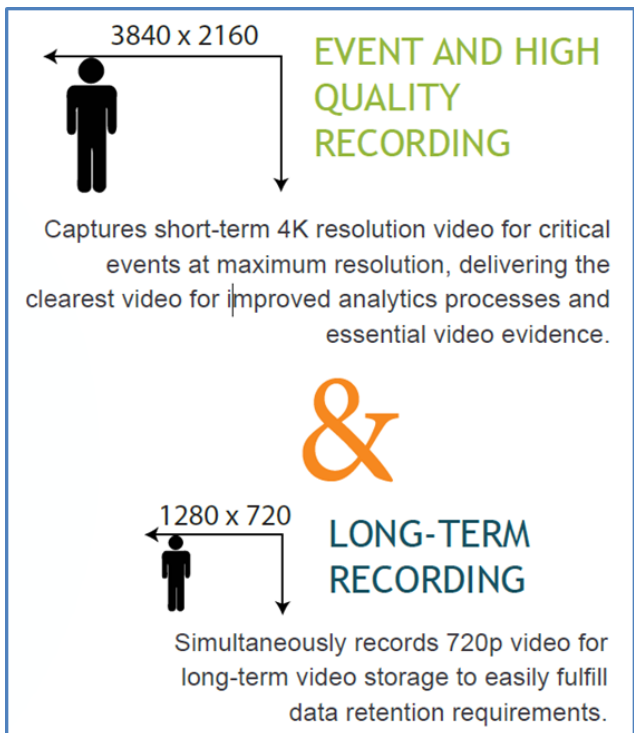
#### d) Optional Upgrade to RoadRunner 4K System and HD Cameras

The RoadRunner 4K system delivers the clearest, highest quality video and optimal network performance in any mobile application. With four times the resolution of standard high definition video, RoadRunner 4K provides superb video clarity and better coverage to support advanced analytics. Providing the clearest video evidence, the RoadRunner 4K Mobile Recorder is the most user-friendly and technologically advanced video surveillance solution for intelligence, safety and efficiency in transit.

4K video delivers the clearest, highest quality video, supporting advanced analytics. Excellent zoom capabilities capture license plates and other details with superior clarity.



- 4K recording up to 3840 x 2160 pixels —adjustable for each camera
- Recording rates up to 480 images per second at 4K resolution, and an additional 480 ips at 720p HD resolution
- PoE digital and analog camera support
- Months of on-board recording with removable storage drives up to 10TB
- Greater image quality for advanced video analytics
- Built-in 3-axis accelerometer
- The interactive speed and mapping interface provides easy searching supported by built-in or external GPS receiver





Forward-Facing High Definition Cameras	
<b>RR-4KCF Color Camera (w/RR 4K option)</b> <ul style="list-style-type: none"> <li>4K (3840x2160) Pixel Resolution</li> <li>PoE, Auto-Connect color camera for easy installation</li> <li>70°, 100°, or 115° Field of View</li> <li>Fully adjustable, dual hinged arm for optimal placement in any transit vehicle</li> </ul> 	<b>RR-CF1 Color Camera</b> <ul style="list-style-type: none"> <li>High Resolution, 700 TV Lines</li> <li>IP66 rated</li> <li>Auto-connect feature requires no programming or IP addressing for installation or replacement</li> <li>Fully adjustable mount – optimized for reducing glare</li> </ul> 
Rugged Exterior Cameras	
<b>RR-CTM Tapered Dome Color Camera</b> <ul style="list-style-type: none"> <li>High Resolution, 700 TV Lines</li> <li>IP66 rated</li> <li>Low light recording to 0.002 Lux (B&amp;W)</li> <li>Auto-Connect</li> <li>Vandal Resistant</li> </ul> 	<b>RR-CW1 HD Wedge Color Camera</b> <ul style="list-style-type: none"> <li>High Resolution, 700 TV Lines</li> <li>3.0 - 8.5mm Varifocal lens</li> <li>Low light recording to 0.01 Lux (B&amp;W)</li> <li>IP66 rated</li> </ul> 
IP Interior Cameras	
<b>RR-HDC360IRA 360-Degree Camera</b> <ul style="list-style-type: none"> <li>Unprecedented field of view, detail and quality with 2560x2048 resolution (w/RR 4K Option)</li> <li>Low-light recording to 0 lux</li> <li>IP66 rated</li> <li>Built-in audio</li> <li>Auto-connect feature requires no programming or IP addressing for installation or replacement</li> </ul> 	<b>RR-CTIRA Tapered Dome Camera</b> <ul style="list-style-type: none"> <li>High Resolution, 700 TV Lines</li> <li>IR Illumination for superior low-light recording (0 Lux)</li> <li>Built-in microphone for audio recording</li> <li>IP66 rated</li> <li>Auto-Connect</li> <li>2.5mm or 3.6mm lens</li> </ul> 
<p><b><i>Please see our Detailed Price List in Section 6 for pricing information on the optional Recorders and Cameras.</i></b></p>	

## e) Optional Management Software

Apollo Video Technology's optional mSET Software provides all the information and tools required to proactively manage on-board video surveillance systems. Designed specifically for transit environments, mSET simplifies video management, enhances the use and availability of information, maximizes resources and increases vehicle uptime. Please see this option in our Detailed Price List in Section 6.

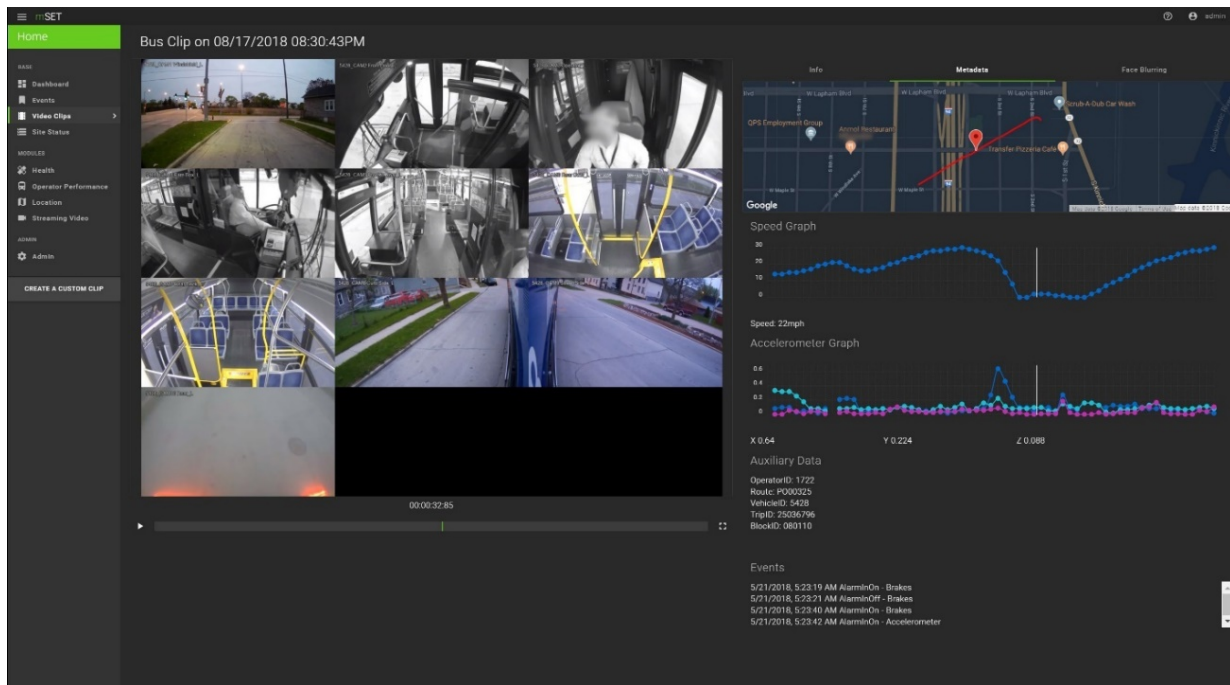
mSET (Managing Safety and Efficiency in Transit) Software is also proposed to:

- Increase Accessibility
- Automatic downloads of event video clips
- mSET enables continuously accessible video and fleet information, even when vehicles are outside of network range — improving security, maintenance, and management of fleet operations
- Simplifies the management of video data
- Intuitive user interface streamlines workflow and provides information at a glance
- Comprehensive, user-friendly and browser-based interface provides access from virtually any device
- Dashboard based design provides fast and easy drill down to key information
- Instant video playback enables users to easily identify clips of interest before reviewing the entire clip
- mSET's browser-based user interface eliminates the need for individual workstation upgrades
- Optimized for security, mSET utilizes LDAP for secure user verification

### Manage Secure Video Evidence

- mSET connects and downloads clips when the Recorder connects to the network, enabling automatic download of video for specified events, as well as on-demand downloads
- Supports simultaneous download requests of multiple video clips from all users
- Classify video clips with customized tags to easily group and locate video clips, allowing users to organize video evidence and manage the video review workflow per agency needs
- Add details to video clips with customized notes describing specific circumstances of video clips
- Watermarked and encrypted clips ensure authenticity and admissibility for courtroom evidence
- Chain of custody reports identify all user activity related to video clips, live view, and video playback
- Easily fulfills agency retention requirements, ensuring desired video is available upon request by providing customized short-term and long-term storage options
- System settings are secure and protected against unauthorized access with both user-access levels and password
- Intelligent tracking feature provides privacy face blurring for selected individuals throughout the entire video clip

## Screen Shot of mSET Software, Video Clip Review with Metadata



### Improve Efficiency

- Email notifications and dashboard data of system health simplifies troubleshooting
- Monitor system health to proactively plan maintenance and ensure peak efficiency and reliability throughout fleet
- Quickly and easily download clips associated with Recorder and camera health events
- Fleet-wide monitoring of Recorder and camera health ensures proper operation and eliminates manual system checks
- Access to event video clips helps determine the cause of system failures and identify incidents of vandalism and tampering
- Simplified troubleshooting with detailed error reports for faster resolution and improved vehicle uptime
- Searchable, sortable fields by event type makes investigating maintenance and system problems faster and easier
- System health status is checked each time the vehicle returns within network range, ensuring regular updates and providing regular email notifications to users when errors are detected
- Camera health reports reduce the risk of video loss

### Scalable, Fleet-Wide Compatibility

- Compatible with all RoadRunner Recorders, mSET delivers a fleet-wide solution regardless of the age or size of the systems in your fleet. From paratransit systems with two or more cameras to articulated buses or trains with up to 16 cameras, mSET is seamless and scalable for expanding fleets — simply purchase additional licenses to coincide with new vehicle purchases.

### Optimized for Convenience

- Graphical data indicators to easily determine connection status and administer parameters for each vehicle
- Dashboard display provides access to desired data and detailed printable reports
- LDAP user verification ensures data is accessible and secure

### Improve Safety, Mitigate Risk

- Event-based video clips and organized coaching workflows enable agencies to improve safety and reduce liability associated with risky operator behavior.
- Capture the daily driving habits of operators and score behaviors based on agency specifications
- Efficiently address key performance issues with individualized training sessions
- Compile comprehensive operator scorecards and record coaching progress
- Identify trends and track operator performance over time

### f) Optional Remote Viewing App

Remotely access live and recorded video from any Wi-Fi or cellular networked RoadRunner Recorder, with an iPad®, iPhone® or iPod® Touch. Ideal for portable monitoring and maintenance of video camera systems on transit buses, trains and light rail vehicles – the RoadRunner Mobile app is available for purchase on the App Store and Google Play store.

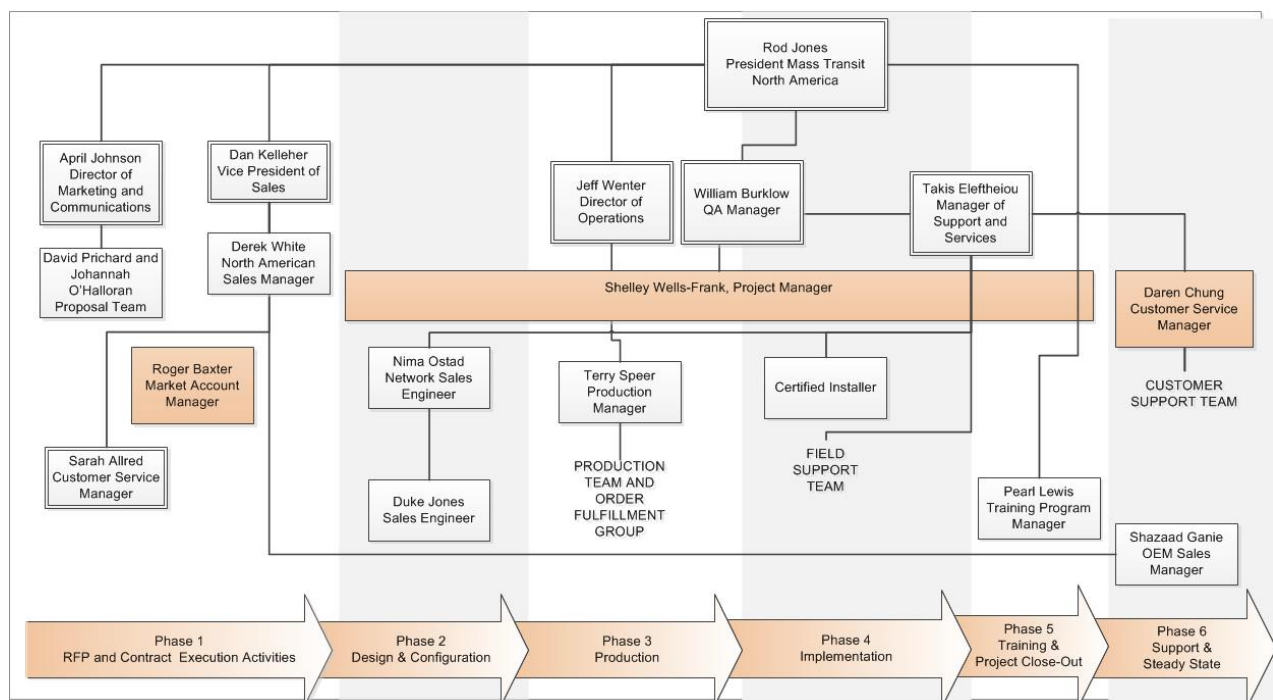


## g) Project Approach

Apollo Video's project management and implementation service teams provide the highest level of expertise to ensure that the project will be completed meeting Topeka Metro's requirements and Apollo Video's high standards. This level of service is unique to Apollo Video and it provides our customers with a seamless integration and implementation of the new equipment into their fleet. Experienced, high quality project management teams are essential for ensuring successful deployments.

Members of the project management and implementation teams complement each other with a wide range of experience, knowledge base and specialization in the design, installation, management and deployment of on-board video and fleet management implementations. Our team specializes in the installation of bus and rail vehicles of varying make, model and year and are trained in the nuances of the equipment wiring, connections, placement, and mounting, along with configuration, testing and troubleshooting of the system.

### Org Chart and Responsibilities within Each Project Phase



Stage	Description
<b>Stage 1: RFP and Contract Execution Activities</b>	<p>During the formal procurement stage, the project is primarily managed by the proposal writing team, which includes David Prichard, April Johnson and Johannah O'Halloran. With support and direction from the sales team, the proposal writer manages the RFP process to ensure adherence to the schedule. Utilizing resources from several departments, the proposal writer is responsible for gathering information to ensure compliance (or non-compliance,) with each technical and contractual requirement. For example, the Project Management team will be consulted for scheduling purposes. Sales Engineering and Product Development are consulted for technical compliance, while Finance is consulted for any contractual or payment milestones that require attention or consideration.</p> <p>Roger Baxter, Market Account Manager; Derek White, Director of National Sales; and resources from sales engineering and product management are consulted during drafting and final review. Roger and Derek will lead efforts related to presentations, demonstrations and related communications with the customer.</p>
<b>Stage 2: Design and Configuration</b>	<p>At this stage, an official project has begun. The Apollo team will begin planning by identifying stakeholders, risks, etc. The project schedule is re-cast if needed based upon any changes that took place during the procurement period and the date of NTP. Plans specific to the scope of work are then developed.</p> <p>Roger Baxter will be the central point of contact moving forward and will conduct a customer kick-off meeting to officially start the project. All Apollo resources involved in the project up to this point, and moving forward meet to share knowledge and documentation.</p> <p>Sales Engineering assists the team by developing and delivering configuration files to production. They help confirm that the equipment to be ordered is accurate and complete as well as determine locations for each component on each individual vehicle type. At this time cable lengths are determined and provided to the Production Team so that the correct materials can be prepared. Quality Assurance oversees this stage and the following (stage 3) to ensure that best practices are adhered to and that the solutions provided meet all quality standards. The Apollo project team is responsible for ensuring adherence to contractual requirements.</p>

<b>Stage 3: Production</b>	<p>Once the Apollo team has confirmed completion and verification of all design and configuration, production begins. The manufacturing, assembly, quality assurance and shipment takes place at our corporate headquarters in Plano, Texas.</p> <p>The production team is led by Director of Operations, Jeff Wenter.</p> <p>The quality assurance/ control team is involved in every phase of the production process by performing incoming and outgoing inspections, randomized testing and oversight of the production process.</p> <p>Additionally, Apollo Video's systems are Buy America compliant and contain the industry's highest domestic content, complying with funding requirements for future vehicle purchases.</p>
<b>Stage 4: Implementation</b>	<p>Installation begins during the implementation phase, based upon the schedule and vehicle availability determined in stage 2. Our team specializes in the installation of buses, paratransit, light rail and heavy rail vehicles of varying make, model and year and are trained in the nuances of the equipment wiring, connections, placement, and mounting, along with configuration, testing and troubleshooting of the system.</p> <p>Apollo Video has a network of trained and certified installers that provide industry-leading quality and adhere to all OEM factory requirements for cabling and workmanship.</p> <p>For each vehicle type, a single prototype installation will be completed and reviewed by the project team and the agency to ensure that all cameras are installed in desired locations with optimal camera views. Once approved, installation will continue on that bus type.</p> <p>Software is also installed and implemented during this phase. Typically, a network technician assists on-site with deployment of the software.</p>
<b>Stage 5: Training and Close-Out</b>	<p>Remote training is provided after all installation work is completed and fleet-wide equipment, manuals and software have been delivered. Apollo has a dedicated, full-time training program manager, Pearl Lewis, who is highly skilled and knowledgeable about the solutions, user interaction and best practices. There are several online training programs that will be provided, designed specifically for different users in transit with unique goals targeted towards their interaction with the solution. The project team will work with Topeka Metro to plan sessions with consideration to scheduling and function for each user group.</p> <p>Once accepted and agreed by the agency, Roger Baxter will host a project close-out meeting to officially conclude the project phase and ensure that the agency is prepared for support and steady-state.</p>



<b>Stage 6: Support, Steady State</b>	<p>Customer support and sales are the main contacts during this phase. Apollo Video delivers support for on-going purchases with new vehicles by providing the same configuration, solutions and support that is furnished with a retrofit project. Shazaad Ganie, OEM Market Manager provides sales engineering assistance and first article inspections, to ensure that our customers receive the same, compatible equipment through OEM purchases.</p> <p>The system includes lifetime remote support. In addition, field service technicians are available to provide a wide range of on-site support services including preventative maintenance, troubleshooting and maintenance.</p>
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## h) Technical Support and On-Site Services

### Technical Support:

Email and telephone technical support is included at no additional charge for the life of the system. To obtain support, contact the technical support team at: 888.288.8721 (425.483.7100) or by email: [tech@apollovideo.com](mailto:tech@apollovideo.com)

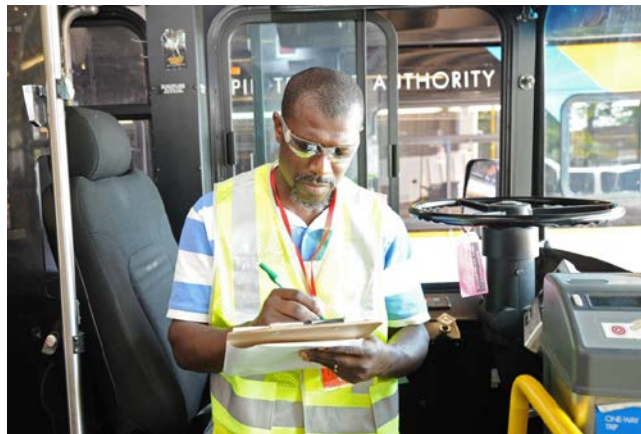
### Service Contracts:

Service can be provided as a one-time, monthly or quarterly service for maintenance and up to full-time remedial maintenance support. Service contract offerings are outlined below. Customized on-site support options are also available.

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### Apollo Video Technology's Field Service Technicians Provide Best-in-Class Support to Ensure Continued Reliability and Optimal Performance

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### Fleet-Wide System Preventative Maintenance Check Service Includes:

- Minor repairs and adjustments for equipment under warranty
- Repair, replacement and/or adjustments to equipment not covered under warranty provided (additional charge for time and materials)

- Freight charges for replacement / return equipment completed during maintenance check

**Silver Service: One Year Contract for Quarterly Fleet-Wide System Preventative Maintenance Check and Remedial Maintenance of On-Board Equipment**

**Service Includes:**

- Repairs and adjustments for equipment under warranty, labor included
- Repair, replacement and/or adjustments to equipment not covered under warranty provided (additional charge for materials only)
- Up to two (2) complete fleet-wide system maintenance checks per year
- Freight charges for replacement / return equipment included at no additional charge
- On-site remedial maintenance guaranteed within 7 business days

**Software Upgrades:**

RsM Software is license-free and includes lifetime updates at no additional charge. mSET Software includes 3-years of software maintenance at no additional charge. Please refer to the detailed cost proposal for extended software maintenance pricing.

(Remainder of page left intentionally blank.)

### 3. Company Profile and Experience

#### a) Experience

For over 15 years, Apollo Video Technology has provided innovative transportation information, management, safety, and security solutions. The RoadRunner™ mobile video and audio recording system provides exceptional quality with management software optimized for wireless downloading and live video streaming. Renowned for reliability, durability and ease of use, Apollo Video solutions improve accessibility of data and deliver streamlined, fleet-wide management of video surveillance and on-board equipment to reduce liability, mitigate risk and improve efficiency, while reducing maintenance and operating costs. Apollo Video is unique in the industry, providing software interoperability and compatibility across multiple generations of hardware.

In 2017, Apollo Video Technology was acquired by Luminator Technology Group, enhancing our solutions profile and the ability to deliver more integrated solutions.

Since its release in 2004, Apollo Video has supplied the RoadRunner system to over 400 agencies worldwide, representing more than 41,000 total implementations for the following applications:

- Transit & Rail
- School Transportation
- Law Enforcement
- First Responders
- Military & Government Applications

#### b) About Luminator Technology Group

**Luminator Technology Group delivers globally-recognized technology solutions that increase intelligence, safety, and efficiency for public transit operations**

Luminator Technology Group (Luminator) was established and is purposefully architected to make a lasting impact on the transit technology market. Combining strategic research and development with smart acquisitions, we are merging a broad range of expertise and new technology along with best-in-class products from successful, well-known regional companies into one cohesive, global organization. Luminator is uniquely positioned to provide solutions to connect transit passengers to vital information while supporting the operational objectives of efficient transit operations. Supporting transit bus and rail car manufacturers as well as public transit operators around the globe, Luminator is developing and delivering technology with tangible benefits to public transit.

### **Our Commitment to the Transportation Industry**

Luminator's commitment to the market through investments and growth reflect our promise and commitment to provide innovative solutions that meet the demands of the diverse global transportation industry. From our local sales and support teams, our consolidated manufacturing personnel, our highly-skilled engineering and development professionals, and all the way to ownership - we are "all-in" for our customers in bus, rail, and aerospace manufacturers and their end users.

### **Our Commitment to Leadership through future technology investments**

Luminator Technology Group aggregates best-in-class products across our collection of regional companies. We continue to invest in new innovations to further the intelligence, safety, and efficiency in the solutions we provide. We are building and investing in a technology roadmap to deliver:

- more cost-effective integrated solutions
- managed, industry-standard architecture to increase ease of operations and drive down costs
- a comprehensive software suite to increase productivity and provide greater access to the data that you need

Luminator Technology Group's development roadmap positions our customers to easily leverage advancing technology.

### **Our Commitment to Service offering global resources through familiar, easy to access local presence**

Luminator Technology Group delivers a global portfolio through well-known and well-established regional organizations. We are a global company with a small-enterprise approach and commitment to customer care. Luminator Technology Group serves customers in more than 85 countries, employs over 1,000 people, and partners with leading industry suppliers and support organizations to deliver the solutions you need, in ways that can efficiently benefit your core objectives.

Luminator Technology Group specializes in the design and manufacturing of stationary and on-board passenger information systems including destination signs and communication systems, as well as lighting and on-board video security systems. Our solutions deliver tremendous value through superior performance, lower lifecycle costs, enhanced safety, efficiency and improved end-user experience.

- Founded in 1928
- Corporate headquarters in Plano, TX
- Engineering and development centers in:
  - Germany
  - Switzerland
  - Sweden
  - Canada
  - United States
  - Brazil
  - Australia
- Over 1,000 employees
- Serving customers in more than 85 countries

### c) Accolades and Awards

The following certifications and accolades demonstrate our commitment and achievements:

#### Entrepreneurship:

Founder Rodell Notbohm EY Entrepreneur of the Year 2017



#### Excellence:

Ranked #1 Market Leader for Transit Bus Surveillance Equipment, 2011, 2013 & 2015. - Biennial Report by Independent Market Research Firm IHS

Top 100 Fastest-Growing Private Companies



#### Value:

Contains the industry's highest domestic content with manufacturing in Bothell, WA, USA



#### Customer Focus:

Recognized by New Flyer Industries four consecutive years for on-time performance and delivery of quality products.



#### Integrity:

GSA approved contractor since 2011 with "Exceptional" Contractor Assessment



#### Innovation:

Winner of Seattle Business Magazine's Tech Impact Award – Security Category, 2015

DHS Safety Act - Designated "Anti-Terrorism" Technology and American Security "Homeland Security Awards"



## d) Product Brochures

Select the links below to download the electronic file. Hard copies are also available, please email: [sales@apollovideo.com](mailto:sales@apollovideo.com) to request literature by mail. Additional brochures and technical specifications can be found on our website: [www.apollovideotechnology.com](http://www.apollovideotechnology.com)

### [RoadRunner Mobile Recording Systems](#)

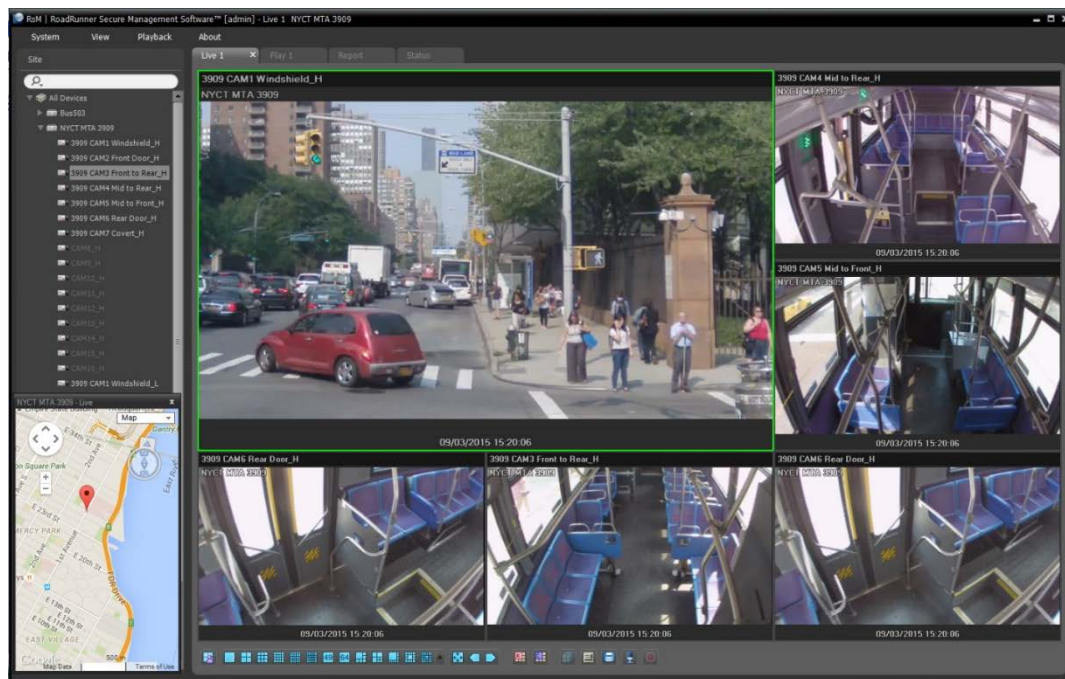
### [Interior and Exterior Ruggedized Cameras](#)

### [Wireless and Cellular System Options](#)

### [mSET \(Managing Safety and Efficiency in Transit\) Software](#)

## Video Clips

[Click here](#) to view actual video clips recorded from the RoadRunner system.





## Case Studies



**Mobile Cellular Solution Streamlines Operations and Improves Rider Experience:** Video On-Demand and Wi-Fi Capabilities Combine Efforts to Accelerate Investigations

California Transit  
Authority

**Building a Reputation for Safety:** High Quality Video Surveillance Enhances Public Safety, Eases Maintenance and Allows for Future Upgrades



**A Proactive Approach to Fleet Health Diagnostics:** Video Surveillance System Increases Operational Efficiencies

Gardena Transit

**802.11ac Delivers Breakthrough Transit Video Performance:** Increasing Safety and Security with Fastest Wireless Technologies



**Legacy System Optimizes Transit Investment:** Transit System Leverages Flexible, Multi-Generational Mobile Video Surveillance Capabilities to Reduce Equipment and Operating Costs



**Investing in the Future:** Multi-Generational Mobile Video Surveillance Technology Streamlines Training and Reduces Expenses



**The Gold Standard for Transit Risk Management:** A Proactive Approach to Monitoring Vehicle Health Ensures Reliability of Agency's Video Evidence

Ride On, Montgomery  
County

**Standardizing Transit Surveillance:** In the Heart of the Nations' Capital, One Transit Agency Sets a Precedent for Public Transportation Safety and Security



**Choosing the Right Technology:** A Reputation of Simplicity and Reliability Puts Proven Video Surveillance Management in the Hands of Metro

Michigan City

**Five Years and Counting:** Transit Agency's Commitment to Hassle-Free and Upgradable Video System Continues to Pay Dividends

Everett Transit

**Bus Camera Solution Enhances Service Planning:** Everett Transit partners with Apollo Video Technology to address on-time performance



**Cellular Connectivity Improves Transit Incident Investigation:** Apollo Video provides immediate access to live video feeds from Jacksonville Transportation Authority's buses and Skyway trains

**State-of-the-Art Command Center:** JTA partners with Apollo Video Technology to stream real-time digital video to state-of-the-art command center



## 4. References

### a) Client References

**Alexandria Transit Company / DASH** (Alexandria, Virginia)

Todd Christiansen; 703.746.5649; [todd.christiansen@alexandriava.gov](mailto:todd.christiansen@alexandriava.gov)

**Asheville Transit System** (Asheville, North Carolina)

Nancy Lohr; Tel: 828.251.4060; Email: [nlohr@ashevillenc.gov](mailto:nlohr@ashevillenc.gov)

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**“[Compatibility] saves us time and resources, eliminating the need for additional employee training to cover multiple versions of software. ART buses currently operate all four generations of Apollo Video hardware and one software solution. This is truly a unique asset to have in a service provider.” – Norman Schenck, General Manager Asheville Redefines Transit**

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**Birmingham Jefferson County Transit Authority BJCTA-Max Transit** (Birmingham, AL)

Christopher Brewer; Tel: 205.521.7425 ; Email: [cbrewster@bjcta.org](mailto:cbrewster@bjcta.org)

**Clark County Transit (C-TRAN)** (Vancouver, Washington)

Glenn Hanning; Tel: 360.906.7359; Email: [glennh@c-tran.org](mailto:glennh@c-tran.org)

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**“In a recent incident when a C-TRAN driver took evasive action to avoid a collision, a video clip was quickly and seamlessly downloaded and viewed using the ViM Software.... Clearly substantiated the drivers report and plainly revealed the license plate number of the other vehicle involved. - Bob Medcraft, Field Operations Manager Clark County Transit (C-TRAN)**

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**Delmarva Community Services / Transit** (Cambridge, Maryland)

Jerome Stanley; Tel: 410.221.1910; Email: [jerome@dscdct.org](mailto:jerome@dscdct.org)

**Eagle County Transit** (Gypsum, Colorado)

Lance Trujillo; Tel: 970.328.3440; Email: [lance.trujillo@eaglecounty.us](mailto:lance.trujillo@eaglecounty.us)

**Escambia County Area Transit** (Pensacola, Florida)

Ted Woolcock; 850.595.3228x 225; [ted.woolcock@veoliatransportation.com](mailto:ted.woolcock@veoliatransportation.com)

**Greater Cleveland Regional Transit Authority** (Cleveland, Ohio)

Charles Brown; Tel: 716.781.4842; Email: [cbrown@gcrta.org](mailto:cbrown@gcrta.org)

**Greater Lynchburg Transit Company** (Lynchburg, Virginia)

Allen Robey; Tel: 434.455.5092; Email: [arobey@glitconline.com](mailto:arobey@glitconline.com)

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**“The system provides real-time monitoring of video and location data and sends our management staff comprehensive vehicle reports and data, ensuring the safety and efficiency of the Rapid Fleet.” – Brian Pouget, COO Interurban Transit Partnership (The Rapid)**

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**Jacksonville Transportation Authority** (Jacksonville, Florida)

Bursey Armstrong; Tel: 904.525.2298; Email: [bjarmstrong@jtafla.com](mailto:bjarmstrong@jtafla.com)

**PACE Suburban Bus** (Holland, Illinois)

David Grillier; Tel: 847.364.8130; Email: [david.grillier@pacebus.com](mailto:david.grillier@pacebus.com)

**Potomac and Rappahannock Transp (PRTC)** (Woodbridge, Virginia)

Perrin Palistrant; Tel: 703.580.6153; Email: [ppalistrant@omniride.com](mailto:ppalistrant@omniride.com)

**San Diego Metropolitan Transit System** (San Diego, California)

Dennis Hinton; Tel: 619.238.0100; Email: [dennis.hinton@sdmts.com](mailto:dennis.hinton@sdmts.com)

**Space Coast Area Transit** (Cocoa, Florida)

Scott Nelson; Tel: 321.635.7815; Email: [scott@ridescat.com](mailto:scott@ridescat.com)

**Volusia County Transit (VOTRAN)** (South Daytona, Florida)

Elizabeth Suchsland; 386.763.3727; Email: [esuchsland@co.volusia.fl.us](mailto:esuchsland@co.volusia.fl.us)

**Williamsburg Area Transit Authority (WATA)** (Williamsburg, Virginia)

Hank Lewis; Tel: 757.220.6746; Email: [hlewis@gowata.org](mailto:hlewis@gowata.org)

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**Customer Video Testimonials are available at:**

<https://www.apollovideotechnology.com/company/testimonials/>

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## b) Letters of Reference



### **Transit Services**

100 16th Street  
P.O. Box 122511  
San Diego, CA 92112-2511  
(619) 238-0100 • FAX (619) 696-8159

January 03, 2018

Hi Derek,

As you are aware, the San Diego Metropolitan Transit System (MTS) has been a long-term customer and partner with Apollo. The very first bus on-board video and audio system was installed many years ago. Over the past several years, MTS has continued our partnership with Apollo, continuing to expand and upgrade these systems, and MTS now has 100% of its 800 bus fleet equipped with the systems, including our fixed route, commuter, Rapid BRT, demand response and paratransit fleets.

The reliability and quality of the systems and the data have been outstanding. Of course, MTS relies on the systems for accident and incident investigation, but also uses the data and systems for a variety of other initiatives like passenger counting surveys, customer service investigation, safety reviews and even new employee training.

The Apollo video and audio systems have had a significant positive impact on the effective management and cost control of litigation and claims for MTS. With 100% of the fleet, MTS is able to retrieve, review and analyze the video and audio from every claim, accident, injury and incident. As a result, MTS has used this data to aggressively control and diminish claims costs. MTS frequently and consistently is able to use the video data to refute and even disqualify alleged claims, many times before a claim even gets to a court environment. As well, MTS has occasionally used the Apollo video and audio data in court settings and procedures, also with effective results. MTS has been able to reduce major initial claim amounts to a fraction of the initial amount as a result.

The overriding value of the Apollo video and audio is that it provides an unbiased, unfiltered accurate perspective and account of an incident or accident -- the Apollo data represents what really happened, and that has proven to be very valuable for MTS in better managing our system.

Bill Spraul  
Chief Operating Officer, Bus  
San Diego Metropolitan Transit System  
100 16<sup>th</sup> Street, San Diego, CA 92101  
(619) 238-0100 X 6400  
[www.sdmts.com](http://www.sdmts.com)



Metropolitan Transit System (MTS) is a California public agency and is comprised of San Diego Transit Corporation and San Diego Trolley, Inc. nonprofit public benefit corporations, in cooperation with Chula Vista Transit and National City Transit. MTS is the taxicab administrator for eight cities and the owner of the San Diego and Arizona Eastern Railway Company. MTS member agencies include: City of Chula Vista, City of Coronado, City of El Cajon, City of Imperial Beach, City of La Mesa, City of Lemon Grove, City of National City, City of Poway, City of San Diego, City of Santee, and the County of San Diego.



4111 Bakerview Spur Road, Bellingham, WA 98226

(360) 676-6843 (Voice & TTY)

Fax: (360) 738-7302

Website: [www.ridewta.com](http://www.ridewta.com)

November 16, 2015

To Whom It May Concern:

The Whatcom Transportation Authority (WTA) provides nearly 5 million annual rides across 36 routes. Our mission is to ensure the safety of both passengers and operators onboard our vehicles. In order to deliver on that mission we partnered with Apollo Video Technology to deploy a sophisticated yet easy-to-use onboard audio and video recording system across our fleet of 60 fixed-route and 40 paratransit buses.

We installed Apollo Video's RoadRunner system in 2008. With no prior video surveillance experience, we had no idea that their solution would provide such long-lasting value. Even with upgrading some of our systems to RoadRunner HD this year, there were no issues with compatibility of our existing software. The high definition, quality video footage has already accelerated our investigative process and disputed several liability claims. In fact, fraudulent claims have appeared to go down to nearly zero.

Along with installation of the RoadRunner system, we also utilize Apollo Video's backend ViM software. The software allows us to quickly and seamlessly view video clips from both our desktops and mobile devices, while camera and recorder health notifications are sent via email. With ViM, the previously time-consuming and stressful process of pulling relevant footage is now convenient and fast, resulting in our operations and maintenance department becoming more efficient. And the GPS tracking feature allows us to monitor the last location and punctuality of each vehicle, recently assisting us in route planning and in the decision to add an additional bus to a high frequency route.

Apollo Video continues to be an exceptional video surveillance partner and their solutions remain an integral component in increasing driver and passenger security, reducing fraudulent claims, and improving maintenance and agency operations for WTA. We look forward to the growth of our partnership.

Sincerely,

A handwritten signature in blue ink, appearing to read "Geoffrey Beaumont", is written over a horizontal line.

Geoffrey Beaumont, Operations Supervisor  
Whatcom Transportation Authority



April Johnson  
Chief Operating Officer  
Apollo Video Technology  
24000-35<sup>th</sup> Avenue Southeast  
Bothell, WA  
98021

May 11, 2015

**Re: New Flyer 2014 Delivery Performance Award**

**New Flyer is pleased to recognize that your firm has earned the following 2014 Delivery Performance Award:**

**Apollo Video Technology  
2014 Gold Level**

The 2014 Delivery Performance Award recognizes suppliers who have provided New Flyer with over 50 deliveries over a 12 month period with an on-time performance at the New Flyer established standard of 3 days early and 1 day late to Dock Date. This is an outstanding achievement by your firm and we encourage you to share this accomplishment with everyone in your organization. Congratulations on being one of a select group of valued suppliers to be formally recognized for achieving this level of performance.

We are pleased to note that with your strong commitment to this program, we are able to maintain our 2014 in-station parts availability to > 99% for all three production locations. In closing, thank you for being a part of this success and we encourage you to strive to maintain or achieve the Gold standard of 99% on-time delivery for your Supplier Delivery Performance score.

New Flyer Industries Canada ULC

David White, EVP Supply Management

Rod Neustaedter, Director Supply Management

cc  
Barb O'Connor, Supply Manager Metals and Electrical Systems  
Darren Kashton, Supply Manager Driveline and Body Rubber Composites





## DEPARTMENT OF TRANSPORTATION

Isiah Leggett  
County Executive

Arthur Holmes, Jr.  
Director

July 3, 2014  
To Whom It May Concern:

The Montgomery County Ride On public transportation system, operated by the Montgomery County Division of Transit Services, annually transports 28 million passengers across 83 routes. In addition to operating the largest suburban transit agency in the Washington, D.C. region, it is our duty to ensure the safety and security of our passengers. To meet this goal, Ride On has partnered with Apollo Video Technology to implement a sophisticated on-board video surveillance system including digital video recorders (DVR's), cameras and wireless local area network capabilities, a feature that allows police and first responders to access live video feeds remotely from on-board cameras.

We contracted with Apollo Video in 2007 to equip 24 of our existing buses – we had been continuously plagued with video outages and costly repairs with our pre-Apollo Video installation. Ride On road coordinators and agency officials immediately saw an improvement, not only in Apollo Video's equipment reliability, but also in its commitment to provide service when we experience power surge issues. The dependability of Apollo Video's support and maintenance team is above and beyond other providers.

Apollo Video's system has proven to be the best value to fit our needs. When compared to competitor brands that provide a similar video system – hard drives, DVRs and camera hardware – Apollo Video's offering is 33 percent less expensive. Moreover, when repairing and returning hard drives, Apollo Video takes half as much time as its competitors, and repair costs are at least 35 percent less. And when it comes to durability, Apollo Video recorders and hard drives have continued to work long past their purported expiration date, a huge improvement compared to the 70 percent failure rate of our previous system.

We are preparing to integrate 32 new buses into our fleet, all of which will be outfitted with Apollo Video equipment. Apollo Video equipment will make up 72 percent of installations on the Ride On fleet, and our hope is for that percentage to grow as we phase out older, unreliable and expensive systems.

No other system can rival Apollo Video's high degree of dependability coupled with its low cost. Such a superior level of service ultimately improves the experience for Ride On customers and fulfills our chief priority of ensuring their safety.

Sincerely,

  
Andy Mangene, Program Specialist II  
Montgomery County Department of Transportation

## Division of Transit Services

101 Monroe Street, 5th Floor • Rockville, Maryland 20850 • 240-777-5800 • 240-777-5869 TTY • 240-777-5801 FAX  
[www.montgomerycountymd.gov/content/dot/transit](http://www.montgomerycountymd.gov/content/dot/transit)  
*Located one block west of the Rockville Metro Station*



**Twin Cities Area Transportation Authority**  
**(269) 927-2268 • Fax (269) 927-2310**

275 East Wall Street, P.O. Box 837, Benton Harbor, MI 49023

April 2, 2012

To Whom It May Concern:

The Twin Cities Area Transportation Authority (TCATA), operated by the Michigan Department of Transportation, provides an affordable, high-quality integrated transportation service to the cities of Benton Harbor, St. Joseph and Benton Township as well as parts of St. Joseph and Royalton Townships. We have ensured passenger safety by way of sophisticated surveillance technology throughout our 25-vehicle fleet. Apollo Video Technology has partnered with TCATA to provide digital video recorders (DVRs) and camera equipment that allows our supervisors and operators the ability to respond to incidents after review of valuable video footage.

A goal of TCATA is to rightfully protect those on-board our vehicles. The flawless operation of Apollo Video Technology's camera systems have allowed us to defend false accusations placed towards operators, confirm the unsafe actions of a passenger that lead to injury, and ensure the accountability and professionalism of our drivers. The reliability of Apollo Video Technology's camera equipment makes certain that our staff is able to review high-resolution and high-quality footage when we need to investigate an alleged incident.

The surveillance system on our transit fleet consists of a DVR equipped with GPS capabilities and interior and exterior cameras. The agency has benefit from the capability to monitor the safety of our passengers and the accountability of our operators on any vehicle in real-time. Since partnering with Apollo Video Technology in 2010, we haven't had a single camera failure.

Apollo Video Technology's support staff and sophisticated technology exceed our expectations and have had a measurable positive impact on investigation processes throughout the transit system. As we continue to improve the services we provide the members of our community, Twin Cities Area Transportation Authority's partnership with Apollo Video Technology allows us to ensure safety and protect the agency while we serve our customers.

Sincerely,

Bill Purvis  
 Executive Director  
 Twin Cities Area Transportation Authority



**From:** Suarez, Steven R [mailto:SuarezSR@state.gov]  
**Sent:** Friday, July 17, 2009 10:37 AM  
**To:** Bruce Greene  
**Subject:** For future recommendations

To Whom It May Concern:

In October of 2007 the U.S. State Department contacted Apollo Video Technology in response to a specific and compelling need to place Mobile Digital Video Systems in vehicles operating in the Middle East. The application called for a Mil-Spec rated system which would support 7 cameras, GPS, long term recording, and user playback features. Apollo Video Technology was selected for this application based on several criteria, including system reliability, video quality, the ability to meet compressed timelines for product delivery, system ease of use in both software and hardware, and overall cost of ownership estimates.

Between October 2007 and April 2009 Apollo Video has supplied 409 systems with associated system components meeting our expectations at every level. To date, the system has operated to our complete satisfaction with less than 1% system failure rate in a very demanding and challenging environment. The 750GB hard drives supplied with the systems have allowed the Department of State to meet chain of custody and evidence handling requirements and provide on-demand high quality video for evaluation of specific events. The State Department is completely satisfied with this project and Apollo's performance, reliability and customer service. If I can be of any further assistance in this matter please feel free to contact me.

Respectfully,

Steven Suarez

**Steven R. Suarez**

**Section Chief Special Projects**

**Technology Development Branch**

**DS/FSE/TDB (703)923-6814**

## 5. Warranty

### a) Standard Warranty Statement

Apollo Video Technology (hereinafter Apollo) product has been manufactured in accordance with high quality standards and when it is used in the manner intended, it has a limited warranty against defects in material or workmanship for a period of two (2) years.

This warranty commences on the date equipment is received, unless Apollo Video is responsible for the installation of the equipment; in which case this warranty commences on the date of installation acceptance. During the warranty period, at its discretion, Apollo will repair or replace without charge, any merchandise proven to be defective in material or workmanship. Repair of a defective product is contingent upon availability of replacement parts. Should Apollo be unable to obtain replacement parts, Apollo will, at its option replace the equipment with a comparable product.

**Product Returns:** If you are not fully satisfied with any Apollo product it may be returned in its original condition within 60 days of receipt for refund or replacement. Products will only be accepted for return with an Apollo supplied SRO (Service Repair Order) number, and if returned within 60 days of delivery or acceptance. Items must be returned in original packaging with all provided documentation included. Apollo will issue a refund or replacement as requested, however refund returns are subject to a restocking fee. Refunds shall not be provided for damaged, non-repairable products. All shipping, delivery and installation charges will be excluded from the refund.

#### **Instructions for obtaining repair or return service:**

1. All goods must be returned with a valid SRO number.

To request authorization by phone, contact Apollo Video Technology's toll-free technical support at: 888-AVT-USA1 (888.288.8721) and select option 2. You may also request an SRO from our website: <http://www.apollovideotechnology.com/support/service-request/> or send a request by email: [support@apollovideo.com](mailto:support@apollovideo.com)

Be prepared to provide the following information:

- Your name, company or agency name, telephone number, email and physical shipping address
- Part or model number of the product
- Serial number and quantity of each product
- Description of the defect or repair requested

2. Package your return carefully, using the original boxes and packaging material if possible. Apollo Video is not responsible for items damaged in transit.

3. Label the outside of the box with the SRO number obtained.

4. Ship the package freight pre-paid to:

Apollo Video Technology

Attn: SRO # \_\_\_\_\_

900 Klein Road

Plano, TX 75074

If your repair is urgent, use expedited freight. Expedited packages will be returned using the same urgency (and freight delivery days) in which it was received.

Failure to comply with this procedure may result in a processing delay. Apollo reserves the right to refuse any package that has not been previously approved with an SRO number for return

Products that are found to be in-warranty will be repaired or replaced, tested, and returned (freight paid by Apollo Video). For out of warranty products, the repair department will contact you with an estimated cost of the repair. If a repair is approved, a purchase order or credit card payment for parts, labor and return freight is required. The product will then be repaired or replaced, tested and returned. If payment for repaired product is not made in full within 90 days and no alternate payment terms have been agreed upon, the product will be considered abandoned property and may be sold or otherwise disposed or recycled in any manner deemed suitable by Apollo.

NOTE: Even items that are under warranty may incur repair and/or replacement costs due to damage or misuse (Refer to following: LIMITATION OF WARRANTY). A charge may also be incurred if a product is returned and found to be free of defects.

#### **LIMITATION OF WARRANTY**

This warranty covers normal use and does not cover damage which occurs in shipment or failure which results from alteration, accident, misuse, neglect, voltage fluctuations, lightning, water damage, (or other acts of nature), faulty installation or adjustment of controls, interfacing with non-standard or custom equipment, or improper maintenance. This warranty also does not cover normal wear and tear of equipment, including, but not limited to broken connectors, broken or scratched housings or cases, frayed wires, etc. Equipment or devices that Apollo product is connected or mounted to is not covered under warranty and Apollo is not responsible for malfunctions that might occur with the installation of such equipment. NOTE: Apollo is not responsible for the removal or installation of equipment or components regardless of cause. Except as herein expressly set forth and to the maximum extent permitted by applicable law, Apollo or any of its employees shall not, under any circumstances, be responsible for any direct, indirect, incidental or consequential damages, including, but not limited to, damage to the equipment or injury caused by contact with the equipment. Caution should be taken with any device installed in a moving vehicle that could cause damage or personal injury in the event of a collision or violent maneuvers. Apollo Video makes no other warranties, express or implied including, but not limited to, the implied warranties of merchantability, fitness for a particular purpose, title, and non-infringement. Removal or alteration of the serial number will void this warranty.

***ALL RETURNS MAY BE SUBJECT TO A 20% RE-STOCKING FEE***

## **PRICE QUOTE**

Proposer Apollo Video Technology

Total Cost for 26 DVRs \$ 95,108 (\$88,608 after installation  
and credit of \$6,500)

Optional Disposal/Recycling Cost of DVRs \$ (6,500)

Lifetime Technical Support Cost Per Year \$ No Charge

Warranty Cost Per Year Years 1-2 at no charge  
\$ Years 3-5 at \$195 per system, per year

Estimated Project Start Date Four weeks after Notice to Proceed

Estimated Project Completion Date Six weeks after Notice to Proceed

Topeka Metro is tax exempt and will obtain a Project Exemption Certificate from the Kansas Department of Revenue. Do not include sales tax in your proposed price.

**DISADVANTAGED BUSINESS ENTERPRISES (DBE) CERTIFICATION**

This contract is subject to the requirements of Title 49, Code of Federal Regulations, Part 26, *Participation by Disadvantaged Business Enterprises in Department of Transportation Financial Assistance Programs*. The national goal for participation of Disadvantaged Business Enterprises (DBE) is 10%. Metro's overall 2019-2021 goal for DBE participation is 2.00%; the race neutral goal is 1.12%, and the race conscious goal is 0.88%. There is no contract goal for this procurement.

The contractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this contract. The contractor shall carry out applicable requirements of 49 CFR Part 26 in the award and administration of this DOT-assisted contract. Failure by the contractor to carry out these requirements is a material breach of this contract, which may result in the termination of this contract or such other remedy as Metro deems appropriate. Each subcontract the contractor signs with a subcontractor must include the assurance in this paragraph (see 49 CFR 26.13(b)).

The contractor is required to pay its subcontractors performing work related to this contract for satisfactory performance of that work no later than 30 days after the contractor's receipt of payment for that work from Metro.

The contractor may not hold retainage from its subcontractors.

The contractor must promptly notify Metro, whenever a DBE subcontractor performing work related to this contract is terminated or fails to complete its work, and must make good faith efforts to engage another DBE subcontractor to perform at least the same amount of work. The contractor may not terminate any DBE subcontractor and perform that work through its own forces or those of an affiliate without prior written consent of Metro.

Signature: Daniel Kelleher

Name and Title: Daniel Kelleher, Vice President of Sales

Company Name: Apollo Video Technology

Date: 8/29/19

**LOBBYING CERTIFICATION**

The undersigned contractor certifies, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for making lobbying contacts to an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions. See 49 CFR 20.100.

(3) The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31 USC. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure. [Note: Pursuant to 31 USC 1352(c)(1)-(2)(A), any person who makes a prohibited expenditure or fails to file or amend a required certification or disclosure form shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such expenditure or failure. See 49 CFR 20.400.]

The undersigned contractor certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 USC 3801, et seq, apply to this certification and disclosure, if any.

Signature: Daniel Kelleher

Name and Title: Daniel Kelleher, Vice President of Sales

Company Name: Apollo Video Technology

Date: August 29, 2019



**NON-COLLUSION CERTIFICATION**

This is my sworn statement to certify that this proposal was not made in the interest of or on behalf of any undisclosed entity. This proposal is not collusive.

This proposer has not been a party to any agreement or collusion in restraint of freedom of competition by agreement to bid a fixed price, to refrain from bidding, or otherwise. This proposer has not, directly or indirectly, by agreement, communication or conference with anyone, attempted to induce action prejudicial to the interest of Topeka Metropolitan Transit Authority, or of any proposer, or anyone else interested in the proposed contract.

Signature: 

Name and Title: Daniel Kelleher, Vice President of Sales

Company Name: Apollo Video Technology

Date: August 29, 2019



**SUSPENSION / DEBARMENT CERTIFICATION**


**In regard to 2 CFR Parts 180 and 1200**

In accordance with 2 CFR Parts 180 and 1200, the contractor is required to verify that none of its principals or affiliates:

- 1) is included on the federal government's suspended and debarred list;
- 2) is proposed for debarment, declared ineligible, voluntarily excluded or disqualified;
- 3) within three years preceding this proposal, has been convicted of or had a civil judgment rendered against them for (a) commission of fraud or criminal offense pertaining to performing a public transaction, (b) violation of any federal or state antitrust statute, or (c) embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property;
- 4) is indicted or charged by a governmental entity for any of the charges in 3) above; and
- 5) has had any public transaction terminated for cause or default within three years preceding this proposal.

The contractor is required to include this requirement in any subcontracts related to this contract.

By signing and submitting its proposal, the proposer certifies that the certification in this clause is a material representation of fact relied upon by Metro. If it is later determined that the proposer knowingly rendered an erroneous certification, in addition to remedies available to Metro, the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment. The proposer agrees to verify that none of its principals or affiliates is included on the federal government's suspended and debarred list at any time throughout the period of this contract. The proposer further agrees to include a provision requiring the same compliance in its subcontracts related to this contract.

Signature: 

Name and Title: Daniel Kelleher, Vice President of Sales

Company Name: Apollo Video Technology

Date: August 29, 2019