CUBIC™ | Transportation Systems

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Shane Cohen
El Dorado County
2441 Headington Road
Placerville, Ca 95667

To Mr. Cohen,

The purpose of this letter is to advise that AZCO located in Stockton, Ca is the sole source provider for Cubic (Gridsmart/Trafficware) solutions in the state of California. For installation support and warranty activation all GRIDSMART solutions must be acquired through dedicated GRIDSMART distribution partners.

The GRIDSMART System has earned our customers' trust, proving itself with over 220 million hours of video processed. A GRIDSMART System includes three powerful components: the SMARTMOUNT Bell Camera, the GS2 Processor with embedded proprietary algorithms, and the GRIDSMART Client.

The SMARTMOUNT Bell Camera delivers the only field-tested single-intersection sensor empowering tracking through the entire intersection, including the center where vehicles and vulnerable road users cross. This capacity empowers a single-camera 360° horizon to horizon view from the camera where vehicles are tracked and data such as volume, turning movements, vehicles lengths and more.

The following details are important elements of the GRIDSMART system:

- GRIDSMART pioneered the world's first single camera solution for intersection actuation, traffic data collection and situational awareness.

- With a single GRIDSMART camera, the functionality includes stop-bar and advanced detection with a single camera for multiple approaches along with entry and exit zones for adaptive requirements

- 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 above qualifications demonstrate why the GRIDSMART solution

- The GRIDSMART Data Collection system is a turnkey system that can be deployed and setup in less than 30 minutes.

- GRIDSMART's SMARTMOUNT2025 is the industry's first holistic fiber solution for intersection detection and actuation. SMARTMOUNT2025 allows for a greater range than traditional Power over Ethernet (PoE) methods, offering up to 2,000 feet of cable without the need for a repeater. Fiber optic lines are virtually impervious to electromagnetic interference (EMI) and deliver flawless communication performance.

- GRIDSMART's Software Modules are independently licensed software components that add flexibility, maximize value, and create simple solutions for diverse needs. Modules are perpetually licensed for your GRIDSMART intersection, regardless of future updates.

- GRIDSMART's Streams module enables H.264 streams via RTSP from the GRIDSMART Cameras connected to GS2 Processors. Streams provides an easy way to integrate GRIDSMART cameras into most video management and network video systems.

- GRIDSMART is focused on safety. The capability of being able to "see" the center of the intersection has allowed a unique approach to bike discrimination and other vulnerable road users. GRIDSMART's approach allows safety first and efficiency by default. This is achieved by tracking cyclists and vulnerable road users into and all the way through the intersection, extending the green time until they safely

- GRIDSMART tracking technology enables unique methods for mitigating issues created by shadows and occlusions; two issues commonly experienced with video solutions.

- GRIDSMART is Buy America compliant by fulfilling the requirements of 49 U.S.C. 5323(j)(1), and the applicable regulations in 49 CFR part 661.

- GRIDSMART is designed, engineered, and assembled in the USA.

is uniquely qualified to meet the needs for the County of El Dorado

Cubic (Gridsmart/Trafficware) has proven success with ITS applications including imaged based technology and will provide you with superior service and performance.

Sincerely,

Cubic Transportation Systems