



REQUEST FOR PROPOSALS:

Mobile Parking Payment and Management Solutions

RFP #:

COG-2154

ISSUED BY:

The Cooperative Council of Governments
On Behalf of Equalis Group

*6001 Cochran Road, Suite 333
Cleveland, Ohio 44139*

DATED:

March 28, 2024

SECTION TWO:

Proposal Submission Documents, Technical Proposal,
Cost Proposal and Other Required Forms

TABLE OF CONTENTS

PROPOSAL FORM CHECKLIST	3
PROPOSAL FORM 1: TECHNICAL PROPOSAL.....	4
PROPOSAL FORM 2: COST PROPOSAL	22
PROPOSAL FORM 3: DIVERSITY VENDOR CERTIFICATION PARTICIPATION	23
PROPOSAL FORM 4: CERTIFICATIONS AND LICENSES	24
PROPOSAL FORM 5: UNRESOLVED FINDINGS FOR RECOVERY	25
PROPOSAL FORM 6: MANDATORY DISCLOSURES.....	26
PROPOSAL FORM 7: DEALER, RESELLER, AND DISTRIBUTOR AUTHORIZATION.....	27
PROPOSAL FORM 8: MANDATORY SUPPLIER & PROPOSAL CERTIFICATIONS	28
PROPOSAL FORM 9: CLEAN AIR ACT & CLEAN WATER ACT	30
PROPOSAL FORM 10: DEBARMENT NOTICE.....	31
PROPOSAL FORM 11: LOBBYING CERTIFICATIONS	32
PROPOSAL FORM 12: CONTRACTOR CERTIFICATION REQUIREMENTS.....	33
PROPOSAL FORM 13: BOYCOTT CERTIFICATION	35
PROPOSAL FORM 14: FEDERAL FUNDS CERTIFICATION FORMS	36
PROPOSAL FORM 15: FEMA FUNDING REQUIREMENTS CERTIFICATION FORMS.....	43
PROPOSAL FORM 16: ARIZONA CONTRACTOR REQUIREMENTS	47
PROPOSAL FORM 17: NEW JERSEY REQUIREMENTS.....	49
PROPOSAL FORM 19: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM.....	63
PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT DECLARATION	64
PROPOSAL FORM 21: MASTER AGREEMENT SIGNATURE FORM.....	65

PROPOSAL FORM CHECKLIST

The following documents must be submitted with the Proposal

The below documents can be found in Section 2; Proposal Submission and Required Forms and must be submitted with the proposal. Please note Proposal Form 2 is a separate attachment (attachment B).

TECHNICAL PROPOSAL

- ☒ Proposal Form 1: Technical Proposal

PROPOSAL PRICING: Attachment B is provided separately in a Microsoft Excel file and is required to complete your cost proposal.

- ☒ Proposal Form 2: Cost Proposal

OTHER REQUIRED PROPOSAL FORMS:

- ☒ Proposal Form 3: Diversity Vendor Certification Participation
- ☒ Proposal Form 4: Certifications and Licenses
- ☒ Proposal Form 5: Unresolved Findings for Recovery
- ☒ Proposal Form 6: Mandatory Disclosures
- ☒ Proposal Form 7: Dealer, Reseller, and Distributor Authorization
- ☒ Proposal Form 8: Mandatory Supplier & Proposal Certifications
- ☒ Proposal Form 9: Clean Air Act & Clean Water Act
- ☒ Proposal Form 10: Debarment Notice
- ☒ Proposal Form 11: Lobbying Certification
- ☒ Proposal Form 12: Contractor Certification Requirements
- ☒ Proposal Form 13: Boycott Certification
- ☒ Proposal Form 14 Federal Funds Certification Form
- ☒ Proposal Form 15 FEMA Funding Requirements Certification Form
- ☒ Proposal Form 16: Arizona Contractor Requirements
- ☒ Proposal Form 17: New Jersey Requirements
- ☒ Proposal Form 18: General Terms and Conditions Acceptance Form
- ☒ Proposal Form 19: Equalis Group Administration Agreement Declaration
- ☒ Proposal Form 20: Master Agreement Signature Form

(The rest of this page is intentionally left blank)

1. OVERVIEW & QUALIFICATIONS

1.1. Company Information		
1.1.1. Company Name:	Premium Parking LLC	
1.1.2. Corporate Address:	601 Poydras St Ste 1500, New Orleans, LA 70130	
1.1.3. Website:	www.premiumparking.com	
Formation. In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.	Premium Parking was founded in 2005 in New Orleans and has been operating parking facilities using Premium's GLIDEPARCS® technology for over 10 years. Premium Parking has never changed their business name.	
1.1.4. Primary Point of Contact. Provide information about the Respondent representative/contact person authorized to answer questions regarding the proposal submitted by your company:	Name:	Timothy Hoppenrath
	Title:	Market President
	Phone:	843.261.4152
	E-Mail Address:	thoppenrath@premiumparking.com
1.1.5. Authorized Representative. Print or type the name of the Respondent representative authorized to address contractual issues, including the authority to execute a contract on behalf of Respondent, and to whom legal notices regarding contract termination or breach, should be sent (if not the same individual as in 1.1.9., provide the following information on each such representative and specify their function).	Name:	Marc Sketchler
	Title:	General Council
	Phone:	504.717.2448
	E-Mail Address:	msketchler@jmhcompanies.com

1.2. Financial Strength & Legal Considerations	
<p>Financial Strength. Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit & bond ratings, letters of credit, and detailed reference letters.</p> <p>Note: If the information disclosed in your response is considered “Trade Secret” as defined in Ohio Revised Code, Respondents may mark the information as a “Trade Secret” and the response will be redacted from any future use of the RFP response.</p>	<p>Premium Parking is happy to share this information directly with you. To access financials please reach out to:</p> <p>RYAN CRESPINO, CPA Chief Financial Officer M: 504.909.5725 O: 504.274.1413</p>
<p>Bankruptcy & Insolvency. Describe any bankruptcy or insolvency for your organization (or its predecessors, if any) or any principal of the firm in the last three (3) years.</p>	<p>None</p>
<p>Litigation. Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation.</p>	<p>As a national parking solutions provider, Premium is involved in several lawsuits. Of these, the majority are personal injury or motor vehicle-related, with a handful of client disputes (e.g., unpaid balances on accounts). Premium will provide a full listing upon request.</p>
1.3. Industry Qualifications	
<p>1.3.1. Company Identification. How is your organization best identified? Is it a manufacturer, distributor, dealer, reseller, or service provider?</p>	<p>Premium is a Service Provider offering parking management and software solutions to our client partners nationwide at over 1,000 locations throughout the U.S.</p>
<p>1.3.2. Manufacturer Authorization. If your company is best described as a distributor, dealer, reseller, or similar entity please certify</p>	<p>Not applicable, as Premium has invested heavily in <u>our own</u> mobile payment and parking management solutions including our full stack GLIDEPARCS® platform to manage any type of parking operation more efficiently with one turnkey solution that does not require gated PARCS.</p>

<p>that your organization is authorized to sell the products and services at the price points disclosed in this proposal.</p>	
<p><i>Authorized Distributors, Agents, Dealers, or Resellers.</i> Describe the different channels in which this contract will be made available to Equalis Group Members. Your response should include, but is not limited to, whether your organization will serve as the single point of sale or if the contract will be made available through a network of distributors, agents, dealers, or resellers.</p> <p>NOTE: Respondents intending to authorize distributors, agents, dealers, or resellers must complete <u>Proposal Form 7 - Dealer, Distributor and Reseller Authorization Form.</u></p>	<p>Premium Parking will be your single point of contact for all sales. In some markets, individual agreements will be with subsidiaries or affiliates of Premium which may have exclusivity rights to those markets.</p>
<p>1.3.3. Network Relationship. If your company is best described as a manufacturer or service provider, please describe how your dealer network operates to sell and deliver the Products & Services proposed in this RFP. If applicable, is your network independent or company owned?</p>	<p>Premium is best described as a solution provider. We provide software & management services directly or, in some markets, through affiliated entities which may have exclusive rights to provide services in certain markets.</p>
<p>Industry Experience. How long has your company provided the products and services outlined in your response to this RFP? What percentage of your company's</p>	<p>In 2013, Premium Parking developed the Premium App and our online reservation system. Over the last 3 years, approximately 92% of managed revenue was processed through our GLIDEPARCS® platform, with 8% processed through our integrated pay machines.</p>

revenue in each of the last three (3) full calendar years was generated from these products and services?	
<p>1.3.4. Geographic Reach. Describe your company's <u>current</u> service area in the United States and which areas you intend to offer services under a resulting contract if awarded.</p>	<p>Premium Parking currently operates across the United States in several large metropolitan areas. See Appendix 1 in the Supplemental Proposal Info submission to view a map and list of locations where we operate. We intend to offer services to members anywhere in the United States.</p>
<p>Certifications and Licenses. Provide a detailed explanation outlining the licenses and certifications that are i) required to be held, and ii) actually held by your organization (including third parties and subcontractors that you use). Has your company maintained these certifications on an ongoing basis? If not, when and why did your company lose any referenced certifications?</p> <p>NOTE: Provide copies of any of the certificates or licenses included in your response in <u>Proposal Form 5 - Certifications and Licenses.</u></p>	<p>Premium's 30-person Market President Team, and 11-person Corporate Support Team will complete the National Parking Association's Certified Parking Professional (CPP) certification in August 2024. We currently have two (2) Market Presidents who also hold their CAPP certification from the International Parking & Mobility Institution. All designations require renewals every three years.</p>
<p>1.4. Public Sector Experience</p>	
<p>1.4.1. Public Sector Cooperative Contracts. Provide a list of the public sector cooperative contracts (e.g., state term contracts, public sector cooperatives, etc.) you currently hold and the annual revenue through those contracts in each of the last three (3) calendar</p>	<p>We currently do not have any public sector cooperative contracts. If awarded, Equalis will have a team dedicated to sales, implementation, and operations, not sharing time with other cooperatives so we can focus on your members needs.</p>

<p>year. Please exclude information and data associated with Federal or GSA contracts</p>	
<p>1.4.2. Education Success. What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to educational institutions (i.e., K-12 schools & school districts and high education)?</p>	<p>i) \$2.4MM ii) 1%</p>
<p>1.4.3. Government Success. What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to local governments (i.e., municipalities, counties, special districts, and state agencies)</p>	<p>i) \$24.7MM ii) 16.2%</p>
<p>1.4.4. Customer References. Provide references of at least five (5) local government or educational institution customers for which your company has provided products and services similar in nature and scope to those defined in this RFP in the last three (3) years. Each reference should include:</p> <p>a. Customer contact person and their title,</p>	<p>View all Customer References as Appendix 2 in the Supplemental Proposal Information attachment.</p>

telephone number, and email address;

- b.** A brief description of the products and services provided by your company;
- c.** Customer relationship starting and ending dates; and,
- d.** Notes or other pertinent information relating to the customer and/or the products and services your company provided.

2. Products & Services

2.1. PRODUCTS & SERVICES

Product & Services Description(s). Provide a detailed description of the products and services you are offering as a part of your proposal.

Your response may include, but is not limited to, information related to functions, differentiators, capabilities, features, advantages, warranty, set-up, training, maintenance services, or any other piece of information that would help understand the breadth and depth of your products and service offering.

IMPORTANT. This description along with the products and services included in the **Attachment B - Cost Proposal** will be utilized to define the overall products and services available under a resulting contract.

GLIDEPARCS® is a secure cloud-based system that eliminates the need for paper tickets, parking gates, and/or hand-held equipment. It can control all aspects of a parking operation, combining best practices with modern parking trends into one holistic system. This allows us to provide the most complete parking solution in the industry, resulting in a more enjoyable parking experience for all guests and a more profitable and efficient parking operation for our clients.

View more in Appendix 3.

2.1.1. Data Protection. What security certifications does your company currently hold that establish your processes for protecting user Data?

Premium Parking is 100% PCI Compliant.

Our payment platforms are integrated through Stripe. Stripe's systems, processes, and controls are regularly audited as part of our SOC 1 and SOC 2 compliance programs. SOC 1 and SOC 2 Type II reports are produced annually and can be provided upon request.

The Auditing Standards Board of the American Institute of Certified Public Accountants' (AICPA) Trust Service Criteria (TSC) developed the SOC 3 report. Stripe's SOC 3 is a public report of internal controls over security, availability, and confidentiality. Stripe's recent SOC 3 report is available to the public at: <https://docs.stripe.com/security>

Premium Parking's Platform is powered by AWS - Amazon Web Services. When you partner with AWS, you inherit the most comprehensive controls. AWS supports 143 security standards and compliance certifications, including PCI-DSS, HIPAA/HITECH, FedRAMP, GDPR, FIPS 140-2, and NIST 800-171, helping customers satisfy compliance requirements around the globe.

<p>2.1.2. <i>Security.</i> Describe the protocols are in place to ensure the safe transmission of information being shared through your products and services?</p>	<p>At Premium, we are dedicated to protecting your parking assets. With unwavering commitment, we ensure that your revenues, reputation, data, and operations are in safe hands at every turn.</p> <p>Revenue Protection:</p> <ul style="list-style-type: none"> • Anomaly Intelligence: Real-time full transactional visibility. If revenue is atypical, we find out why. • Space Optimization: Our products are tailored capture additional revenue from the most coveted spaces. • Cash Collection Processes: Our software tracks when cash is handled, recording the time and amount of each transaction. • Secure Payments by Design: Premium does not store or collect card information. Using third-party services for payment processing gives us the highest level of PCI DSS compliance. • Automatic Audits: With GLIDE Eye LPR® or compliance agents on site, your parking facilities are audited for compliance in real time <p>Reputation Protection:</p> <ul style="list-style-type: none"> • User Privacy: Premium customer data remains secured, confidential, and never sold. • Full-Stack Simplification: GLIDEPARCS® is a single parking software solution that minimizes the need for data sharing, permissions, and integrations, thereby enhancing security. • Enterprise Data Protection: To protect your data, Premium keeps system activity logs, performs automated data backups, and routinely trains and tests staff on security best practices <p>Operation Protection:</p> <ul style="list-style-type: none"> • User Access Roles: We ensure that staff can access information that aligns precisely with the tasks they need to perform. • Vehicle Lookup Alerts: With GLIDE Eye LPR®, Premium can work with local authorities for vehicles of interest or focus compliance measures on excessive violators. • Virtual and Physical Presence: GLIDE Eye LPR cameras and routine site visits help safeguard the premises and enhance overall safety. • Modern Hardware Only: Our Gateless approach reduces the need for complicated equipment and expensive updates, streamlining facilities with only modern, up-to-date, and clean-looking equipment
<p>2.1.3. <i>Integrations.</i> Describe your company's approach to APIs and integrations. Provide a list of other applications or software system with which your solutions integrate.</p>	<p>Our platform provides a set of REST APIS for vendor and third party integrations. In most cases, the APIs will allow integrations without any additional software development required. Additional changes to the APIs can be made on a case-by-case basis. The platform currently integrates with Swyft Valet, Taggr, Cale, GTBM, HonkMobile, Spacer, PayByPhone, Genetec, Parkeon, ParkMobile, Spot Angels, ParkWhiz, On Air Parking, T2, Way, Parklogix, and SpotHero.</p>
<p>2.1.4. Value-Add or Additional Offering.</p>	<p>View all additional add on in Appendix 4.</p>

<p>Please include any additional products and services not included in the scope of the solicitation that you think will enhance and add value to this contract's participating agencies.</p>	
<p>2.1.5. Open Market Products. Provide a detailed description of your ability to accommodate requests for Open Market Products. Open Market Products is a category of products that cannot be found in your standard catalog offering or non-inventoried products.</p> <p>NOTE: For a definition of Open Market Items, please refer to <u>Part One, Section 5.4 – Other Pricing Scenarios.</u></p>	<p>Premium is very knowledgeable regarding the latest and most efficient parking solutions in the industry and would work closely with the member client to fulfill and custom designed, manufactured, or sourced product to solve parking challenges should our GLIDEPARCS® platform not be the only solution. We have included some 'Optional Value-Added Solutions' passing along our volume discounted pricing to member clients. Should there be additional needs, Premium would charge a 'Cost Plus a Fixed Flat Fee' on special products and services to cover the actual cost, procurement, software development, and project management of the installation, if needed.</p>
<p>Warranty. Provide a copy of the manufacturer's warranty. If required, please attach the warranty as an attachment, as instructed in this document. Describe notable features and/or characteristics of the warranty that a public sector customer would find interesting or appealing. Pricing related to the any extended warranty options must be included in <u>Attachment B – Cost Proposal.</u></p>	<p>Premium Parking is not a manufacturer. We can provide manufacturer's warranty on T2, Parking Logix or MPS at request. To request this information reach out to: Marc Sketchler (504) 717-2448 or msketchler@jmhcompanies.com</p>

3. Business Operations

3.1. Customer Service

3.1.1. Customer Service Department. Describe your company's customer service department & operations. Your description may include, but is not limited to, hours of operation, number and location of service centers, parts outlets, number of customer service representatives. Clarify if the service centers are owned by your company or if they are a network of subcontractors.

Premium Parking boasts a dedicated in-house Customer Support Team, available 24/7/365, helping via phone, text, email, and online chat, owned by Premium. We handle over 150,000 calls annually, ensuring every customer enjoys consistent and exceptional service. To manage and monitor inquiries efficiently, we rely on cloud-based platforms. Our system allows us to prioritize, categorize, and assign tickets automatically, enabling seamless collaboration among agents while preventing duplicate responses through agent collision detection. With an unlimited number of mailboxes, we streamline our support email management, providing swift and professional resolutions to all customer challenges and questions.

3.1.2. Customer Support & Training. Describe the training services, education resources or support forums available to Members.

Premium Parking has both customer support and training departments to deliver Premium University online live training sessions or a wealth of instructional videos on dozens of topics related to managing parking with GLIDEPARCS®. Additionally, we have a library of support documents available to our client members. [Support : Premium Parking Support](#)

3.2. Customer Set Up; Order & Invoice Processing; Payment

Proposal Development, Order, and Invoice Process. Describe your company's proposal development, order, and invoice process.

Proposal Development: Premium's team works collaboratively on a share drive with each question assigned to a department including Operations, Marketing, Legal, Product, & IT Security to complete the proposals. **Order:** When selected, Premium will work with Equalis and any agencies in need of our mobile payments, enforcement, and other customized parking management technology solutions needed. **Invoice Process:** Our team will work with these client members to setup invoicing based on the agreed upon terms. In a mobile parking payment agreement, Premium would collect all payments, and the following month, whenever the client needs their monthly report of business along with an ACH payment transfer or physical check remittance payment, along with revenue and expense documentation.

4. PRICING

4.1. Cost Proposal

4.1.1. *Pricing Model.* Provide a description of your pricing model or methodology identifying how the model works for the products and services included in your proposal. Your response should describe how the proposed pricing model is able to be audited by an Equalis Group member to assure compliance with the pricing in the Master Agreement.

Premium charges a flat monthly fee based on the number of spaces being managed to license the GLIDEPARCS® platform which includes three mobile payment options, reservations, digital validations, Cloud Permit® management, API & Pay Machine integrations, Enforcement & Compliance options, 24/7 Call Center Support, and Corporate departments support to deliver a smooth running parking facility at all times. Our GLIDEPARCS platform pricing model is typically well below our competitors because it was developed by Premium, based on our hundreds of years cumulative experience in managing complicated parking facilities nationwide, built to solve common and complicated parking challenges, making it simple to manage our client partners parking without depending on multiple third party application integrations. Because all transactional data feeds to Amazon Web Services, all financial data can be easily audited with real-time reporting and accounting backup documents. Our platform fees are broken out based upon three categories, 1-500 spaces, 501-2,000 spaces, and anything beyond 2,000 spaces. To save on costs billed to our clients, Premium is able to charge small GLIDEPARCS license fees because we charge the end user small convenience and administrative fees for mobile payments, reservations, permit management, and enforcement collections as a portion of our profits. Many of our competitors will outsource these applications and upcharge the client or the end user to help them generate additional income.

4.1.2. *Auditable.* Describe how the proposed pricing model is able to be audited by public sector agencies or CCOG to assure compliance with pricing in the Master Agreement.

Each transaction processed through Premium's mobile payment system is meticulously recorded in the Operator Dashboard. In the event of an audit, our clients are granted access to this dashboard, where they have the ability to export detailed reports of all transactions made to Premium, available in both Excel and PDF formats for their convenience.

4.1.3. *Cost Proposal Value.* Which of the following statements best describes the pricing offered included in Respondent's cost proposal.

The prices offered in your Cost Proposal are:
Lower than what you offer other group purchasing organizations, cooperative purchasing organizations, or state purchasing departments.

<p>4.1.4. Additional Savings. Describe any quantity or volume discounts or rebate programs included in your Cost Proposal.</p>	<p>Premium is offering Equalis a 5% discount on the GLIDEPARCS platform for their members, and additional discounts on user-paid fees such as mobile payments, permits, and citation collections.</p>
<p>4.1.5. Pricing Open Market or Sourced Goods. If relevant, propose a method for the pricing of Open Market Items or Sourced Goods.</p> <p>NOTE: For a definition of Open Market Items, please refer to <u>Part One, Section 5.4 – Other Pricing Scenarios</u>.</p>	<p>The pricing model provides annual GLIDEPARCS costs based on the size of each member facility including discounts.</p>
<p>4.1.6. Total Cost of Acquisition. Identify any components from the total cost of acquisition that are <i>NOT</i> included in the Cost Proposal. This would include all additional charges that are not directly identified as freight or shipping. For example, permitting, installation, set up, mandatory training, or inspections may be required but not initially considered in the Cost Proposal. Identify any parties that impose such costs and their relationship to the Respondent.</p>	<p>A key component of any mobile payment system is a well-executed signage strategy. Premium has optimized our signage portal, streamlining the process to easily access and customize signs from a variety of templates. Signage costs range from \$85 per sign, with the total number of signs varying from 5 to 500 based on project scope. Considerations for pricing include the material, dimensions, design, and the need for mounting posts. For smaller projects, we handle installation in-house to minimize expenses. However, for extensive projects, we engage professional sign installation services. Local regulations may necessitate business licenses or sign permits, costing approximately \$200 to \$1,000. Premium provides clients with three complimentary hours of annual training on report management. Additional training is available at \$200 per hour, though it's typically unnecessary. Expenses incurred for program setup, like travel, lodging, and meals, are reimbursed at actual cost.</p>

5. GO-TO-MARKET STRATEGY

5.1. Respondent Organizational Structure & Staffing of Relationship

5.1.1. Key Contacts. Provide contact information and resumes for the person(s) who will be responsible for the following areas;

1. Executive Contact
2. Contract Manager
3. Sales Leader
4. Reporting Contact
5. Marketing Contact.

***Indicate who the primary contact will be if it is not the Sales Leader.

[Click or tap here to enter text.](#)

1. Ben Montgomery, bmontgomery@premiumparking.com, 504.274.1612
Appendix 6
2. Marc Sketchler, msketchler@premiumparking.com, 504.717.2448
Appendix 7
3. Timothy Hoppenrath, thoppenrath@premiumparking.com, 843.261.4152
Appendix 8
4. Zack Widdoss, zwiddoss@premiumparking.com, 843.564.4500
Appendix 9
5. Jennifer Bell, jbelle@premiumparking.com, 504.717.2408
Appendix 10

5.1.2. Sales Organization. Provide a description of your sales organization, including key staff members, the size of the organization, in-house vs. third-party sales resources, geographic territories, vertical market segmentation, etc.

Premium Parking prides itself on its people and the ability to attract talent to execute the company vision. As leadership begins at the top of every institution, our CEO sets the bar high for our organization by embracing the needs of our clients and listening attentively to the unique goals & objectives of each client we serve. This approach allows Premium Parking to assign qualified personnel to key aspects of the operation that can help ensure all established goals and objectives are met, delivering true value that mutually aligns all stakeholders.

Key staff members include the CEO, President, Area based Vice President, Market President, and Account Managers.

Premium Parking has more than 750 employees across the United States.

All sales are performed inhouse by our team of 30 Market Presidents throughout the U.S.

Sales territories are divided by state or major metropolitan area.

5.2. Contract Implementation Strategy & Expectations	
<p>Contract Expectation. What are your company's expectations in the event of a contract award?</p>	<p>Premium is open to an initial 1-year pilot contract but would prefer a 3 to 5-year minimum term once the member clients are satisfied with Premium's GLIDEPARCS® solutions post pilot period.</p>
<p>5.2.1. Five (5) Year Sales Vision & Strategy. Describe your company's vision and strategy to leverage a resulting contract with Equalis over the next five (5) years. Your response may include but is not limited to; the geographic or public sector vertical markets being targeted; your strategy for acquiring new business and retaining existing business; how the contract will be deployed with your sales team; how you will market the contract, including deployment of the contract on your company website; and the time frames in which this will be completed.</p>	<p>Premium Parking's vision and strategy for leveraging a contract with Equalis over the next five years could involve several key components:</p> <p>Geographic and Public Sector Vertical Markets: Premium Parking may target expansion in both existing and new geographic markets, focusing on areas with high demand for parking solutions. Public sector verticals such as municipalities, universities, parks & recreation, and hospitals could be key targets for growth.</p> <p>Acquiring New Business and Retaining Existing Business: The strategy might include a combination of competitive pricing, innovative technology solutions like Premium patented AI-powered GLIDE Eye LPR automated or on-foot enforcement systems, and exceptional customer service to attract new clients while maintaining strong relationships with current ones.</p> <p>Deployment with Sales Team: The contract with Equalis could be integrated into the sales team's strategy by providing them with comprehensive training on the contract's benefits and features, enabling them to effectively communicate its value to potential clients.</p> <p>Marketing the Contract: Marketing efforts could involve updating the company website to highlight the partnership with Equalis, utilizing social media and digital marketing to reach a broader audience, and attending industry events to showcase their integrated parking solutions.</p> <p>Time Frames: The implementation of this strategy would likely be phased over the next five years, with initial efforts focusing on integrating the contract into the company's operations and sales strategies, followed by a broader rollout and marketing campaign.</p>
<p>5.2.2. Sales Objectives. What are your top line sales objectives in each of the five (5) years if awarded this contract?</p>	<p>Premium Parking's top line sales objectives over the next five years with the Equalis contract would likely focus on several key areas:</p> <p>Expansion of Services: Premium will aim to broaden our service offerings to include a wider range of parking management solutions such as permit management, digital validations, demand-based dynamic pricing, API integrations, and of course, Premium enforcement solutions including GLIDE Eye automated LPR camera enforcement and safety enhancements such as stolen vehicle alerts emailed to the police department.</p> <p>Competitive Pricing: Offering competitive pricing to Equalis Group Members to ensure they receive the best value for their investment in parking management & software solutions.</p> <p>Member Engagement: Strengthening relationships with Equalis Group members by providing exceptional customer service</p>

	<p>with our 24/7 customer service call center and account management support throughout the contract term. Market Penetration: Increasing market share within various markets and potentially expanding to new markets where Equalis Group members are present. Innovation and Technology: Continuously improving and innovating their product and service offerings to stay ahead of industry trends and meet the evolving needs of their clients. Financial Growth: Setting specific financial targets for each year to measure the success of the contract and ensure steady growth in revenue.</p>
--	---

PROPOSAL FORM 1: TECHNICAL PROPOSAL

(The rest of this page is intentionally left blank)

6. ADMIN FEE & REPORTING

6.1. Administration Fee & Reporting

6.1.1. Administrative Fee. Equalis Group only generates revenue when the Winning Supplier generates revenue based on contract utilization by current and future Members.

The administrative fee is normally calculated as a percentage of the total Spend for agencies accessing products and services through the Master Agreement and is typically two percent (2%) to three percent (3%). In some categories, a flat fee or another fee structure may be acceptable.

Please provide your proposed Administrative Fee percentage or structure.

NOTE: The proposed Administrative Fee language for this contract is based on the terms disclosed in the **Attachment A – Model Administration Agreement**.

6.1.2. Sales & Administrative Fee Reporting. Equalis Group requires monthly reports detailing sales invoiced the prior month and associated Administrative Fees earned by the 15th of each month. Confirm that your company will meet this reporting requirement. If not, explain why and propose an alternative time schedule for providing these reports to Equalis Group.

Premium will be compliant to this timeline.

Self-Audit. Describe any self-audit process or program that you plan to employ to verify compliance with your proposed contract with Equalis Group. This process includes ensuring that your sales organization provides and Members obtain the correct pricing, reports reflect

All contracts are reviewed by Legal prior to signing. Upon executing a contract, the contract is sent to a team in Finance that reviews the contract and assigns to an appropriate team member. The team member prepares the financial

<p>all sales made under the Contract, and Winning Supplier remit the proper admin fee to Equalis.</p>	<p>report based on the terms of the contract. At the onset of a new contract, a supervisor reviews the report to ensure compliance with the contract terms and then reviews the monthly report for accuracy.</p> <p>Upon finalizing the monthly report, all parties to the contract are paid in accordance with the agreement. The process is repeated the following month.</p>
---	---

PROPOSAL FORM 2: COST PROPOSAL

A template for the Cost Proposal has been included as **Attachment B** and must be uploaded as a separate attachment to a Respondent's proposal submission. Respondents are permitted to revise any part of the spreadsheet to the Cost Proposal to accurately reflect the column titles, details, discounts, pricing categories of products, services, and solutions being offered to Equalis Group Members.

Respondent's Cost Proposal must include the information requested in **Section 5 - Cost Proposal & Pricing**.

NOTE: Cost Proposals will remain sealed and will only be opened and reviewed for those Respondents that meet the minimum Technical Proposal score threshold as described in **Section 6.2 - Evaluation and Scoring of Proposals**.

(The rest of this page is intentionally left blank)

PROPOSAL FORM 3: DIVERSITY VENDOR CERTIFICATION PARTICIPATION

Diversity Vendor Certification Participation - It is the policy of some Members participating in Equalis Group to involve minority and women business enterprises (M/WBE), small and/or disadvantaged business enterprises, disable veterans business enterprises, historically utilized businesses (HUB) and other diversity recognized businesses in the purchase of goods and services. Respondents shall indicate below whether or not they hold certification in any of the classified areas and include proof of such certification with their response.

a. Minority Women Business Enterprise

Respondent certifies that this firm is an MWBE: ☐ No

List certifying agency: [Click or tap here to enter text.](#)

b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise ("DBE")

Respondent certifies that this firm is a SBE or DBE: ☐ No

List certifying agency: [Click or tap here to enter text.](#)

c. Disabled Veterans Business Enterprise (DVBE)

Respondent certifies that this firm is an DVBE: ☐ No

List certifying agency: [Click or tap here to enter text.](#)

d. Historically Underutilized Businesses (HUB)

Respondent certifies that this firm is an HUB: ☐ No

List certifying agency: [Click or tap here to enter text.](#)

e. Historically Underutilized Business Zone Enterprise (HUBZone)

Respondent certifies that this firm is an HUBZone: ☐ No

List certifying agency: [Click or tap here to enter text.](#)

f. Other

Respondent certifies that this firm is a recognized diversity certificate holder:

☐ No

List certifying agency: [Click or tap here to enter text.](#)

(The rest of this page is intentionally left blank)

PROPOSAL FORM 4: CERTIFICATIONS AND LICENSES

Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to provide the products and services included in their proposal which can include, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable

Please also list and include copies of any certificates you hold that would show value for your response not already included above.

Premium is a nationwide provider with hundreds of licenses and registrations at the local and state level. To include a list of all of them would be unduly burdensome.

(The rest of this page is intentionally left blank)

PROPOSAL FORM 5: UNRESOLVED FINDINGS FOR RECOVERY

O.R.C. Chapter 9.24 prohibits CCOG from awarding a contract to any entity against whom the Auditor of State has issued a finding for recovery, if such finding for recovery is “unresolved” at the time of award. By submitting a proposal, a Respondent warrants that it is not now, and will not become, subject to an “unresolved” finding for recovery under **O.R.C. Chapter 9.24** prior to the award of any contract arising out of this RFP, without notifying CCOG of such finding. The Proposal Review Team will not evaluate a proposal from any Respondent whose name, or the name of any of the subcontractors proposed by the Respondent, appears on the website of the Auditor of the State of Ohio as having an “unresolved” finding for recovery.

Is your company the subject of any unresolved findings for recoveries?

- ☐ Yes
☒ No

(The rest of this page is intentionally left blank)

PROPOSAL FORM 6: MANDATORY DISCLOSURES

1. *Mandatory Contract Performance Disclosure.*

Disclose whether your company's performance and/or the performance of any of the proposed subcontractor(s) under contracts for the provision of products and services that are the same or similar to those to be provided for the Program which is the subject of this RFP has resulted in any formal claims for breach of those contracts. For purposes of this disclosure, "**formal claims**" means any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), or assigned to mediation. For any such claims disclosed, fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration, or mediation regarding those claims, including terms of any settlement. While disclosure of any formal claims will not automatically disqualify a Respondent from consideration, at the sole discretion of Equalis Group, such claims and a review of the background details may result in a rejection of a Respondent's proposal. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Respondent's performance of the work, and the best interests of Members.

Provide statement here. No such claim is known at this time.

2. *Mandatory Disclosure of Governmental Investigations.*

Indicate whether your company and/or any of the proposed subcontractor(s) has been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to your company's performance of services similar to those described in this RFP. If any such instances are disclosed, Respondents must fully explain, in detail, the nature of the governmental action, the allegations that led to the governmental action, and the results of the governmental action including any legal action that was taken against the Respondent by the governmental agency. While disclosure of any governmental action will not automatically disqualify a Respondent from consideration, such governmental action and a review of the background details may result in a rejection of the Respondent's proposal at Group's sole discretion. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Respondent's performance of the work, and the best interests of Members.

Provide statement here. No such action is known at this time.

(The rest of this page is intentionally left blank)

PROPOSAL FORM 7: DEALER, RESELLER, AND DISTRIBUTOR AUTHORIZATION

CCOG allows Suppliers to authorize dealers, distributors, and resellers to sell the products and services made available through, and consistent with the Terms and Conditions set forth in, the Master Agreement. If Supplier intends to authorize their dealers, distributors, or resellers access to the Master Agreement in the event of a contract award Supplier must provide a list, either in the form of a document or a weblink, to identify those organizations who are being authorized access to the Master Agreement.

Will the Supplier authorize dealers, distributors, resellers access to Master Agreement?

☒ Yes

☐ No

If yes, how will Supplier disclose which organization(s) will have access to the Master Agreement? This list can be updated from time to time upon CCOG's approval.

Respondent Response: Depending on the market, products and services may be sold by Premium Parking Service, L.L.C.; Premium Parking of Central Texas, L.L.C.; Premium Parking of Memphis, L.L.C.; Premium Parking of Alabama, L.L.C.; Premium Parking of Buffalo, L.L.C.; or Premium Parking of NY NJ, L.L.C.

(The rest of this page is intentionally left blank)

PROPOSAL FORM 8: MANDATORY SUPPLIER & PROPOSAL CERTIFICATIONS

CCOG may not enter into contracts with any suppliers who have been found to be ineligible for state contracts under specific federal or Ohio statutes or regulations. Companies responding to any CCOG RFP MUST certify that they are NOT ineligible by signing each of the statements below. **Failure to provide proper affirming signature on any of these statements will result in a Respondent's proposal being deemed nonresponsive to this RFP.**

I, Ben Montgomery, hereby certify and affirm that Premium Parking Service, L.L.C., has not been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions by the United States Department of Labor, the United States Department of Health and Human Services, or any other federal department or agency as set forth in 29 CFR Part 98, or 45 CFR Part 76, or other applicable statutes.

AND

I, Ben Montgomery, hereby certify and affirm that Premium Parking Service, L.L.C., is in compliance with all federal, state, and local laws, rules, and regulations, including but not limited to the Occupational Safety and Health Act and the Ohio Bureau of Employment Services and the following:

- Not penalized or debarred from any public contracts or falsified certified payroll records or any other violation of the Fair Labor Standards Act in the last three (3) years;
- Not found to have violated any worker's compensation law within the last three (3) years;
- Not violated any employee discrimination law within the last three (3) years;
- Not have been found to have committed more than one (1) willful or repeated OSHA violation of a safety standard (*as opposed to a record keeping or administrative standard*) in the last three (3) years;
- Not have an Experience Modification Rating of greater than 1.5 (a penalty-rated employer) with respect to the Bureau of Workers' Compensation risk assessment rating; and
- Not have failed to file any required tax returns or failed to pay any required taxes to any governmental entity within the past three (3) years.

AND

I, Ben Montgomery, hereby certify and affirm that Premium Parking Service, L.L.C., is not on the list established by the Ohio Secretary of State, pursuant to **ORC Section 121.23**, which identifies persons and businesses with more than one unfair labor practice contempt of court finding against them.

AND

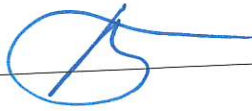
I, Ben Montgomery, hereby certify and affirm that Premium Parking Service, L.L.C. either is not subject to a finding for recovery under ORC Section 9.24, or has taken appropriate remedial steps required under that statute to resolve any findings for recovery, or otherwise qualifies under that section to enter into contracts with CCOG.

I, Ben Montgomery, hereby affirm that this proposal accurately represents the capabilities and qualifications of Premium Parking Service, L.L.C., and I hereby affirm that the cost(s) proposed to CCOG for the performance of services and/or provision of goods covered in this proposal in response to this CCOG RFP is a firm fixed price structure as described in the Cost Proposal, inclusive of all incidental as well as primary costs. *(Failure to provide the proper affirming signature on this item may result in the disqualification of your proposal.)*

PROPOSAL FORM 9: CLEAN AIR ACT & CLEAN WATER ACT

The Respondent is in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Authorized
signature:



Printed Name:

Ben Montgomery

Company Name:

Premium Parking Service, L.L.C.

Mailing Address:

601 Poydras St Ste 1500, New
Orleans LA 70130-6061

Email Address:

bmontgomery@premiumparking.co
m


Job Title:

President

(The rest of this page is intentionally left blank)

PROPOSAL FORM 10: DEBARMENT NOTICE

I, the Respondent, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.

Respondents Name:	Premium Parking Service, L.L.C.
Mailing Address:	601 Poydras St Ste 1500, New Orleans LA 70130-6061
Signature	
Title of Signatory:	Ben Montgomery

(The rest of this page is intentionally left blank)

PROPOSAL FORM 11: LOBBYING CERTIFICATIONS

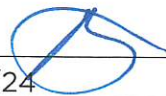
Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by **Section 1352, Title 31, U.S. Code**. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than ten thousand dollars (\$10,000) and not more than one hundred thousand dollars (\$100,000) for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, on behalf of Respondent that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence 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 the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence 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 or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding one hundred thousand dollars (\$100,000) in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.

Signature: _____

Date: _____


5/3/24

(The rest of this page is intentionally left blank)

PROPOSAL FORM 12: CONTRACTOR CERTIFICATION REQUIREMENTS

1. *Contractor's Employment Eligibility*

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the CCOG Participating entities in which work is being performed.

2. *Fingerprint & Criminal Background Checks*

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.

Signature: _____

Date: _____


5/3/2024

(The rest of this page is intentionally left blank)

PROPOSAL FORM 13: BOYCOTT CERTIFICATION

Respondent must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

Does Respondent agree? BM
(Initials of Authorized Representative)

(The rest of this page is intentionally left blank)

PROPOSAL FORM 14: FEDERAL FUNDS CERTIFICATION FORMS

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the “Uniform Guidance” or “EDGAR” requirements).

All Respondents submitting proposals must complete this Federal Funds Certification Form regarding Respondent’s willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to Members for their use while considering their purchasing options when using federal grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract’s general terms and conditions, to address the member’s specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, respondent should certify their agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item in this form, CCOG will consider the Respondent’s response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.

1. Supplier Partner Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at one hundred fifty thousand dollars (\$150,000), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where Supplier Partners violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any contract award will be subject to Terms and Conditions of the Master Agreement, as well as any additional terms and conditions in any purchase order, participating agency ancillary contract, or Member construction contract agreed upon by Supplier Partner and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the CCOG Terms and Conditions.

The remedies under the contract are in addition to any other remedies that may be available under law or in equity. By submitting a proposal, you agree to these Supplier Partner violation and breach of contract terms.

Does Respondent agree? BM

(Initials of Authorized Representative)

2. Termination for Cause or Convenience

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of ten thousand dollars (\$10,000) resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. Participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Respondent will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does Respondent agree? BM
(Initials of Authorized Representative)

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Supplier Partner agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Supplier Partner agrees that it shall comply with such provision.

Does Respondent agree? BM
(Initials of Authorized Representative)

4. Davis-Bacon Act

When required by Federal program legislation, Supplier Partner agrees that, for all participating agency prime construction contracts/purchases in excess of two thousand dollars (\$2,000), Supplier Partner shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Supplier Partner is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Supplier Partner shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Supplier Partner agrees that, for any purchase to which this requirement applies, the award of the purchase to the Supplier Partner is conditioned upon Supplier Partner's acceptance of the wage determination.

Supplier Partner further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States". The Act provides that each Supplier Partner or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does Respondent agree? BM
(Initials of Authorized Representative)

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency contracts or purchases in excess of one hundred thousand dollars (\$100,000) that involve the employment of mechanics or laborers, Supplier Partner agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Supplier Partner is required to compute the wages of every mechanic and laborer on the basis of a standard work week of forty (40) hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of forty (40) hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does Respondent agree? BM
(Initials of Authorized Representative)

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Supplier Partner agrees to comply with the above requirements when applicable.

Does Respondent agree? BM

(Initials of Authorized Representative)

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended – Contracts and subgrants of amounts in excess of one hundred fifty thousand dollars (\$150,000) must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Supplier Partner agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does Respondent agree? BM

(Initials of Authorized Representative)

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Supplier Partner certifies that Supplier Partner is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier Partner further agrees to immediately notify the Cooperative and all Members with pending purchases or seeking to purchase from Supplier Partner if Supplier Partner is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does Respondent agree? BM

(Initials of Authorized Representative)

9. *Byrd Anti-Lobbying Amendment*

Byrd Anti-Lobbying Amendment (31 USC 1352) – Supplier Partners that apply or bid for an award exceeding one hundred thousand dollars (\$100,000) must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Supplier Partner agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does Respondent agree? BM

(Initials of Authorized Representative)

10. *Procurement of Recovered Materials*

For participating agency purchases utilizing Federal funds, Supplier Partner agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency maybe required to confirm estimates and otherwise comply. The requirements of Section 6002 includes procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds ten thousand dollars (\$10,000) or the value of the quantity acquired during the preceding fiscal year exceeded ten thousand dollars (\$10,000); procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does Respondent agree? BM

(Initials of Authorized Representative)

11. *Profit as a Separate Element of Price*

For purchases using federal funds in excess of one hundred fifty thousand dollars (\$150,000), a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.324(b). When required by a participating agency, Supplier Partner agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier Partner agrees that the total price, including profit, charged by Supplier Partner to the participating agency shall not exceed the awarded pricing,

including any applicable discount, under Supplier Partner's Group Purchasing Agreement.

Does Respondent agree? BM

(Initials of Authorized Representative)

12. Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

Vendor agrees that recipients and subrecipients are prohibited from obligating or expending loan or grant funds to procure or obtain, extend or renew a contract to procure or obtain, or enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system from companies described in Public Law 115-232, section 889. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country are also prohibited.

Does Respondent agree? BM

(Initials of Authorized Representative)

13. Domestic preferences for procurements

For participating agency purchases utilizing Federal funds, Respondent agrees to provide proof, where applicable, that the materials, including but not limited to, iron, aluminum, steel, cement, and other manufactured products are produced in the United States.

"Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

"Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

Does Respondent agree? BM

(Initials of Authorized Representative)

14. General Compliance and Cooperation with Members

In addition to the foregoing specific requirements, Vendor agrees, in accepting any purchase order from a Member, it shall make a good faith effort to work with Members to provide such information and to satisfy such requirements as may apply to a

Does Respondent agree? BM
(Initials of Authorized Representative)

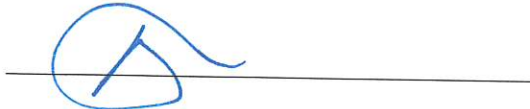
15. *Applicability to Subcontractors*

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does Respondent agree? BM
(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

Authorized
signature:



Printed Name: Ben Montgomery
Company Name: Premium Parking Service, L.L.C.
Mailing Address: 601 Poydras St Ste 1500, New Orleans LA 70130-6061
Job Title: President

(The rest of this page is intentionally left blank)

PROPOSAL FORM 15: FEMA FUNDING REQUIREMENTS CERTIFICATION FORMS

Please answer the following question. If yes, complete this Proposal Form.

In the event of a contract award, does the Respondent intend to make their products and services available to public agencies utilizing FEMA funds or seeking reimbursement from FEMA?	<input type="checkbox"/> Yes
	<input checked="" type="checkbox"/> No

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the “Uniform Guidance” or “EDGAR” requirements). Additionally, Appendix II to Part 200 authorizes FEMA to require or recommend additional provisions for contracts.

All Respondents submitting proposals who desire to work with Members utilizing FEMA funds must complete this FEMA Recommended Contract Provisions Form regarding Respondent’s willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using FEMA funds. This completed form will be made available to Members for their use while considering their purchasing options when using FEMA grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract’s general terms and conditions, to address the member’s specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, Respondent should certify Respondent’s agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a Respondent fails to complete any item in this form, CCOG will consider the respondent’s response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.

1. *Access to Records*

For All Procurements

The Winning Supplier agrees to provide the participating agency, the pass-through entity (if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Contractor which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

The Winning Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

The Winning Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

Does Respondent agree? BM
(Initials of Authorized Representative)

For Contracts Entered into After August 1, 2017, Under a Major Disaster or Emergency Declaration

In compliance with section 1225 of the Disaster Recovery Reform Act of 2018, the participating agency, and the Winning Supplier acknowledge and agree that no language in this contract is intended to prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States.”

Does Respondent agree? BM
(Initials of Authorized Representative)

2. *Changes*

FEMA recommends that all contracts include a changes clause that describes how, if at all, changes can be made by either party to alter the method, price, or schedule of the work without breaching the contract. The language of the clause may depend on the nature of the contract and the procured item(s) or service(s). The participating agency should also consult their servicing legal counsel to determine whether and how contract changes are permissible under applicable state, local, or tribal laws or regulations.

Does Respondent agree? BM
(Initials of Authorized Representative)

3. *Use of DHS Seal, Logo, and Flags*

The Winning Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The contractor shall include this provision in any subcontracts.

Does Respondent agree? BM
(Initials of Authorized Representative)

4. *Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding*

This is an acknowledgement that when FEMA financial assistance is used to fund all or a portion of the participating agency’s contract with the Winning Supplier, the Winning

Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

Does Respondent agree? BM
(Initials of Authorized Representative)

5. No Obligation by Federal Government

The federal government is not a party to this or any contract resulting from this or future procurements with the participating agencies and is not subject to any obligations or liabilities to the non-federal entity, contractor, or any other party pertaining to any matter resulting from the contract.

Does Respondent agree? BM
(Initials of Authorized Representative)

6. Program Fraud and False or Fraudulent Statements or Related Acts

The Winning Supplier acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the contractor's actions pertaining to this contract.

Does Respondent agree? BM
(Initials of Authorized Representative)

7. Affirmative Socioeconomic Steps

If subcontracts are to be let, the Winning Supplier is required to take all necessary steps identified in 2 C.F.R. § 200.321(b)(1)-(5) to ensure that small and minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

Does Respondent agree? BM
(Initials of Authorized Representative)

8. License and Delivery of Works Subject to Copyright and Data Rights

The Winning Supplier grants to the participating agency, a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Winning Supplier will identify such data and grant to the participating agency or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract,

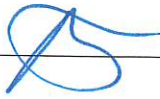
the Winning Supplier will deliver to the participating agency data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of the non-federal entity).

Does Respondent agree? BM

(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

Authorized
signature:



Printed Name:

Ben Montgomery

Company Name:

Premium Parking Service, L.L.C.

Mailing Address:

601 Poydras St Ste 1500, New Orleans, LA, 70130-6061

Job Title:

President

PROPOSAL FORM 16: ARIZONA CONTRACTOR REQUIREMENTS

Please answer the following question. If yes, please complete this Proposal Form.

In the event of a contract award, does the Respondent intend to make their products and services available to public agencies in the State of Arizona?	<input checked="checked" type="checkbox"/> Yes <input type="checkbox"/> No
--	---

In the event the Awarded Supplier desires to pursue public sector opportunities in the State of Arizona, it is important to understand the requirements for working with those public agencies. The documentation and information contained in this proposal form are intended to provide the Respondent with documentation that could be relevant to the providing products & services to public agencies in the State of Arizona. It is the responsibility of the public agency to ensure they are in compliance with local requirements.

AZ Compliance with Federal and State Requirements

Contractor agrees when working on any federally assisted projects with more than \$2,000.00 in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Contractor agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Contractor must retain records for three years to allow the federal grantor agency access to these records, upon demand. Contractor also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, contractor additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

AZ compliance with workforce requirements

Pursuant to ARS 41-4401, Contractor and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, ..." every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program"

CCOG reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. CCOG and its members reserve the right to inspect the papers of any contractor or subcontract employee who works under this contract to ensure compliance with the warranty above.

AZ Contractor Employee Work Eligibility

By entering into this contract, contractor agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. CCOG and/or CCOG members may request verification of compliance from any contractor or

sub-contractor performing work under this contract. CCOG and CCOG members reserve the right to confirm compliance. In the event that CCOG or CCOG members suspect or find that any contractor or subcontractor is not in compliance, CCOG may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the contractor. All cost associated with any legal action will be the responsibility of the contractor.

AZ Non-Compliance

All federally assisted contracts to members that exceed \$10,000.00 may be terminated by the federal grantee for noncompliance by contractor. In projects that are not federally funded, Respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed upon costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

Registered Sex Offender Restrictions (Arizona)

For work to be performed at an Arizona school, contractor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Contractor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the CCOG member's discretion. Contractor must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Offshore Performance of Work Prohibited

Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments: In accordance with A.R.S. 35-392, CCOG and CCOG members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, contractor warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.

Does Respondent agree? BM

(Initials of Authorized Representative)

Date: 5/3/24

(The rest of this page is intentionally left blank)

PROPOSAL FORM 17: NEW JERSEY REQUIREMENTS

Please answer the following question. If yes, complete this Proposal Form.

Does the awarded supplier intend to make their products and services available to public agencies in the State of New Jersey?	<input checked="checked" type="checkbox"/> Yes <input type="checkbox"/> No
---	---

Respondent is interested in New Jersey opportunities and agrees to complete the remainder of Form 17 (New Jersey Requirements), namely sections C through E, during the award process as needed.

In the event the Awarded Supplier desires to pursue public sector opportunities in the State of New Jersey, it is important to understand the requirements for working with those public agencies. The documentation and information contained in this proposal form are intended to provide the Respondent with documentation that could be relevant to the providing products & services to public agencies in the State of New Jersey. It is the responsibility of the public agency to ensure they are in compliance with local requirements.

New Jersey vendors are also required to comply with the following New Jersey statutes when applicable:

- All anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38.
- Compliance with Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act.
- Compliance with Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26
- Bid and Performance Security, as required by the applicable municipal or state statutes.

A. Ownership Disclosure Form (N.J.S. 52:25-24.2)

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the Respondent shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: Premium Parking Service, L.L.C.

Street: 601 Poydras St Ste 1500
City, State, Zip: New Orleans LA 70130-6061
Code:

Complete as appropriate:

I, [Click or tap here to enter text.](#), certify that I am the sole owner of [Click or tap here to enter text.](#), that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:


I, [Click or tap here to enter text.](#), a partner in [Click or tap here to enter text.](#), do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further

I, Ben Montgomery, an authorized representative of Premium Parking Service, L.L.C., a limited liability company, do hereby certify that the following is a list of the names and addresses of all members of the company who own 10% or more of its membership units of any class. I further certify that if one (1) or more of such members is itself a corporation or partnership, that there is also set forth the names and addresses of the members holding 10% or more of the company's units or the individual partners owning a 10% or greater interest in that partnership. ***PLEASE NOTE THAT SUBMITTER HAS EDITED THE TEXT OF THIS SECTION TO CONFORM WITH EQUIVALENT TERMS USED IN THE CONTEXT OF A LIMITED LIABILITY COMPANY.**

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

Name	Address	Interest
James M. Huger	1207 Webster St, New Orleans LA 70118	83.08%
Benjamin Montgomery	444 Phosphor Ave, Metairie LA 70005	16.92%

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Signature: 
Date: 05/02/2024

(The rest of this page is intentionally left blank)

B. Non-Collusion Affidavit

Respondent Name: Premium Parking Service, L.L.C.

Street Address: 601 Poydras St Ste 1500

City, State Zip: New Orleans LA 70130-6061

State of Louisiana

Parish of Orleans

I, Benjamin Montgomery of Metairie in the Parish of Jefferson, State of Louisiana of full age, being duly sworn according to law on my oath depose and say that:

I am the President of the firm of Premium Parking Service, L.L.C. the Respondent making the Proposal for the goods, services or public work specified under the attached proposal, and that I executed the said proposal with full authority to do so; that said Respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the entity to whom Respondent is making this proposal relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by

Authorized
signature:

Job Title:


President

Subscribed and sworn before me

this 3rd day of May, 2024


Notary Public

My commission expires: at death

SEAL



C. Affirmative Action Affidavit (P.L. 1975, C.127)

Company Name: Click or tap here to enter text.
Street Address: Click or tap here to enter text.
City, State, Zip
Code: Click or tap here to enter text.

Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Suppliers must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval
OR
2. A photo copy of their Certificate of Employee Information Report
OR
3. A complete Affirmative Action Employee Information Report (AA302)

Public Work – Over \$50,000 Total Project Cost:

☐ No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the Harrison Township Board of Education

☐ Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Authorized

Signature: _____

Title of Signatory: Click or tap here to enter text.

Date: Click or tap here to enter text.

P.L. 1995, c. 127 (N.J.A.C. 17:27)

MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed,

color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).



Signature of Procurement Agent

(The rest of this page is intentionally left blank)

D. C. 271 Political Contribution Disclosure Form

PUBLIC AGENCY INSTRUCTIONS

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information is available in Local Finance Notice 2006-1 (https://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html).

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at https://www.state.nj.us/dca/divisions/dlgs/programs/pay_2_play.html. They will be updated from time-to-time as necessary.
 - b) A public agency using these forms **should edit them to properly reflect the correct legislative district(s)**. As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c) Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d) The form may be used “as-is”, subject to edits as described herein.
 - e) The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice

2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

CONTRACTOR INSTRUCTIONS

Business entities (contractors) receiving contracts from a public agency in the state of New Jersey that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
 - of the public entity awarding the contract
 - of that county in which that public entity is located
 - of another public entity within that county
 - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act. The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

NOTE: This section does not apply to Board of Education contracts.

¹ N.J.S.A. 19:44A-3(s): “The term “legislative leadership committee” means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of

the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures.”

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Required Pursuant To N.J.S.A. 19:44A-20.26

This form or its permitted facsimile must be submitted to the local unit no later than 10 days prior to the award of the contract.

Part I - Vendor Information

Vendor Name:	Insert vendor name here.		
Address:	Insert street address here.		
City:	Insert City Here.	State:State.	Zip:Zip Code

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.

_____	Insert Full Name	Insert Title.
Signature of Vendor	Printed Name	Title

Part II - Contribution Disclosure

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than \$300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed on the form provided by the local unit.

☐ Check here if disclosure is provided in electronic form.

Contributor Name	Recipient Name	Date	Dollar Amount
			\$

☐ Check here if the information is continued on subsequent page(s)

Continuation Page

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Required Pursuant To N.J.S.A. 19:44A-20.26

Page ____ of ____

Vendor Name:

Contributor Name	Recipient Name	Date	Dollar Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount

☐ Check here if the information is continued on subsequent page(s)

List of Agencies with Elected Officials Required for Political Contribution Disclosure
N.J.S.A. 19:44A-20.26

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM
WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

E. Stockholder Disclosure Certification

Name of Business: Premium Parking Service, L.L.C.

☒ I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

☐ I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:

- ☐ Partnership
- ☐ Corporation
- ☐ Sole Proprietorship
- ☐ Limited Partnership
- ☒ Limited Liability Corporation
- ☐ Limited Liability Partnership
- ☐ Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: James M. Huger Home Address: 1207 Webster St, New Orleans LA 70118	Name: Benjamin Montgomery Home Address: 444 Phosphor Ave, Metairie LA 70005
Name: Stockholder Name Home Address: Home Address	Name: Stockholder Name Home Address: Home Address
Name: Stockholder Name Home Address: Home Address	Name: Stockholder Name Home Address: Home Address
<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> Subscribed and sworn before me this ____ day of _____, 2 ____. (Notary Public) </div> <div style="width: 50%;"> _____ (Affiant) </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 45%;"> My Commission expires: </div> <div style="width: 50%;"> _____ (Print name & title of affiant) </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 45%;"> My Commission expires: </div> <div style="width: 50%;"> _____ (Corporate Seal) </div> </div>	

(The rest of this page is intentionally left blank)

PROPOSAL FORM 19: GENERAL TERMS AND CONDITIONS ACCEPTANCE FORM

Check one of the following responses to the General Terms and Conditions in this solicitation, including the Master Agreement:

☐ We take no exceptions/deviations to the general terms and conditions. (***Note:** If none are listed below, it is understood that no exceptions/deviations are taken.*)

☒ We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

Premium self-insures its business personal property. We ask that the Master Agreement be modified to clarify that self-insurance of business personal property is acceptable to meet the requirements listed in Section 2.8.

*(**Note:** Unacceptable exceptions shall remove your proposal from consideration for award. CCOG shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.)*

PROPOSAL FORM 20: EQUALIS GROUP ADMINISTRATION AGREEMENT DECLARATION

Attachment A - Sample Administration Agreement of this solicitation is for reference only. Contracting with Equalis Group and the Winning Supplier will occur after contract award.

Execution of the Administration Agreement is required for the Master Agreement to be administered by Equalis Group. **Attachment A - Sample Administration Agreement** defines i) the roles and responsibilities of both parties relating to marketing and selling the Program to current and prospective Members, and ii) the financial terms between Equalis Group and Winning Supplier.

Redlined copies of this agreement should not be submitted with the response. Should a Respondent be recommended for award, this agreement will be negotiated and executed between Equalis Group and the Respondent. Respondents must select one of the following options for submitting their response.

- ☒ Respondent agrees to all terms and conditions in **Attachment A - Sample Administration Agreement.**
- ☐ Respondent wishes to negotiate directly with Equalis Group on terms and conditions in the Sample Administration Agreement. Negotiations will commence with Equalis Group after CCOG has completed the contract award.

PROPOSAL FORM 21: MASTER AGREEMENT SIGNATURE FORM

**RESPONDENTS MUST SUBMIT THIS FORM COMPLETED AND SIGNED
WITH THEIR RESPONSE TO BE CONSIDERED FOR AWARD.
RESPONDENTS WHO FAIL TO DO SO WILL BE DETERMINED
UNRESPONSIVE AND WILL NO LONGER BE CONSIDERED FOR AWARD.**

The undersigned hereby proposes and agrees to furnish Products & Services in strict compliance with the terms, specifications, and conditions contained within this RFP and the Master Agreement at the prices proposed within the submitted proposal unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Company Name	Premium Parking Service, L.L.C.
Address	601 Poydras St Ste 1500
City/State/Zip	New Orleans LA 70130
Phone Number	504.274.1612
Email Address	bmontgomery@premiumparking.com
Printed Name	Ben Montgomery
Job Title	President
Authorized Signature	

Initial Term of the Master Agreement

Contract Effective Date:	July 1, 2024
Contract Expiration Date:	June 30, 2028
Contract Number:	

(Note: Contract Number will be applied prior to CCOG and Equalis Group countersigning.)

The Cooperative Council of Governments,
Inc.
6001 Cochran Road, Suite 333
Cleveland, Ohio 44139

Equalis Group, LLC.
5540 Granite Parkway, Suite 200
Plano, Texas 75024

By: _____

By: _____

Name: Franklyn A. Corlett

As: CCOG Board President

Date: _____

Name: Eric Merkle

As: EVP, Procurement & Operations

Date: _____

CCOG Equalis Supplemental Proposal Info:

**Mobile Parking Payment and Management Solutions
Appendices.**

Premium Parking

Cover Letter

May 3, 2024

Premium Parking's Comprehensive Solutions for CCOG & Equalis Group's Mobile Parking Payment & Management Solutions RFP.

Dear Evaluation Committee,

As a leading provider of parking management solutions, Premium Parking is excited to submit our proposal for the Cooperative RFP seeking mobile parking payment and management solutions. Premium is your single-source solution currently operating at over 1,000 locations nationwide. We appreciate the opportunity to demonstrate how our smart, efficient, and full-stack software can address CCOG & Equalis Group Member's dynamic needs and exceed expectations.

Why Premium Parking?

1. Comprehensive Suite of Solutions:

- Premium Parking offers a complete catalog of products and services, ensuring that your members have access to a wide range of solutions. Our commitment to flexibility allows us to adapt to diverse project requirements.
- Our suite includes mobile payment solutions, parking management tools, and robust capabilities that align perfectly with the RFP scope.

2. Smart Mobile Payment Solutions:

- **Mobile App:** Our user-friendly app empowers drivers to find available parking spaces, reserve them, and make seamless payments—all from their smartphones.
- **TextPay®:** This payment strategy speeds up the payment process, making it easy and convenient — as if customers were just texting a friend. The process is completed in seconds, getting customers out of their vehicles to finish their day quickly, without requiring an app download.
- **CameraPay®:** Another easy payment strategy your customers will appreciate. Once you assign a location number to each parking facility using our CameraPay powered signs, all your customers will have to do is scan a QR code with their phone's camera. They'll then be taken to a digital parking payment portal to pay fees using their credit or debit card or through Apple Pay or Google Pay. Again, without requiring an app to download, designed for infrequent visitors.
- **Pay by Web:** Our web-based platform provides a convenient way for users to pay for parking using any browser.

- **Interactive Voice Response (IVR):** Our phone-based system ensures accessibility for all users, allowing them to pay with the assistance of a live Premium Parking Customer Support Representative.

3. Efficient Parking Management:

- **Vehicle GPS Guidance:** Premium Parking's systems guide drivers to available locations, reducing congestion and improving overall efficiency.
- **Availability & Inventory Management:** Our tools monitor parking space availability in real time, allowing properties to optimize resource allocation.
- **Dynamic Rate & Pricing Management:** Our algorithms adjust rates based on demand, time of day, and special events, maximizing revenue.

4. Powerful Capabilities:

- **Centralized Administrative Interface:** Our dashboard simplifies management tasks, streamlining operations for client members.
- **Robust Reporting:** We will generate insights from parking data, track usage patterns, and make informed decisions.
- **User Account Flexibility:** GLIDEPARCS® will create and manage various account types (e.g., employees, visitors) effortlessly.
- **Effective User Communication:** Premium's alerts & notifications features will keep users informed about availability, changes, and updates.
- **EV Charging Integration:** Premium Parking supports electric vehicle charging infrastructure and able to limit charging times and usage each day.
- **Technical Support & Training:** Our team ensures smooth deployment and ongoing assistance including a dedicated Account Manager, Market President, Vice President, Corporate Support, and our 24/7 Customer Support Call Center.
- **Custom Web Development:** Tailor solutions to fit our client members unique branding requirements for location webpages, signs, and city guides.
- **APIs & Integrations:** Premium's open API interface enables GLIDEPARCS® to seamlessly connect with other systems.
- **Data Security Compliance:** Our solutions meet industry standards for data transmission and storage.

5. Industry Expertise:

- Premium Parking understands the nuances of the parking industry. We've successfully implemented solutions for every industry vertical including municipalities, K-12 school districts, counties, higher education institutions, public/private entities, special districts, state and federal agencies as well as non-profit and for-profit organizations.
- Our team stays ahead of industry trends, ensuring that CCOG & Equalis members benefit from cutting-edge technology.

Conclusion:

Premium Parking is not just a vendor; we're a strategic partner committed to you and your members success. Our solutions are designed to enhance user experiences, optimize revenue, and simplify parking management. We look forward to the opportunity to collaborate and exceed your expectations.

Thank you for considering Premium Parking. We're confident that our smart, efficient, and comprehensive approach positions us as the ideal choice for this competitive bid.

Sincerely,



Tim Hoppenrath, CPP

Market President | Premium Parking

D: (843) 261-4152

thoppenrath@premiumparking.com



Appendix 1: 1.3.4 Geographic Reach.

MARKETS

LOCATIONS

% OF PAYMENTS
VIA MOBILE

ASSOCIATES

60

950+

79%+

750



Akron	OH	Hernando	FL	Pasadena	CA
Albuquerque	NM	Homosassa	FL	Pawhuska	OK
Alexandria	LA	Honolulu	HI	Pensacola	FL
Amherst	NY	Hulbert	OK	Pensacola Beach	FL
Annapolis	MD	Ithaca	NY	Philadelphia	PA
Ardmore	OK	Jacksonville	FL	Phoenix	AZ
Austin	TX	Jamestown	NY	Pittsburgh	PA
Baltimore	MD	Jet	OK	Port Sulphur	LA
Baton Rouge	LA	Kailua	HI	Providence	MA
Bay St. Louis	MS	Kansas City	MO	Ravenna	OH
Beachwood	OH	Kingston	OK	Redington Shores	FL
Bellevue	WA	Knoxville	TN	Reston	VA
Bend	OR	Kure Beach	NC	Rochester	NY
Biddeford	ME	Lackawanna	NY	Rock Hill	SC
Birmingham	AL	Lakeland	FL	Ronkonkoma	NY
Boone	NC	Lincoln	NE	San Diego	CA
Bossier City	LA	Lone Wolf	OK	San Marcos	TX
Braggs	OK	Los Angeles	CA	Sand Springs	OK
Broken Bow	OK	Madeira Beach	FL	Santa Monica	CA
Brooklyn	NY	Marina Del Rey	CA	Seattle	WA
Buffalo	NY	Memphis	TN	Shreveport	LA
Burlington	VT	Mesquite	TX	Springville	NY
Camp Hill	PA	Miami	FL	St. Paul	MN
Canadian	OK	Mineola	NY	Stamford	CT
Chardon	OH	Miramar Beach	FL	Stanford	CA
Checotah	OK	Mobile	AL	Syracuse	NY
Chicago	IL	Montgomery	AL	Talihina	OK
Cincinnati	OH	Mountain Park	OK	Tampa	FL
Clearwater	FL	Mulberry	AR	Temecula	CA
Cleveland	OH	Naples	ME	Tempe	AZ
Columbia	SC	Nashville	TN	Tigard	OR
Columbus	OH	Natick	MA	Torrance	CA
Coral Gables	FL	New Braunfels	TX	Tukwila	WA
Crystal River	FL	New Orleans	LA	Tulsa	OK
Dallas	TX	Niagara Falls	NY	Van Nuys	CA
Destin	FL	Norman	OK	Vance	SC
Excelsior	MN	North Charleston	SC	Vancouver	OR
Fairland	OK	North Little Rock	AR	Vian	OK
Flagler Beach	FL	Norwalk	CT	Washington DC	DC
Fort Cobb	OK	Ocala	FL	West Siloam Springs	OK
Fort Walton Beach	FL	Oklahoma City	OK	Westbury	NY
Fort Worth	TX	Olympia	WA	West Haven	CT
Foss	OK	Orange Beach	AL	Wilburton	OK
Ft. Myers	FL	Orchard Park	NY	Williamsville	NY
Grove	OK	Orlando	FL	Wister	OK
Gulf Shores	AL	Panama City	FL	Woodward	OK
Haddonfield	NJ	Park City	UT	Wyandanch	NY
Harvey	IL	Park Hill	OK	Yonkers	NY

Appendix 2: 1.4.4 Client References.

Lee County, FL

Type of Property:	Commercial Surface Lots
Facility Address:	2110 MLK Blvd. Ft. Myers, FL 33910
Contact:	Marco Dano, Facilities Company
Contact phone number:	(239) 533-8115
Contact email address:	MDano@Leegov.com
Dates of Service:	2021 - Present
Space Count:	500

Premium partnered with Lee County to use our digital parking management platform, GLIDEPARCS®, along with our support teams to optimize day-to-day performance in a daily and event parking environment. The GLIDEPARCS® platform keeps operations simple and seamless by offering online payment methods for all aspects of parking on Lee County lots, using the license plate as the key identifier for each vehicle. We also introduced clear, crisp instructional signage design collaboratively by our team and Lee County's operations team throughout the area which paved the way for a user-friendly, frictionless experience.

Downtown Memphis Commission | Memphis, TN

Type of Property:	Municipal Garages & Surface Lots
Facility Address:	Downtown Memphis
Contact:	Lauren Bermudez
Contact phone number:	(901) 485-3682
Contact email address:	bermudez@downtownmemphis.com
Transition Timeline:	45 days
Dates of Service:	Summer 2020 - Present
Space Count:	3,612

Scope of Services

Premium Parking was awarded the 6-garage portfolio and 2 surface lots, with a total of 3,612 spaces for the City of Memphis in the summer of 2020. Key users of the facilities are Shelby County Government and Support Services, City of Memphis, City of Memphis Police, Hotels, Riverfront Events, and daily parkers. Premium client Downtown Memphis Commission then tasked our team to develop strategies to expand on-street parking to the fast-growing destination EDGE district. Working with our operations team and engaging with multiple city and private stakeholder groups, Premium established a lead partnership to activate the entire footprint without the need for equipment or capital. *This public-private partnership introduced ParkMobile as our supporting channel-partner for mobile payments.

City of West Haven, CT

Type of Property:	Municipal on-street and flat lot parking
Facility Address:	All Beaches and Downtown West Haven, CT
Contact:	Rick Spreyer, Chief of Staff
Contact phone number:	(203) 937-3624
Contact email address:	RSpreyer@WestHaven-CT.gov
Transition Timeline:	30 days
Dates of Service:	May 2023 - Present
Space Count:	700

Scope of Services:

The City of West Haven released a competitive RFP to formally monetize its busy beach parking locations, as well as several on-street locations near the busy VA hospital. Previously the city had run paid parking on the beaches in-house but was unable to do so efficiently or profitably. The on-street parking encompasses a total of 63 parallel parking spaces near the VA hospital. The Beach Parking Lots consist of 637 total parking spaces across 11 lots, varying in size from 6 to nearly 200 spaces each. Parking compliance is twofold, offering a strategic mix of technology and boots on the ground. Four of the busiest beach locations are equipped with our GLIDE Eye LPR® fixed cameras, and all 13 locations are monitored by Premium compliance officers. This provides a seamless integration and allows custom compliance down to the individual parking space. We also worked with the city to grant validated parking to all West Haven residents at no charge to the individual residents, allowing all vehicles registered to a West Haven address to park without beginning a session each time, and without having to distribute stickers, tags, or similar.

Oklahoma State Parks, OK

Type of Property:	State Parks – Parking Lots
Facility Address:	24 state parks across Oklahoma
Contact:	Patrick Powell, Director of Operations for the Oklahoma Tourism & Recreation Department
Contact phone number:	405.410.7273
Contact email address:	patrick.powell@travelok.com
Transition Timeline:	30 Days
Dates of Service:	June 2020 - Present
Space Count:	3,600

Scope of Services:

The Oklahoma Tourism & Recreation Department launched a new parking pass program at 24 Oklahoma State Parks. Funds allow the Oklahoma State Parks system to upgrade park facilities and infrastructure and fund maintenance and improvements without additional taxes or state funding. Passes are managed with license plate-based credentialing for park visitor's vehicles. The program allows for flexible pricing and product options. One-day, three-day, weekly, and annual passes are available. Discounts for Oklahoma or Oklahoma tribal license plates. Discounts for seniors and veterans. Free parking is included with lodging and camping reservations at each park. Passes can be reserved online or purchased upon arrival via any smartphone or at pay machines at park offices and at other locations around the participating parks. Using the integrated compliance app, park staff can efficiently perform compliance checks, issuing warning reminders and citations to violators. The program was introduced in June 2020. After just 10 months, the parks are exceeding expected financial results from the successful implementation of the paid pass program. Mobile payments account for 85% of revenue. With increased visitation due to COVID-19 as residents seek outdoor recreational opportunities, the program has allowed for seamless management during peak visitation times. To date, the parks have welcome 2M+ visitors and parking pass program has generated \$1.84M in revenue to date.

Town of Kure Beach, NC

Type of Property:	Municipal On-street and facility parking
Facility Address:	117 Settlers Lane, Kure Beach, NC 28449
Contact:	Commissioner Dennis Panicali
Contact phone number:	919.225.1143
Contact email address:	d.panicali@tokb.org
Transition Timeline:	45 days
Dates of Service:	April 2021 - Present
Space Count:	575

Scope of Services

This operation includes on-street and off-street parking for seasonal beach and retail visitors from April - September. Through a competitive RFP process, Premium was chosen over several other operators due to their technology-centric parking solution. Premium designed a permit program consisting of selling public Cloud Permits®, and discounted residential and employee parking passes, promo code validations, pay machines for guests not comfortable with mobile payments/reservations, clear egress/ingress signage, and a comprehensive compliance program that allows for the collection of unpaid parking fees. This new program mitigated the Town's overcrowding challenges while also generating significant revenue the first two seasons of paid parking operations, while also organizing the Town's parking assets with compliance ambassador patrols. The Town recently extended our contract terms until 2025.

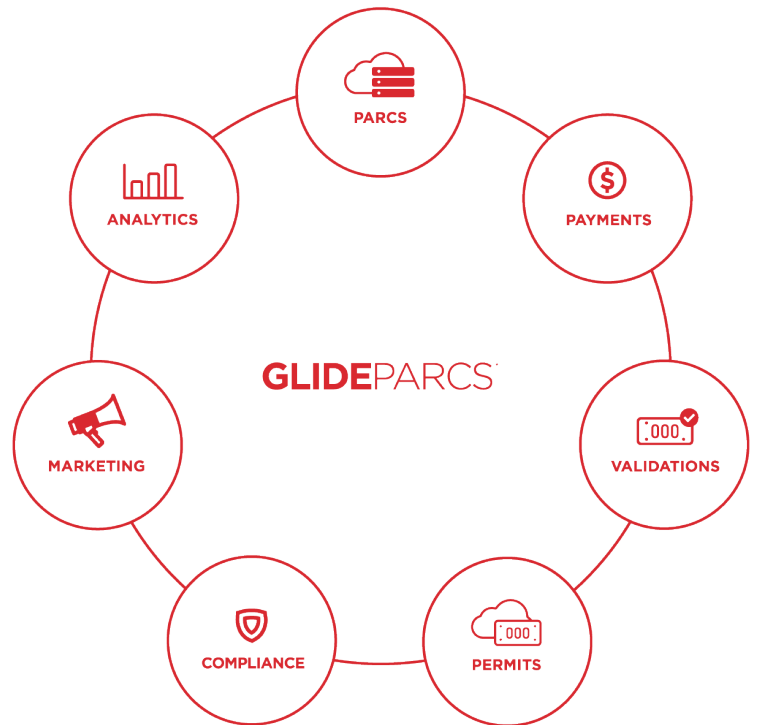
Appendix 3: 2.1

Product & Services Description(s).

Our System: GLIDEPARCS®

One Full-Stack Gateless Parking Management Solution.

GLIDEPARCS® is a secure cloud-based system that eliminates the need for paper tickets, parking gates, and/or hand-held equipment. It can control all aspects of a parking operation, combining best practices with modern parking trends into one holistic system. This allows us to provide the most complete parking solution in the industry, resulting in a more enjoyable parking experience for all guests and a more profitable and efficient parking operation for our clients.



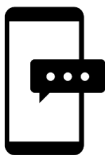
A **full-stack** parking solution is a comprehensive system of hardware and software designed to automate and optimize the management of a parking facility. The result is a more enjoyable parking experience for drivers and a more efficient, profitable parking operation.

Payments & Validations

Pay the way you want. We will collaborate closely with your team to identify a strategy that enhances your parkers experience and aligns seamlessly with your property's requirements and preferences. We have a portfolio of streamlined validation solutions such as promo codes, self-validation kiosks, web validations and in-app complimentary rates.



CameraPay



TextPay



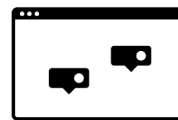
Premium App



Kiosk



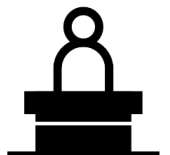
Visitor Kiosk



Website



Customer Service



Concierge

Analytics

Powerful insights, all in one place. Premium Parking utilizes data from the GLIDEPARCS® system to continuously look for trends, optimize our shared parking strategy, and manage rates. Our license-based tracking provides a level of data and understanding that other operations cannot. With license plate verification, we can understand individual usage including where the vehicle parks, entry/ exit times, visit frequency, and other data that translates to educated price modeling and enhancements to increase net income.



Subscriptions



Reservations



Transactions



Net Promoter
Score



Customer
Feedback



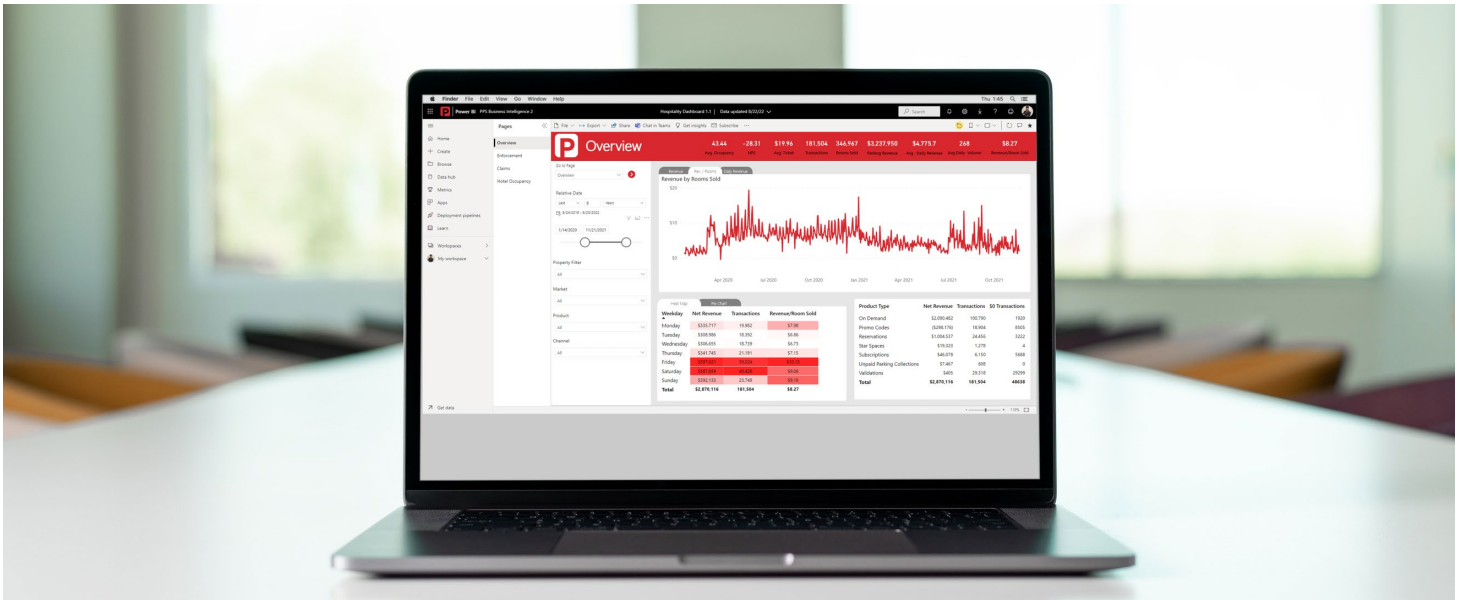
Occupancy



Revenues



Compliance



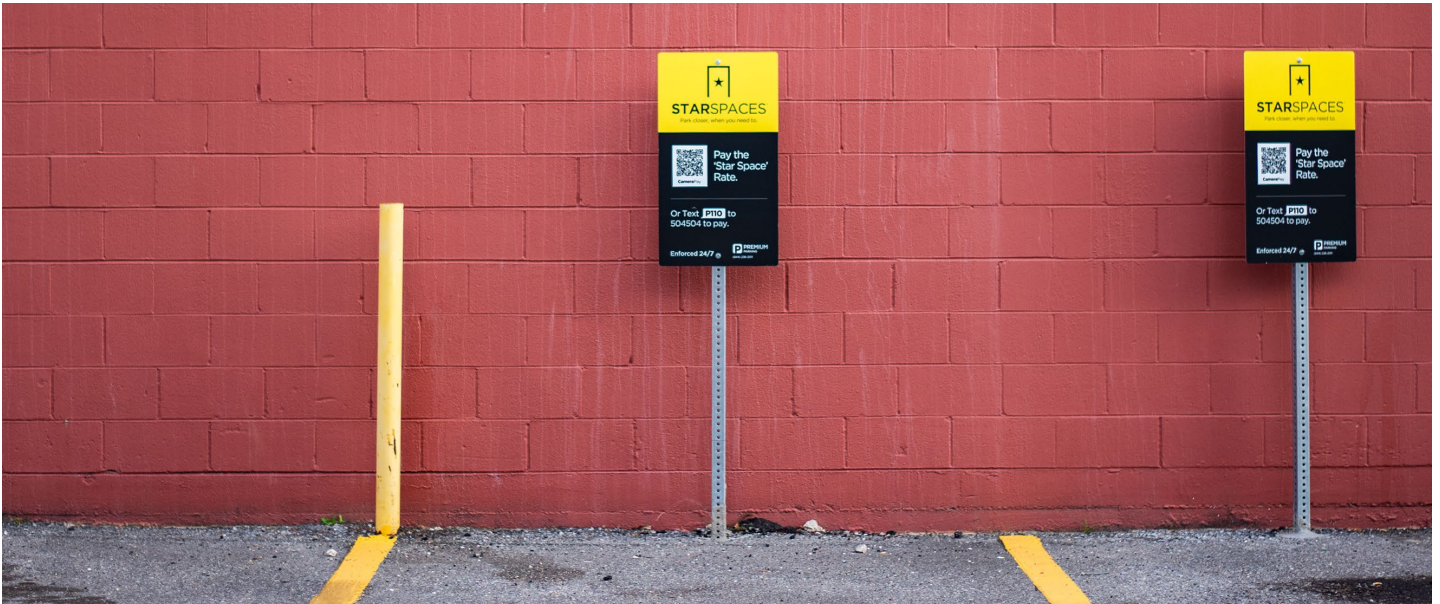
Appendix 4: 2.1.4

Value-add or additional offerings

Star Spaces®

Park closer, when you need to.

The most coveted spaces in a garage have much higher customer demand. We created Star Spaces® for retail, office and mixed-used developments to make parking even easier, especially for time sensitive guests. Our research has shown that an average Star Spaces transaction, \$25 versus a regular space transaction of \$12.50, and in total, they have represented a significant lift in transient revenue.

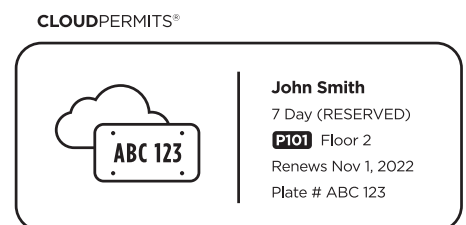


Cloud Permits®

With Cloud Permits® every parker is credentialed with their license plate number. No need for hang tags, decals, or access cards; however, they can be provided upon request. You will have complete control of your operations without the added expense, labor, and hassles of old-school systems. You can set dynamic, daily, weekly, or monthly rates and reservation options to help organize your parkers by location with custom space assignments, agreements, and policies.

Features

- Digital parking permits for individuals or business accounts.
- Eliminates key fobs, hang tags or prox cards.
- Remote access to turn parking access on & off.
- Custom space assignments.
- Permits with custom dates, Flex Permits.



EV Charging Spaces

Space to power up.

In the right markets and locations, EV charging sets you apart from others. It can be a way to strengthen your ties with your customers. By providing more services, you become more useful - and thus indispensable in their day-to-day lives.

There's also the added advantage of making your parking lot or structure more appealing to competitors'. After reading the lengths some EV owners go to park their cars while in public garages, it's evident that advertising EV chargers can influence decisions.

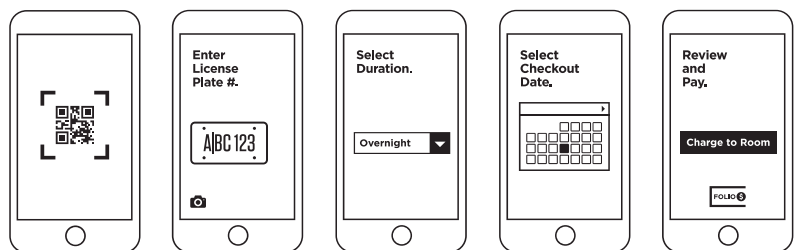
When a driver has the choice of charging versus unplugged, most will choose to charge. It's a peace-of-mind thing that diminishes range anxiety or the fear of running out of battery power before reaching a destination.

We've strategically uncoupled the charging station and payment network to make implementing EV Charging Spaces even more efficient. By leveraging lower cost non-networked terminals, we enable open access to these spaces as virtual "products & services" via our cloud-based platform; forgoing the costly smart networked hardware and can generate more revenue even faster. The benefits are flexible pricing and access control with scalable infrastructure that's more capital efficient.

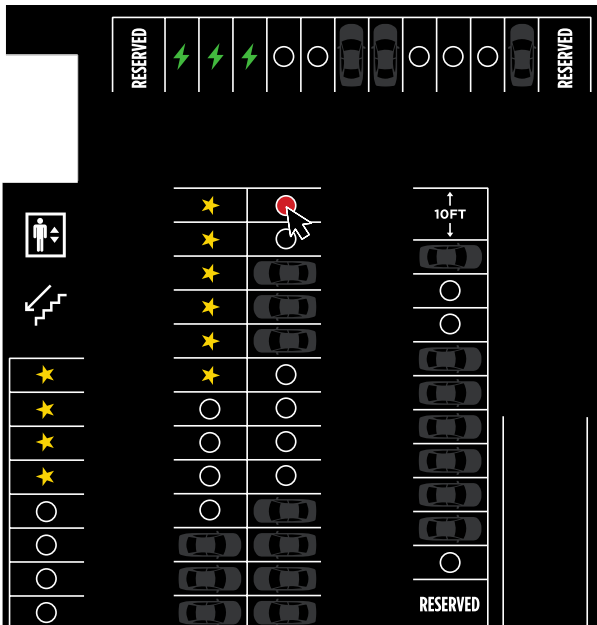
FolioCharge™

Allow guests to charge parking to their room.

FolioCharge™ is now featured in Premium payment methods of CameraPay® & TextPay®. It allows guests to pay for hotel parking and charge it directly to their room number using their mobile phone. Guests can simply select their hotel, input their room number, and select their checkout date. Our API Connection with your PMS system will enable a seamless parking experience. Compatible with Opera, Fidelio, Galaxy, Hilton OnQ, Infor, Agilysys and Control.



Dynamic Layouts™



Every space visualized and maximized.

We will implement dynamic pricing for your parking spaces, considering key factors like location on a specific floor, proximity to elevators and stairwells, or isolation from neighbouring spaces to maximize your revenue. This enhancement will streamline the subscription process, allowing parkers to choose spaces that best suit their needs. Our dynamic plans will also highlight spaces ideal for compact or oversized cars. With access to real-time data down to individual spaces, we'll help optimize your parking operations, subscription management, and occupancy rates. Additionally, we'll assist in creating comprehensive signage plans and advertising opportunities, ultimately boosting your revenue generation.

Flex Lots®

Customer Parking Reimagined.

How it works:



Complimentary parking for your actual customers.



Others must pay to park.



Scan to pay.

How to manage it:

- **Set your own strategy** from light to tight access, you drive the policies to create a culture of compliance.
- **Flexible enforcement** whether you self-manage, partner with a third-party or use Premium's preferred vendors, staffing and schedules will match your operations.
- **Reporting & payments** track usage in real-time, view and download history, and get automated monthly payments.

Complimentary Parking for Customers.



All Others Must Pay Before Walking Away.



Scan to pay
or text **P904**
to 504504.



LOCATION #
P904



Photo Enforced 24/7

Vehicles parked inappropriately or without valid paid parking will be immobilized or towed.

Appendix 5: 5.1.1 Key Contacts-

Executive Contact: Ben Montgomery.

BEN MONTGOMERY

PRESIDENT

Benjamin Montgomery joined the Premium team in 2008 as Vice President of Business Development. He was instrumental in building the corporate culture and internal systems that continue to drive Premium forward today. He has analyzed, underwritten, and overseen hundreds of parking operations across the country. Additionally, Ben has led the Product Team since 2013, and has been instrumental in ensuring that Premium's clients have access to the right technology for their operation. In 2016, Ben assumed the role of President for Premium Parking, where he has remained involved in operations at every level, from training to technology and all aspects in between.

PROFESSIONAL EXPERIENCE

PREMIUM PARKING SERVICES, LLC.

New Orleans, LA | 2016 - Present

PRESIDENT

Leads and manages all corporate vision goals for Operations, Finance, IT, Marketing, HR, Systems, and Customer Service. Analyzes current revenue strategies and results, and implements growth solutions for the organization.

New Orleans, LA | 2008 - 2016

VICE PRESIDENT OF BUSINESS DEVELOPMENT

Directed all marketing sales and general business development activities. Developed strategic vendor relationships, particularly related to revenue control equipment, online sales and marketing, and software development. Additionally, he was additionally responsible for managing and launching new products and services.

PREMIUM PARKING PROJECTS

GLIDEparcs

The original creator of GLIDEparcs, Premium's cutting-edge parking management system. He has been a continued leader in sharing the vision of GLIDEparcs with our current clients, new clients, and the parking industry. Creates Premium's internal vision statements and all operational standards to execute on this modern and cost saving solution for all parking facilities. Integral to bringing this solution to the City of Mobile for the Mobile Cruise Terminal passenger parking garage.

PAYMENT PLATFORMS: TEXTPAY, MOBILE APP, AND ONLINE RESERVATIONS

Creator of Premium's proprietary payment platforms to execute on our vision of GLIDEparcs. Created internal systems and departmental leadership to account for all parking revenue for our clients and marketing communication for a superb user interface. Continues to promote and seek improvements to enhance the user experience of our payment platforms.

HARBOR POINT

Mixed-use development in Baltimore, MD with seven surface lots and a corporate garage. Integral vision leader in bringing GLIDEparcs to Beatty Development for their ever-changing development. Created client trust with their multi-million dollar investments by implementing our gateless solution, even after gates had been purchased.

Appendix 6: 5.1.1 Key Contacts-

Contract Manager: Marc Sketchler.

MARC SKETCHLER

marc@sketchler.com • (504) 430-5486 • Greater New Orleans Area

PROFESSIONAL EXPERIENCE

General Counsel, JMH Companies Management

New Orleans, LA • Nov 2020 – present

- Provide comprehensive legal services to the Premium Parking family of companies—a rapidly growing full-stack parking solutions provider and developer of its own parking revenue collection and management software platform, with more than 1,000 locations in more than 25 states—and for several of its sister companies
- Draft, negotiate, and manage contract lifecycle for several hundred agreements
- Co-lead design, implementation, and administration of Salesforce CRM (customer relationship management) solution
- Implement, administrate, and improve Docusign CLM (contract lifecycle management) solution integrated with Salesforce CRM, enabling business teams to generate agreements, compare versions, and manage contract lifecycles
- Manage library of forms, including service agreements, SaaS agreements, lease agreements, non-competition and non-solicitation agreements for dozens of states, confidentiality agreements, employee handbooks, and more
- Create and manage in-house systems for managing litigation, outside counsel spend, and other matters, using Microsoft 365 tools at no extra cost to the company
- Communicate with, manage, and assist outside counsel in litigation activities in multiple states
- Draft and negotiate M&A agreements, including letters of intent, purchase agreements, LLC operating agreements, and others, myself and in collaboration with external M&A counsel
- Carry out and delegate due diligence activities with other team members on buy-side M&A projects
- Manage insurance portfolio, including corporate membership responsibilities in a group captive
- Advise personnel at all levels on managing risk, including liability risk, compliance risk, and cyber risk, and communicate compliance requirements to cross-functional teams as necessary or prudent
- Created and manage in-house management system for vehicle damage claims using Microsoft 365 tools at no extra cost to the company
- Lead organizational safety group and spearhead company-wide safety programs, including by working with human resources and operational personnel on policy, procedure, and safety culture
- Manage portfolio of several dozen entities and foreign registrations

General Counsel, Woodvine Group, LLC

Director of Operations, EPIC Oil Extractors, LLC

Metairie, LA • Aug 2015 – Jun 2020

- Negotiated and drafted commercial contracts, such as indemnification and hold harmless agreements, confidentiality agreements, and supplier agreements
- Handled labor and employment matters, including separation agreements, workers' compensation claims, and garnishments, in close cooperation with HR personnel and, when necessary, outside counsel
- Oversaw development of intellectual property portfolio comprising more than 25 patents and patent applications across three countries and considerable operational know-how
- Advised colleagues and personnel on bounds of intellectual property protection to maximize information sharing with prospective investors without losing trade secret protection
- Managed operation of a demonstration-scale facility for the extraction of oil from oil sands
- Co-wrote, compiled, and submitted response to a U.S. Department of Energy Funding Opportunity Announcement for unconventional oil research
- Researched federal and state policy regarding extraction of oil from oil sands

MARC SKETCHLER

marc@sketchler.com • (504) 430-5486 • Greater New Orleans Area

VOLUNTEER ACTIVITIES

Global Champ & Assistant Regional Coordinator for South Central Region, Waze

Aug 2009 – present

- Member of the highest-level group in the global Waze volunteer map editor community
- Serve as the liaison between staff and the editors' community, one of two for the region encompassing Louisiana, Texas, Oklahoma, Arkansas, and Mississippi
- Actively participate in regional, national, and global discussions on best map editing practices, policy, and app behavior, with other volunteer editors and with Waze staff

LICENSURE & CERTIFICATIONS

Louisiana State Bar, admitted 2015

Engineer Intern, State of Louisiana, 2011

Lean Lead Certification, 2018

USPTO Registration Examination, eligible

EDUCATION

Tulane University Law School

Juris Doctor, *cum laude*, May 2015

GPA: 3.638 Rank: 51 of 234 (top 25%)

- Journal of Technology & Intellectual Property
- President, Technology & Intellectual Property Society
- Law School Scholarship
- Research Assistant to Dr. Glynn S. Lunney, Jr.

University of New Orleans

B.S. in Mechanical Engineering, December 2010

- TOPS Honors Award
- Regents Transfer Scholarship

Virginia Polytechnic Institute and State University

Aerospace Engineering, attended 2006-2007

- E. G. Wilson Honors Scholarship
- Robert Byrd Louisiana Honors Scholarship
- Main Campbell Honors Community Scholarship

Jesuit High School New Orleans

Graduated *summa cum laude*, May 2006

- National Merit Finalist
- Fairfield University Book Award

PUBLICATIONS

I Didn't Say That: The Ninth Circuit's Novel and Important Extension of Copyright Protection in Garcia v. Google, Inc.,
17 TUL. J. TECH. & INTELL. PROP. 353 (2014).

Appendix 7: 5.1.1 Key Contacts-

Sales Leader: Tim Hoppenrath.

Tim Hoppenrath, CPP | Resume

PPS Market President | Municipal Transition Leader

A highly experienced Senior Parking Executive with 30+ years of *parking operations and business development* experience who has demonstrated the ability to lead diverse teams of professionals to new levels of success in a variety of highly competitive verticals including municipalities, commercial office, universities, country clubs and resorts, and healthcare institutions. Strong technical and business qualifications with an impressive track record of hands-on experience in strategic planning, business development, and project management. Proven ability to successfully analyze an organization's critical business requirements, identifying deficiencies and opportunities, develop innovative and cost-effective solutions, increasing revenues, and improving customer service offerings.

Premium Parking Services

Charleston, S.C. Market President

- Article I. Responsible for business development and operations throughout the Coastal Carolinas market.
- Article II. Awarded Contracts with the Oklahoma State Parks, Town of Kure Beach, The Beach Company.
- Article III. Project manager implementing parking operations at five (5) Target retail stores from Hawaii to Miami.

Imperial Parking and Transportation (IMPARK) (December 2006-June 2019)

Washington, D.C. (Mid-Atlantic Territory PA, MD, D.C., VA)

Regional Director

- Served as a strategic business partner with clients to apply and maximize insights gathered from market data.
- Develop, manage, and present quarterly and yearly client and corporate financials and budgets to property management firms within the territory.
- Established and grew client relationships addressing market issues via creative solutions.
- Ensured compliance with applicable state/federal regulations and policies.
- Led a team of over 350 employees including managers, office staff, and hourly parking attendants.
- Oversaw 80+ properties (with over 30,000 parking spaces) in the Mid-Atlantic territory including leadership of multiple operator acquisition integrations.
- Managed over \$21M in revenue and \$1.5M in company EBITDA

Senior Operations Manager/Portfolio Manager Mid-Atlantic

- Directed activities of all managers and assistants in supervision of multi-site parking operations in Philadelphia, Maryland, Virginia, and Washington, D.C. Portfolio included: *University of Pennsylvania, Children's Hospital of Philadelphia and Brookfield Properties*.
- Responsible for all material and equipment needs for the D.C. Metro area parking asset projects including managing purchasing, controlling inventory, overseeing operations of 20 Class-A properties, and maintaining budgets exceeding \$12 million.
- Acted as HR Generalist; accountable for all phases of personnel management hiring, staff development, evaluation, promotion, and separations.
- Presented monthly financial reports to clients within properties; presented quarterly monthly financial reports to C-Level Executives.
- Created and maintained relationships with C-Level Executives, Vendors, and Property Managers to ensure cohesion within all aspects of the parking operations.

Parking Operations Manager

1. Promoted to Senior Operations Manager in December of 2007.
2. Coordinated the operational aspect of ongoing parking and transportation projects while acting as a liaison between project team and clients.
3. Developed and executed marketing strategies designed to enhance client revenue.
4. Implemented a two-tiered tenant and non-tenant visitor parking rate structure, which successfully increased revenues while simultaneously decreasing occupancy levels in the garage.
5. Conducted training to supervisory and management staff that improved service levels, image, and revenue control which led to greater retention of employees.

Healthcare Parking Systems of America (December 2004-December 2006)

Charleston, SC

Regional Director of Operations

- 1) Managed parking operations for six major hospital facilities, which included: Roper Hospital, Roper Medical Office, Summerville Medical Center, Trident Medical Center, MUSC Hollings Cancer Center, MUSC Rutledge Tower, and MUSC Campus.

Appendix 8: 5.1.1 Key Contacts-
Reporting Contact: Zack Widdoss.

Zachary Widdoss | Resume

Director, Business Intelligence

WORK EXPERIENCE

Premium Parking

New Orleans, LA

Director, Business Intelligence

October 2019 - Present

- Lead a team that drove the growth of Premium Parking from 200 lots and \$60M in annual revenue to 800 lots and \$150M in annual revenue by using data to drive efficiencies across the company. Designed the initial data warehouse and brought in data from all corners of the company, as well as external data. Used PowerBI to visualize data for business users to aid in decision making. Created KPI's and strategies that work in one parking lot and deployed those strategies to similar properties that were identified using machine learning. Most importantly hired and retained talent which made all the above possible.

Leidos Engineering

New Orleans, LA

Project Manager

December 2018 - Oct 2019

- Leidos is a government contractor that is a spinoff of Lockheed Martin's IT division. Worked exclusively for the Entergy account managing projects, often 2-3 simultaneously, with funding between \$500,000-\$1Million. Managed resources on the project and delivered the project within 10% of determined budget and schedule. Projects span across multiple technologies including BI platforms like Power BI and Cognos.

Alianza Health Networks (a spinoff of NXXIO, Inc.)

New Orleans, LA

Director, Software Operations

June 2018-Dec 2018

- Lead all aspects of operations for the AlignDX software, which includes: onboarding new clients onto the software, getting 'buy-in' from the client company, illustrating the flow of data throughout their existing systems, integrating with their existing laboratory softwares and instruments, and maintaining a high level of customer service post go-live

Business Analyst/Integration Manager

March 2016-June 2018

- Manage new client's onboarding process with NXXIO's lab order management software. This mostly includes integrating our AlignDX software via HL7 integrations to their existing LIMS and Billing software systems. Clients include hospitals and laboratories.
- Work with clients to develop new features and expand the functionality of NXXIO's suite of software products
- Using Agile methodology, work with our development team to bring new features to life
- Wrote the requirements to give NXXIO's software the ability to connect directly to laboratory instruments

Kickboard

New Orleans, LA

Product Support Specialist

October 2014-August 2015

- Serve as Tier II Support, managing software bugs from documentation to developer handoff to release
- Work with the product team to develop and design new features
- Build and run SQL queries on our internal database to generate custom reports for customers

Customer Success Manager

May 2013-September 2014

- Manage every aspect of the customer experience for over 250 schools at a data driven educational software startup
- Chosen to be hired full time out of 5 other summer associates to solely run the company's helpdesk
- Serve as the customer's voice within the company, relaying bug fixes and feature requests to the development team using multiple platforms
- Efficiently onboard customers to our software in the most timely manner possible after the sales process has been completed

SEI Private Trust Company

Oaks, PA

Mutual Funds Operations Analyst

November 2011-February 2013

- Received a very high rating in the final annual appraisal including the highest rating of 'role model' in the productivity category, a rating usually reserved for top, experienced employees
- Served as the main point of contact for 5-10 institutional clients who combined held over \$1 billion dollars of assets at SEI and was the liaison between them, SEI's trading platform, fund families, and the NSCC

- Executed all facets of back office mutual fund operations including processing trades, exchanges, conversions, account setup, and cash reconciliation
- Dealt with a large deal of market exposure as transactions were often over \$1 million
- Interacted heavily with clients, as well as teammates, on the telephone, email, and in person in a professional and accurate manner
- Monitored various work queues and adjust resources as necessary to complete all items by internal and external cutoff times
- Developed close client relationships through proactive measures and creative customer service

Elon University IT Department
Assistant Network Technician

Elon, NC
Summer, 2010

1. Gathered data on wired and wireless internet access points throughout approximately 35 buildings on campus
2. Assembled and installed wireless access routers to improve connectivity around campus
3. Maintained wiring closets for all buildings on campus to eliminate networking errors
4. Performed various maintenance on all IT related equipment including telephones, servers, and video cameras

SIDE PROJECTS

Co-Founder, Easy PZ Kitchen Tools, LLC

- Leveraged Amazon's FBA Program to import kitchen tools and sell them at a profit margin of 20% on Amazon. Currently importing and selling 1000 units every 3-4 months.

Technologies

Microsoft Suite with an emphasis in excel, SQL, Tableau, Python, JIRA, Microsoft Visual Studio, Git Repository, Amazon Seller Suite

EDUCATION

Elon University, Martha and Spencer Love School of Business, Elon, NC
 May, 2011

Graduated

- Bachelor of Arts in Economics

Senior Economics Thesis

- Entitled "The Economics of Water: Water Price Scheme Efficiency at the Municipal Level in North Carolina"
- Researched the various price and price schemes used by municipalities in North Carolina
- Examined water rate structures and their economical and environmental impacts
- Calculated the most profitable way for municipalities to price water

Certifications

- MIT - Machine Learning, from Data to Decisions - April 2022
- Microsoft Azure Data Fundamentals - January 2022
- Microsoft Certified: Power BI Data Analyst Associate - November 2022
- Codecademy Learn Python 3

Appendix 9: 5.1.1 Key Contacts- Marketing Contact: Jennifer Bell.

Jennifer (Edwards) Bell

jennbell1015@gmail.com
www.linkedin.com/in/jennifer-bell-258ab146/
Metairie, LA 70002 •
747-256-1808

Director of Marketing Profile

Enterprising leader with over nine years of experience in developing and implementing marketing strategies to ensure attainment of revenue goals and profitable sell-through. Skilled in conceptualizing and launching marketing strategies that reinforce and build brands. Able to leverage market research, industry analyses, and customer insights to build customer loyalty and position brands to expand market shares. Utilize team building and cross-functional collaboration skills to drive company-wide innovation.

Areas of Expertise

- Marketing & Branding
- Trade Sales Management
- Public Relations
- Multi-Channel Marketing
- Strategy Development
- Social Media Management
- Business Development
- Digital Marketing Strategy Oversight
- Client & Stakeholder Management
- Return on Investment (ROI)
- Franchise Development & Management

Technical Expertise

Microsoft Office, Adobe Photoshop, Lotus Notes, and Social Media

Accomplishments

- Proven capability in developing and executing insights-based marketing plans, targeting tourism consumers utilizing \$200k budget.
- Spearheaded \$1.5M marketing budget of two world-class attractions, which saw continued growth of over 30%.
- Developed & executed focused digital and trade sales strategy to increase Black Friday product sales by 400%"
- Demonstrated expertise in managing PR and creative agencies to maximize exposure of nail salons through TV and press in local and domestic media, focusing on nail trends and innovative spa services.
- Independently led opening of two new franchise locations, developed & approved salon's floor plan with franchise owner, and provided guidance and training at every step.

Career Experience

Marketing Director, Premium Parking, New Orleans, LA

2023 – Current

Develop and implement strategies to achieve revenue, retention and profitability goals. Implemented new marketing campaigns from idea stage through to execution and implementation. Established new reporting and metrics to guide the sales team forward. Launched an online print store for all branded elements. Create marketing plans specific to lead generation and planned both internal and external events such as sales

trainings or trade shows. Oversees a team of four, focused on supporting the sales team, dedicated to SEO, Location Management, Sales Collateral, RFPs and Proposals and other branded elements.

- Launched a new Brand Store, allowing for location-customized of specific brand elements to eliminate the bottleneck of orders within the graphic design department.
- By implementing new sales strategies, lead the sales team to a record year of new projects signed in 2023.
- Developed new B2B website, launching summer 2024

Director of Brand and Marketing, Bellacures, West Hollywood, CA

2021 – 2022

Develop and implement strategies that promote company's brand products. Lead marketing campaigns from idea stage through to execution and implementation. Establish brand strategies for products or services based on consumer needs, competitor offerings, and market trends. Create marketing plans for specific campaigns or events such as product launches or annual trade shows. Monitor online activity such as social media channels and blog posts to identify opportunities for engagement. Act as key point of contact for all franchisees and the brand. Spearhead strategic relationship with Mindbody, implementing and improving features within Point-of-Sale & Booking System. Managed legal team in updating FDD Agreement annually and Trademark renewal agreements.

- Implemented proper systems, structure, and documents that highlight brand's integrity and goals for new, existing and prospective franchisees and corporate salons.
- Demonstrated exceptional capacity to create new brand identity to bring the brand up to date and more relevant in a post-COVID-19 world.
- Developed & implemented new brand guidelines for all franchise and corporate locations, including menu updates and detailed list of products and services required to increase revenue stream.

Director of Sales and Marketing, X-NAUT, LLC, Long Beach, CA

2020 – 2021

Created sales and marketing plans that are consistent with the company's strategic plans and goals. Conducted market research to identify potential customers and determine their needs. Prepared strategic plan for increasing brand exposure and building customer loyalty through advertising, promotions, and sponsorships. Directed agency to implement Google Analytics and best-practice search engine tools, and managed development of and implementation of new product page for efficient customer journey. Oversaw all government contracting, enterprise sales, and contracts with retail stores. Implemented strategies to increase sales of existing products through improvements in packaging or promotion. Spearheaded all new-product development by developing an insights-based Product Development Plan driven by customer data and requests. Created and executed a new sales contract for all re-sale clients.

- Steered efforts in reorganizing inventory management systems to provide clear overview of warehouse and shipping protocols.
- Established new product development life cycle to ensure timely and high-quality delivery of new products.
- Drove product awareness in untapped Fire Department market to increase new product line sales by 45%.

Marketing Manager, Merlin Entertainments, San Francisco, CA

2018 – 2019

(Madame Tussauds San Francisco & The San Francisco Dungeon)

Implemented and executed strategic marketing plans to attract potential customers and retain existing ones. Ensured marketing strategy, goals, and deliverables of each initiative are executed and sustainable. Directed wax figure maintenance team and worked as in-charge of presentation and quality of product within

Madame Tussauds San Francisco . Coordinated with performance manager to create new, marketable, seasonal shows. Oversaw PR and creative firms to increase exposure of attractions on TV and in print media in local, national, and international markets. Communicated with senior management about marketing initiatives to brainstorm fresh strategies.

- Spearheaded National PR Activations with Booking.com partnership to sleep at Madame Tussauds or the San Francisco Dungeon, and the Rat Cafe Bar at the San Francisco Dungeon.
- Oversaw product development, ensured that financial and operational investments strengthened compelling offers to guests, and therefore fueled business growth.
- Created brand elevating activations within our attractions by developing and leading new partnership opportunities, such as Jelly Belly and Booking.com.
- Maintained visitorship to ensure continuity of the San Francisco Dungeon.

Marketing Manager, Merlin Entertainments, Orlando, FL

2017 – 2018

(Madame Tussauds Orlando & Sea Life Orlando)

Created marketing plans, strategies, and budgets to drive business development efforts. Executed market and customer research to support business needs. Managed development of new products, including market research and competitor analysis to determine pricing strategy. Bought all media, ranging from out-of-home, radio, digital, and tourist publications.

- Delivered attendance of 0.75M guests for two world-class attractions in the competitive Orlando market.
- Ensured Sea Life Orlando was a regular staple as opposed to a tourist attraction to the local market by implementing local programming for Orlando Residents and Annual Pass Holders.
- "#FindTheMotherboxes," the product launch campaign for Justice League: A Call for Heroes, won 2019 American Advertising Award for "Best in Show Cross-Platform Campaign."
- Collaborated with Warner Bros Studios and DC Comics to develop and monitor launch of \$1M Justice League enhancement to Madame Tussauds.

Senior Sales Manager, Merlin Entertainments, New York, NY

2014 – 2017

(Midway Attractions North America)

Managed key relationships with all National Trade Partners. Established strategies to increase market share by identifying new opportunities in existing markets or developing new markets. Worked with ticketing partners to develop and implement sales and marketing strategies to reach sales targets. Collaborated with LEGOLAND Resorts in the planning and executing of US Travel's IPW Trade Show and all Merlin client events. Provided trade sales training across all brands to attract staff. Worked with the New Openings Team to ensure proper trade strategy was in place for new attraction openings within North America. Functioned alongside Global Trade Team to develop and launch new Trade Sales Program within the Accesso Platform.

- Contributed significantly to implementation of new ticketing system, Accesso, at 25 North American sites.
- Represented Merlin Midway attractions at Domestic and International Trade Shows.
- Took on added role as "LEGOLAND® Discovery Center Brand Champion" which included overseeing launch of new LEGO® Education programs across all nine Discovery Centers, final approval on all LEGO- branded artwork, and maintaining Merlin's North American promotional relationship with VISA.

- Spearheaded third-party ticketing relationships for 25 attractions in North America, created ticket packages, and negotiated ticket deals for big partners like Entertainment Benefits Group, Smart Destinations, Viator, and Expedia.

Sales & Marketing Executive, Merlin Entertainments, Toronto, ON

2013 – 2014

(LEGOLAND® Discovery Centre Toronto)

Planned and executed sales and marketing activities, using traditional and digital media to reach target consumers, in line with strict guidelines from The LEGO Group. Identified and executed third-party promotions to generate highly visible sales. Delivered strong ticket sales by developing and implementing strong multi-channel sales strategy. Implemented strong Travel Trade, Schools, Groups, Birthdays, Private Events, and Network Marketing Strategies, delivered budgeted numbers and revenue. Acted as active member of the Toronto Attractions Council. Maintained business relationship with Toronto Tourism and Attractions Ontario.

- Negotiated deal with Costco that continues to be lucrative growth driver for local business, resulting in \$120k+ revenue.
- Acted as integral member of New Openings Team to launch Merlin Entertainments, first-ever attraction in Canada.
- Expertly led the only department to beat budget for three years in a row through third-party re-sellers and robust marketing effort to local-area schools.

Delivered broad range of events, from in-attraction-themed weekends to off-site preview launch of The LEGO Movie in collaboration with The LEGO Group and Warner Bros. Canada.

Education

English Literature & Classical Studies, University of Western Ontario, London, ON

CCOG RFP Pricing:

**Mobile Parking Payment and Management Solutions
Appendices Excel Sheet.**

Premium Parking

Appendix B-

Optional Value-Added Solutions

Attachment B Cost Proposal Excel Row 23 - GLIDE Eye LPR® Camera Enforcement with DMV Address Lookup and Citation Mailing/Collections Services.

GLIDE Eye LPR® Cameras for Automated Citations

The GLIDEPARCS® solution has been integrated with and, if desired, can incorporate an advanced license plate recognition (LPR) camera. These cameras are placed at the lot entrances and exits to record several vehicle images as they enter & exit. From the entry point, the driver is given a grace period set by the operator (usually 15-30 minutes depending on size of parking facility) to register their vehicle in the GLIDEPARCS system and process their payment. The system matches the license plate data captured via camera & acknowledges payment with the GLIDEPARCS system. When a vehicle exits the lot without paying or after overstaying the expiration time on their payment, the system automatically produces violation information for review and a citation is immediately generated and mailed to the registered vehicle owner.

There are three (3) types of violations:

- Vehicles that exit without payment
- Vehicles that pay after grace period has expired
- Vehicles that pay and overstay beyond expiration time

Violations are logged and stored for analysis and can automatically generate escalation in fees for non-timely payment and collection notices that include an image of the violating vehicle's car & license plate. The LPR solution provider can perform DMV look up services that automatically issue citations via mail as well as adjudication services. This can dramatically reduce legal challenges, court time and costs.

Vehicles Currently Parked In P618, That Entered After 2019-03-23

Download Results: [\[xls\]](#)

Total Found: 18

Entrance Time	Time Since Entrance	Plate Number	Province/State	Coach
2019-03-30 18:21:41 -0500	9 minutes	W9W0617	Unknown	P618-Entrance
2019-03-30 15:56:47 -0500	34 minutes	WVH149	Unknown	P618-Entrance
2019-03-30 15:42:18 -0500	about 1 hour	2PW963	Unknown	P618-Entrance
2019-03-30 15:23:11 -0500	about 1 hour	689AW	Unknown	P618-Entrance
2019-03-30 15:03:50 -0500	about 1 hour	218RJ3	Unknown	P618-Entrance
2019-03-30 15:07:54 -0500	about 1 hour	C2N1180	Unknown	P618-Entrance
2019-03-30 14:41:21 -0500	about 2 hours	TB833	Unknown	P618-Entrance
2019-03-30 14:36:08 -0500	about 2 hours	834D3C	Unknown	P618-Entrance
2019-03-30 14:15:18 -0500	about 2 hours	FL33423	Unknown	P618-Entrance
2019-03-30 13:04:41 -0500	about 3 hours	NK2826	Unknown	P618-Entrance
2019-03-30 12:14:42 -0500	about 4 hours	805R34	Unknown	P618-Entrance
2019-03-30 12:03:03 -0500	about 4 hours	LY3321	Unknown	P618-Entrance
2019-03-30 12:05:00 -0500	about 4 hours	U3731	Unknown	P618-Entrance
2019-03-30 12:04:01 -0500	about 4 hours	CF3240	Unknown	P618-Entrance
2019-03-30 11:42:02 -0500	about 5 hours	JMP195	Unknown	P618-Entrance
2019-03-30 11:41:48 -0500	about 5 hours	JHY185	Unknown	P618-Entrance
2019-03-30 09:02:47 -0500	about 7 hours	UJ3022	Unknown	P618-Entrance

Parking Session Normal

[Details](#)
[Parking Payment Payments](#)
[History](#)
[Owner](#)
[Owner Lookup Attempts](#)
[Vehicle Details](#)

[Main Example](#)
[LPR](#)
[Push Notification Files](#)
[Previous Session](#)

Licence Plate

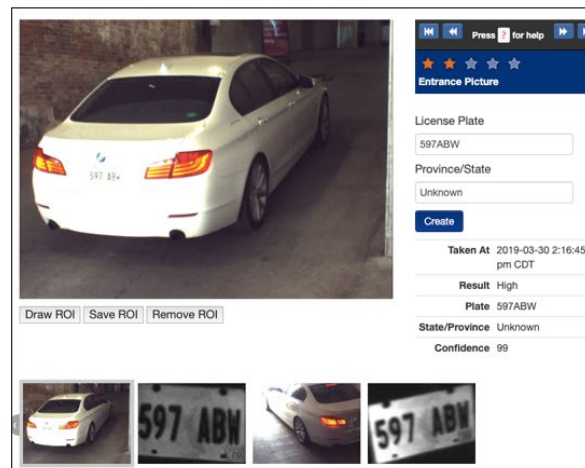
Province/State

Session Details

Meter	420r-0527 Spot 2 (4627)	Faid No-Fee Fee	No
Address	600 1st Ave	Initial Time	NO PURCHASE
Time Paid	2019-03-30 15:47 gmt CDT	Purchase	
Initial Time Expired	NO PURCHASE	Time Purchased	N/A
Time Expired	2019-03-30 20:24 gmt CDT	Before Violation	
Duration (HHMMSS)	00:04:37	Kiosk Session ID	aaf7abcf7d2f911e6b0c00b02cc62

Violations

Reason	No Parking Entered
Occured At	2019-03-30 2:16:52 gmt CDT
Last Payment Air Spot Before Violation	N/A
Subtotal	\$ 15.00



Navigate the Parking Technology Landscape Confidently.

In today's competitive market, navigating the plethora of parking technology options can be overwhelming. At Premium Parking, we've already done the groundwork for you.

When license plate recognition (LPR) emerged, Premium Parking prioritized safety and security by partnering exclusively with MPS and their patented LPR camera system. This ensures our clients receive reliable, proven technology.

Key Points of Patented Technology:

A method of monitoring and managing parking of any parking facility that has an entrance and an exit, the method comprising:

Capturing image data of the vehicles both entering and exiting the parking lot and transmitting the image data to a remote networked computer system.

See FIGURES A and B below for an illustration of aspects of MPS's patented technology.

Recording a time of entry and a time of exit for vehicles entering and exiting the parking facility.
See FIGURES A and B below for an illustration of aspects of MPS's patented technology.

Determining an identification of the vehicle entering the parking facility, including performing a license plate recognition of a plurality of characters on a license plate on the vehicle using the captured image data of the vehicle entering the parking facility, determining violations due to time expiring prior to exiting, and the automated issuance of a parking violation notice.

See FIGURES A and B below for an illustration of aspects of MPS's patented technology.

What it Means:

This is a Key Point within MPS' granted technology patents.

Cameras are mounted to any surface and take pictures or capture video of a vehicle on entry and exit of a location and collects data which a computer system utilizes to determine if there is a financial obligation. More specifically, if you use a mounted/fixed camera solution to determine if a vehicle should have paid for parking, then it is utilizing this aspect of MPS' patents.

Another Key Point of MPS' Patents is the usage of time stamps. MPS' patents include the use of a fixed camera solution that uses images/video with a time stamp to offer a leniency in payment (AKA grace period) on entry and on exit.

If a vehicle stays longer then the time in which they paid for, this grace period represents that amount of time they must exit the facility prior to vehicle owing for additional time for their parking session (AKA Expired Session).

This is another Key Point of MPS' Patents.

These protected features provide for a fixed camera solution that uses images/video to identify vehicles and automatically issue parking violation notices when a vehicle has entered or exited a facility without payment, permit, subscription or stayed parked outside of the grace periods.

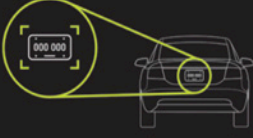
GLIDE Eye LPR[®]

PATENT BREAKDOWN




FEATURES

End-to-end parking and revenue control system solutions from a single vendor that covers all maintenance.

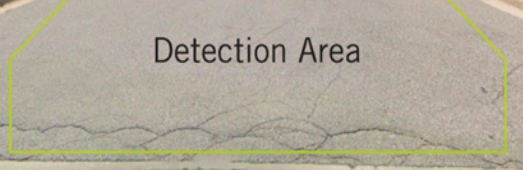


License Plate Recognition (LPR) Technology
Permit-based Management
Remote Video Enforcement
ANPR Camera Technology
Dial 911 Capabilities from the Kiosk
Cloud-based Management Portal
Track Event Parking Conversion in Real-Time

MPS
Intelligent Infrastructure



Self-Service
Variable-Rates
Single Sign-On
Mobile Payment
Payroll Deduction




Detection Area

Easy Permit Management
MPS Open Lot and Garage Technology recognizes permitted parkers vs visitor parkers with accurate 24-hour incidences reporting at entry/exit lanes.

Customizable Times and Rates
Customize times and rates to fit your specific needs and support your valuable lots and garages.

FIGURE A

MPS
Intelligent Infrastructure



MPS
Intelligent Infrastructure

Easy to Pay
Visitor parkers can pay with Sentry mobile, sentry kiosks, or auto-pay.


Easy to Use
Parking enforcement just got easier! No need for attendees, gated lots, or LPR cars.

Enforcement
Sentry link enforcement provides an evidence form with a time of entry/exit and status of payment.
Easily approve the form and MPS will escalate the enforcement with owner lookup, mailing, and assistance.

Grace Periods
A customizable amount of time that is acceptable to park without receiving a violation.

**No Gates
No Attendants
No Problem**

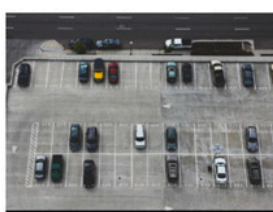
Request A Demo
Scan this QR code to learn more about MPS technology and how to make your city safer with smarter solutions!



MPS
Intelligent Infrastructure

sales@mpspark.com | www.mpspark.com

Open Lot and Garage Technology



Patented Technology: Don't get caught infringing MPS' patented intellectual property.

Questions?
Connect with our team to learn more about MPS and their patents.

FIGURE B

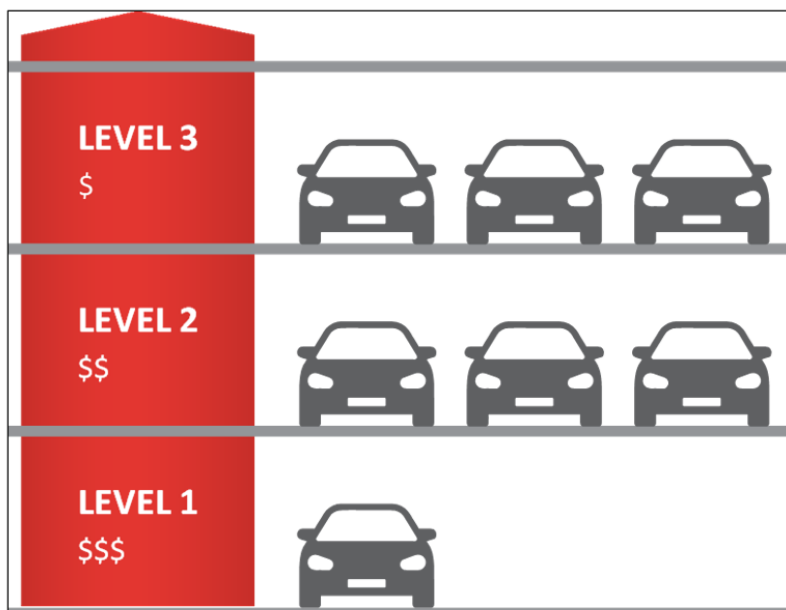
Occupancy Counters.

Attachment B Cost Proposal Excel Row 24 - Parking Facility Occupancy Counters with Entry Display as a Customer Service Amenity.



Dynamic Pricing.

Attachment B Cost Proposal Excel Row 25 - GLIDEPARCS® Demand-Based Dynamic 'Rate-Bot' Pricing to Maximize Revenue During Peak and Non-Peak Periods.



T2 Luke II Pay Machine Integration.

Attachment B Cost Proposal Excel Row 26 - Premium's GLIDEPARCS is Integrated with the Leading Pay Machine Providers Including our Preferred Partner, T2 Systems.



Digital Luke® II pay stations are highly secure, flexible, and suitable for both on- and off-street deployments.



Pay Machine Shelters weather-proof the pay stations and assist with payment visibility.



Digital Luke® Cosmo pay station is designed specifically as an on-street solution for all communities and cities, big and small.