

To: Kevin Braun
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The purpose of this letter is to advise that GRIDSMART INC, located in Knoxville, Tennessee, is the sole source provider for GRIDSMART products in the State of Michigan. The following list provides important elements of the GRIDSMART system.

GRIDSMART is the only product available leveraging three-dimensional (3D) omni-directional tracking technology. This technology enables a single camera to track vehicles in a 360° radius from the camera, and provides data on the vehicles such as volume, turning movements, length-based classification, and more.

- GRIDSMART is the only product available that can perform stop-bar detection with a single camera on multiple approaches.
- GRIDSMART is the only product available that can provide real-time data from any number of approaches with a single sensor / camera.
- The GRIDSMART system is the only product available offering a virtual pan-tilt-zoom of the entire intersection, without movement of the camera and while maintaining all detection and data collection capabilities.
- GRIDSMART designs and manufactures all elements of the GRIDSMART solution in the United States.
- GRIDSMART's tracking technology enables unique methods for mitigating issues created by shadows and occlusion, two issues commonly seen with video solutions.

The above qualifications demonstrate why the GRIDSMART solution is uniquely qualified to meet the needs of the State of Michigan.

Best Regards,

Chuck Wilson
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Regional Sales Manager