

EXPRESS SUPPLY INC.

ITS Distribution Made Easy

Express Supply Field References

Seminole County has had a good working relationship with Express Supply for many years. Mr. Schulting, through his company Express Supply, has always been honest, dependable and a knowledgeable equipment representative. For the many challenging projects we have undertaken within the past few years Express Supply has provided us with equipment solutions in the form of networking, CCTV and wireless communications. Often times these projects have been completed early and under budget. We are very happy with our current contract with Express Supply, as the equipment is of the highest quality and the prices are reasonable. Mr. Schulting and Express Supply continues to provide excellent support for all of the products they sell.

Respectfully,

Charlie R Wetzel II, P.E., P.T.O. E.
County Traffic Engineer
Seminole County, Fl

Please know all who read this that the Express Supply team provided the resolve in one of our communications conflict in a network of multi vendors and back words compatibility. Other vendors spent much time trying to assist us with no success. The presence and knowledge of Mark and his Team working with the deployment contractor quickly resolved the problem. Additionally, as other issues came to light in the multivendor network Mark and his team assisted us even though the problem was not of their equipment. I have also in the past used ITS Express switches to change out switches that where causing recurring problems with great success.

Thank you,

Carl Smith
Project Manager
Smart Sunguide RTMC

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The City of Gainesville, Florida is currently amidst an \$18.2 million ITS project to update the City's transportation infrastructure. Our planning and research involved reviewing a multitude of large ITS deployments as well as visiting several well respected counties within Florida. Many of these ITS agencies recommended to us the ITS Express line. To this date, we have purchased well over a 300 Bosch HD Cameras, well over 300 ITS Express rugged hardened layer 2 switches, network optics, decoders and wireless bridges. They recommended their ITS Express 8040 switch as an alternative designed specifically for ITS environments as well as providing us the necessary training. Their recommendation has solved all of our streaming video and multicast issues. In addition, our switch cost is now greatly reduced. We have also utilized their ITS Express wireless bridges to gain access to areas where we currently have gaps in fiber. We successfully pull multiple multicast video streams over a single wireless bridge.

Their product's ease of use, price, training, and support has allowed us to expand our in-house capabilities. All of the equipment we've purchased has been installed by City staff with little to no trouble. Since their products are tailored for ITS use, the complexity has been vastly improved for the technicians, subsequently allowing us to provide more benefit to the citizens of Gainesville. For these reasons I gladly recommend Express Supply and the ITS Express line of hardened products. Their involvement with our project has allowed us to expand, upgrade, and most importantly, manage our growing Ethernet network.

Matthew S Weisman, EI
ITS Operations Engineer
City of Gainesville, Fl

Findings: The ITS Express Model 8040 Ethernet switches have performed as advertised and have exceeded expectations. There were not any failures during the installation process or during the entire 4-month installation period. Additionally, during the subsequent 4 month period after the conclusion of the installation period there have not been any recorded communication failures attributed to the 8040 switch. We consider the programming requirements of an ITS Model 8040 switch to be simpler than those of other Ethernet switches we have utilized. The flexibility of using multi-mode, single mode, 100MBPS or 1000MBPS with the same switch is an excellent feature, and we feel that the switch is deserving of being listed on the FDOT APL. Fastest switch we have tested in our lab ever.

Don Fullerton
City of Jacksonville
Traffic Signal Engineer
Jacksonville, Fl

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The City of Daytona Beach has well over 80 cameras citywide. Up until the past 2 years we were primarily standardized on Pelco cameras. As a result of our displeasure with the performance of the Pelcos and other maintenance issues, we did a thorough evaluation of other market available cameras and we were extremely pleased with the performance of the Bosch product. After a TCO comparison the staff unanimously approved the switch to Bosch cameras exclusively for all traffic related projects as well as adopting the Bosch video wall {which was hands down the best solution interface for our internal applications}. Maintenance and upgrade capability is another strong reason in which our technicians feel so favorably toward our decision. Being a seaside community historically we have experienced many problematic issues with the cameras related to extensive exposure to heat, humidity, rain, salt, sand, sun and wind. The Bosch has exceeded our expectations in this regards. Firmware upgrades and h.263 and h.264 updates through our main server is exactly the kind of tools we need to be efficient.

With a Central Florida based distributor handling all warranty and any break and fix situations that may arise in the future, we feel very comfortable with our decision with going in the Bosch direction and have no plans to deviate. We have several projects in the pipeline right now that will revolve around the Bosch and their future HD capabilities. With the exposure our City receives and the amount of special events which require the ability to manage not only traffic but also have surveillance capabilities, Bosch is our choice for performance, reliability and ultimately accountability.

David Roberts - Senior Application Systems Analyst Information Technology
City of Daytona Beach

We presently have installed Bosch PTZ auto domes throughout the county and we are extremely pleased with the performance, reliability and support from the staff at Express Supply. Our field technicians were able to install them with ease and when we did have any questions pertaining to the set up we were able to get the answers we needed support wise within hours. We also had 9 Viacom PTZs installed within the County. The installation process and performance levels of the Viacom units do not even come close in comparison to the Bosch units. Initially engineering was hesitant to go with IP cameras but after research we determined IP was the future and unlike many neighboring county peers who have gone the analog route, we have yet to see any lightening hits. Geographically here in Lee County we have many fiber challenged areas and we have been extremely impressed with the Bosch wireless capabilities. It has the ability to be hooked up directly to a wireless bridge and it does not need to go through a switch for igmp snooping to hold the stream. It will hold the video stream in the camera until it is requested unlike analog domes. Combine these rich technical feature sets and our ability to extend the lifecycle as a result of the Bosch upgrade modules as needed, we feel confident Bosch will be our featured camera used for all projects in the future as well as a needed basis. If you have any further questions feel free to contact me.

Joe Foose
Senior Signal Tech
Fort Myers, Fl. 33905

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Indian River County Traffic Engineering has been using Bosch PTZ dome cameras for thirteen years. From the initial 2001 installation of 5 cameras, 4 of the five cameras are still in operation; one was finally replaced due to a panning problem. Being close to 14 years and 80% of the original cameras having had no malfunctions, I find Bosch cameras to be extremely reliable. We now have over 48 Bosch PTZ dome cameras and have made Bosch cameras a standard for Indian River County Traffic Engineering. In 2001 our infrastructure was point to point fiber utilizing Bosch LTC 8850 analog switch with Allegiant network host.

In 2007 we changed from a point to point infrastructure to an Ethernet network. In doing so we opted to utilize another company's field video encoder and software. This was less than ideal. In doing so we lost the ability to auto pan, preset shots, salvo the monitors and the reliability. The mean time between encoder failures is measured in days not years. Four years ago we purchased 48 Bosch encoders and VIDOS software from Express Supply. We have not had a single Bosch encoder failure as of this date.

We regained the ability to auto pan and salvo the monitors. Next to the reliability I find this is one of the greatest benefits. Being able to monitor without direct interaction with the equipment frees a person to perform other duties and still monitor the camera system. From my experience, the price of Bosch equipment is approximately 1/3 the other companies equipment/software. Visually the picture quality is superior and little to no latency. Indian River County Traffic Engineering has standardized on Bosch encoders and software. In my opinion as an operator and technician, I highly recommend Bosch equipment and the support of Express Supply. I encourage you to take the time to inspect our camera system to see for yourself. If you have any questions please don't hesitate to contact me.

Sincerely,

John Ankeny, Traffic Signal Coordinator
Indian River County
Traffic Engineering Division
1801 27th Street
Vero Beach, Florida 32960-3365

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PUBLIC WORKS DEPARTMENT • TRAFFIC ENGINEERING DIVISION

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October 27, 2008

To Whom It May Concern:

Mark Schulting of Express Supply Inc. has performed an outstanding service to Orange County Traffic Engineering Division. We have purchased a variety of ITS devices from him and he has always gone the extra mile to make sure the devices operate as they should and helped us troubleshoot any problems we found, even when they are not related to items purchased from him. We would certainly purchase more devices from him in the future and would not hesitate to recommend that other agencies do the same.

Sincerely,

A handwritten signature in black ink, appearing to read "Hazem El-Assar", written over a horizontal line.

Hazem El-Assar, P.E.
Chief Engineer