



BÖWE BELL+HOWELL

Your success is our priority.

UPDATED FIELD CHANGE PROPOSAL

FOR

**LORI LECLAIR
CITY OF COLUMBUS**



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January 5, 2012

Lori LeClair
City of Columbus
1111 Broad Street
Columbus, Ohio 43215

Dear Lori:

It is always a special privilege when our customers continue to ask us to provide hardware and software solutions as business requirements change. We appreciate the trust and confidence that has developed between City of Columbus and Bowe Bell + Howell (BBH) since 1994.

In preparing this document, we have kept at the forefront of our minds that your decision is an important one for your organization. Therefore, we have conducted a careful review of your current equipment and the details necessary to supply integrity functionality with the best in class of functionality. We are confident that our solution meets the requirements for the City of Columbus integrity improvement project.

We look forward to your appraisal of our proposal and are confident that you will see the value in our proposal, and will want to move forward quickly in order to take advantage of our integrity technology solutions and eliminate the possibility of double stuffing personal mail.

Thank you again for your business support and we look forward to working with you for years to come. Please let me know if you have any questions or concerns.

Nonetheless, I will be following up with you in the next couple of days.

Sincerely,

Chris

Chris Henkel
Account Executive
(513)831-4337



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Executive Summary

The City of Columbus a customer of BÖWE BELL + HOWELL (BBH) since 1994, has requested BBH to respond to their request to upgrade the document integrity technology for their Enduro VIP mail inserting system. We are proposing a complete package with two viable processing solutions included to achieve the goal of complete envelope integrity.

The reason for the integrity project is several cases of double stuffing of direct deposit pay receipts and hard copy paychecks. There have also been cases of double stuffing water bills that as caused internal customer irritation elevated at the highest levels in city government. The City of Columbus mailing center runs mail and charges back for the following divisions: payroll, water department, license departments, and the tax department.

At our November 23, 2009 meeting, the following JETVison modules were discussed in depth for next steps of adoption of the project. The following in a breakdown of the modules that we have included in our City of Columbus Integrity project proposal.

Solutions included in package

- **Verification Sequence module**

This solution will allow you to identify out of sequence jobs. The sequence verify operation alerts an operator that a job is out of sequence, enabling the operator to locate documents that may have been inserted into the correct envelope.

- **Data Sequence module**

Eliminate all control marks and provide machine control. The database sequence operation, in conjunction with database indexing, allows unique information to be read from an item and uses the information to automatically retrieved instructions from a database on how process each item.

- **Address Verification Module**

This module ensures that an address has not been masked, eliminating the mailing of non-addressed documents. This operation supports the Detection of postal codes (including IMB), Detection of non-valid ZIP Codes, and Automated report generation

Included in the JETVison Platinum packages are a number of **value-added features**. Here are two standard features:

Base services

JETVison provides users with either real-time statistics that are viewable on-screen or using a Web-based reporting utility. Users can also instantly print quality assurance reports that identify every item the system has seen, and more importantly, every item it has not seen.

Support for all industry standard symbologies – JETVison reads standard 1D, 2D and postal barcodes, as well as OCR fonts.

Outputs

Outputs are defined as physical devices and drivers used to export or manipulate data produced by the JETVison operations. These include network sockets, serial, and parallel ports as well as discrete inputs/Outputs.

Updated Field Change Investment Worksheet

Description: This quote will add a JETVision PLATINUM package prior to the end conveyor on the City of Columbus Enduro VIP system. The JETVision system will perform Sequence verify, Data Sequencing and Address Verification functions.

JETVision's Hardware Components Include:

- 1-JETVision PLATINUM system with software modules enabled
- 1-JETVision stand
- 1-Platinum computer
- 1-Transport unit
- 1-Camera
- 1-Touch Screen Monitor
- 1-Interface Kit
- 1-Installation, on-site engineering and operator training

JETVision software modules included in package:

- 1-Sequence Verification
- 1-Data Sequencing
- 1-Address verification

Total Investment: **\$57,490.00**

System Investment Includes: Equipment, Installation, and Operator Education
Delivery Lead Time: Up to 60 Days from Receipt of Order
Warranty: 90 days Parts and Labor

Hardware Maintenance Agreement: \$3,761.00/year

Software Maintenance Agreement: \$2,000.00/year for 1st year

Shipping and Handling charge: **\$ 175.00**

Professional Services Option: **\$4,000.00 for 3 days**

Notes:

- ✓ Hardware maintenance contract is valid for 6 PMI calls and 5 x 8 coverage.
- ✓ Purchase requires 35% down payment at time of order
- ✓ **Pricing is valid until June 30, 2010**

What is JETVision?

BÖWE BELL + HOWELL JETVision™ systems are the most technologically advanced reading solutions available on the market today and the culmination of more than 50 man years of dedicated research and development. For decades the name BÖWE BELL + HOWELL has been synonymous with cameras, sortation and high-speed reading solutions. Over these many years our research has been rewarded with a myriad of patents protecting our powerful and innovative capabilities that are unavailable elsewhere. Simply put, JETVision is the most technologically advanced and widely used vision system in the industry today. Hundreds of customers count on thousands of JETVision systems worldwide to flawlessly process billions of documents every year. JETVision is backed by the largest dedicated support and service organization in the industry you can be confident you've made the best choice for your vision needs.

JETVision is essentially a data capture system based on digital camera and bar code scanning technologies. The addition of software for pattern matching, OCR, high-density bar code interpretation and sequence verification make a basic "data capture" system into a powerful tool for document and mail piece management. Data collected by JETVision can be used to track jobs across a production floor. When used as a data collection point for BÖWE BELL + HOWELL's BÖWE One system, JETVision feeds operator, production time and piece count data to the BÖWE One server for real-time monitoring and reporting.

Standard capabilities with every JETVision Express system include:

- Support for all industry-standard symbologies, including:
 - 1D Symbologies - Code 128, Code 39, Interleaved 2 of 5.
BC412, Codabar, UPC Versions A&E, EAN-13, Multibank OMR
 - 2D Symbologies - 2D Data Matrix, Maxicode, PDF 417.
Micro PDF 417, QR Code
 - OCR Symbologies - Omni-font OCR, OCR A and B, Images
 - Postal Symbologies - POSTNET, PLANET, 4-State

In addition, JETVision has full report generating capabilities. Dozens of dynamic reports for analysis and reporting on item and job status are included. Report data can also be output in industry-standard formats for input into third-party reporting tools, or users can define their own output format for other uses. In addition, users can even define which data to output, which format to output in, and which network or FTP location to save the data file.

Integrated Readers



Vision systems are embedded into a variety of feeding devices which are designed to image complete documents without any mechanical adjustments

Switching between different symbologies and locations is done through the user interface

Company: Robert Bayer
Job: 1728 (Operations to 205) (DVA)
Access: Operator

Input	Operation	Quantity	Stops	Last Read
Feeder	Statement Reader #1	609	172	400328889612020009
Feeder	Statement Reader #2	534	193	400328889612020009
Feeder	Statement Reader #3	508	57	Code39

Operation History
<R00:
>ATR:
Command History
Shutdown

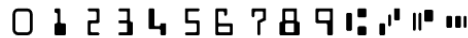
Statement Reader #1
Statement Reader #2
Statement Reader #3 (Flipped 180°)
Code 39
Code 39
Code 39

Operation
A Text
Statement Reader
Teach Test Read
Light
Grey B/W Auto
Show preprocessed image
Image
Setup

Running Job

Symbology Library

- Code 39
- Code 128
- 2/5 interleaved
- EAN-13
- Codabar
- BC-412
- Postnet
- PlanetCode
- DataMatrix
- OMR (Multi Bank)
- MaxiCode
- PDF-417
- OCR
- MICR
- Image Pattern



Optional Quality Inspection Solutions

