April 30, 2014

City of Columbus, Third Floor Administration Office
910 Dublin Road
Room 3038
Columbus, OH 43215

Attention: Mark A. Freeman

Dear Mark,

CalAmp is very pleased to provide the City of Columbus, OH with the following information to justify the sole source purchase/renewal of the FleetOutlook Vehicle Tracking solution. This statement below is provided to ensure that the solution purchased is compatible with and will operate successfully with the FleetOutlook software and the 550 vehicle devices installed.

The FleetOutlook service purchased from another source would not and could not be configured to work with the R26/LMU and the reporter 112 units currently installed in the 550 DPU vehicles. The firmware layer is managed by a proprietary script developed by CalAmp (formerly Wireless Matrix) and installed at final assembly and maintained through over the air protocols managed by CalAmp (formerly Wireless Matrix) services. The proprietary script defines the event logic that FleetOutlook uses to interpret values such as stop definitions, idle definitions, OBDII data collection, speeding definitions, etc.

CalAmp appreciates the long standing partnership with the City of Columbus and we look forward to the renewal of the service.

Sincerely,

Raymond Pache

Raymond R. Pache'
Director of Enterprise Sales, Government Solutions
678-534-2011