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Kayne,

Thank you for taking the time to open this package. We have had the opportunity to speak a few times at conferences but allow me to reintroduce myself. I worked with the principal owner to found 247Security over 16 years ago. Prior I served as Director of Business Development with Laidlaw Transit after starting my career as a Director of Transportation for 14 years, in a large fleet setting. Like you, I have been associated with school busing my entire career. That is my way of saying I understand what you deal with each and every day.

We have had discussions with your district over the years attempting to supply video solutions. Again, through your next bus purchase, I am hoping that we can be considered as a supplier. We have been asked by two manufacturer dealers to supply pricing on your specification for an eight camera system.

Enclosed in this package are descriptions of our products and services that I will leave to you to review at your leisure, but please allow me here to provide a summary of why I believe 247Security should be your video supplier going forward.

Zeus Titan

We are introducing this DVR to the market with shipping starting this spring. Titan is the next in our line of Zeus systems. At its' core is a tried-and-true system installed on tens of thousands of buses across the country. Zeus is a workhorse 16 channel system that features a unique storage process called DHD. Simply, DHD combines hard drive and solid-state technology, creating a more reliable solution than either standing alone. This comes with a LIFETIME warranty. Titan adds to this well tested core the following features:

- OBD connectivity. We now can connect to the vehicle and pull telemetry into our own user interface or send to another application
- Cell and GPS built in. We have collected GPS data for a long time and provided a geospatial review of past vehicle history. This capability continues to be available to you through our conventional viewer platform, provided with no subscription fees. But with Titan we now stream this data real time, GPS track and associated meta data [stops, speed, idling, geofencing, etc.]. We can present this data live through our interface or send to another tracking or routing application. Live view into the bus is part of this feature.
- Stop arm violation auto detection. This is an AI generated feature that automatically identifies violations, creates an event with a report package that joins video clips, including license plate, with associated meta data that locates and validates the violation evidence. This again comes with no subscription fees unless backend review services are desired.
- On-board WIFI with no additional hardware required.





- OmniView360. 360 is the buzzword in the industry today. Our 360 is different in that our software breaks down a 360 view into 3 separate views. Called TrueView this provides a unique perspective unmatched in the industry.

What does this all mean? Potential. Zeus Titan is a black box device with an open architecture allowing data flow from the bus to our backend applications or others that you use. Our goal is to be the hardware that serves all needs.

What we represent as a company

Service and training make a difference in the video experience at the operational level. In Texas, we have a strong support package available to all customers.

- Installation by our own teams
- Online and telephone support for life
- Efficient RMA program
- On site and remote training
- On site inspection and maintenance program – many trucks on the road in Texas

We are a full-service company devoted to the school bus industry. We have 150 man years of experience on staff, people like you and me who know school busing from the inside. It makes a difference.

Wireless management is something I would like to talk to you about as we have methodology for capture and review of video that is more efficient, in the large fleet environment, than pulling hard-drives. You may have experienced through another vendor but we would like you to experience how we do it. A pilot at our expense is a way to get started.

My desire simply is an opportunity to show you that we are worthy of consideration. I believe a conversation about your future technology decisions would be beneficial.

Sincerely,

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P.S. Congratulations on your “Director of the Year award”!!

