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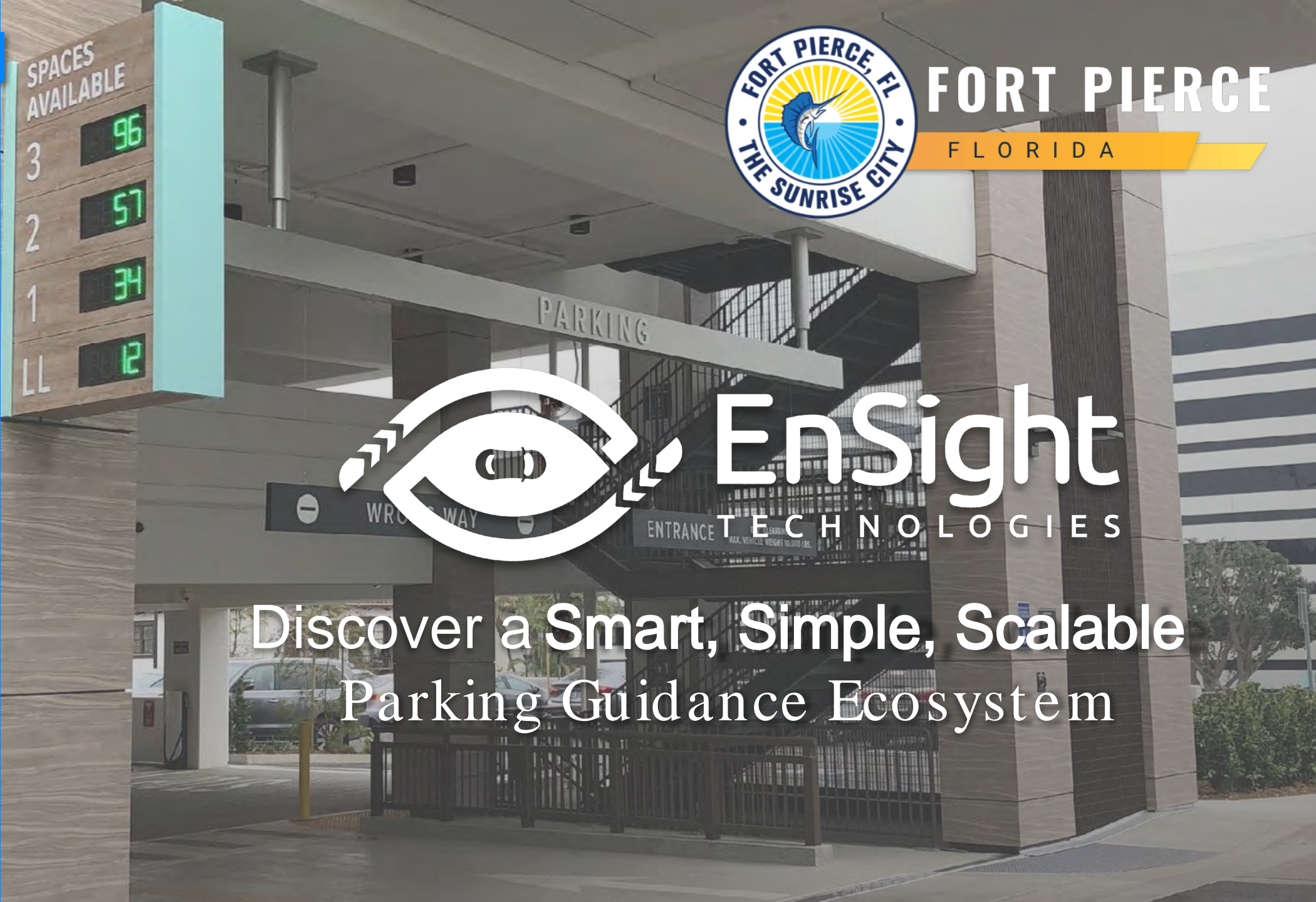
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FORT PIERCE

FLORIDA



EnSight

TECHNOLOGIES

Discover a Smart, Simple, Scalable  
Parking Guidance Ecosystem

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# Agenda

- *About Us*
- *The EnSight Difference*
- *The EnSight Total Solution*
- *Scalable for the Future*
- *Compliance with RFP*
- *Proven Track Record of Success in Parking Guidance*
- *Demo of FLI and Portal*



# OUR MISSION

To develop **smarter, simpler, and scalable** parking occupancy management technologies.

## Accuracy for the Many, Not the Few.



**18+ years** of vision and optic-based technology development .



Spin-off from our software company (2002-2012)

At that time, our technology was deployed in **14 countries** .



Backed by investors and access control sister company that has been in business for **44 years** .



Specialize in providing **high-accuracy** parking guidance and frictionless parking management solutions for garages and surface lots.



Headquartered in **San Diego, CA.**



# OUR TEAM

Get to know the experts behind EnSight Technologies.



**CHRIS SCHEPPMANN**

Managing Member



**MIKE BEDFORD**

VP of Technology



**SUNIL RAWAL**

Lead Software  
Technologist



**MIKE DRISCOLL**

Regional Manager  
Eastern Territories

# OUR TEAM

Get to know the experts behind EnSight Technologies.



**STEVEN OAKES**

Regional Manager  
Western Territories



**EHREN KELLOGG**

Project Manager and  
Systems Engineer



**PHIL BEDFORD**

Sr. System Sustainability  
Engineer



**CONNOR  
HERNANDEZ**

System Sustainability  
Engineer

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# OUR TEAM



**CHRIS SCHEPPMANN**

Managing Member

Executive sponsor and oversight of project delivery team. As the Managing Member of EnSight, Chris is in the business of making parking simple.

With a Business Degree and MBA, Chris has spent 10 years in the software and technology space. Having gotten his start in transportation, marine ports, and railroads, he led global sales for APS Technology Group to deliver vision-based systems to track and scan containerized cargo.

After this company was sold, Chris took over as President and owner of Access Professional Systems ("APS"). With his experience with vision systems and running APS, Chris teamed up with Mike Bedford and Russ Scheppmann to launch EnSight Technologies.

Outside of the office, you'll find him surfing, competing in triathlons, traveling the globe, and hunting down the latest food spots.



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# OUR TEAM



**MIKE BEDFORD**

VP of Technology

Mike will lead the software and engineering team from EnSight to deliver the EnSightful Parking Count Solution. Mike will be responsible for leading the product team on system delivery and configuration.

As the Vice President of Technology, Mike draws on years of experience in the software industry, along with a love for all things technical. Holding a Bachelor of Science Degree in Electrical Engineering, Mike has built a notable career in the industry, from working as an avionics technician in the US Navy to leading product development as the hardware and software engineer for APS Technology Group. Teaming up with Chris and Russ to launch EnSight Technologies, Mike combines his expertise in hardware and software engineering to oversee product engineering and R&D.

Outside of work, Mike enjoys restoring old cars, playing baseball, and camping with his family.



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# OUR TEAM



**SUNIL RAWAL**

Lead Software  
Technologist

Sunil Rawal is a full-stack software engineer with over 20 years of experience in software development.

He is deeply versed in server-side technologies, mobile and web platforms, expert systems and AI, blockchain technologies, and image processing. He holds a Ph.D. in high-energy particle physics and a Masters in natural sciences from Cambridge University in England.

Sunil will lead all software deployment and be responsible for any additional integrations that may be layered on the base system deployment.



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# OUR TEAM



**MIKE DRISCOLL**

Regional Manager  
Eastern Territories

Mike has spent over (20) years in the parking industry serving in many roles from system implementation, project management, sales, product development and management. He is an expert in parking guidance and wayfinding solutions, parking revenue control systems, mobile payment apps, digital signage, LPR and access control systems. Mike serves as Project Manager for Projects in the Eastern States.



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# OUR TEAM



**STEVEN OAKES**

Regional Manager  
Western Territories

Steven manages initial solution design, new customer onboarding, contract drafting, and performs initial onsite evaluation of infrastructure and project requirements. He is responsible for ensuring our proposed solutions meet the needs and capabilities of your parking assets.

Steven has a background in business management, low voltage solution design and technology implementation. Outside of work you will find Steven surfing or hiking with his golden retriever.



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## OUR TEAM



**EHRENKELLOGG**

Project Manager and  
Systems Engineer

Ehren will be responsible for drawings, network diagrams, and subcontractor coordination on installation and infrastructure tasks.

With over 20 years in the Parking industry of an IT background, Ehren has worn many 'hats' along the way. Getting his start as a parking Installation Technician, he's also held the roles of Product Specialist, IT Manager, Sales Engineer and now applies his skills as our Systems Engineer and performs Project Management services for our new projects.



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# OUR TEAM



**PHIL BEDFORD**

Sr. System Sustainability  
Engineer

Phil spearheads our customer success team and is responsible for ensuring system sustainability, accuracy, and uptime is achieved, always.

Phil has a computer networking and IT background in building and maintaining server and database networks. When Phil isn't working you will find him building and racing his Pontiac GTO.



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# OUR TEAM



**CONNOR HERNANDEZ**

System Sustainability  
Engineer

Connor collaborates with Phil in providing crucial support to new and existing sites, and plays a proactive role in ensuring that all new and existing sites continue to run at peak performance.

Connor has a degree in Business Administration from PLNU and an extensive background in troubleshooting and servicing complex internal networks. In his spare time, you'll likely find him surfing, mountain biking, or backpacking long -distance trails.



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# THE ENSIGHT DIFFERENCE



Unmatched understanding of project deliverables

Through initial budgetary support through RFP



EnSight develops & owns 100% of its Software

System redundancy



Most advanced and accurate technology

Your system will get smarter over time!

Vision Systems allow for enhancements



Unified, local and experience project team



Proactive vs Reactive Support

Eyes to see what's wrong

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# ENSIGHT ECOSYSTEM

## EnSight Eyes

Fluid Learning Intelligence (FLI) cameras set the accuracy standard for car counting and parking occupancy management.

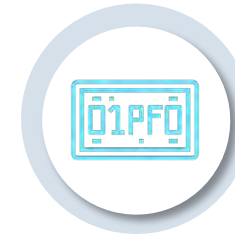
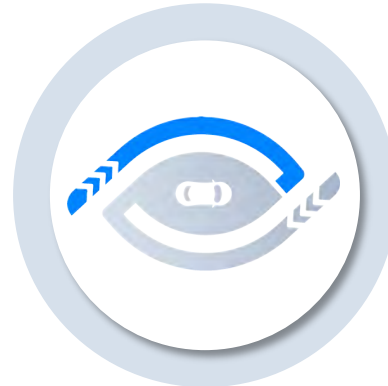
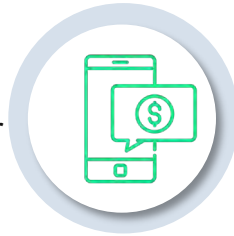


## EnSight Spaces

Get granular with single space monitoring with FLI cameras or RGB Ultrasonic Sensors.

## EnSight Revenue

Parkers can Scan a QR code or utilize a text to pay service.



## EnSight Plates

Know how many, and who is parking as well as how long they're staying, with the EnSight Plates LPR Module.

## EnSight Connect

Smart API allows data sharing with customer or third-party websites, apps, etc.



## EnSight Signage

Park faster by providing driver-friendly signage from basic counts to fully customizable LED displays.



## EnSight Surveillance

Stream FLI cameras to the EnSight Viewer for video surveillance.

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# EnSight Eyes



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# TYPICAL GARAGE SETUP

## EnSight Purpose -Built Server

Car Counting/LPR  
Cameras

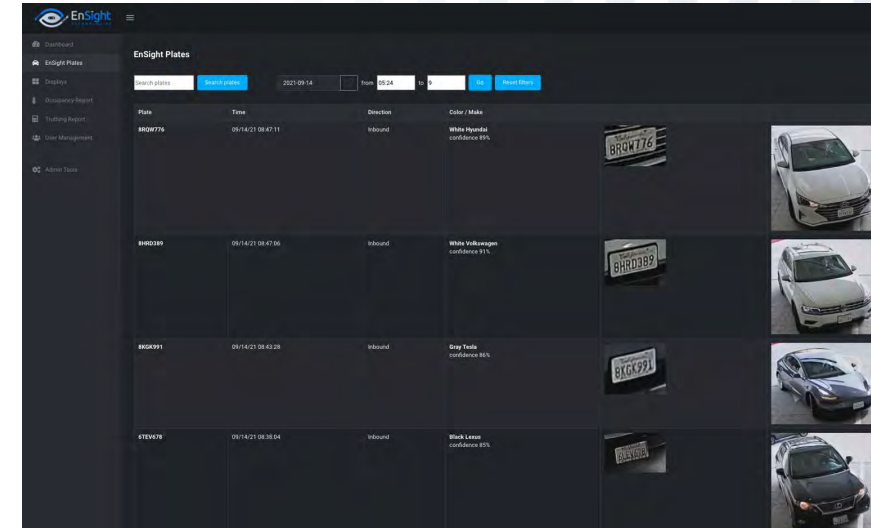


Cat 6



Power  
and Cat 6

EnSightful



Wayfinding



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# EnSight

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# EnSight Spaces

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# SPECIALTY SPACE SENSORS

- Track specialty spaces with sensors or FLI Cameras
- Limit infrastructure, add sensors strategically.



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# EnSightful Portal

## Occupancy Metrics at Your Fingertips

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# DISCOVER THE FEATURES OF THE EN SIGHTFUL PORTAL

## Live Dashboard

View live metrics for every garage or lot from one dashboard



## On-the -Go Access

Log into a secure web portal to view and manage parking data from anywhere, anytime



## Business Intel

Access historical and up-to-date reports at the touch of a button



## Real-Time Alerts

Receive instant alerts on key metrics, such as occupancy, device health, and status



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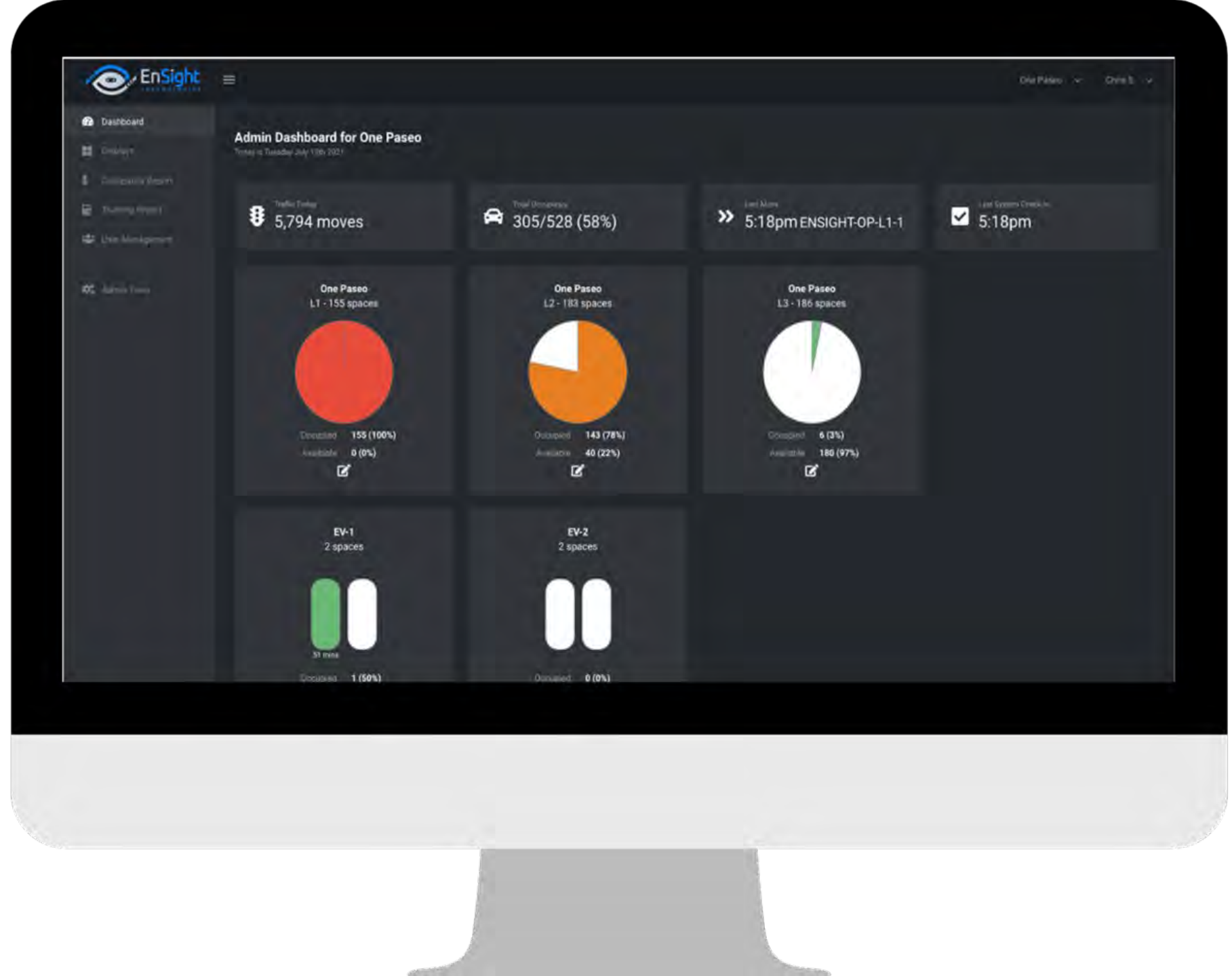
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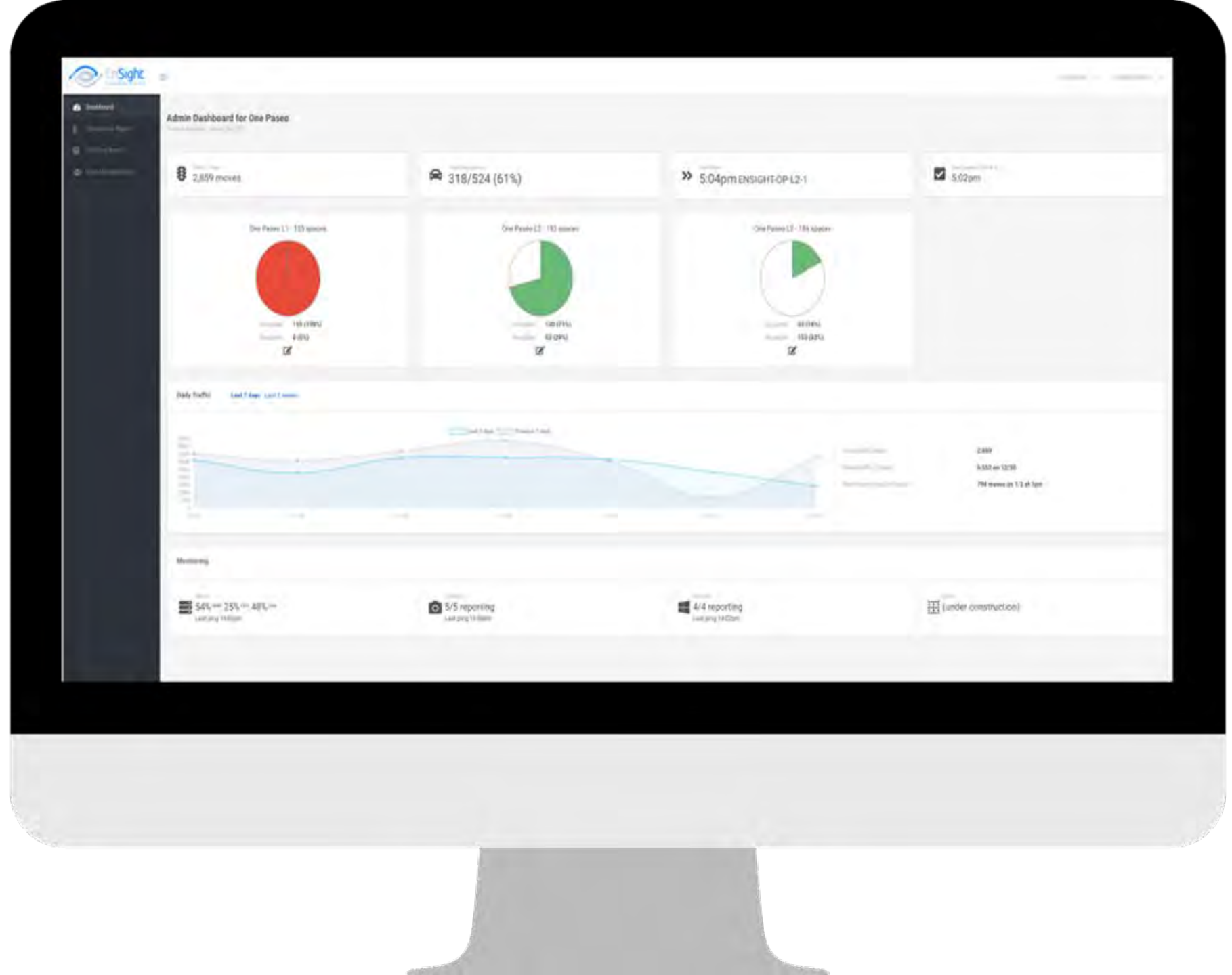
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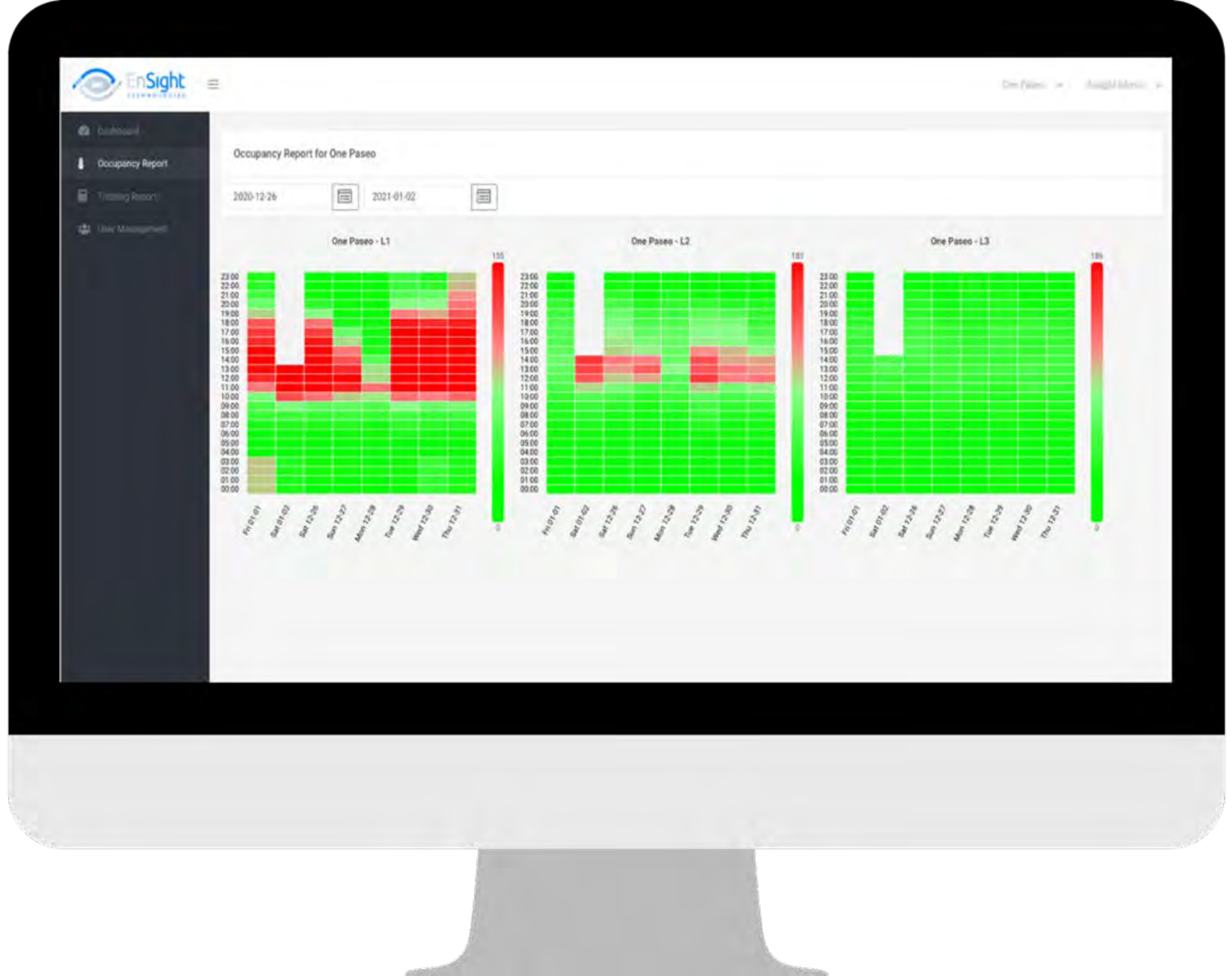
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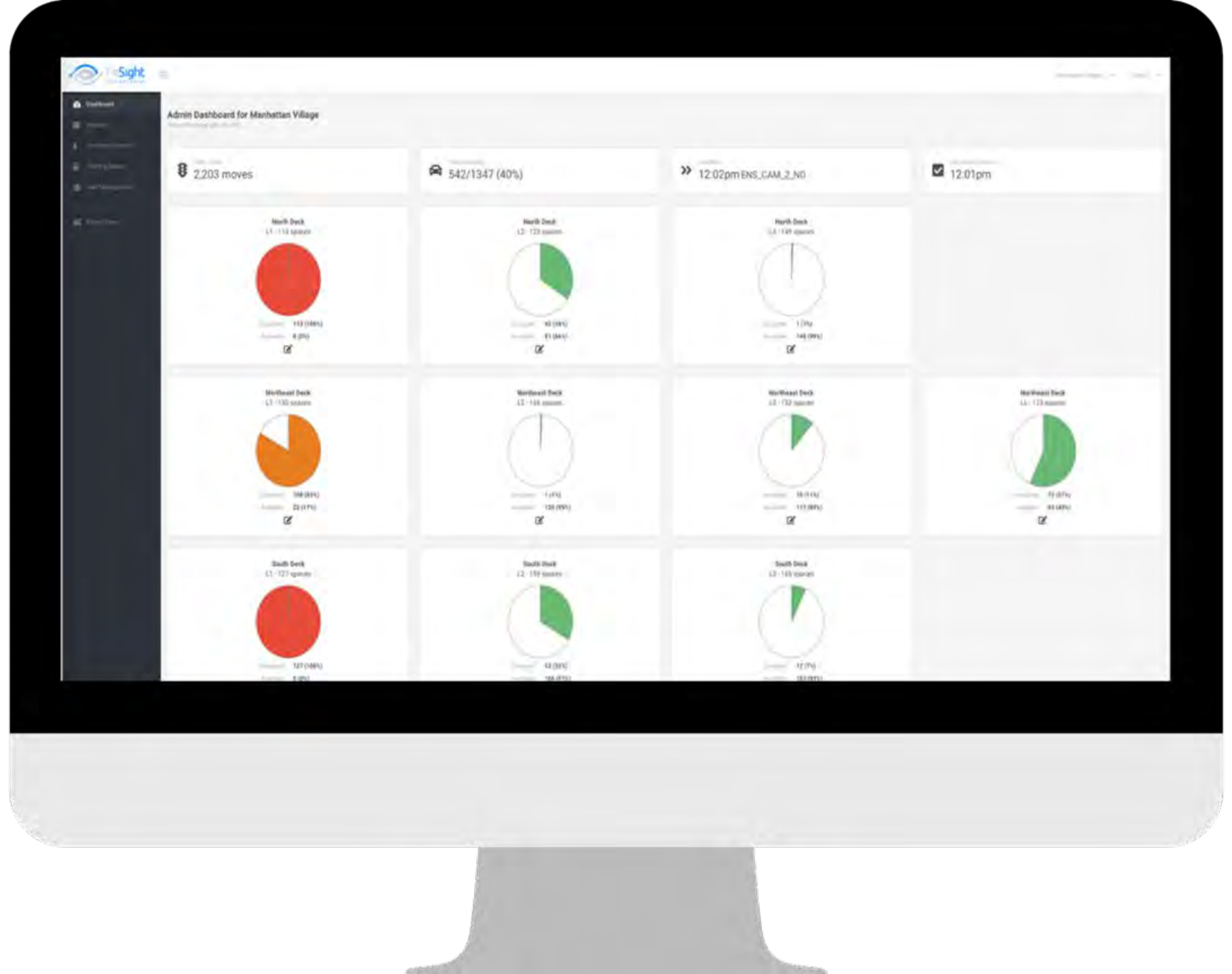
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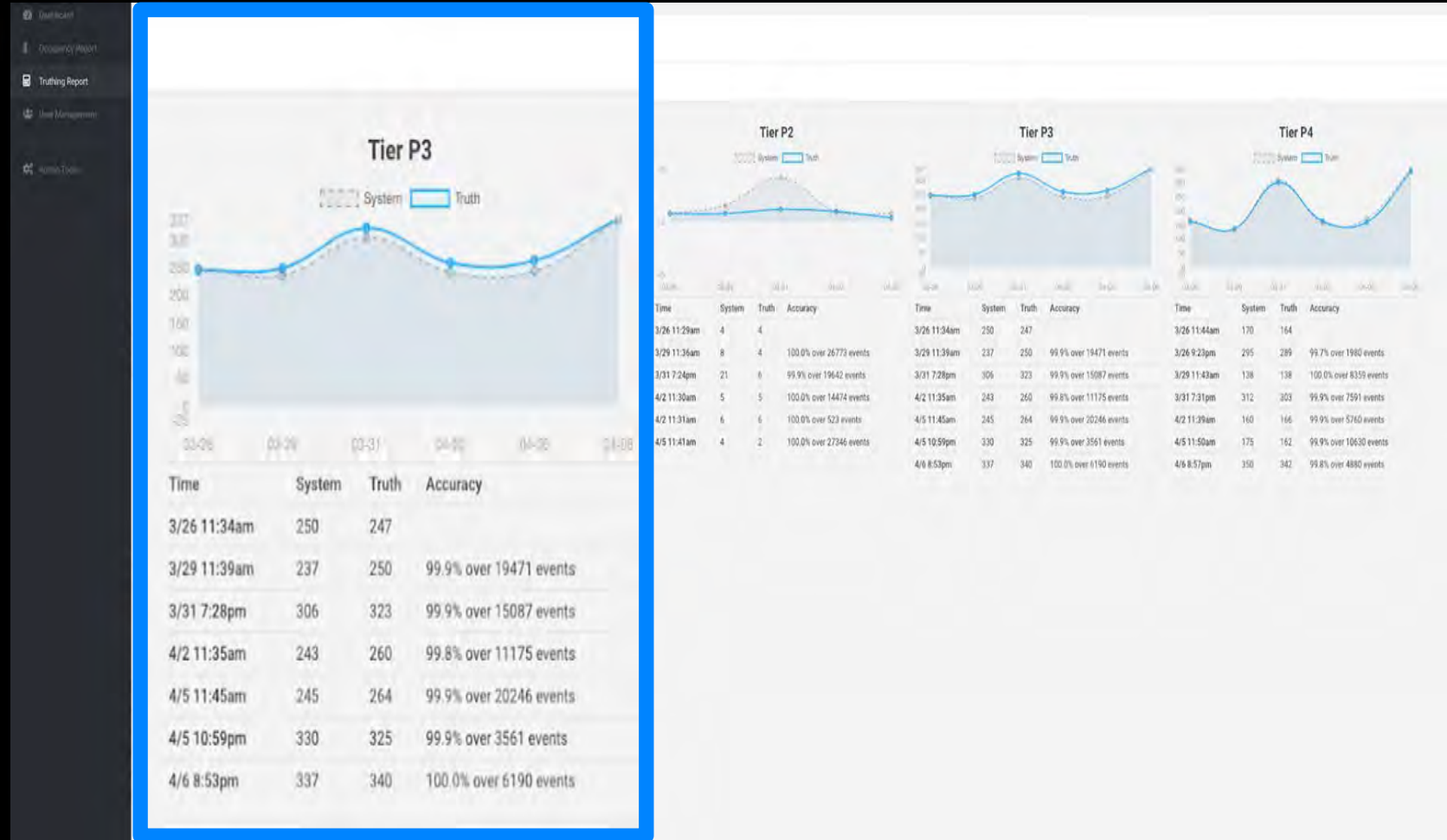
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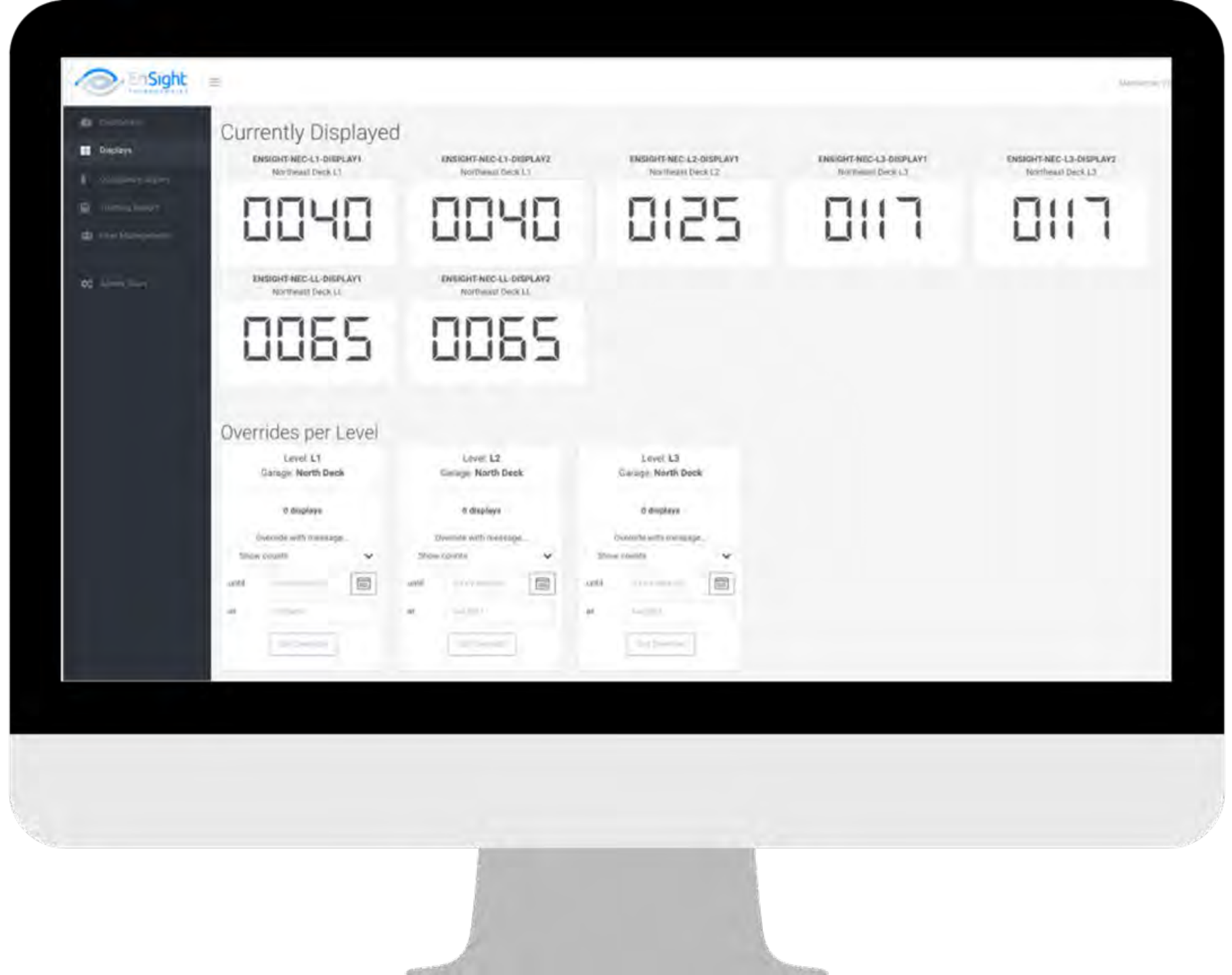
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# EnSight Signage

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# DYNAMIC SIGNAGE



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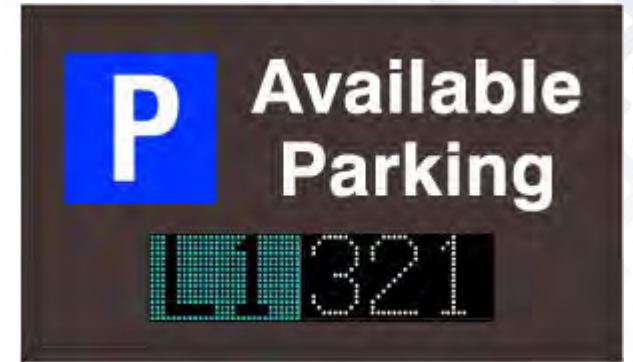
# DYNAMIC SIGNAGE



ENTRY & CROSSOVER SIGNS



INTERIOR SIGNS



SURFACE LOT SIGNS

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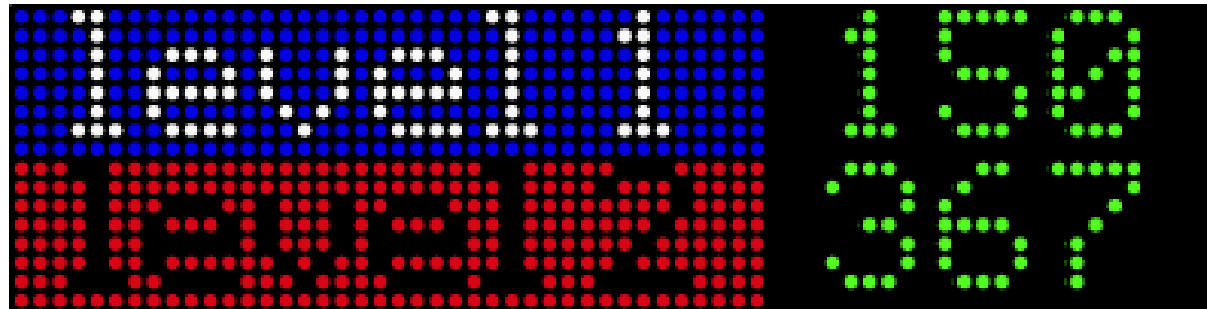
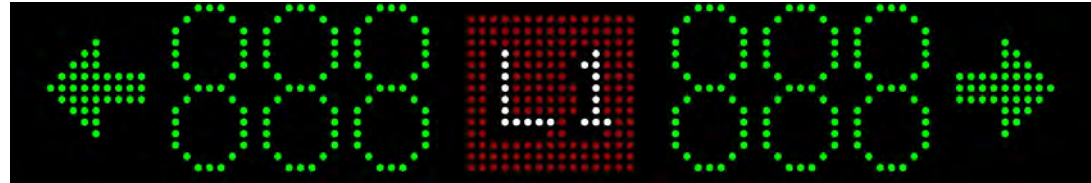
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# DYNAMIC SIGNAGE – SMART VMS MODULES



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# DYNAMIC SIGNAGE



## ENTRY & CROSSOVER SIGNS

## LOCATIONS

- Crossover Ramps
- Entry Plazas
- Lower Level Ramps

## FEATURES

- 7'x3' Edge-to-Edge Display
- 6.6mm Pixel Pitch
- Graphics
- Video

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# EnSight Plates

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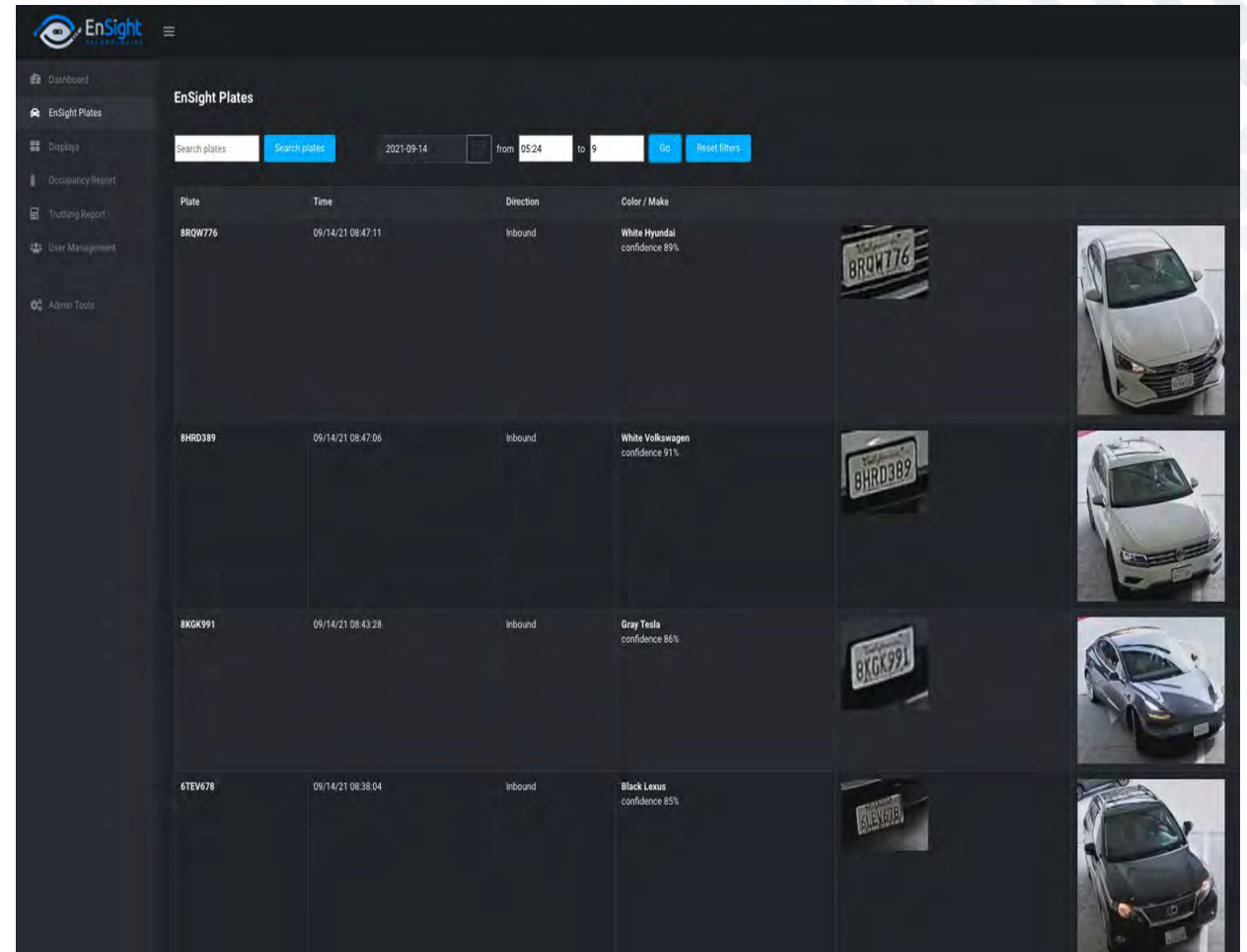
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# ENSIGHT PLATES

- Know how many and who
- Dwell time reporting
- Hotlists
- LPR identification
- Paid parking violations report
- VIP Parker Alerts



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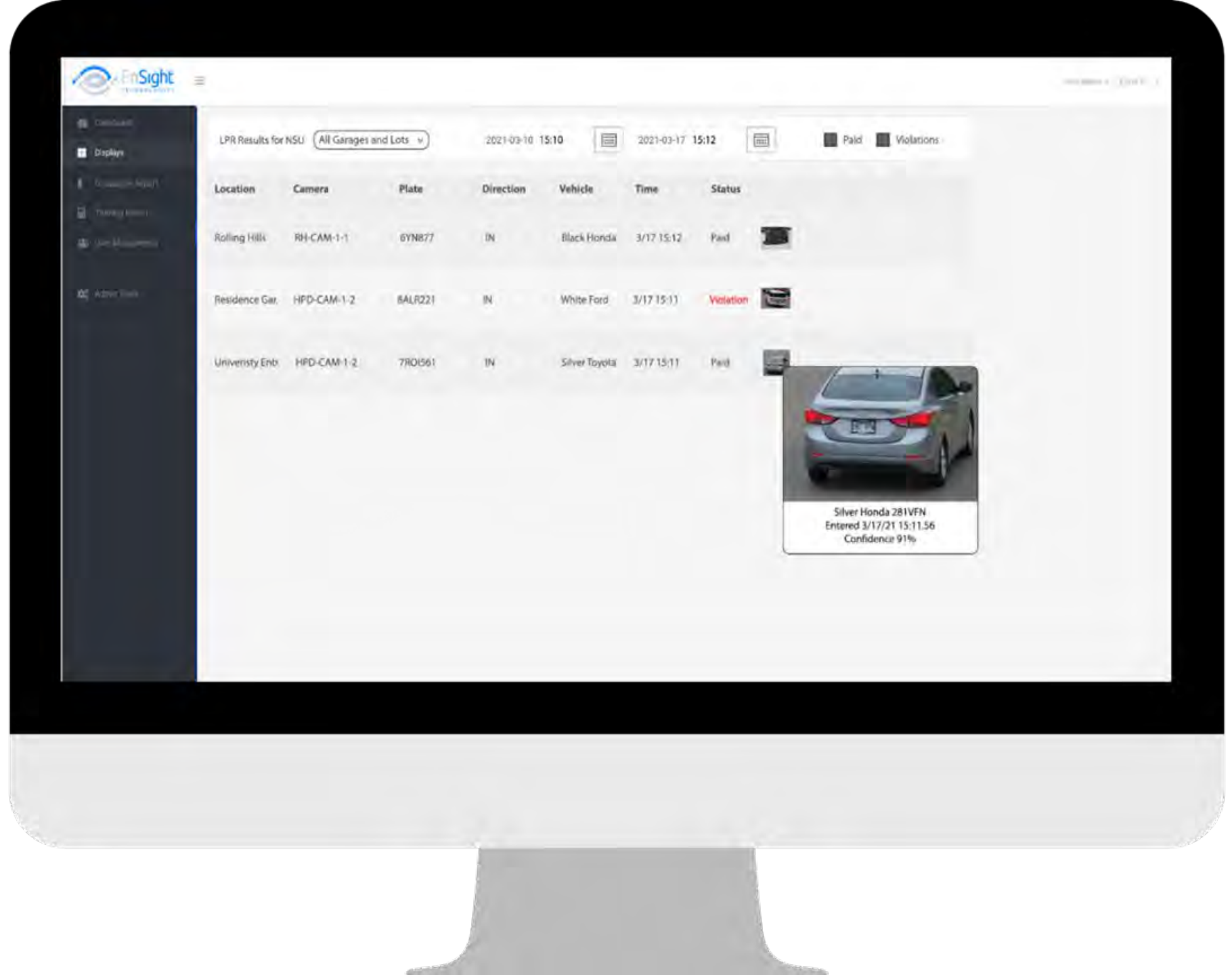
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# EnSight Surveillance

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# ENSIGHT SURVEILLANCE

- FLI Cameras pull double duty: [counting cars](#) and [video surveillance](#)
- Improve [security](#) and [visibility](#)



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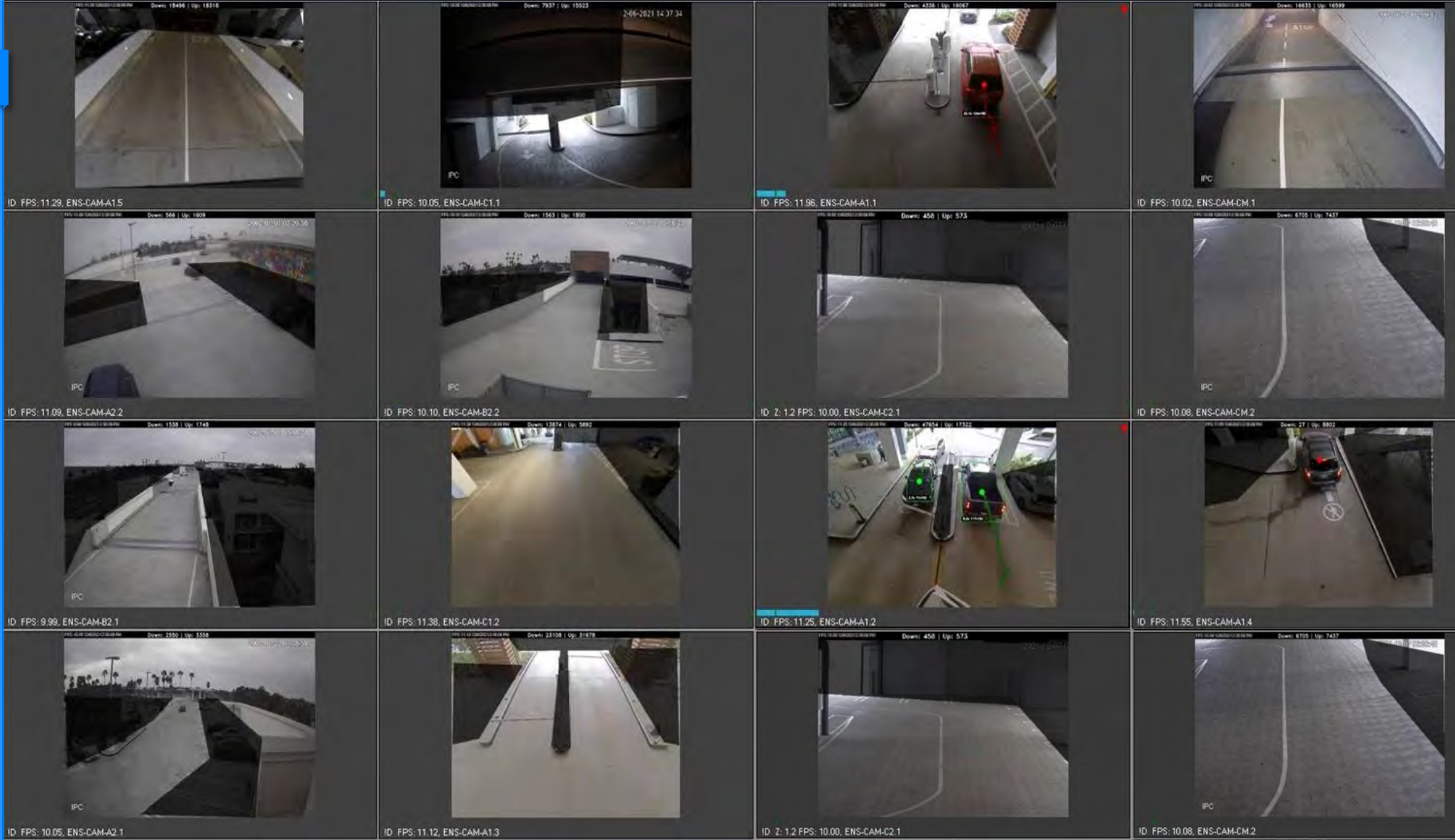
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# ENSIGHTVIEWER



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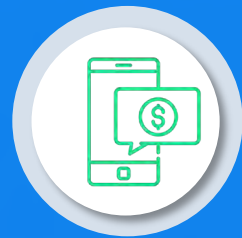
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# EnSight Revenue

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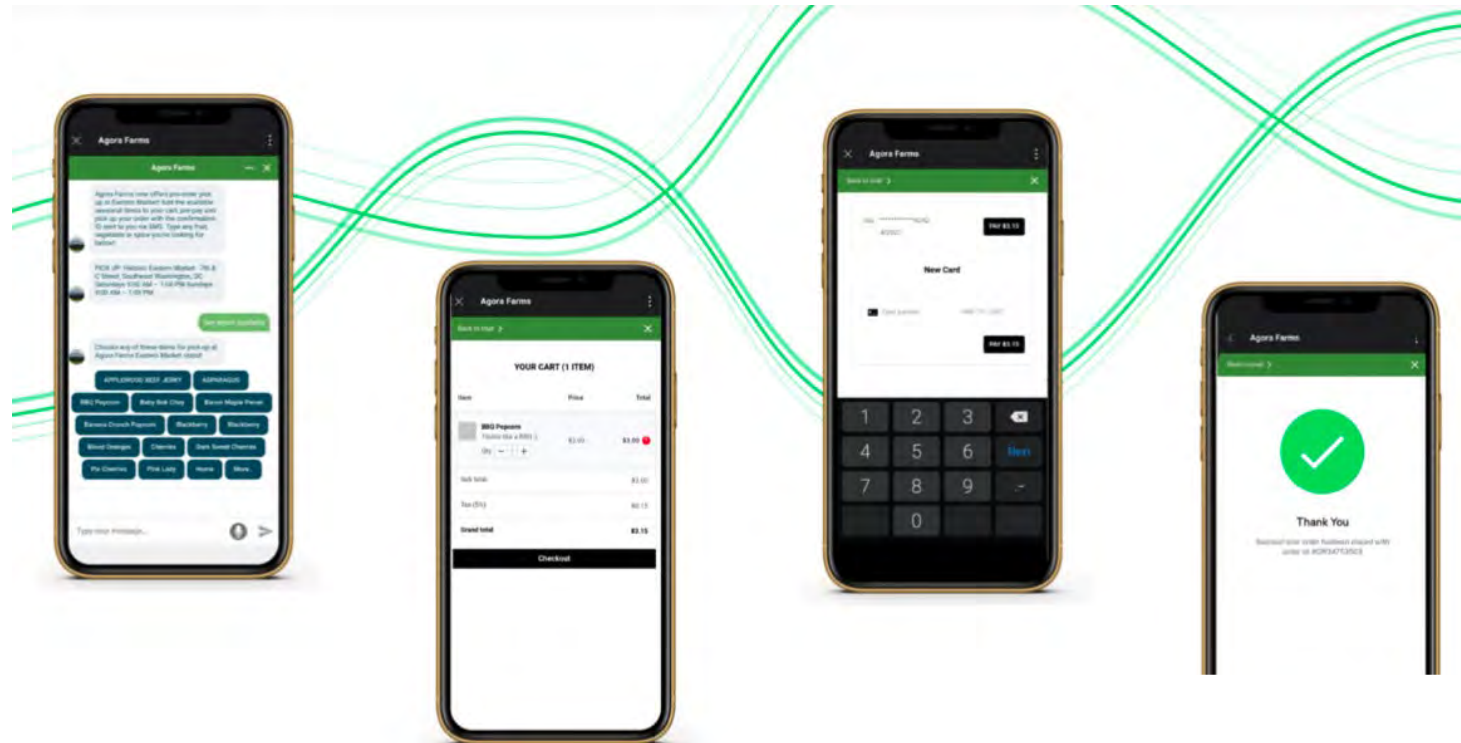
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# ENSIGHT REVENUE

- Turn your parking occupancy management system into a frictionless revenue generator
- Integrate Mobile Payments



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# EnSight Connect

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# OPEN API

- Third Party Dashboards or BI
- Enterprise Security
- Valet Companies
- Tableau Analytics
- PARCS Providers
- 3<sup>rd</sup> Party Mobile Apps
- LPR
- Corporate or City Website
- EV Charging Systems

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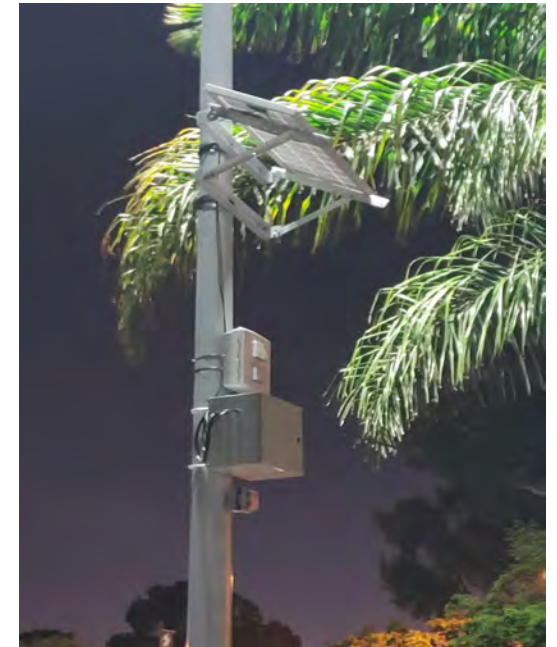
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GARAGES



LOTS



TRAFFIC STUDIES

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# TYPICAL GARAGE SETUP

## EnSight Purpose-Built Server

Car Counting/LPR  
Cameras



Cat 6



Power  
and Cat 6

EnSightful

Plate	Time	Direction	Color / Make	Image
BRQW776	09/14/21 08:47:11	Inbound	White Hyundai confidence 91%	
BRQW389	09/14/21 08:47:06	Inbound	White Volkswagen confidence 91%	
BRQW971	09/14/21 08:43:28	Inbound	Gray Tesla confidence 85%	
BRQW378	09/14/21 08:38:04	Inbound	Black Lexus confidence 85%	

Wayfinding



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# EPIC EDGE MODEL FOR LOTS AND SMALL GARAGES



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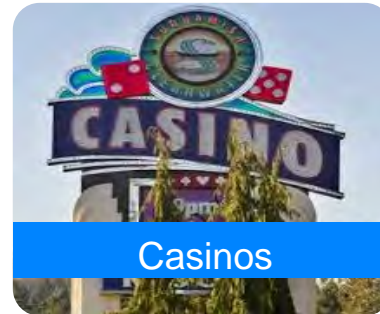
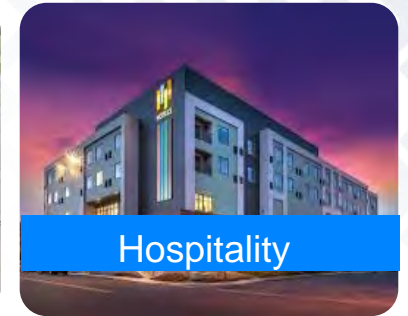
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# SUCCESS STORIES



# MIDTOWN TAMPA



EnSight Eyes



EnSight Signage

On 20 acres, Midtown Tampa is the first mixed-use project of its kind in Tampa and the catalyst for an entirely new district connecting Westshore and Downtown. Midtown Tampa has 1.8 million square feet of retail, residential, office, entertainment and hospitality to the surrounding neighborhood and entire city, focusing on highly evolved pedestrian and public spaces. Midtown Tampa deployed EnSight's vision-based occupancy management solution to improve the guest experience. The EnSight system provides valuable parking data analytics for tenant leases and future project expansion. The Waterside is a six level, 1200 space garage at the north end of the property. The South Garage has two levels of parking for retail patrons and four levels for condominium residents.

- ✓ Retail
- ✓ Office
- ✓ Hospitality
- ✓ Residential
- ✓ Entertainment



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# ARIZONA STATE UNIVERSITY NOVUS GARAGE



EnSight Eyes



EnSight Signage

ASU is one of the largest public universities by enrollment in the U.S. With one of the largest enrollments requires the management one of the largest university parking operations in the nation. EnSight has delivered ASU's first Parking Occupancy Management Systems for their new seven level, 1800 space Novus Garage. EnSight's intelligent camera-based solution counts vehicles entering and exiting each level of each garage and transmits that occupancy information to signs located at garage entrances and the entrance of each parking level.. The parking availability is displayed on 2 monument signs on the exterior of the garage and 10 interior way-finding signs will provide real-time information about how many parking spaces are available on each floor.



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# STANFORD HEALTHCARE



EnSight Eyes



EnSight Plates



EnSight Signage



EnSight Connect

Stanford Medicine is an ecosystem comprising the School of Medicine and the pediatric and adult health care delivery systems. The Stanford network of care includes more than 65 locations across Northern California and more than 85 locations in the U.S. Western region. In the Bay Area Stanford locations are supported by 11 surface lots and 9 garages. EnSight is currently deploying Phase one of a multi-phase project delivers real time occupancy and real-time parker validation and LPR enforcement using our EnSight Eyes and EnSight plate modules. The solution is being used to monitor parking availability across their parking assets and validate permitted parkers and visitors.



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# ST JUDE MEMPHIS HOSPITAL



EnSight Eyes



EnSight Signage



EnSight Surveillance



EnSight Connect

St Jude Memphis Hospital campus comprises 66 acres with more than 5-million-square-feet of building space, over half of which is dedicated to research. To serve patients and employees, the campus has three parking garages with total parking capacity of 4,039 parking spaces. In 2022, St Jude Deployed the EnSight Occupancy Management system to provide visitors and employees with parking availability information via EnSight's API integration to display parking availability on the employee mobile app and to digital signage at the 4 main entry points of the campus. As parkers come to their garage of choice, they are greeted by additional signage advising on spaces available within the garage.

EnSight's Parking Occupancy Management System (POMS) enables hospital stakeholder to manage parking capacity in real time, and leverage the historical data to plan for parking improvements as well as overflow parking strategies. St Jude is currently under development of 2 more parking garages that will deploy the same EnSight POMS.

## Garage Locations:

- Garage 1-969 Parking Spaces
- Garage 2-1483 Parking Spaces
- Garage 3-1587 Parking Spaces



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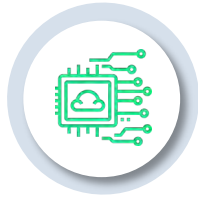
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# REDWOOD CITY



EnSight Eyes



EnSight Plates



EnSight Signage



EnSight Connect

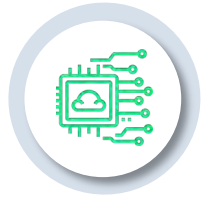
EnSight deployed its parking guidance technology to connect Redwood City's municipal parking structures with several private parking garages into a single easy-to-use and manage parking guidance system. EnSight installed its intelligent camera-based occupancy management system at three city garages: Jefferson, 889, and Marshall. The addition of these garages plus two private garage brings EnSight's technology to five total garages totaling 1,400 parking spaces in Downtown Redwood City.

## Garage Locations:

- Jefferson Garage
- 889 Garage
- 750 Marshall
- 601 Marshall
- 2075 Broadway



# ONE PASEO- DEL MAR, CA



EnSight Eyes



EnSight Signage



EnSight Spaces

One Paseo developed and managed by Kilroy Reality is a 23.6-acre mixed-use development in Del Mar, San Diego, at the southwest corner of Del Mar Heights Road and El Camino Real. One Paseo opened March 2019 and full build out will have a total of 96,000 square feet of retail and restaurants, 280,000 square feet of office space and 608 luxury apartments.

The Mixed-use build has a 3-level garage with the EnSight Parking Guidance EcoSystem for Level count wayfinding and specialty parking management.

## Project Highlights:

### Level 1

- 3 entrances with EnSight FLI Cameras to monitor counts
- 15 LED sensors to monitor and enforce up-front 30-minute parking spaces (see picture below).
- 3 monument signs showing level counts on Digital LED Displays on the exterior of the garage.
- 3 Interior wayfinding signs to show L1 counts, Upper Level counts and 30-minute Parking.

### Level 2

- EnSight FLI camera to monitor Level counts
- Interior wayfinding Sign with L2 count and Upper level Counts

### Level 3

- EnSight FLI camera to monitor Level counts to the roof



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# MANHATTAN VILLAGE



EnSight Eyes

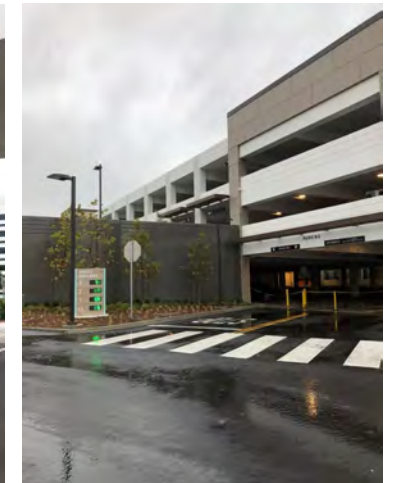


EnSight Signage

Manhattan Village Mall is undergoing \$180 million revitalization and expansion of the 38-year-old property, which will see the center grow from 573,000 square feet to 648,000. The Mall is managed by JLL and owned by RREEF. As a part of the remodel 3 new parking structures are being built. EnSight is deploying the EnSight Parking Guidance EcoSystem to do level count guidance for all three garages which will be centrally managed by one server. One Structure is complete and operation with garage two set for a December 2019 go-live and garage three coming on-line October 2020.

## Project Highlights:

- 4 Level Garage with 6 EnSight FLI cameras to manage entry/exits and level changes
- 3 – 4 level monuments signs on exterior of the garage to present level occupancy



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# Demo

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FPS: 11.83 8/22/2022 12:10:46 PM

Down: 499 | Up: 168



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# Project Delivery

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# COMPLIANCE WITH RFP

- Our software contains all of the features and reporting in the statement of work
- Our solution is an overhead camera based and does not require any delineation of the drive lanes
- We have reviewed the drawings and provided take -offs for the potential camera and sign locations
- Alternative Tech ( e.g loops and ultrasonic sensors) offer limited to no remote visibility of fine tuning.
- Additional benefit to surveillance with cameras

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# KEYS TO SUCCESS

- Dedicated Project Manager
- Project kick-off and plan review
- Functional specifications and submittals approvals
- IT Security review and compliance
- Weekly project meetings
- QA testing of technology components prior to shipment
- Dedicated Network Support team for the project

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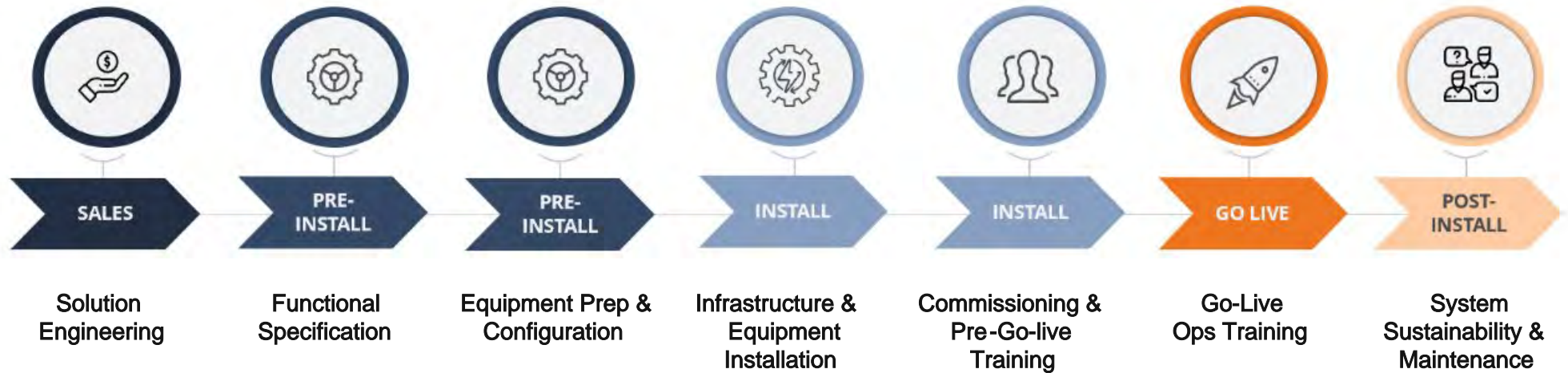
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# PROJECT APPROACH



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# SSSA PROGRAM

- The program is mandatory to maintain system integrity
- Proactive system monitoring
- Maintaining the current software versions
- Ongoing truthing of system data

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# SSSA PROGRAM

Frequency	Description	Responsibility
Daily	Validate Network Status and computer/IP device availability	EnSight
Daily	<b>Review Operation/Activity Reports</b>	EnSight
	1. Note Changes in Performance or system outages	
	2. Respond to abnormal or deteriorating conditions	
Daily	Respond to non-critical Client e-mail/phone messages	EnSight
Monthly	<b>Physical Review of Equipment</b>	Local Suport Partner
	1. Note, report, and/or repair damaged equipment on approval	
As Needed	Send report to project stakeholders noting outages (as needed)	EnSight
Monthly	<b>Computer Maintenance</b>	EnSight
	1. Check for abnormal or changed application settings	
	2. Review general computer usage sets	
	3. Perform scheduled file archives	
	4. Check for operating system related updates and perform as required	
	5. Check for application updates and perform as required	
Monthly	<b>Equipment Cleaning</b>	Local Suport Partner
	1. Check and clean cameras	
	2. Check and clean equipment in NEMA enclosures	
	3. Clean lighting illuminators	
Monthly	<b>Equipment Adjustments</b>	Local Suport Partner
	1. Check camera alignment and adjust as requested	
	2. Check sensor alignment and adjust as requested	
	3. Check enclosure integrity plus AC	
	4. Check Cabling and adjust as required	

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# ENSIGHT TECHNOLOGIES

Developing **smarter, simpler, and scalable** parking occupancy management technologies.

**Accuracy for the Many, Not the Few.**



## CONTACT US

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