



FLASH

RESPONSE TO RFP# 2025-006

**Webb County Parking Access and Revenue
Control System**

for the City of Laredo

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Austin, TX 78746
flashparking.com

July 14, 2025

Subject: Flash proposal for # 2025-006, Webb County Parking Access and Revenue Control System, for the City of Laredo

Dear Mr. Juan Guerrero and the Webb County Purchasing Department,

Thank you for taking time to review Flash's proposal for the City of Laredo lot.

Flash has a proven track record of delivering innovative parking solutions, with a strong emphasis on ongoing customer support long after installation is complete. Our experience in both large and small markets demonstrates our ability to seamlessly integrate and support advanced parking technologies into cities of all sizes. We especially understand this project as we replaced parking equipment for the city of Eagle Pass which was experiencing system issues and wanted the ability to better maintain their system and get support from a reasonably close technician.

Our cloud-based system is built to allow our clients to replace parts and do first line maintenance themselves rather than waiting days or weeks for a manufacturer technician to show up. And of course because our manufacturing facility and corporate offices are in Austin, TX, we have technicians that can get to you much more quickly than the average PARCS vendor.

For this response, we are proposing two lanes of equipment to include our Full smart station kiosks, barrier gates with straight arms and arming/ safety loops, remove the old equipment, delivery, installation, set-up, and all related equipment with testing provided after installation.

Our proposal will address all of the County's use cases including:

- The regulation of transient guests with revenue generating hardware/software
- Access controlled contract parking for staff
- Support after installation

Flash has industry-best hardware and software available to City of Laredo to create really great experiences for all of the types of customers that will use the lot. Best of all, our innovation and commitment to continuing as an industry leader means we can grow with County as the parking system expands.

Thank you again for inviting us to submit a proposal. We know that Flash will be a great solution for City of Laredo. We would love an opportunity to have further discussions, present our solution, and help customize the best possible solution for you. We want to make this a partnership, not just a sale. Flash has a team of people that truly care about what we do. Our goal is for you to enjoy your new system for years to come, and we look forward to working together throughout that journey. Please let us know if we can answer questions, and we look forward to having an opportunity to present our solutions with our team.

Again, thank you for your consideration.

Ryan McLain, Regional Sales Manager | 713-359-7111 | ryan.mclain@flashparking.com

Brandy Stanley, VP State & Local Market Development | 702-756-1379 | brandy.stanley@flashparking.com

The quote being provided for the PARCS equipment and all related costs is firm and will remain unchanged for a period of not less than 60 calendar days after the closing date of the request for proposal.

FlashParking, Inc.

Signature

Chris Munoz, Area Vice President

Name & Title

7/10/2025

Date

SECTION A. PARKING ACCESS AND REVENUE CONTROL SYSTEM

A) INDICATE THE DATE YOUR FIRM WAS ESTABLISHED. DESCRIBE THE PRODUCTS AND SERVICES PROVIDED BY YOUR FIRM. DESCRIBE YOUR COMPANY’S’ SPECIALTY AND/OR AREA(S) OF EXPERTISE. THE RESPONSE SHOULD IDENTIFY THE LENGTH OF TIME THAT THE FIRM HAS PROVIDED THE REQUESTED AND/OR SIMILAR SERVICES REQUESTED BY THIS RFP. MORE SPECIFICALLY EXPERTISE AND EXPERIENCE IN PROVIDING SERVICES RELATED TO THE SCOPE OF SERVICES DESCRIBED IN THIS REQUEST FOR PROPOSAL.

History & Corporate Information

At Flash innovation is in our DNA. Our founders started this business in 2011 looking for a better way to enable parking operators, owners and consumers. This entrepreneurial mindset to provide best-in-class, market-changing products and technology solutions has fueled our continued growth and established us as a leader in parking and mobility.

Headquartered in Austin, Texas, Flash employs over over 600 team members and operates 15 branch offices across the US and Canada. Flash subsidiaries include companies such as Arrive, ParkWhiz, BallParc, TicketTech, and OmniPark.

FlashParking, Inc. is a privately held Corporation, incorporated in Delaware.

The FLASH Difference for your Parking Facility

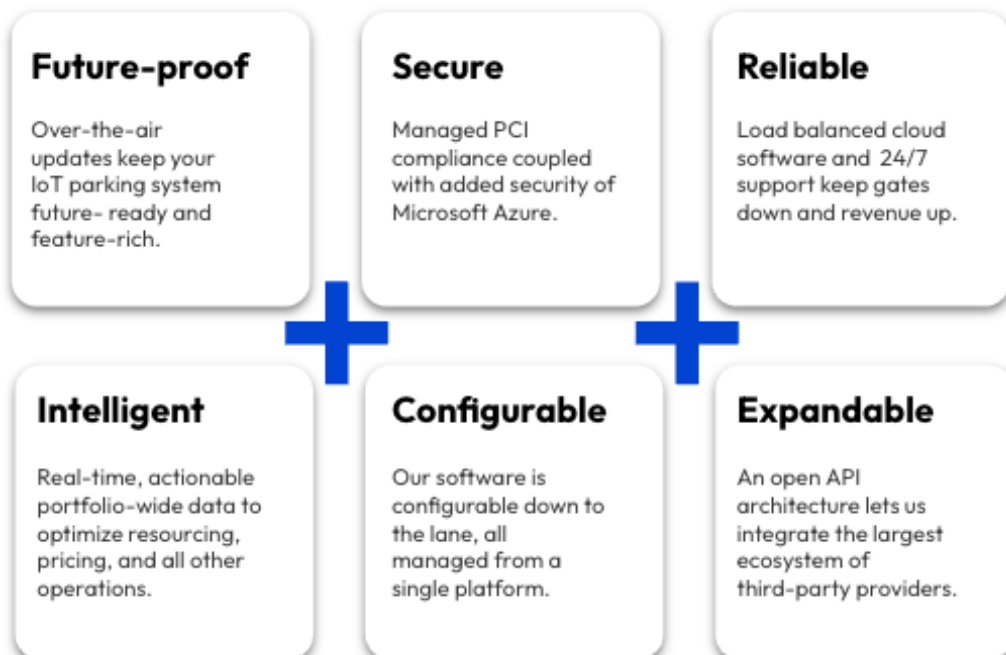
Preferred Destination: Parkers will pay a premium and even go out of their way for special services like EV charging that are part of the new mobility ecosystem.

Customer Insights: Get to know your customers by looking at utilization data.

Grow Parking Facility Asset Value:

With more services to take advantage of, your asset becomes more valuable to parkers and you can increase your parking revenue.

The Flash platform is 100% cloud-born and delivers the following benefits:



Flash delivers best-in-class solutions to drive business results today & adapt to future needs, improving:

 Driver/Parker Experience Enhance ease & utility to remove stress + drive demand & customer loyalty	 Operational Efficiency Reduce staff hassles, optimize revenue & future-proof your investment
Create ease with intuitive and ultra-reliable, un-staffed kiosks with digital, touchless payments	Create synergy across systems. Only Flash offers flexible, cloud-born solutions on a single parking + charging platform
Streamline high traffic windows with best-in-class vend times and a frictionless experience (LPR, RFID, AVI, Bluetooth)	Improve business decisions with real-time data and intelligence dashboards to optimize fees and permit access
Tap into digital customers with ParkWhiz app's parking availability searches, reservations, payments and integrations with top wayfinding and event ticketing apps	Ensure compliance with our integrated suite of AI, machine learning camera-based monitoring and enforcement solutions

Flash Strategy

Our straightforward business strategy starts with listening to our clients, understanding their pain points with legacy infrastructure, and ultimately designing solutions with future-ready technologies that position your operation for success in the mobility ecosystem of today and tomorrow. In designing your solution, we will draw from the following future-ready technologies that are key to Flash's smart city offering:

Cloud Solution

Flash is cloud-based to minimize maintenance & maximize uptime, security and system flexibility with over-the-air updates and real-time data intelligence dashboards across your full portfolio. Our cloud-born platform makes operations smart, easy and efficient. We maintain the software, which means no more patches, OS upgrades, unplanned license fees, or security risks for you and your staff. Your operators can use their smartphones to monitor events, vend gates, change fees, or intervene easily if a patron needs help.

Plug-and Play Technology

Flash's platform minimizes moving parts and expensive proprietary components by design, opting instead to leverage plug-and-play solid-state technology connected to our cloud software. Clients have been able to slash technical support staff and save on maintenance contracts, in addition to the benefits of a more reliable system that has fewer incidents resulting in lost fees or open gates.

Business Intelligence

FlashIQ, the business intelligence portal offered by Flash, presents a holistic view of your complete portfolio, conveniently located in one place. With FlashIQ, you have the power to monitor essential metrics like revenue, occupancy, and equipment health, among others. These insights enable you to make informed decisions that positively impact both your parkers and staff. In addition, our core administrative portal provides access to a vast selection of over 200+ pre-generated and real-time reports. By exploring these reports, you can dive into detailed information and ensure that your operations run with maximum efficiency.

Dedicated to Data Security & Privacy

PCI-DSS Level 1 Certified: Our PCI-DSS Level 1 certification makes it easy to protect your organization by offloading 99% of payment compliance activities to Flash personnel, all with no extra charge. You benefit through top security without extra cost.

HITRUST: Flash is HITRUST e1 certified for PARCS and Valet solutions. We are the only cloud-based parking technology provider to earn this distinction, confirming our dedication to data privacy practices

Platform Highlights

- Flash PARCS



- Digital Parking: eReservations & On Demand Payment Solutions
- FlashVision LPR
- EV Charging: Charging and Reservations

Team & Experience

Please see Section D. REFERENCES AND PROJECTS for notable expertise and experience, and see Section B. COMPANY PERSONNEL QUALIFICATIONS for information about how our local branch structure is designed to transform and elevate your customer experience.



A.1) NAME AND ADDRESS OF BUSINESS ENTITY SUBMITTING THE PROPOSAL;

FlashParking, Inc. (hereinafter referred to as "Flash")

2500 Bee Caves Rd, Building III, Suite 400, West Lake Hills, TX 78746

A.2) TYPE OF BUSINESS ENTITY (I.E., CORPORATION, PARTNERSHIP);

Corporation

A.3) PLACE OF INCORPORATION, IF APPLICABLE;

State of Delaware

A.4) NAME AND LOCATION OF MAJOR OFFICES AND OTHER FACILITIES THAT RELATE TO THE OFFEROR'S PERFORMANCE UNDER THE TERMS OF THIS RFP;

Flash Headquarters: 2500 Bee Caves Rd, Building III, Suite 400, West Lake Hills, TX 78746

Local Branch Office / Parts Depot: Flash's nearest parts depot is located 14155 W US 290 Building 300 Austin, TX 78737

Additionally, our proposal includes a stock of spare parts that will be onsite for immediate replacement of malfunctioning or damaged parts.

A.5) NAME, ADDRESS, BUSINESS AND FAX NUMBER OF THE OFFEROR'S PRINCIPAL CONTACT PERSON REGARDING ALL CONTRACTUAL MATTERS RELATING TO THIS RFP;

Brandy Stanley, VP State & Local Market Development

Address: 2500 Bee Caves Rd, Building III, Suite 400, West Lake Hills, TX 78746

Phone: 702-756-1379

Email: brandy.stanley@flashparking.com

Fax: N/A

A.6) FULL NAME AND BUSINESS ADDRESS FOR EACH MEMBER, PARTNER, AND EMPLOYEE OF THE OFFEROR (AND ANY SUB-OFFERORS) WHO WILL PERFORM SERVICES ON THIS PROJECT

- Brandy Stanley, VP State & Local Market Development.
- Jason Miller, General Manager
- Ryan McLain, Regional Sales Manager
- Wayne Johnson, Sr. Project Manager
- Rainer Spieth, Field Operation Technician
- Kahn Lopez - Regional Field Service Manager for the Central Region
- Business address: 2500 Bee Caves Rd Bldg III Ste 400, Austin, TX 78746
- Subcontractor: Task Force Services
- Business Address: 108 Industrial Blvd, Cedar Park, TX 78613



A.7) A STATEMENT REGARDING THE FINANCIAL STABILITY OF THE OFFEROR, INCLUDING THE ABILITY OF THE OFFEROR TO PERFORM THE FUNCTIONS REQUIRED BY THIS RFP AND TO PROVIDE THOSE SERVICES REPRESENTED BY THE OFFEROR IN ITS RESPONSE.

Flash is a financially stable organization with a proven track record of successfully delivering parking technology solutions to a wide range of clients. Having raised over \$250+ million in strategic investments from leading private equity investors like Vista Equity Partners and L. Catterton, Flash made a number of calculated, strategic investments to maintain our leadership in the industry over the long term. We have the financial resources and operational capacity to perform all functions required by this RFP and to provide the services represented in our response. Our commitment to financial responsibility ensures that we can meet both the immediate and long-term needs of our clients, maintaining high standards of service and reliability throughout the duration of the contract.



A.8) PROPOSED SOLUTION - DESCRIBE THE PRODUCTS AND SERVICES PROVIDED BY YOUR FIRM

Overview

Managing access and revenue can be a complex endeavor when you're handling multiple parker types and configuration needs. That is why we have an extensive list of additional features and functionalities available as configurable add-ons to ensure your PARCS solution meets your requirements and provides the services that matter to your parkers.

Display:

- Multi-lingual module: Smart Stations can be configured with multiple language options.
- Display current rate on entry kiosk: Display parking rates on entry kiosk

Access & Revenue:

- Access and Revenue Control: Software allows for complex calculated rates, late fees, lost tickets, eValidations, and eParking Access.
- Ticketless access via credit card and mobile number: Instead of a paper ticket, transients can use a credit card or mobile number as their ticket.
- Interactive Voice Recognition (IVR) System for Monthly Parkers: Registered parkers can gain entry and exit in a parking facility by calling from their registered mobile phone, reducing call for help volumes.
- Flash mobile app module (BLE): Our mobile app provides access control for monthly parkers via Bluetooth access.

Payment:

- Credit card (with EMV chip payment option): EMV chips or Magstripes can be accepted by a secure credit card reader.
- Validations: Secure access for customers, clients, and merchants to validate electronic or printed validations from any browser, or via Mobile App or via Text – for unlimited users and departments.

Management:

- Validations (printed or electronic): Secure access for customers, clients, and merchants to validate electronic or printed validations from any browser, or via mobile app or via text — for unlimited users and departments.
- Analytics and business intelligence solutions: Access smart, intuitive data analytics and reports to stay on top of your operations 24/7
- Management app: Management control of facilities on any iOS device for opening and closing gates, lanes garages, changing rates on the fly and troubleshooting equipment problems.

Other Features:

- Contract/Monthly parker management (via AVI, Prox, LPR, etc.): Monthly parking can be simplified with technologies like Prox cards, Automatic Vehicle Identification (AVI), and License Plate Recognition (LPR) that reduce interaction with kiosks.
- eParking Online Reservation modules: Flash is integrated with all major eParking online reservation systems, allowing you to connect with the eParking vendor of your choice.
- Offline mode: Continue operating seamlessly and collecting revenue even if the cloud is down or internet connectivity is lost. With virtually unlimited transactions, even offline the system will maintain integrity of operations.



Hardware Overview

Our design brief for building hardware products to run the Flash platform was to create next generation PARCS equipment that would eliminate and minimize issues that legacy PARCS systems suffer from. All our Smart Station form factors combine all the essential elements needed to manage parking access and revenue control into a streamlined kiosk. The system is designed with the guiding principle of “fewer moving parts = less chance for a breakdown.” Replacing or upgrading individual components can be done in a matter of minutes in a USB-based, plug-and-play hardware system.

With our equipment manufactured and assembled in our production facility in Austin, TX. and a direct sales and installation model, we control the end-to-end process; thus creating efficiencies in sales, onboarding, installation, deployment, and training. Additionally, for enterprise and Smart City operations, Flash's infrastructure is deployed rapidly, maintained easily, and delivers incredible value and cost efficiencies over time with future-ready architecture.

Products

Smart Stations: The Smart Station is a Bluetooth-enabled, cloud-based kiosk with flexible software configurations, seamless integrations, and easy DIY maintenance guarantees maximum uptime. Bringing all the essential elements needed to manage parking access and revenue control into a single elegant unit, our physical kiosk is identical for entry or exit. The software platform is simply configured prior to shipping making the installation process efficient.

- **Entry/Exit Smart Station:** The Entry/Exit kiosk is highly customizable to meet the unique demands of your facility. Whether it will be used to manage transient and/or monthlies, the software package is simply configured for each machine's role in the venue. The Entry/Exit come standard with credit card reader, barcode scanner, ticket splitter, RFID reader, LCD display and IoT controller, and a Bluetooth technology reader.



Flash Gates:

Offer Cost Effective and Secure access control for owners and operators whether your upgrading existing infrastructure or adding to your Flash solution, Flash gate is designed to optimize traffic flow, reduce costs and protect your parking facility.



Custom Wraps

Our equipment looks great on its own, but custom wraps make it look even better. Here are a few examples of our custom wraps.



Software Platform

With Flash's highly configurable cloud-based platform, built using Microsoft Azure Cloud Services, clients can capitalize on a dynamic, "future-proof" system, that will expand and support new capabilities as technology and customer demand evolves. We've essentially taken the cloud computing success seen in other industries and applied it to the parking industry to enable a more effective way of operating parking operations, improving the bottom line and delivering world class customer experiences.

Audit and Revenue Controls

Flash is a technology company. Our cloud-based solution gives you complete control over your system. You can change a rate in seconds, shut down transient parkers so that you maintain room for monthly parkers or monitor your activity via our 200 plus reports.

Audit Controls & Tools

Everything that happens in the FlashPARCS system is electronically tracked and reported on. Additionally, every user has their own log in with a unique password, so their activity is tracked and controlled. Here are just a few of the many audit controls we have in place:

- System security – Alarms and unique locks are part of the system security.
- Unique logins – Each user will have a unique login and passcodes, which are managed by the Admin.
- Car presence required for transaction – Yes, a car must be present for a transaction to take place.

FlashPARCS Management App: Manage operations via phone or browser anytime, anywhere, including rate changes, credit card payments, electronic validations, and much more. Our FlashPARCS Management App will allow to monitor and manage operations in real-time, so they can make the best operation and business decisions possible. This unique features allows your management staff to raise and lower gates, change the rate structure, troubleshoot equipment and look at occupancy by type of parker. It is a very powerful management tool that is always available, even when staff is in the field.



Reporting Overview

With Flash's reporting suite, operators and asset owners can access detailed reports anytime, anywhere via the cloud for minute-by-minute insights on key performance indicators that enable operational efficiency and smart business strategies.

Our comprehensive Admin Portal houses a reporting suite that offers insight into key metrics and calculations like occupancy per hour, tickets issued, rates, transaction details, payments, validations, kiosk summaries, and monthly parking activity. Reports are available in PDF and XXLS formats and can be called on demand anytime, from anywhere, or schedule to arrive in your inbox routinely.

Flash PARCS has over 200 on-line reports that are available to any user via Administration Rights. These reports can be accessed through any connected device. Several reports can be scheduled to be delivered to an email address every day. The reports cover everything that happens via the Flash PARCS equipment, including Counts, General Totals, Detailed Transaction Reports, Card Holder Reports, etc. Examples of reports are available upon request.

Total Visibility

With over 200 reports to choose from, you'll be equipped with intelligence on every facet of your operation. FLASH's integrated platform allows for combination reports that can merge PARCS and valet data into one seamless summary. Data points can also be pushed to other individuals or programs via API for total visibility.

Popular Recommended Reports Include

- Location Transaction Detail: For a closer look at transactions, details including ticket number, arrival, departure, duration, and payment information can be found in this report. At the end of the report is the total amount transacted as well as an average duration and coupon summary.
- Contact Center Detail: This report provides information on support calls made through any kiosk in the system.
- FlashPARCS Vend Exceptions: For details on each time the "vend" function was used in the mobile app or when the gate was vended via a support call, this report will provide the source of the command, the kiosk on which it was performed, the time, and any notes associated with the action.
- Location Issued Ticket Detail: Run this report for a detailed list of all transient tickets that were issued for a selected time period per kiosk.



- **Occupancy Per Hour (PARCS):** This report provides the number of vehicles that entered and exited per hour, along with a running total and identifies the peak hours.
- **Electronic Payments:** The Electronic Payments report provides details for each credit card transaction and breaks down subtotals per credit card type.
- **eValidation by Date and Validator:** All electronic and printed validations are provided in this report alongside the duration of stay, discount amount (for billing back), and amount paid. Subtotals for the validation usage per validator are also included.
- **Kiosk Summary:** Similar to the Location Summary Hotel, this report details transactions but separates them out by individual kiosk.
- **Intelligent Decision Making:** Using data to make strategic business decisions will boost efficiency and revenue. For instance: tracking the patterns of transient and monthly parkers allows you to maximize occupancy and revenue by filling underutilized spaces; recognizing the average duration of a stay can inform pricing decisions as well as offer valuable customer data

Offline Mode

All of Flash's systems run behind a firewall that includes an automatic hot failover to a cellular backup. Flash also has the only cloud-based system on the market today with a comprehensive offline feature. The system has been designed to be fault tolerant and provide continuous access and revenue protection. This means that if the internet or the cloud back-end is having an issue, the parkers/customers should never encounter a bad customer experience.

3 Modes of Operation

Flash has 3 modes of operation, all of which will happen depending on the level of connectivity:

- **Online Mode:** meaning the internet is up and the cloud back-end is up. Everything works as expected.
- **Offline- Hybrid Mode:** Which allows transient rate calculation and real time payment gateway processing for uninterrupted revenue collection during a cloud back-end down scenario. Continuous access control for monthly parkers/ any parkers with reservations / and other credentials are still allowed and tracked during hybrid mode.
- **Offline - Store and Forward Mode:** Identical continuous access control as hybrid mode mentioned above, but with the ability to store credit card payments securely for later processing with the credit card payment gateway.

Validations

Our web-based validation system powered by the Flash platform provides operators and asset owners an intelligent way to validate parking from any connected device with multiple types of validations depending upon your organization's needs. No additional hardware is required, only access to a device with internet access, and you can manage unlimited users with no additional license fees to add authorized validators. This provides operators maximum flexibility when planning where guests can obtain parking validation to minimize frustration and enhance the customer experience.

Key Advantages

- **Web-based Access.** Flash validates ticket fees at the database level, not on individual tickets. This eliminates the need for expensive additional equipment for each station in favor of simple web- or mobile-based access to our validation portal. Users simply log in to any connected device, type in the ticket number, and the system will update the pricing based on the system rules set by the administration.
- **Multiple User Profiles.** Flash allows you to equip different levels of approval/discount authority for multiple validation user groups (e.g., hospital cafeteria personnel may validate a lower fee than what is authorized at Discharge). Each user logs in with a unique username/password to access the revenue control system and their activity is tracked based on user id, department, and or tenant. Administrators can easily create validation profiles and manage the user rights for each validator.
- **Reporting and Auditing.** Every validation transaction is recorded by the system, tightening your ability to track and administer interdepartmental billing across the operation. Log what user issued each validation, which department has been/will be charged, track preprinted validation sticker sheets, and analyze historical trends for patterns or anomalies. The Flash reporting suite keeps you in control and armed with the data you need to run a tight operation and curb potential abuse.
- **Flexible to Meet Your Unique Needs.** Our exceptionally flexible validation system can provide multiple scenarios for validations. It can calculate the remaining balance if the parker exceeds the validated time and request payment, therefore allowing you to capture additional revenue.





Types of Validations

- Electronic Validations are unique in that customers do not have to take any action for the validation to be processed; the validator simply accesses their Flash portal to perform the validation. The validator manually enters the customer's ticket number, sets the validation price, and then confirms the validation. The new, validated rate will then be automatically applied to the customer's ticket.
- Printed Validations are a straightforward way for parking operators to serve visitors of the variety of different businesses it's garage or lot serves. With no need for special paper, individual and bulk barcode validations can be printed out Avery labels. Parkers can apply the validation to the back of their ticket that can be scanned at an exit or pay-on-foot kiosk after the original ticket. The validated amount will immediately be deducted from the user's balance.
- Validating by Text is a convenient option for users as it eliminates the need for customers to keep track of printed validations and doesn't require validators to log into the portal each time. Validators' phone numbers first need to be added to the Admin Portal in order to gain validation capabilities. Pre-approved validators can send a customer's ticket number to a specific phone number associated with the location. The validator will then receive confirmation that the customer ticket has been validated.

Optional Hardware: Self-Validator Tablet for Jurors

Flash has many garages that service courthouses and we are very familiar with juror parking. We've found that the most common solution is the self-validator system. The self-validator tablet is a simple, walk-up solution that takes just seconds. Our self-validator product uses a Windows Surface tablet configured like a full self-validation kiosk, allowing visitors to validate their tickets without the bulky physical footprint. Often used in lobbies or by front desks, tablets are a convenient and versatile option for guest validation services. Our web-based validation system powered by the Flash platform provides operators and asset owners an intelligent way to validate parking from any connected device.

FlashBeacon

Bluetooth Beacon Technology: All Flash Smart and Mini-Smart Stations come standard with FlashBeacon, our proprietary frictionless Bluetooth beacon technology. This technology differs from the traditional Bluetooth technology available to speakers and mobile ready devices. The Flash Bluetooth beacon transmits a directional signal 8 FT in the direction of a single lane. The technology is designed to target the mobile device of the guest seated in the driver's seat. The beacon works like an AVI scanner in the sense that it pulses a signal in the entrance or exit lane of the garage. It is constantly searching for the credentials of a tenant to grant access. This process works like a traditional AVI windshield tag, but instead uses a mobile device. The parker would just need to download the ParkWhiz app to gain access to the garage via Bluetooth. It's that simple.





Google/Apple/Waze

Flash enables parking reservations with Apple, Waze and Google maps as an optional service. All Flash locations that have "turned on" reservations are surfaced in the apps and customers can book parking BEFORE they begin their journey downtown. For our institutional clients, this is a powerful benefit that encourages visitors to find parking off-street so they can experience a hassle-free visit without worrying where they will find parking upon arrival or whether or not they will get a citation if they stay longer than anticipated.

Monthly Parking

Simplified Access is Within Reach

The Flash system features many ways for monthly parkers to access the facility. Nothing is more frustrating than forgetting your monthly parker/RFID badge in a different purse, car, or pair of jeans. No problem. All of these access methods are interchangeable – you can use one method to enter and another to exit and the system tracks the usage without affecting passback protections.

- Option 1: Proximity Card

The simplest option, monthly parkers pull up to the kiosk, scan their proximity card to the integrated reader at entry and exit.

- Option 2: Designated Access Code

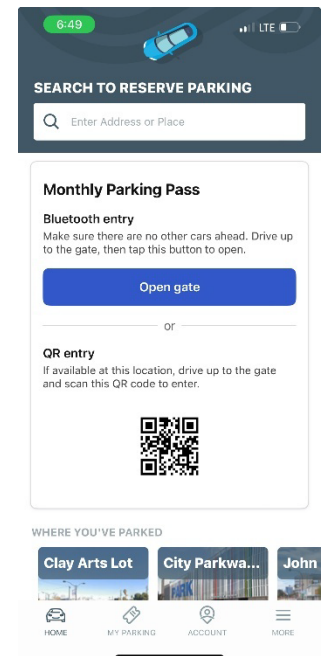
Every monthly parker account is assigned a designated access code. In the event you forget your credential, press "Other Access Options" on the parking kiosk screen, then press "I have an Access Code." Then simply enter your designated access code upon entry and exit to open the gate.

- Option 3: Interactive Voice Recognition (IVR)

Forget both your badge and access PIN code? No, problem. Simply push the "Other Access Options" button followed by the "I have a Monthly Parking Account" button. Call the phone number and input an access code displayed on the kiosk screen. The parking system will recognize your cell phone number and grant you access to the garage. Repeat same steps upon exit.

- Option 4: Bluetooth + Back-up Barcode

If you're already utilizing FLASH's Bluetooth access option, you can pull up the Flash app and scan the back-up barcode (located on the "Enter Garage" screen to gain access upon entry and exit) on the kiosk's barcode scanner.



Intercoms

Our equipment comes standard with VOIP intercoms that can dial any phone number with a roll over option. You can also program each kiosk to call different numbers based on a preprogrammed schedule. Our system will allow the operator to speak to the customer and raise a gate if needed. We also have a deep integration with Parker Technology which is a parking-specific answering service that can communicate with your customers using 2 way video, and perform a variety of other functions if you don't have the resources to handle an intercom yourself.



eReservations

Our eReservations platform, ParkWhiz, is fully integrated with the Flash system as well as many third party enforcement systems.

eReservations are becoming more and more popular and can be used in event parking settings for one-off events like festivals or permanent event venues like performing arts centers, convention and sports venues. It also works for everyday use, once customers know they can book parking in advance, they will use the feature for both events and if they are just coming downtown for dinner/drinks, shopping etc. You don't need an app to book parking and we can provide collateral for social media or venue websites that is specific to a day or venue. The image below is embedded in the Pasadena convention center's website and clicking on an event will open a customized map which only shows facilities and pricing available for the chosen event. It can include both city facilities and private facilities to maximize parking options if desired.



Digital Ticket Checkout

With Digital Ticket Checkout, you can realize almost all of the benefits of a Pay On Foot machine without any capital cost. Customers can text the number printed on the ticket they pull at entry or scan the QR code on sign Flash will provide. Customers will receive a link to a mobile website to initiate a digital transaction and they can complete payment right from their phone with credit card, Apple or Google pay. They can even apply validations.



SECTION B. COMPANY PERSONNEL QUALIFICATIONS

B.1) IF SELECTED, IDENTIFY THE TEAM THAT WOULD BE ASSIGNED TO WEBB COUNTY THROUGHOUT THE TERM OF THESE AWARDED SERVICES.

Flash Resources Are Here To Help Your Team Win

Flash emphasizes the importance of local branch support for our customers. This team is comprised of your Regional Sales Manager, Project Managers and Field Technicians, all led by the General Manager and Area Vice President.

The Local Branch Team in collaboration with the Government / Airport / University / Healthcare Projects team work in collaboration to meet your consultation, installation, and training needs, with the additional support of our installation subcontractors as needed. Our professional installation team has the capacity and the experience to undertake this project, should we be awarded.

Experts in the Municipal Market



For this contract, the primary contact would be Brandy Stanley, VP State & Local Market Development.

Brandy has spent over 30 years managing parking operations in both private and public sides of the parking industry throughout the United States. Prior to joining Flash, Brandy was responsible for the City of Las Vegas' parking operations. There she spent over 10 years building a world class organization that is rooted in customer service, use of technology to improve the parking experience, and creating new parking inventory to support economic growth. Prior to her tenure at the City of Las Vegas, she headed parking operations for the City of Manchester, NH, was a regional manager for SP+ Corporation and worked for other operators after getting her start in the parking industry as a valet during college.

Global Platform. Local Focus.

Our locally-focused branch structure is designed to transform and elevate your customer experience.



Jason Miller, General Manager

Jason has 25 years of progressive leadership experience in the parking, hospitality, and project management industries. He joined Flash in 2020, after serving as Director of Operations - Hospitality for 4 years at LAZ, Director of Operations for close to 3 years at Ace Parking, and in account management roles for 10 years at Towne Park.

He excels in hotel parking operations and business analysis, implementing strategic solutions, and increasing overall profits and service levels. Jason is known for his ability to maintain continuous process improvement at existing locations, for developing client and tenant relationships, and for providing second tier customer and client support.



Ryan McLain, Regional Sales Manager

Ryan McLain is an accomplished Sales Manager with over 15 years of experience in the parking industry, known for driving growth, building strong client relationships, and leading high-performing teams to exceed revenue goals. As a Regional Sales Manager at FLASH, Ryan has successfully developed strategic partnerships, and consistently delivered innovative solutions tailored to client needs. His deep industry expertise and technical knowledge enable him to provide consultative value, while his leadership fosters a collaborative and results-driven team culture. A CPP-certified professional, Ryan combines strategic vision, operational insight, and a passion for customer success to drive market expansion and long-term client loyalty. He looks forward to leveraging his expertise to deliver outstanding results and help organizations achieve their growth objectives.



Wayne Johnson, Sr. Project Manager

Wayne is a highly accomplished Project Management Professional with 19 years of comprehensive experience, demonstrating a proven ability to lead and deliver complex projects from inception to successful completion. His background includes a valuable tenure of over 5 years at Flash, where he has consistently exceeded expectations in managing a high volume and variety of projects.

Wayne's qualifications are underscored by both PMP (Project Management Professional) and OSHA 30 certifications, reflecting a commitment to industry best practices and safety standards. During his time at Flash, Wayne has expertly managed over 200 distinct initiatives, showcasing a strong aptitude for organization, strategic planning, risk management, and stakeholder communication. His project portfolio encompasses a wide spectrum of industries and client types, including significant engagements in healthcare facilities, large-scale airport infrastructure, municipal projects, hospitality sector developments (hotels), and university/corporate campuses. His portfolio includes notable airports such as Wicomico Airport, Sawyer Airport, and Greater Binghamton Airport.

Wayne's contributions at Flash highlight his capacity to effectively manage resources, timelines, and budgets while consistently delivering high-quality outcomes for clients across various demanding environments. Prior to his role at Flash, Wayne's experience at AT&T honed his project management skills in a complex and fast-paced technological landscape, providing a robust foundation for his subsequent successes.



Rainer Spieth, Field Operation Technician

Rainer brings a wealth of knowledge and practical expertise as a Technical Supervisor, demonstrating a consistent track record of effectively leading technical teams and resolving complex challenges across diverse industries. Prior to joining Flash, his professional journey includes notable tenures at leading organizations such as HUB Parking, where he honed his skills in the demanding parking management sector. Prior to his contributions to the parking industry, Spieth gained valuable experience at Avionics Services International, indicating a versatility in tackling intricate technical issues within a sophisticated technological environment.

Spieth possesses strong technical troubleshooting and project management skills, ensuring timely project completion. His excellent communication and interpersonal abilities facilitate effective client collaboration and understanding of their needs. Holding technical degrees from Werner-Siemens Technical College in Stuttgart, he has a solid technical foundation. Fluent in German and English, Rainer effectively engages with international colleagues and clients.

He brings significant experience in parking systems, particularly in busy settings like airports and urban areas. His extensive work throughout South Central Texas has given him direct knowledge of the specific operational needs and challenges of these varied environments. Combining this regional understanding with a strong technical foundation and leadership skills makes Rainer Spieth a highly qualified and valuable candidate for any technical supervisory position.



Kahn Lopez - Regional Field Service Manager for the Central Region

Kahn embarked on his career in the parking sector during his teenage years, laying an early foundation in the industry. Prior to joining Flash, he garnered valuable experience in the natural gas and telecommunications industries. His diverse roles within these sectors, spanning from technician responsibilities to corporate management positions, cultivated a meticulous attention to detail in his professional approach.

Across his career trajectory, Kahn has cultivated a deep understanding of and respect for the critical importance of safety protocols and organizational policies. Joining Flash more than five years ago, Kahn initially served as a Field Commissioner, where he began to make significant contributions. Demonstrating his adaptability and technical acumen, he later transitioned to a Field Technician role. Recognizing his leadership potential and practical insights, Kahn played a crucial part in the development and subsequent expansion of Flash's field technician team across the nation. In his present capacity, Kahn leverages his extensive expertise to effectively lead and mentor teams comprising between four and ten technicians, ensuring operational efficiency and high standards of service delivery.

Kahn has been instrumental in the successful execution of several noteworthy projects for Flash Parking, including:

- **City of Austin (Multiple Garages):** This extensive engagement involved work across numerous parking facilities within Austin, showcasing Kahn's ability to manage complex, multi-site deployments.
- **Port of NOLA (A Very High-Traffic Location):** Contributing to the operational infrastructure of the Port of New Orleans, a location characterized by significant vehicular and pedestrian traffic, highlights Kahn's experience in demanding environments.
- **River South (Recognized as the "Smartest Building" in Austin):** Involvement with the River South project, an acclaimed intelligent building in Austin, underscores Kahn's capacity to work with cutting-edge technologies and sophisticated parking solutions.



B.2) LIST INDIVIDUAL RESUMES WITH TITLE, EDUCATIONAL BACKGROUND AND EXPERIENCE OF EACH STAFF MEMBER THAT WOULD BE ASSIGNED TO THIS PROJECT.

Please see the attached resumes for the following:

- Brandy Stanley, VP State & Local Market Development.
- Jason Miller, General Manager
- Ryan McLain, Regional Sales Manager
- Wayne Johnson, Sr. Project Manager
- Rainer Spieth, Field Operation Technician
- Kahn Lopez - Regional Field Service Manager for the Central Region



Brandy Stanley, MBA, CAPP

VP, State & Local Market Development Las Vegas, Nevada, United States

Summary

31 years in the industry managing virtually every type of parking operation in both public / private settings.

Specialties: Technology assessment, program and policy design and implementation, operations management.

Experience

FLASH

VP, State & Local Market Development January 2023 - Present | Austin, TX

City of Las Vegas

Parking Services Manager

May 2011 - January 2023

Responsible for all financial management, operations, policy recommendations, technology purchases/installations and communications with regards to on and off-street parking assets.

City of Manchester, New Hampshire

Parking Manager

October 2006 - May 2011

Responsible for all finance, operations, management, policy and technology purchase/implementation for the city's on and off-street parking assets.

Standard Parking

Regional Manager

November 1999 - October 2006

Responsible for operations, budgeting, project management / over 100 employees in the Richmond, VA market.

Education

Texas McCombs School of Business

MBA, Business Administration · (2001 - 2004)

University of Washington

BA, Business Administration · (1993 - 1996)

Lakeside School

· (1986 - 1991)

Jason B. Miller, CPP, PMP, Cvent Certified

General Manager Austin & Kansas City Austin, Texas, United States

Experience

Flash

- General Manager | July 2023 - Present | Austin, Texas, United States
- Implementation Manager | February 2022 - July 2023 | Austin, Texas, United States
- Senior Project Manager | July 2020 - February 2022 | Austin, Texas, United States

Jewell Global Meetings & Conferences

Chief Financial Officer

January 2018 - Present

Austin, Texas, United States

LAZ Parking

Director of Operations, Hospitality June 2016 - July 2020

Dallas, Texas

Ace Parking

Director of Operations

June 2013 - March 2016

Dallas, Texas

Towne Park

- Account Manager at Sheraton Dallas | October 2008 - June 2013 | Dallas/Fort Worth Area
- Account Manager at Magnolia Hotel | 2007 - 2008
- Account Manager at Seelbach Hilton Louisville | 2001 - 2006

Special Event Services Manager

2001 - 2006

Louisville, Kentucky Area

Education

Dallas College

Associate of Science - AS, Cyber/Computer Forensics and Counterterrorism · (2020 - 2023)

Liberty University

Computer and Information Sciences and Support Services · (2020 - 2020)

University of Louisville

Music and Psychology

Ryan McLain, CPP

Regional Sales Manager Houston, Texas, United States

Experience

Flash

3 years 4 months

Regional Sales Manager February 2025 - Present | Houston, Texas, United States

Project Manager

April 2022 - February 2025

LAZ Parking

5 years 1 month

Area Manager

April 2021 - April 2022 | Houston, Texas, United States

Director Of Operations

May 2017 - March 2021

Director Of Operations

April 2017 - April 2020 | Chicago, Illinois, United States

VALET DESCARTES INCORPORATED

General Manager

February 2012 - April 2017 | Chicago, Illinois, United States

Epic Records

Guitar, keys, vocals - The white Tie Affair December 2007 - December 2012

Wayne Johnson

Project Manager

Experience:

FlashParking | Project Manager 2 - Strategic Projects Team

8/2019- Current

Austin, TX.

- Responsible for planning and overseeing projects to ensure they are completed in a timely fashion, and within budget. Always trying to obtain the highest profit margins.
- Plan and designate project resources.
- Monitor progress.
- Keep management informed the entire way.
- Coordination and completion of projects within scope.
- Oversee all aspects of the project.
- Set deadlines, assign responsibilities, and summarize progress of the project.
- Work directly with clients to ensure deliverables fall within the applicable scope and timeframe.
- Extensive knowledge of working on new construction and retrofit projects.
- Experienced in working with union labor.
- Worked on numerous strike teams to implement processes and procedures.
- Ability to maintain a high volume workload.
- Successfully project managed the largest Flash project (UPMC).
- Assisted in scoping of projects pre and post sale.
- Obtained my PMP certification.
- Obtained OSHA 30 certification.

AT&T

Manager Network Operations (IEFS) | 4/2015-6/2019

Austin, TX.

Manager Network Operations (Central office) | 5/2013-3/2015

Southeastern, WI.

Telecommunications Specialist/ Power Maintenance Technician | 4/2009–5/2013

Milwaukee, WI

Telecommunications Specialist/ Central Office Technician | 7/2007-4/2009

Southeastern WI.

Telecommunications Specialist/ Siemens Technology Center (NOC) | 4/2001-7/2007

Milwaukee, WI

Krones Inc.

Industrial electrician, Sales, Technical Support, Customer Liaison

3/1992-4/2001

Franklin, WI.

Education:

U.S. Army Engineer School (power generation, electrical, and electronics) 1988. Fort Belvoir, VA.
Harvard online leadership courses.

- Developing Employees
- Delegating
- Performance Appraisal
- Team Creation
- Coaching
- Diversity
- Team Management
- Difficult Interactions
- Stress Management
- Leading People
- Feedback Essentials
- Presentation Skills
- Performance Measurement
- Decision Making
- Time Management

Skills and AT&T systems profile:

User of Microsoft Office, Excel, Word, Outlook, APEX, PICSWEB, Leader lead courses, multiple Harvard leadership courses taken.

Professional Certifications:

Galaxy controller systems, Ericson controller systems, Peco inverters, Power generation diploma, Manager Six Sigma White belt trained, Manager Gold Trained, PMP certification, & OSHA 30 certification.

Associations:

United Way of Wisconsin

- Benefits broken families charities throughout the state of Wisconsin.

Rainer Spieth

Sr FOT FlashParking Comfort, Texas, United States

Experience

FLASH

FOT Flash Parking

May 2022 - Present

HUB Parking Technology

10 years 1 month

Technical Supervisor

September 2017 - May 2022

San Antonio, Texas, United States

FOT

May 2012 - September 2017

San Antonio, Texas, United States

Avionics Services Intl.

General Manager

September 2006 - May 2012

Kerrville, Texas, United States

Education

Werner-von-Siemens-Schule Stuttgart Telecommunications Technician, Electrical and Electronics Engineering · (September 1992)

Kahn Lopez

Central Region Field Operations Manager at Flash Austin, Texas Metropolitan Area

Awarded

Service Excellence

Award Q3 2018 at AT&T.

Experience

FLASH

- Field Operations Manager | April 2022 - Present
- Field Commissioner | March 2020 - April 2022

AT&T

Integrated Solutions Expert | March 2018 - March 2020
Premise Technician | May 2013 - March 2018

- Complete proactive customer good will generating loyalty from customers and increased revenue.
- Successfully satisfy client base by effectively educating potential customers on the benefits of existing and additional AT&T services.
- Awarded Q3 Service Excellence Award, for providing exceptional customer service and noteworthy account management
- Acquire new customers while maintaining and managing existing accounts.

Texas Gas Service | Service Technician/Emergency Maintenance
2007 - June 2012 (5 years)

- Updated management regularly on progress of all operations pertinent to my position.
- Pinpoint natural gas leaks; took necessary measures to repair leakage.
- Maintained natural gas lines; contained and live.
- Responsible for maintaining company vehicles and equipment. Level of maintenance and service consistently above and beyond company standards. Able to effectively manage customer accounts. Obligated to activate and deactivate clients' gas service with visual inspection of appliances; while maintaining consistent high levels of customer satisfaction.
- Executed special emergency projects i.e. Steiner Ranch Wild Fire 2011.

Hangin' With Kahn | Owner / Installer
October 2005 - January 2007

Contracted to interior design companies to stage model homes, hang valuable art, setup household.
Drove overall company revenue by providing on time project completion and superlative customer service

Education

Mcneil High School

B.3) THE OFFEROR MUST BRIEFLY STATE WHY IT BELIEVES ITS PROPOSAL BEST MEETS THE COUNTY'S NEEDS AND RFP REQUIREMENTS, AND THE OFFEROR ALSO MUST CONCISELY DESCRIBE ANY ADDITIONAL FEATURES, ASPECTS, OR ADVANTAGES OF ITS EXPERIENCE IN ANY RELEVANT AREA NOT COVERED ELSEWHERE IN THIS RFP.

We have completed an in-depth review of the County's rfp documents and have summarized our understanding of the key requirements below. In addition, we have provided a summary of how the Flash solution addresses the County's needs.

Proposed Options & Why Flash best meets the County's needs:

Our base proposal includes Flash PARCS as your primary PARCS equipment with:

- Full smart station kiosks with:
 - Access card readers (RFID)
 - Touch screens for ease of use
 - Native intercoms with 2 way audio
 - **Optional** Flash Care kit (Includes replacement components for simple self service)
 - Custom branding is **optional** for an additional cost (Wraps)
 - 1 box of Proximity cards for monthly parkers is **optional** for an additional cost
- Barrier gates with:
 - 12' straight gate arms
 - Arming/ safety loops
- Robust software with:
 - Multiple validation options for jurors
 - Programmable rate structures which can accommodate the need for 30 minutes of free parking without a validation requirement
 - Digital Ticket Checkout which allows customers to use Apple/Google/Samsung to pay for parking digitally
 - Ongoing PCI compliance and automatic software upgrades
- Maintenance designed for remote locations:
 - **Optional** care kit to have onsite spare parts
 - USB plug and play components
 - Knowledge base containing uTube videos for troubleshooting and replacing every component
 - 24/7 remote support
 - Factory located in Austin, TX
 - Technicians located in Austin and Houston
- Experienced installation team
 - Based in TX
 - Same team that installed our system in Eagle Pass



SECTION C. PRICE PROPOSAL

C.1) REFER TO SECTION FIVE (5) SCOPE OF SERVICES. FAILURE TO SUBMIT A PRICE PROPOSAL WILL DISQUALIFY OFFEROR.

Understood.

C.2) OFFERORS WILL BE ACCORDED FAIR AND EQUAL TREATMENT WITH RESPECT TO ANY OPPORTUNITY FOR DISCUSSION AND REVISION OF PROPOSALS, AND REVISIONS MAY BE PERMITTED AFTER SUBMISSION AND BEFORE AWARD FOR THE PURPOSE OF OBTAINING BEST AND FINAL OFFERS.

Understood.



C.3) OFFERORS PRICE PROPOSAL SHOULD AT MINIMUM CONTAIN THE FOLLOWING PRICE BREAKDOWN OR SIMILAR FORMAT:

Our attached price proposal includes the following:

a. Equipment Cost - (\$38,025.00)

Please note that we have proposed magnetic stripe card readers to provide the best cost. Customers can use Apple/Google/Samsung pay when using our digital ticket checkout service, which reduces costs. We have listed EMV readers under optional items on our cost proposal and are happy to add them to the base proposal if desired.

b. Onsite setup fees - (\$5,075.00)

c. Installation/labor Cost - (\$8,400.00)

d. Support in maintenance of product and software – (\$550.00 per month) software costs for a 12 month Term

e. Training fees –

(Online training is included and our commissioner will provide onsite training to maintenance staff during installation)

f. Service plan(s) options - Optional

- A quarterly preventative maintenance plan can be purchased per cost outlined below

Total annual cost - \$5,250.00

g. Shipping fees - (1,000.00)

h. Basic Warranty and extended warranty information – Optional

The PARCS system comes with a 2 year warranty on parts and labor.

An extended warranty can be purchased per the costs outlined below:

- Year 1 – Included
- Year 2 - Included
- Year 3 - \$2,661.75
- Year 4 - \$3,180.00
- Year 5 - \$4,770.00
- Year 6 - \$6,360.00
- Year 7 - \$7,950.00

Optional Items

In our proposal, you will find the following optional items in addition to the service plan and extended warranty listed above:

- EMV smart stations (If desired, the kiosks listed in the base proposal would be removed in favor of EMV kiosks)
- EMV setup fee
- Custom vinyl wraps for the kiosks
- FlashCare kit (Highly recommend for an onsite spare parts stock)





Webb County Parking Lot Q-94139

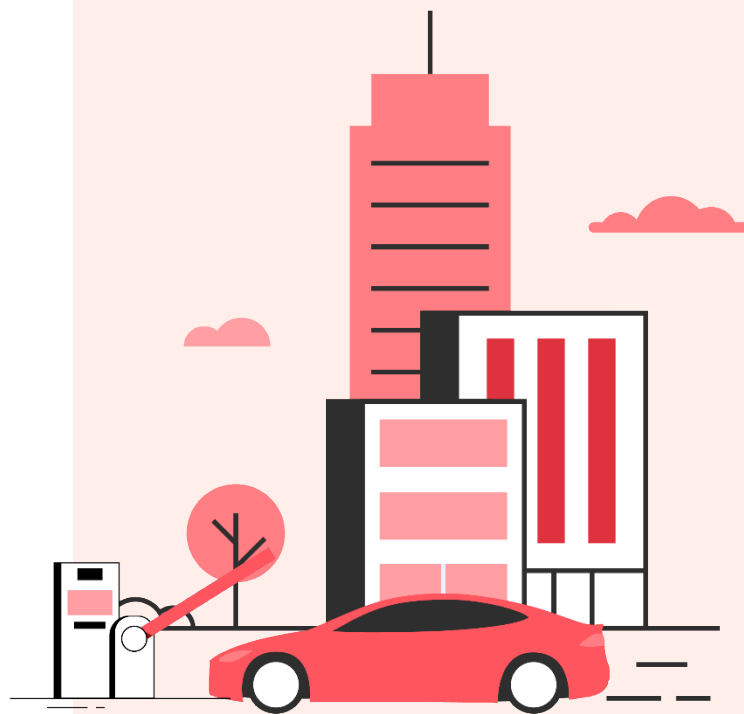
Proposal for:
Webb County Parking Lot
07-13-2025

Facility at:

1110 Washington St
Laredo, TX, 78040
United States

Created By:

Ryan McLain
FlashParking, Inc.
ryan.mclain@flashparking.com



 Quote Summary

Product Type	Monthly Recurring Subtotal	One-time Subtotal
Hardware	\$0.00	\$38,025.00
Software - Term:12 months	\$550.00	\$0.00
Installation	\$0.00	\$9,400.00
Implementation	\$0.00	\$5,075.00
Warranty	\$0.00	\$0.00
Total	\$550.00	\$52,500.00

 Hardware

Product	Qty	Unit Price	Subtotal
Smart Station (RFID+Barcode+MSR)	2.00	\$14,310.00	\$28,620.00
12ft straight Flash gate arm	2.00	\$202.50	\$405.00
Flash Base Gate	2.00	\$3,375.00	\$6,750.00
3X6 ft Loop with 50 ft Lead in SC18-50	4.00	\$0.00	\$0.00
Network Kit	1.00	\$2,250.00	\$2,250.00
Total			\$38,025.00

 Installation

Product	Qty	Unit Price	Subtotal
Gate Installation	2.00	\$0.00	\$0.00
Smart Station Installation	2.00	\$0.00	\$0.00
Shipping and Handling	4.00	\$250.00	\$1,000.00
Total			\$1,000.00

Implementation

Product	Qty	Unit Price	Subtotal
Implementation Fee	2 days	\$0.00	\$0.00
Travel & Expenses	2 days	\$2,125.00	\$2,125.00
Software Suite and Configuration for FULL system-Flash	2 days	\$2,950.00	\$2,950.00
Total			\$5,075.00

Warranty

Product	Qty	Unit Price	Subtotal
PARCS Two Year Standard Warranty	2.00	\$0.00	\$0.00
Total			\$0.00

Software - Term:12 months

Product	Qty	Monthly Cost
Mobile App Module (for managing parking operations)	1.00	Included
FLASH Permit	1.00	Included
Validation Module	1.00	\$150.00
Full System Base Software - Flash	1.00	\$300.00
Digital Ticket Checkout (DTC)	1.00	Included
24/7 Phone and Online Support	1.00	Included
Ongoing PCI compliance + Software Updates and general software patches	1.00	Included
Real-time Reporting Suite	1.00	Included
Full System - Device Software License - Flash	2.00	\$100.00
Managed Network Services with 4G/LTE Back-up	1.00	Included
Total		\$550.00

Custom

Product	Qty	Unit Price	Monthly Recurring Subtotal	One-Time Subtotal
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Lane of Equipment (Cut Loops, Install Gate and Boom, Install Entry, Exit, or Reader, Mortar/Seal Bases and <25' of low voltage wire)				
3/4" EMT, PVC or Flex Conduit and Fittings	1.00	\$8,400.00		\$8,400.00
Estimated Travel				
Estimated Travel for Meals, Hotels, Etc.				
Total			0	\$8,400.00

Optional Items

Product	Qty	Unit Price	Monthly Recurring Subtotal	One-Time Subtotal
Smart Station (RFID+Barcode+EMV)	2.00	\$15,741.00	\$0.00	\$31,482.00
Custom Vinyl Wrap - Smart Station	4.00	\$850.00	\$0.00	\$3,400.00
Flash Care Kit for Touch Screen Kiosk	1.00	\$6,750.00	\$0.00	\$6,750.00
3MILLID RFID Card (Box of 100)	1.00	\$286.00	\$0.00	\$286.00
EMV Gateway Setup	1.00	\$3,000.00	\$0.00	\$3,000.00
Total			\$0.00	\$44,918.00

Lane Details

Facility Level Group

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Network Kit	1.00	\$2,250.00	\$0.00	\$2,250.00
Full System Base Software - Flash	1.00	\$3,600.00	\$300.00	\$0.00
Digital Ticket Checkout (DTC)	1.00	\$0.00	\$0.00	\$0.00
24/7 Phone and Online Support	1.00	\$0.00	\$0.00	\$0.00
Validation Module	1.00	\$1,800.00	\$150.00	\$0.00
Full System - Device Software License - Flash	2.00	\$600.00	\$100.00	\$0.00
Managed Network Services with 4G/LTE Back-up	1.00	\$0.00	\$0.00	\$0.00
Mobile App Module (for managing parking operations)	1.00	\$0.00	\$0.00	\$0.00
Ongoing PCI compliance + Software Updates and general software patches	1.00	\$0.00	\$0.00	\$0.00
Real-time Reporting Suite	1.00	\$0.00	\$0.00	\$0.00
Partner installation and/or Civil Work	1.00	\$8,400.00	\$0.00	\$8,400.00
FLASH Permit	1.00	\$0.00	\$0.00	\$0.00
Implementation Fee	2 days	\$0.00	\$0.00	\$0.00
Travel & Expenses	2 days	\$2,125.00	\$0.00	\$2,125.00
Shipping and Handling	4.00	\$250.00	\$0.00	\$1,000.00
PARCS Two Year Standard Warranty	2.00	\$0.00	\$0.00	\$0.00
Software Suite and Configuration for FULL system-Flash	2 days	\$2,950.00	\$0.00	\$2,950.00
Reservations	1.00	\$0.00	\$0.00	\$0.00
Total			\$550.00	\$16,725.00

Entry

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+MSR)	1.00	\$14,310.00	\$0.00	\$14,310.00

12ft straight Flash gate arm	1.00	\$202.50	\$0.00	\$202.50
Flash Base Gate	1.00	\$3,375.00	\$0.00	\$3,375.00
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	\$0.00	\$0.00	\$0.00
Gate Installation	1.00	\$0.00	\$0.00	\$0.00
Smart Station Installation	1.00	\$0.00	\$0.00	\$0.00
Total			\$0.00	\$17,887.50

Exit Lane

Product	Qty	Unit Price	Monthly Cost	One-time Cost
Smart Station (RFID+Barcode+MSR)	1.00	\$14,310.00	\$0.00	\$14,310.00
Flash Base Gate	1.00	\$3,375.00	\$0.00	\$3,375.00
12ft straight Flash gate arm	1.00	\$202.50	\$0.00	\$202.50
3X6 ft Loop with 50 ft Lead in SC18-50	2.00	\$0.00	\$0.00	\$0.00
Smart Station Installation	1.00	\$0.00	\$0.00	\$0.00
Gate Installation	1.00	\$0.00	\$0.00	\$0.00
Total			\$0.00	\$17,887.50

DISCLAIMERS

CUSTOMER UNDERSTANDS THE PURCHASE AND USE OF ANY PRODUCTS AND SERVICES FROM THE COMPANY ARE SUBJECT TO THE COMPANY'S POLICIES, INCLUDING ITS TERMS, CONDITIONS AND DISCLAIMERS, WHICH CAN BE FOUND AT www.flashparking.com/LEGAL/.

SECTION D. REFERENCES AND PROJECTS

D.1) LIST AT MINIMUM FIVE (5) PRIOR CLIENTS WHERE YOUR COMPANY HAS PROVIDED RELATED SERVICES FOR PUBLIC ENTITIES SIMILAR IN SIZE AND SCOPE. D.2) PROVIDE NAME OF CLIENT, ADDRESS, CLIENT DIRECT CONTACT PERSON NAME AND TITLE, HIS/HER EMAIL ADDRESS AND DIRECT PHONE NUMBER. THIS CONTACT PERSON MUST HAVE DIRECT KNOWLEDGE OF YOUR FIRM’S SERVICES / PERFORMANCE. INCLUDE NAME OF EACH PROJECT AND PROJECT BUDGET AND DATE COMPLETED.

Company Experience

Flash's project team brings extensive experience to the parking industry, having collectively managed, installed, and commissioned tens of thousands of PARCS and valet installations. Below, you will find details on our installation volume, a list of notable customers, references with similar needs, and testimonials from existing partners who have experienced the benefits of Flash PARCS.

450M+

driver touchpoints

16K+

parking locations

1B+

transactions annually

Flash's project team has collectively managed, installed and commissioned tens of thousands of PARCS and valet installations. Each brings a unique and influential perspective to establish a development, installation, implementation and client services plan designed to consider every phase of the project.

Our Implementation Team installs 45-50 new PARCS locations and adds 25-30 new valet locations every month. Utilizing a highly experienced team, being dedicated to customer service, and offering superior products and software enables us to continually scale while maximizing our customer's satisfaction.

Flash PARCS is now running over 3,000 kiosks and is the solution of choice for industry leaders such as the Texas Medical Center (200 lanes installed in 44 days), Denver International Airport where in 22 days, we completed the installation of 144 lanes serving the airport’s nine parking facilities, City of Las Vegas (running Bluetooth for transients and monthlies), T.F. Green Airport (Providence, RI), Bayside Marketplace, American Airlines Arena, and the Port of Miami to name a few. Today, Flash is delivering at enterprise scale counts of 5M+ parkers per month (100K+ w/ our FlashBeacon Bluetooth technology) and is processing over \$1B across 3000+ locations.



What Partners are Saying

TMC

TEXAS
MEDICAL
CENTER

"It's been great. Performance has been excellent, and the technology is modern and flexible. I really value the partnership. At the end of the day, Flash helps our team manage the parking system and make parking a non-event. No stress. No hassle. Just easy."

Zach Eggman, General Manager - LAZ Parking
Texas Medical Center

References

We have identified 5 installations with similar needs and use cases to those of your facilities.

Please contact our references below. We would be happy to provide you with more upon request.

Reference #1

Name of Client: Eagle Pass

Address: 162 S Adams Street, Eagle Pass, TX 78852

Client direct contact person name and title: Laura Sanchez, City Administrator

Email address: lsanchez@eaglepasstx.gov

Direct phone number: 830-773-1111

Name of project: Eagle Pass PARCS

Project budget: \$84.4K

Date completed: 08/2024

Reference #2

Name of Client: Edwards Theatre

Address: 3839 Wesleyan St, Houston, TX 77027

Client direct contact person name and title: Girmachew Deneke / Parking Manager

Email address: gdeneke@metropolis.io

Direct phone number: 281-904-8730

Name of project: Edwards Theatre

Project budget: \$240,000.00

Date completed: 07/2024

Reference #3

Name of Client: Harris County

Address: 2020 McKinney St, Houston, TX 77003

Client direct contact person name and title: Adrian Olivares / Parking Manager

Email address: Adrian.Olivares@harriscountytexas.gov

Direct phone number: 713-992-4168

Name of project: 1019 Congress Garage

Project budget: \$56,000.00

Date completed: 09/2024

Reference #4

Name of Client: Kemah Boardwalk



Address: 215 Kipp Ave, Kemah, TX 77565

Client direct contact person name and title: Brianna Page / Parking Manager

Email address: brianna.page@ldry.com

Direct phone number: 832-657-6338

Name of project: Kemah Boardwalk

Project budget: \$378,000.00

Date completed: 02/2022

Reference #5

Name of Client: Mid Main Garage

Address: 3500 Main St, Houston, TX 77002

Client direct contact person name and title: Whitten Stuckey / Property manager

Email address: whitten@rhsint.com

Direct phone number: 713-419-5301

Name of project: Mid Main Garage

Project budget: \$240,000.00

Date completed: 02/2025



APPENDIX 1 – FORMS

The following forms have been attached:

- Addendum 1
- Signed Checklist for RFP PACKAGE
- Reference Form
- Conflict of Interest Form (CIQ)
- Certification regarding Debarment (Form H2048)
- Certification regarding Federal lobbying (Form 2049)
- Webb County Code of Ethics Affidavit / General Affidavit Purchasing Ethics
- House Bill 89 Form
- Senate Bill 252 Form
- Proof of No Delinquent Tax Owed to Webb County
- Contractor Certification Form / RFP_2025-006_Parking_Access_&_Revenue_Control_Bid_Invitation



Addendum #1



County of Webb

ADDENDUM No. 1 TO THE RFP DOCUMENTS

Addendum Date: June 13, 2025

RFP DOCUMENT NUMBER RFP 2025-006

“Webb County Parking Access and Revenue Control System”

A. This Addendum shall be considered part of the RFP documents for the above-mentioned project as though it had been issued at the same time and shall be incorporated integrally therewith. Where provisions of the following supplementary data differ from those of the original bid documents, this Addendum shall govern and take precedence. **RESPONDENTS MUST SIGN THE ADDENDUM AND SUBMIT IT WITH THEIR BIDS/PROPOSALS.**

B. Respondent are hereby notified that they shall make any necessary adjustments in their estimates as a result of this Addendum. It will be construed that each bidder's proposal is submitted with full knowledge of all modifications and supplemental data specified herein.

Except as described below, the original RFP document remains unchanged. The RFP documents are modified and/or clarified, as follows:

- **The deadline for questions has been extended from June 16 to June 23, 2025 at 5 pm and answers will be posted by June 25, 2025.**
- **The RFP due deadline has been extended from June 30, 2025 to July 14, 2025 at 4 pm.**

**RESPONDENT MUST ACKNOWLEDGE THIS ADDENDUM BY
SIGNING BELOW AND ATTACHING THE SIGNED ADDENDUM TO
THE PROPOSAL FORM(S):**

Company Name FlashParking, Inc.

Contact Person _____
Brandy Stanley, VP State & Local Market Development
702-756-1379 | brandy.stanley@flashparking.com

Signature  Chris Munoz, Area Vice President

Date 7/14/2025

THIS CONCLUDES ADDENDUM NO. 1 IN ITS ENTIRETY.

This Addendum is being transmitted electronically via our E-Bid site @ <https://webbcountyebid.ionwave.net/Login.aspx>. If you have any questions, please direct them to; Juan Guerrero Jr. (956) 523-4149 or email at juguerrero@webbcountytx.gov

Checklist:

THIS FORM MUST BE INCLUDED WITH RFP PACKAGE; PLEASE CHECK OFF EACH ITEM INCLUDED WITH RFP PACKAGE AND SIGN BELOW TO COMPLETE SUBMITTAL / CONFIRMATION OF EACH REQUIRED ITEM. (CHECKLIST)



THIS FORM MUST BE INCLUDED WITH RFP PACKAGE; PLEASE CHECK OFF EACH ITEM INCLUDED WITH RFP PACKAGE AND SIGN BELOW TO COMPLETE SUBMITTAL / CONFIRMATION OF EACH REQUIRED ITEM.

“Webb County Parking Access and Revenue Control System”

- ☒ Reference Form
- ☒ Conflict of Interest Form (CIQ)
- ☒ Certification regarding Debarment (Form H2048)
- ☒ Certification regarding Federal lobbying (Form 2049)
- ☒ Webb County Code of Ethics Affidavit
- ☒ House Bill 89 Form
- ☒ Senate Bill 252 Form
- ☒ Proof of No Delinquent Tax Owed to Webb County
- ☒ Contractor Certification Form



Signature of Person Completing this Package

6/27/2025

Date

Reference Form



References Form

Please list at minimum five (5) local governmental entities where similar scope of services were provided.

THIS FORM MUST BE RETURNED WITH YOUR OFFER.

REFERENCE ONE

Government/Company Name: Edwards Theatre

Address: 3839 Wesleyan St, Houston, TX 77027

Contact Person and Title: Girmachew Deneke -- Parking Manager

Phone: 281-904-8730 Fax: n/a

Email Address: gdeneke@metropolis.io Contract Period: Date completed: 07/2024

Description of Goods / Services Provided: _____

Flash PARCS, Digital ticket check out, cash acceptance

REFERENCE TWO

Government/Company Name: Harris County -- 1019 Congress Garage

Address: 2020 McKinney St, Houston, TX 77003

Contact Person and Title: Adrian Olivares -- Parking Manager

Phone: 713-992-4168 Fax: n/a

Email Address: Adrian.Olivares@harriscountytexas.gov Contract Period: Date completed: 09/2024

Description of Goods / Services Provided: Parkonect PARCS

REFERENCE THREE

Government/Company Name: Kemah Boardwalk

Address: 215 Kipp Ave, Kemah, TX 77565

Contact Person and Title: Brianna Page -- Parking Manager

Phone: 832-657-6338

Fax: n/a

Email Address: brianna.page@ldry.com

Contract Period: Date completed: 02/2022

Description of Goods / Services Provided: Flash PARCS, Enforcement, LPR

REFERENCE Four

Government/Company Name: Eagle Pass

Address: 162 S Adams Street, Eagle Pass, TX 78852

Contact Person and Title: Laura Sanchez, City Administrator

Phone: 830-773-1111

Fax: n/a

Email Address: lsanchez@eaglepasstx.gov

Contract Period: 8-1-24 through 7-31-27

Description of Goods / Services Provided: _____

Flash PARCS, Digital Ticket Checkout, AVI Readers, Reservations

REFERENCE Five

Government/Company Name: Mid Main Garage

Address: 3500 Main St, Houston, TX 77002

Contact Person and Title: Whitten Stuckey -- Property Manager

Phone: 713-419-5301 Fax: n/a

Email Address: whitten@rhsint.com Contract Period: Date completed: 02/2025

Description of Goods / Services Provided: _____

- ****Additional pages are permitted if more space is required****

Space intentionally left Blank

Conflict of Interest Form (CIQ)

Per the instructions on this form, we understand that it must only be filed if we become aware of facts that require the statement to be filed. Since we have no conflicts, our responses on this form would be "N/A" and so we believe that filing this form is not necessary.



CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor doing business with local governmental entity

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

N/A

2 ☐ Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

N/A

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes

☐ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes

☐ No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

N/A

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7

Signature of vendor doing business with the governmental entity

Date

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

- (a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

- (2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

- (i) a contract between the local governmental entity and vendor has been executed; or

- (ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

- (a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

- (a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

- (1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

- (2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.

Certification regarding Debarment (Form H2048)



Texas Department of
Agriculture

Form H2048
January 2008

CERTIFICATION
REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY
EXCLUSION FOR COVERED CONTRACTS

PART A.

Federal Executive Orders 12549 and 12689 require the Texas Department of Agriculture (TDA) to screen each covered potential contractor to determine whether each has a right to obtain a contract in accordance with federal regulations on debarment, suspension, ineligibility, and voluntary exclusion. Each covered contractor must also screen each of its covered subcontractors.

In this certification "contractor" refers to both contractor and subcontractor; "contract" refers to both contract and subcontract.

By signing and submitting this certification the potential contractor accepts the following terms:

1. The certification herein below is a material representation of fact upon which reliance was placed when this contract was entered into. If it is later determined that the potential contractor knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, or the TDA may pursue available remedies, including suspension and/or debarment.
2. The potential contractor will provide immediate written notice to the person to which this certification is submitted if at any time the potential contractor learns that the certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
3. The words "covered contract", "debarred", "suspended", "ineligible", "participant", "person", "principal", "proposal", and "voluntarily excluded", as used in this certification have meanings based upon materials in the Definitions and Coverage sections of federal rules implementing Executive Order 12549. Usage is as defined in the attachment.
4. The potential contractor agrees by submitting this certification that, should the proposed covered contract be entered into, it will not knowingly enter into any subcontract with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, and/or the TDA, as applicable.

Do you have or do you anticipate having subcontractors under this proposed contract?

☒ Yes

☐ No

5. The potential contractor further agrees by submitting this certification that it will include this certification titled "Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion for Covered Contracts" without modification, in all covered subcontracts and in solicitations for all covered subcontracts.
6. A contractor may rely upon a certification of a potential subcontractor that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered contract, unless it knows that the certification is erroneous. A contractor must, at a minimum, obtain certifications from its covered subcontractors upon each subcontract's initiation and upon each renewal.
7. Nothing contained in all the foregoing will be construed to require establishment of a system of records in order to render in good faith the certification required by this certification document. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
8. Except for contracts authorized under paragraph 4 of these terms, if a contractor in a covered contract knowingly enters into a covered subcontract with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, Department of Health and Human Services, United States Department of Agriculture, or other federal department or agency, as applicable, and/or the TDA may pursue available remedies, including suspension and/or debarment.

PART B. CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION FOR COVERED CONTRACTS

Indicate in the appropriate box which statement applies to the covered potential contractor:

- ☒ The potential contractor certifies, by submission of this certification, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this contract by any federal department or agency or by the State of Texas.
- ☐ The potential contractor is unable to certify to one or more of the terms in this certification. In this instance, the potential contractor must attach an explanation for each of the above terms to which he is unable to make certification. Attach the explanation(s) to this certification.

Name of Contractor	Vendor ID No. or Social Security No.	Program No.
FlashParking, Inc.	Federal ID: 45-1867889	



Signature of Authorized Representative

6/27/2025

Date

Chris Munoz

Printed/Typed Name and Title of
Authorized Representative

Certification regarding Federal lobbying (Form 2049)



Texas Department of
Agriculture

Form H2049
January 2008

CERTIFICATION REGARDING FEDERAL LOBBYING
(Certification for Contracts, Grants, Loans, and Cooperative Agreements)

PART A. PREAMBLE

Federal legislation, Section 319 of Public Law 101-121 generally prohibits entities from using federally appropriated funds to lobby the executive or legislative branches of the federal government. Section 319 specifically requires disclosure of certain lobbying activities. A federal government-wide rule, "New Restrictions on Lobbying", published in the Federal Register, February 26, 1990, requires certification and disclosure in specific instances.

PART B. CERTIFICATION

This certification applies only to the instant federal action for which the certification is being obtained and is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No federally appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, or the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
2. If any funds other than federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with these federally funded contract, subcontract, subgrant, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions. (If needed, contact the Texas Department of Agriculture to obtain a copy of Standard Form-LLL.)

3. The undersigned shall require that the language of this certification be included in the award documents for all covered subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all covered subrecipients will certify and disclose accordingly.

Do you have or do you anticipate having covered subawards under this transaction?

☒ Yes

☐ No

Name of Contractor/Potential Contractor	Vendor ID No. or Social Security No.	Program No.
FlashParking, Inc.	Federal ID: 45-1867889	

Name of Authorized Representative	Title
Chris Munoz	AVP



Authorized Representative

6/27/2025

Date

Webb County Code of Ethics Affidavit



**WEBB COUNTY PURCHASING DEPT.
QUALIFIED PARTICIPATING VENDOR CODE OF ETHICS
AFFIDAVIT FORM**

STATE OF TEXAS *

KNOW ALL MEN BY THESE PRESENTS:

COUNTY OF WEBB *

BEFORE ME the undersigned Notary Public, appeared Christopher D'Antuono the herein-named "Affiant", who is a resident of Travis County, State of Texas, and upon his/her respective oath, either individually and/or behalf of their respective company/entity, do hereby state that I have personal knowledge of the following facts, statements, matters, and/or other matters set forth herein are true and correct to the best of my knowledge.

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby confirm that I have reviewed and agree to fully comply with all the terms, duties, ethical policy obligations and/or conditions as required to be a qualified participating vendor with Webb County, Texas as set forth in the Webb County Purchasing Code of Ethics Policy posted at the following address: <http://www.webbcountytexas.gov/PurchasingAgent/PurchasingEthicsPolicy.pdf>

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby further acknowledge, agree and understand that as a participating vendor with Webb County, Texas on any active solicitation/proposal/qualification that I and/or my company/entity failure to comply with the Code of Ethics policy may result in my and/or my company/entity disqualification, debarment or make void my contract awarded to me, my company/entity by Webb County. I agree to communicate with the Purchasing Agent or his designees should I have questions or concerns regarding this policy to ensure full compliance by contacting the Webb County Purchasing Dept. via telephone at (956) 523-4125 or e-mail to the Webb County Purchasing Agent to joel@webbcountytexas.gov.

Executed and dated this 27 day of June, 2025.


Signature of Affiant

Christopher D'Antuono
Printed Name of Affiant/Company/Entity



SWORN to and subscribed before me, this 27 day of June, 2025


NOTARY PUBLIC, STATE OF TEXAS



Offeror: Complete & Return this Form with Response Submission.

House Bill 89 Verification

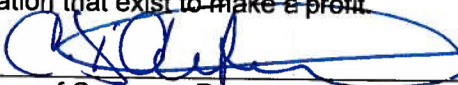
I, Christopher D'Antuono, the undersigned representative of (company or business name) Flash Park, Inc. (heretofore referred to as company) being an adult over the age of eighteen (18) years of age, after being duly sworn by the undersigned notary, do hereby depose and verify under oath that the company named above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2270:

1. Does not boycott Israel currently; and
2. Will not boycott Israel during the term of the contract.

Pursuant to Section 2270.001, Texas Government Code:

1. "Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made ordinary business purposes; and

2. "Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or an limited liability company, including a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate of those entities or business association that exist to make a profit.



Signature of Company Representative

6/27/25

Date

On this 27 day of June, 2025, personally appeared

Christopher D'Antuono, the above named person, who after by me being duly sworn, did swear and confirm that the above is true and correct.

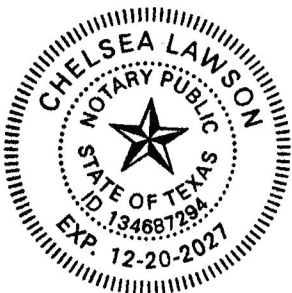
Notary Seal



Notary Signature

6/17/28

Date





Offeror: Complete & Return this Form with Response Submission.
Senate Bill 252 Certification

SB 252 CHAPTER 2252 CERTIFICATION I, Chris Munoz, the undersigned representative of FlashParking, Inc. (Company or business name) being an adult over the age of eighteen (18) years of age, pursuant to Texas Government Code, Chapter 2252, Section 2252.152 and Section 2252.153, certify that the company named above is not listed on the website of the Comptroller of the State of Texas concerning the listing of companies that are identified under Section 806.051, Section 807.051 or Section 2253.153. I further certify that should the above-named company enter into a contract that is on said listing of companies on the website of the Comptroller of the State of Texas which do business with Iran, Sudan or any Foreign Terrorist Organization, I will immediately notify Mr. Jose Angel Lopez III, Webb County Purchasing Agent at (956) 523-4125 or via email at joel@webbcountytexas.gov

Chris Munoz Name of Company Representative (Print)

 Signature of Company Representative

6/27/2025 Date

Proof of No Delinquent Tax Owed to Webb County

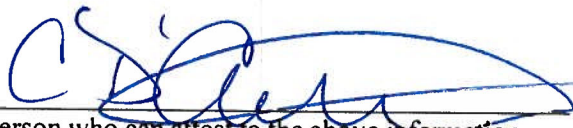


PROOF OF NO DELINQUENT TAXES OWED TO WEBB COUNTY

Name N/A owes no delinquent property taxes to Webb County.

Flash Parking, Inc. owes no property taxes as a business in Webb County.
(Business Name)

N/A owes no property taxes as a resident of Webb County.
(Business Owner)


Person who can attest to the above information

*** SIGNED NOTORIZED DOCUMENT AND PROOF OF NO DELINQUENT TAXES TO WEBB COUNTY.**

The State of Texas
County of Webb

Before me, a Notary Public, on this day personally appeared Christopher D'Antuono, know to me (or proved to me on the oath of _____) to be the person whose name is subscribed to the forgoing instrument and acknowledged to me that he executed the same for the purpose and consideration therein expressed.

Given under my hand and seal of office this 27 day of June 2025

Notary Public, State of Texas

Chelsea Lawson

My commission expires the 20 day of December 2027

(Print name of Notary Public here)



Contractor Certification Form





RFP 2025-006 Parking Access & Revenue Control

Issue Date: 6/9/2025

Questions Deadline: 6/16/2025 05:00 PM (CT)

Response Deadline: 6/30/2025 04:00 PM (CT)

Contact Information

Contact: Mr. Juan Guerrero Contract Administrator

Address: 1110 Washington St.

Suite 101

Laredo, TX 78040

Phone: (956) 523-4149

Email: juguerrero@webbcountytx.gov

Event Information

Number:	RFP 2025-006 Parking Access & Revenue Control
Title:	
Type:	Request For Proposal
Issue Date:	6/9/2025
Question Deadline:	6/16/2025 05:00 PM (CT)
Response Deadline:	6/30/2025 04:00 PM (CT)
Notes:	*Download All Attachments* Please upload your response documents in the "Response Attachments" tab before completing your submission.

Bid Activities

Pre-Proposal Meeting

6/16/2025 10:00:00 AM (CT)

A Pre-Proposal meeting will be held on June 16th, 2025 at 10 am (CT) at the Webb County Purchasing Department located on 1110 Washington St., Ste. 101, Laredo, TX 78040.

Bid Attachments

RFP 2025-006 Webb County Parking Access and Revenue Control System.pdf	Download
RFP 2025-006	
General Affidavit Purchasing Ethics.pdf	Download
Affidavit	
Additional Forms.pdf	Download
Additional Forms	
Webb County Parking Lot on Washington and Salinas Street Laredo Texas (003).jpg	Download
Ariel View	

Supplier Information

Company Name: FlashParking, Inc.

Contact Name: Brandy Stanley, Vice President of State and Local Market

Address: 2500 Bee Caves Rd, Building III, Suite 400

Austin, TX 78746

Phone: (702) 756-1379

Fax: N/A

Email: brandy.stanley@flashparking.com

Supplier Notes

Brandy Stanley, the Vice President of State and Local Market, is the main point of contact for this project; however, Chris Munoz, Flash's Area Vice President for Laredo, is authorized to sign forms per the Authorized Signatory Certificate signed by the Corporate Secretary and included in this RFP response.

By submitting your response, you certify that you are authorized to represent and bind your company.

Chris Munoz

Print Name



Signature

APPENDIX 2 – MINIMUM SPECIFICATIONS – FROM RFP PAGE 14

2.A. PROPOSAL MUST PROVIDE OPTIONS FOR CUSTOM BRANDING OF THE KIOSKS AS WELL AS A VALIDATION SOLUTION AND PASSES AS AN OPTION TO THE COUNTY TO MANAGE THE PARKING SYSTEM. THE COMPANY MUST PROVIDE ACCESS TO MONTHLY REPORTS OF THE SYSTEM AND WILL BE ABLE TO GUARANTEE QUICK RESPONSE TO ANY MALFUNCTION OF THE PARKING SYSTEM.

Branded Wraps

Please see Section A.8 for samples.

Validations

Flash has an array of validation options that will accommodate any scenario for a multitude of events going on at any given time.

Please see Appendix 3 "Proposed Solution" for more details.

Monthly Reports

Over 200 standard reports are available in the administrative portal with on-demand and scheduled reporting capabilities. Our open API architecture can push data directly to Business Intelligence dashboards for ease-of-use and powerful analytics. Using data to make strategic business decisions will boost efficiency and revenue.

Our reporting options are described further in Appendix 3 "Proposed Solution".

Service and Response to Malfunctions

See Appendix 2.c. for details on warranty, maintenance and service options.

2.B. THE PROPOSAL MUST PROVIDE A STANDARD AND EXTENDED WARRANTY PACKAGE IN THEIR PROPOSAL.

Options for both standard and extended warranty have been included in our quote.



Approach to Service:

Flash equipment is always on-line, with the cloud software pinging each unit every 15 seconds for a heartbeat. If a part does malfunction, the system immediately emails a notification to your on-site designated staff member(s) so that they replace the impacted part with the spare included in your onsite FlashCare kit. This process typically takes minutes utilizing only a screwdriver. Warranty replacement will then be provided through a return material authorization (RMA) where you simply send the failed part to Flash for a new part to be sent to you to restock.

Warranty Service

Flash projects are supported by our national network of locally-focused branch offices with embedded in-market technicians designed to transform and elevate your customer experience. At Flash, there is no need to talk to a distributor that must communicate with the manufacturer. The owner/operator will have direct 24/7 access to Flash's Support Line. If resolution cannot be achieved remotely, Flash will dispatch a technician to be onsite within the agreed upon response time.

Self-Service with Remote Support

Based on our reliable track record, Self-Service is extremely effective. It has the advantages of providing fast resolution times (no more waiting on a service technician for days or weeks) as well as slashing the cost of expensive support and maintenance contracts.

Your proposal includes:

- Two (2) years warranty for parts, leveraging the supported self-service model above
- A FlashCare spare parts kit to be kept onsite
- Full training for your staff on how to service the onsite equipment
- A full library of "how to" videos that demonstrate accessing and replacing key components
- 24/7 access to the Flash Support Line
- The ability to escalate any call directly to a Level 2 Engineer

Local Branch Technician Support - Fee Per Incident

For non-warranty repairs, Flash will provide support with our national network of locally-focused branch offices with embedded in-market technicians. Fees are charged on a per incident basis according to the following schedule for your geographic area, noting there is an additional per mile price in excess of 60 total miles of \$1.00 per mile to and from the location as Laredo is a remote city – therefore response times for on-site support may be longer than usual.

	Mon-Fri (8-4PM)	Mon-Fri (all day Sat) 4- 8PM	Sundays and Holidays
Base hourly rate	\$199.00	\$299.00	\$400.00
1 HR (incl trip fee)	\$324.00	\$424.00	\$525.00
2 HRS	\$523.00	\$722.00	\$925.00

Inventory & Lead Times

Flash has established parking's only "zero lead-time" approach to ensure parking installations maintain the highest uptime in the industry.

All machines are assembled in the US to avoid long distance transportation to get finished product to our clients. Kiosks leverage a simple and accessible construction designed to be maintained by on-site support staff, therefore alleviating expensive service calls that involve extended travel or lead times. All kiosks are modular, meaning any part can be replaced within minutes and utilizing only a screwdriver.

Flash provides an (optional) inventory of potential replacement parts ahead of time to allow clients to immediately address any issue rather than wait on lead times. Should a component fail, the operator simply accesses the appropriate part from the FlashCare maintenance kit for a quick and intuitive installation without delay. The parking staff then sends the defective part back to Flash to receive

a replacement for kit replenishment. This approach eliminates time waiting for a service technician to arrive through traffic or working with service level agreements that only provide next business day support.

In the event that a kiosk is damaged beyond repair, Flash can overnight a full kiosk to you from our factory in Austin, TX.

Software Patches and Upgrades

Flash's cloud-born platform means that there are no on-site servers to maintain. Adopting a cloud-born approach to your operations allows you to shift the burden of upkeep, maintenance, and compliance of the system to us, leaving you to focus on your core competencies.

Our equipment is always on-line, with multi-tenant redundancy that ensures zero disruption from any backend updates or system maintenance. Never again will you be asked for a time to take your lanes down for a technician to install a software patch. Flash handles all software and operating system needs on your behalf, seamlessly and without disruption, at no additional cost.

Additional advantages of the Flash cloud include continuous monitoring and virtual troubleshooting. Our system pings each unit every 15 seconds for a heartbeat, which means we know almost immediately if anything ever malfunctions. We then send a notification to on-site staff so that they can address any issue immediately. Any status or issues are also shown in real-time via our FlashIQ dashboard and is available to our support staff should your team need to contact us.

Preventive Maintenance

Flash can perform preventative maintenance which includes, cleaning, lubricating, and adjusting of the PARCS equipment on a quarterly basis. Our typical checklist is below – and it can also be performed by the owner/operator to save service call expense.

Quarterly Maintenance Checklist:

1. Visual inspection of internal kiosk parts
2. Visual inspection of all external kiosk parts
3. Check credit card reader for skimmer device or any foreign substance
4. Clean the exterior of the kiosk with Micro-Fiber lint free cloth
5. Clean credit card reader with card cleaner
6. If there is the appearance of any visible dust inside the kiosk, use compressed air spray to blow off any dust build up.
7. Check the function of the scanner. Ensure tickets are being scanned properly.
8. Visually inspect the gate arm. Check for any damage. Ensure the gate arm is level. Tighten gate arm bolts to 12 lb-ft
9. Visually inspect gate cabinet and gate cabinet parts for any damage or wear.
10. Open gate cabinet lid and visually inspect wiring and connections on gate controller
11. Place the gate in service mode. Raise/Lower gate to check function
12. Clean outside of gate cabinet and gate arm
13. Press help option contact call to ensure the speaker and microphone are working properly.
14. Perform visual inspection of induction loops where applicable. Test function of loops with megohmmeter
15. Perform visual inspection of internal gate mechanism and electrical connections

Flash Customer Support Services & Center

Flash offers warranty, maintenance and related services that are accessed via our support center. At Flash, there is no need to talk to a distributor that must communicate with the manufacturer. The owner/operator will have direct 24/7 access to Flash's Support Line. As our client, you will be able to request both onsite and remote support, replacement parts, and new parts via the Flash Support Portal.

Our support center in combination with our national network of locally-focused branch offices with embedded in-market technicians are designed to transform and elevate your customer experience.

Flash Support Portal

The Flash Support Portal is a global platform that is used to manage support tickets for each individual organization, facility, and user. The Flash Support Portal provides current and historical information for all activity related to a given user or location. Users can monitor and manage tickets in real-time 24x7 through the Flash Support portal.

Requesting Support:

- Support via email: support@flashparking.com
- Support via telephone: (888) 737-7465 (option 2)
- Request for onsite technician: (888) 737-7465 (option 1)



Accounts are automatically created upon initial ticket submission and can be accessed via flashos.freshdesk.com. If users encounter access issues with the Flash Support Portal, they can reach out to support@flashparking.com and an account reset will be initiated.

From the Flash Support Portal the user can create new support tickets, see the status of existing support tickets, and view historical tickets related to their location. The user interface for logging in to the support portal can be found below:

FLASH

Home | Login | Sign up

Log in to support portal

Are you a new user? [Sign up with us](#)

Your e-mail address *

Your e-mail address

Password *

Password

☒ Remember me on this computer

Login

...or login using

 Continue with Google

 Continue with Facebook

[Forgot your password?](#)

Are you an agent? [Login here](#)



When creating a support ticket through the Flash Support Portal users will be guided through a form to capture all necessary information to help with timely resolution of the request. This intelligent form will adjust fields to capture all pertinent information and provide helpful links to the Flash knowledge base for user self-service. The user interface for submitting a ticket can be found below:

Submit a ticket

For all refund requests, fill out the [Refund Request Form](#).

Requester *

jeff.vinecombe@flashparking.com

Add CC

Location ID *

[How to find your Location ID](#)

Issue Type *

Choose...

Subject *

Please include detailed description and attach images/files. *

B i U

Type something

Issue Impact

Choose...

Attachment

Cancel

Submit

A new ticket will automatically be created within the Flash Support ticketing system, and the user will receive an automatic email response with their ticket number. Access to all open tickets along with their status are available to users of the Flash Support Portal as shown below:

FLASH

Home Tickets

Search your tickets here...

Tickets

BNR order for Support HQ #535783

Created on Thu, 14 Nov at 2:01 PM - via iPhone

Waiting on Parts

Testing the Zuper Quotation Widget #523468

Created on Thu, 7 Nov at 11:33 AM - via iPhone

Closed

New FlashVision RMA submission from jeff.vinecombe@flashparking.com #489518

Created on Wed, 16 Oct at 4:31 PM - via Portal

Open

New FlashVision RMA submission from jeff.vinecombe@flashparking.com #489360

Created on Wed, 16 Oct at 3:13 PM - via Portal

Open

BCS 312# Tracker ticket #4272355

Created on Fri, 30 Aug at 11:43 AM - via iPhone

Closed

FW: User registration #420829

Created on Thu, 29 Aug at 1:01 PM - via Email

Closed

Sort by

Date Created

Status

All Tickets

Created date

Select dates

Resolved date

Select dates

2500 Bee Caves Rd, Building III, Suite 400, West Lake Hills, TX 78746

governmentbids@flashparking.com

www.flashparking.com

2.D. THE PROPOSAL MUST PROVIDE OPTIONS OF AVAILABLE UPGRADES TO THE SYSTEM WHEN AVAILABLE.

The foundation of the Flash parking solution is in its software. Our cloud platform enables core business logic and functionality to run with more reliability than onsite systems that can quickly become neglected and out of date. As new functionality becomes available, most updates – whether it be optional upgrades or mandatory security updates – are added with over-the-air software configurations. This approach lets Flash simplify the design of all onsite hardware so that we provide you with the most up-to-date, reliable and cost-effective solution on the market.



2.E. THE PROPOSAL MUST PROVIDE AN ESTIMATED TIMELINE OF INSTALLATION OF THE PARKING SYSTEM AND SOFTWARE ONCE THE CONTRACT IS AWARDED.

PROJECT PLAN AND INSTALL TIMELINE

Overview

Flash has successfully completed difficult installations at high volume locations such as the Texas Medical Center (200 lanes in 44 days), Denver International Airport where in 22 days, we completed the installation of 144 lanes serving the airport's nine parking facilities, and the City of Las Vegas, to name a few. Our Implementation and Installation Teams have spent endless cycles on simplifying and optimizing the deployment process. Considering down time, flow and customer experience, our unique cloud platform together with a project team, built of industry experts, will have you back up and collecting revenue faster than anyone else.

Over the next couple of pages, we will outline our approach to the planning and of your custom enterprise solution from start to finish.

Key Stages:

STAGE:	SALES	>	PRE-INSTALL	>	INSTALL	>	POST-INSTALL
PROCESS:	Solution Planning & Strategy		Implementation & Onboarding		Installation & Onsite Training		Installation & Online Training
FLASH TEAMS:	Local Branch Team, Government Institutions & Solutions Engineering Teams		Local Branch Team		Local Branch Team		Local Branch Team
POINT OF CONTACT:	VP, State & Local Market Development		Local Branch Project Manager		Local Branch Project Manager		Local Branch Project Manager

Planning & Deployment - Detailed Approach

Sales/Solutions Engineering Phase

- Our Local Branch Team, with support from our Government Projects and Solutions Engineering teams, will work closely with stakeholders to plot and create the best solution to address operational needs and wants. Our Local Branch Project Manager gathers site data to fill out a theory of operations for each site and identifies equipment needed to complete the solution. The Sales Team will put together a comprehensive deal for review. Once the signed contract, deposit and key deliverables are received, the Implementation phase kicks off.

Pre-Install Phase

- Implementation: Your dedicated Local Branch Project Manager will handle all logistics related to the implementation phase to ensure a smooth transition. During this phase the Project Manager sets up a weekly communication rhythm with internal and external stakeholders to discuss theory of operations and identify site-specific requirements and development needs.
- Onboarding: An important part of the implementation phase is onboarding. For each venue, an Onboard Specialist creates an onboarding project in Task Ray with key milestones and deliverables prior to the installation, followed by a configuration kick-off call that informs the client of next steps in customizing their Flash Solutions. The Onboard Specialist gathers and coordinates site-specific onboarding deliverables and identifies any development needs for the Development Team.
- Pre-Install Training: We are proud to offer a tiered training that kicks-off with our Pre-install Trainer conducting a pre-install webinar. To help train the customer on how to use Flash solutions, the trainer lays out the Training Webinar agenda that includes



reporting, validations, rate structures, monthlies, and more. Towards the end of the Pre-Install Phase, a Technician is assigned to kick-off the Installation phase.

Install Phase

- **Installation:** At the start of the Installation phase, your Project Manager will conduct an external kickoff call with internal and external stakeholders to discuss timeline and hardware installation requirements. Your Project Manager generates and maintains the installation schedule at both the portfolio and site-levels as well as oversees equipment testing. During the roll-out, your on-site technician provides on-site service and support and oversees the testing plan.
- **Testing Plan:** Our goal is to get your facility up and running as quickly, but as efficiently as possible. To accomplish this, we have structured different levels of testing and counter checks. Flash's manufacturing team, completes multiple product tests for all parts/components used in our equipment. The testing process includes the product's integrity, functionality, and compatibility with other components. The completed builds are then put through a series of test procedures to ensure that the individual components, as well as the overall unit, are functioning correctly and working as expected.
- **Our onsite quality is managed by our Local Branch Technician.** We send a Flash Technician to every PARCS project to oversee and manage the installers, to ensure the PARCS equipment is installed to our standards. Upon installation, the Flash technician will perform and document a series of tests to confirm the equipment is working as expected. This includes verifying rate structures, multiple payments types and all monthly and transient access methods. The technician tests every piece of featured equipment (including AVI, barcode, credit card, PROX card, etc.) to ensure the equipment is functioning properly.
- **Lastly the Technician interfaces with the customer to perform a walkthrough of the equipment installed, to confirm that it is in good working order.** This thorough and vigorous setup ensures that when your equipment is installed and turned on you are ready to start collecting revenue.
- **Install/Go-live Training:** Your Local Branch Technician, will provide onsite support during Go Live to assist with operational issues.

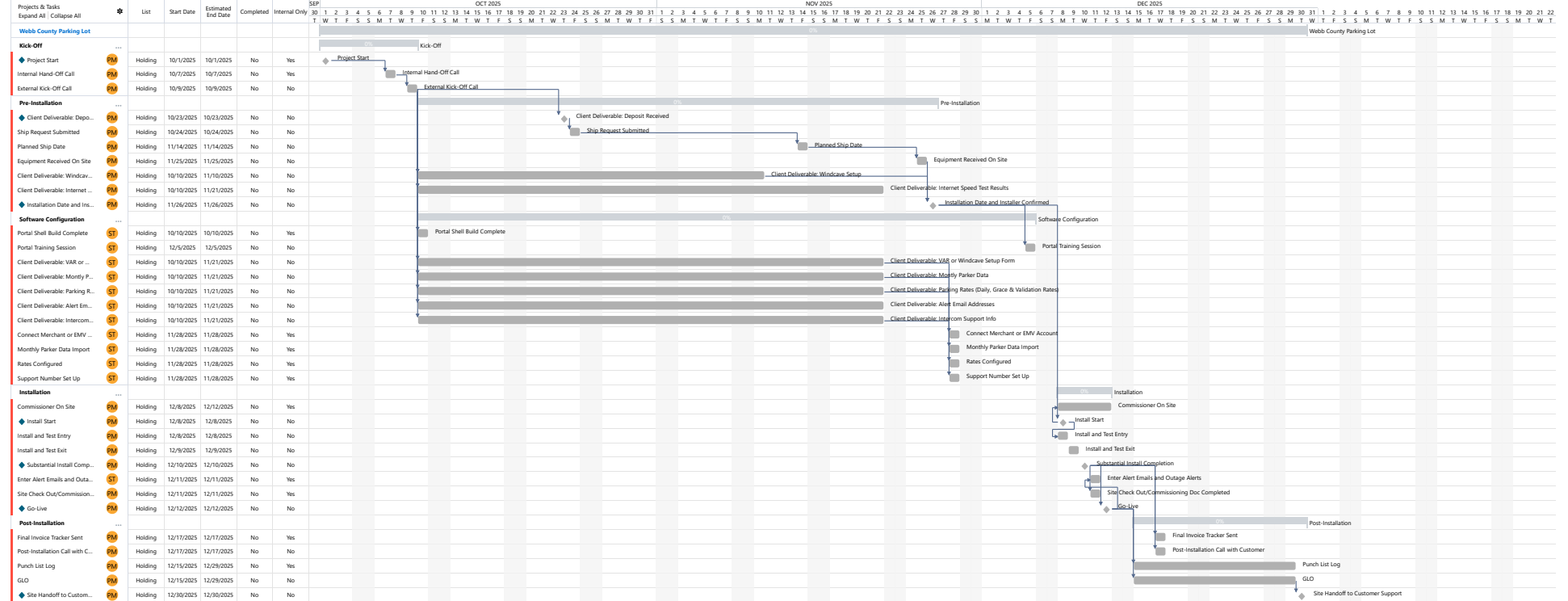
Post-Install Phase

- **For 30 days-post-install,** your dedicated Local Branch Project Manager will remain your point of contact for training or support needs.
- **Post-Install Training:** Flash also provides commentary virtual training sessions. Property owners and site managers can book personalized sessions with our master trainers on their time by using our booking website. The training session can also be recorded so the information can be shared by your management team. Our trainers can help with generating custom reports, managing validation accounts, implementing new software rules in your operation or onboarding a new team member. Flash is committed to providing ongoing support to all our locations in effort to create the perfect customer parking experience.
- **Support Team:** Once the project is live, Flash will deliver continuous 24/7 remote support to your location at no additional charge. This includes service calls to our support centers in Austin, TX who can resolve software issues remotely as well as follow up visits from our regional sales managers to share best practices with your operations team.
- **Maintenance:** Our equipment is always on-line; therefore, we ping each unit every 15 seconds for a heartbeat, which means we know almost immediately if anything ever malfunctions. We have detailed our warranty and maintenance options within this proposal.

Please see attached Sample Project Schedule.



Project plan for Webb County Parking Lot



APPENDIX 3 – OTHER RELATED INFORMATION

3.A. TECHNICAL COMPLIANCE MATRIX

Flash has reviewed the technical requirements and does not take any exceptions.

3.B. CONTRACT PROVISIONS

This document outlines our collaborative approach to the general information and instructions provided by Webb County in RFP 2025-006 that will support a successful parking access and revenue control system (PARCS) implementation. Our positions are designed to create a mutually beneficial partnership while ensuring reliable operational performance and appropriate risk allocation for both parties. Since a sample contract was not included in the RFP document, we respectfully submit the following items that we typically find in PARCS-related contracts for consideration and discussion in negotiating an agreement with Webb County.

Contract Development

- **Governing Terms.** We have provided our standard terms and conditions for review and are willing to integrate key elements of this document to supplement the proposed agreement. We find this approach is widely accepted and ends up being highly beneficial as Flash's contract is uniquely designed to suit our products (including our Intellectual Property, Software License Grants, and other unique concepts of our product suite). Flash is open to negotiation on all terms in our contract to align it with Webb County's expectations.
- **Section 1.25: Termination.** Flash would like to discuss early termination provisions in the event of termination for convenience.

Other topics that are often covered during contract negotiations that were not addressed in the RFP that we would like to discuss if included in the final agreement:

- Ownership of Contract Work Product
- Assignment
- Indemnification





FLASH OS™ License, Service and Product Usage Terms and Conditions

These License, Service and Product Usage Terms and Conditions (the “Agreement” or “Terms and Conditions”, which shall include any and all schedules, addendums, or attachments incorporated herein, as well as all amendments or supplements of such documents and the Agreement) is entered into and effective as of date set forth in an executed order form (the “Order Form”) referencing this Agreement by and between FlashParking, Inc., a Delaware corporation, Flash Infrastructure Financing I, LLC, a Delaware limited liability company, or any of their Affiliates (as applicable, “Flash” or the “Company”) and the customer listed on the Order Form (“Customer”). Flash and Customer at times are each referred to herein as a “Party” and, collectively, as the “Parties.”

This Agreement sets forth the terms and conditions governing Customer’s purchase of any configuration of Equipment, Services, and Software (each as defined below, and collectively “Flash Offerings”).

An Order Form will provide, where applicable, a description of the Flash Offerings to be provided by Flash and the consideration to be paid for by Customer for the same.

Supplemental terms and conditions necessary for certain Flash Offerings may be included in an addendum to this Agreement. In the event of a conflict between the terms of any Order Form, addendum, attachment, or any other agreement or communication between Customer and the Company, this Agreement shall supersede, govern and control to the extent of the inconsistency, unless expressly stated otherwise.

NOW THEREFORE, in consideration of the covenants contained herein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties agree as follows:

1 Description of the Flash OS System

1.1 Kiosks, gates, ticket dispensers, scanners, RFID readers, electric vehicle supply equipment, cameras and other hardware and accessories to be delivered to Customer as specified in the relevant Order Form and any additional Order Forms entered into by the Parties from time to time shall be referred to as “Equipment”.

1.2 Any programmed code contained within the Equipment or used by Flash in the delivery of any of the Services shall be referred to as “Software” and may be further described in the Order Form and additional terms may apply pursuant to attachments thereto.

1.3 Flash may provide the services set forth below (collectively, the “Services”) which shall be further described in an Order Form according to the Customer’s purchase. The Services may include:

1.3.1 installation, electrical, cabling, and related services required to place the Flash Offerings into service at Customer’s sites (“Installation Services”);

1.3.2 consulting, administrative, and technical services (“Professional Services”);

1.3.3 hosted subscription services provided by Flash through the Flash portal, FlashParking.com website, through any mobile application offered by Flash, or through any other means by which Flash chooses to deliver the Software in the future (“Subscription Services”);

1.3.4 merchant payment services for use with the Equipment and Services by means of a credit card, debit card, prepaid card, gift card, loyalty card, discount card or other means of payment, including crediting or debiting such cards (“Payment Gateway Services”). Payment Gateway Services will conform at all times to applicable laws pertaining to PCI compliance. Payment Gateway Services are rated as a DSS Level 1 for PCI Compliance.

1.3.5 Final inspection, configuration, start-up, testing and enrollment services required to bring the Equipment and Services into full operation, including confirming appropriate interface/communications with the Flash data center(s) (“Commissioning Services”).

1.4 Additional Services and other Flash Offerings may become available over time and a description thereof and any necessary terms and conditions related thereto will be included in an addendum to this Agreement.

1.5 Flash may subcontract any Service in whole or in part to subcontractors selected by Flash. Any subcontractors will be required to comply with this Agreement and Flash will be responsible for their performance. Customer shall cooperate and assist Flash and its subcontractors as reasonably requested by Flash to facilitate the provision of such Services as described in the applicable Order Form.

1.6 The Parties shall cooperate so Flash can provide Installation Services in an efficient and timely manner.

1.6.1 In the event any Installation Services are completed by a third-party not directly under Flash's supervision (excluding, for the avoidance of doubt, any subcontractor engaged by Flash): (a) Flash will not bear any risk associated with, the Installation Services and (b) Customer warrants that the Installation Services will be and are consistent with Flash specifications and all documentation, requirements, and procedures made available to Customer.

1.6.2 The cost of obtaining all required local electrical/site/construction licenses, permissions, and permits, necessary to allow the installation to lawfully proceed shall be Customer's responsibility.

1.7 Commissioning Services shall follow Flash's standard procedures to confirm the Flash OS operates in conformance with the terms of this Agreement. Failures caused by Flash shall be rectified solely at Flash's cost. Failures caused by the Customer may be rectified by Flash at Customer's sole expense and Flash will bill Customer using Flash's then-standard commercial time and materials rates. This includes travel and per diem expenses and shall be payable to Flash in accordance with the payment terms of the Agreement.

1.8 Either Party may request changes to the Professional, Installation and/or Commissioning Services to be provided by Flash (a "Change Order"). Once the Parties agree to a Change Order, Flash will prepare a written description of the agreed-upon changes, including additional fees to be charged, which must be signed by both Parties before it is binding on the Parties. While the Parties are discussing a Change Order request, Flash may continue to work in accordance with the existing Order Form.

2 General Use; Use Restrictions

2.1 Subject to the terms and conditions set forth in any Order Form, Customer is hereby granted a restricted, limited, revocable, non-transferable, non-exclusive license to use the Flash Offerings solely for Customer's own internal business purposes. Customer access will be limited to the permitted users identified by Customer, each of whom is an employee or authorized agent or contractor of Customer. Customer's rights are personal, non-transferable, non-sub licensable, and non-exclusive. Customer's use of the Flash Offerings is limited to the scope of the license granted herein and this Agreement does not permit Customer to use the Flash Offerings other than as provided herein. Customer acknowledges that the Flash Offerings include and constitute Proprietary Information (as defined below) of FlashParking and/or its licensors. Customer's access to Flash OS may be terminated and this license revoked by Flash upon any breach by Customer of this Agreement or any additional terms and conditions that may be set forth in separate Order Forms, attachments, or other valid documents provided to Customer. Any license granted to Customer pursuant to this Section 2 shall automatically expire immediately upon the termination or expiration of this Agreement.

2.2 Except as expressly permitted herein or in any applicable Order Form, Customer will not alter, modify or adapt any Flash Offerings. This includes but is not limited to: (a) translating or creating derivative works of the Offerings or any data or content contained therein; or (b) licensing, sublicensing, distributing, reselling, leasing, permitting access to, publishing, commercially exploiting, disclosing or otherwise transferring or making the Flash Offerings available to any other person or organization. Customer agrees that any user identifications, passwords or other entitlement information related to Customer's authorized users shall be maintained in confidence and used only by the user to which such information is assigned. Customer agrees to use the Flash Offerings only as expressly permitted by this Agreement and in accordance with all applicable laws, rules and regulations. Customer shall have no rights or license of any kind with respect to the Flash Offerings other than as set forth in this Agreement. Customer agrees that, upon reasonable notice during the term of this Agreement, Flash may, at its sole discretion, request

documentation from Customer to confirm that Customer is compliant under the terms and conditions of this Agreement.

2.3 Customer shall not access the Flash Offerings (a) to build or improve a competitive product or service, (b) to build or improve a product using similar ideas, features, functions or graphics of the Flash Offerings, (c) to copy any ideas, features, functions or graphics of the Flash Offerings, (d) to monitor its availability, performance, or functionality, (e) for any other benchmarking or competitive purposes or (f) to knowingly or negligently permit other individuals or entities in order to any of the foregoing.

2.4 Customer shall not restrict, inhibit, or otherwise interfere with the ability of any other person, regardless of intent, purpose or knowledge, to use or enjoy the Flash Offerings, including, without limitation, posting or transmitting any information or software which contains a worm, virus, or other harmful feature, or generating levels of traffic sufficient to impede others' ability to use, send, or retrieve information.

2.5 Flash shall be entitled to recover from the Customer, in addition to any other rights and remedies it may have, all reasonable costs and expenses, including without limitation all attorneys' fees if Flash is required to bring any action or suit to enforce Flash rights hereunder or to pursue any remedies as a result of Customer's violation of the terms and conditions in the Agreement.

3 Confidential Information, Proprietary Information, and Intellectual Property Rights

3.1 All material, non-public, business-related information of or relating to Flash or the Flash Offerings, written or oral, whether or not it is marked "Confidential", that is disclosed or made available to Customer, directly or indirectly, through any means of communication or observation is "Confidential Information".

3.2 Information owned by Flash to which Flash claims a protectable interest under law, which includes Confidential Information, shall be "Proprietary Information". The following information, all as reasonably substantiated by documentation, however, is not Proprietary Information and Customer is not restricted as to its use or disclosure: (a) information already in the possession of, or already known to, the Customer as of the Effective Date, and not under any other obligations of confidentiality due to any other agreements between the Parties; (b) information that enters the public domain after the Effective Date, or which, after such disclosure, enters the public domain through no fault of the Customer; (c) information lawfully furnished or disclosed to the Customer by a non-party to this Agreement without any obligation of confidentiality; (d) information independently developed by any Party without use of any Proprietary or Confidential Information; or (e) information that is explicitly approved for release by Flash.

3.3 Customer agrees to hold in confidence all Proprietary Information that it receives from Flash. Customer will not disclose any of Flash's Proprietary Information to any party or person whatsoever unless it is a Customer employee or agent that is on a need to know basis for such Proprietary Information consistent with the purpose for which it was disclosed. Customer will only use Flash's Proprietary Information for the purpose for which it was originally disclosed. Customer is not permitted to directly or indirectly, under any circumstances, use any of Flash's Proprietary Information for any purpose that is in any way detrimental to Flash. This includes, but is not limited to, contracting with Flash's employees, consultants, contractors, vendors or partners to provide services to Customer similar to those provided to Customer by Flash. Customer shall take reasonable precautions to protect the confidentiality and value of Flash's Proprietary Information, including measures to prevent loss, theft and misuse. Customer shall immediately give notice to Flash of any unauthorized use or disclosure of Flash's Proprietary Information. Customer agrees to assist Flash in remedying any unauthorized use or disclosure of Proprietary Information caused by such Customer. Customer acknowledges expressly that each and every one of its employees and agents are bound to the terms and conditions of this Agreement and that Customer is solely responsible for any breach of this Agreement by any of its representatives including, without limitation, any improper use or disclosure by its representatives of Flash's Proprietary Information.

3.4 Upon written request and as directed by Flash, the Customer will promptly return or destroy all Proprietary Information received from Flash, including all copies of the information thereof. Upon the request of Flash, the Customer shall furnish to Flash an affidavit providing assurances as to the return or destruction of Flash's Proprietary Information.

3.5 A disclosure of Confidential or Proprietary Information in response to a valid request by a court of law or other governmental body or otherwise required by law is not considered to be a breach of this Agreement or a waiver of confidentiality for other purposes. Before any such disclosure, Customer shall provide prompt written notice to Flash and reasonably cooperate with Flash in seeking a protective order or preventing disclosure.

3.6 All materials transmitted from Flash to Customer which includes any Proprietary Information are to remain the sole and exclusive property of Flash. This Agreement and transmission or disclosure of any Proprietary Information from Flash to Customer does not grant the Customer a license or ownership of any kind. Flash retains all right, title and interest in all now known or hereafter known or developed tangible and intangible intellectual property relating to the Services, Proprietary Information and improvements thereof, including without limitation, all: (a) rights associated with works of authorship throughout the universe, including, but not limited to, copyrights, moral rights and mask works; (b) trademarks, services marks, trade names and any other indicia of origin; (c) technical and non-technical information (regardless of whether such information is in tangible or intangible form) including source code, object code, computer code, data, ideas, concepts, formulae, methods, techniques, processes, financial business plans and business methods (including any derivatives of any of the foregoing) that derive economic value, actual or potential, from not being generally known to other persons who could obtain economic value from the disclosure or use thereof, and which are the subject of efforts that are reasonable under the circumstances to maintain their secrecy ("Trade Secrets"); (d) patents, pending patent applications, designs, algorithms and other industrial property rights; (e) other intellectual and industrial property rights (of every kind and nature throughout the universe and however designated, including "rental" rights and rights to remuneration), whether arising by operation of law, contract, license or otherwise; and (f) registrations, initial applications, renewals, extensions, continuations, divisions or reissues now or hereafter in force including any rights in any of the foregoing, (collectively, "Intellectual Property"). Customer covenants: (1) not to prejudice or impair the interest of Flash in any of its Intellectual Property, (2) to assign any rights to Intellectual Property that it may have to Flash at no additional cost and (3) to reasonably cooperate in prosecution of Intellectual Property as necessary at no additional cost. At no time shall Customer challenge or assist others to challenge any of Flash's Intellectual Property or the registration thereof.

3.7 All obligations and restrictions of confidentiality and ownership of Proprietary Information under this Agreement shall survive the termination of this Agreement.

3.8 Customer authorizes and grants to Flash a right and license to use Customer's name and logo on Flash marketing and promotional material. Customer grants Flash the right to make certain press releases available to the general public regarding the Flash Offerings provided by Flash to Customer. Customer acknowledges that Flash may collect, retain, and process data derived from the performance and use of the Flash Offerings in accordance with all applicable United States laws as well as Flash's privacy policy and terms of use.

3.9 Flash hereby authorizes Customer to use of any Flash trademarks and logos (the "Marks") in its marketing and promotional materials solely for cross-promotional purposes to identify that Customer uses Flash Offerings ("Purpose"), which Marks must be used according to any Flash's guidelines ("Guidelines"). The Guidelines may be updated by Flash periodically. Customer shall not use the Marks for any other Purpose without Flash's prior written authorization, which can be denied for any reason. Customer agrees that it shall not harm, misuse, or bring into disrepute the Marks. All uses of the Marks pursuant to this Agreement shall inure to the benefit of Flash. Customer may not use or register, or otherwise claim rights in the Marks, including as or as part of any trademark, service mark, Flash name, trade name, username, domain registration or copyright. Flash may revoke permission to use the Marks at any time.

3.10 To the extent necessary to fulfill its obligations under this Agreement, Customer grants Flash a worldwide, non-exclusive, and royalty-free license to use Customer Data. FlashParking acknowledges and agrees that Customer retains all right, title, and interest in and to all Customer Data, and FlashParking will not use Customer Data for different purposes to the ones established in this Agreement. As used herein, "Customer Data" means all media, content, data, and information provided directly by the Customer which is processed, accessed, stored, or transported in or through the Flash Offerings.

3.11 If Customer provides Flash with any suggestions, ideas, feedback, reports, error identifications or other information related to the Flash Offerings or Customer's use and evaluation thereof ("Feedback") and Customer

provides such Feedback volitionally and of its own choosing (i.e., you are not required to provide Feedback), Flash has the right to use, modify, sell, transfer, assign, distribute, and create derivative works from, such Feedback, for any and all purposes without compensation or attribution to Customer, in perpetuity and without any restrictions.

3.12 If applicable, Customer hereby agrees that Flash owns and shall receive the full benefit of credits, benefits, emissions reductions, offsets, and allowances provided pursuant to present or future laws, standards or programs whether by private, public or governmental entities, in each case, provided hereunder related to electric vehicle supply equipment (collectively, the “Environmental Attributes”). Customer further agrees that Flash and/or its agents may disclose a copy of this Agreement if reasonably necessary to receive the full benefit of the Environmental Attributes.

4 Payment Terms

4.1 Customer shall pay the amounts listed on any Order Form or invoice within thirty (30) days of the date of an invoice. Where there is a HaaS Addendum, the payment terms contained therein shall govern. Following the Initial Term, Flash may annually increase any recurring software license or monthly fees by up to 7% over the previous year’s fees.

4.2 Flash shall invoice Customer for any recurring software license fees that relate to the operation of Equipment upon successful Commissioning Services or in no event later than 120 days after the execution of the Order Form and for those software license fees that relate to other Flash Offerings upon execution of the Order Form. Customer may elect to pay any recurring software license fees annually.

4.3 Customer acknowledges and agrees that certain Flash Offerings contain or require the payment of recurring Monthly Fees, which fees will be set forth in the applicable Order Form or addendum provided to Customer by the Company. Customer is responsible for the timely payment of any Monthly Fees regardless of actual usage in any particular month. Customer shall be invoiced monthly for any such Monthly Fees.

4.4 Customer shall be responsible for all taxes applicable to Customer and arising as a result of this Agreement, including any sales and use taxes, other than taxes based on Flash’s income. Additionally, Customer shall be responsible for any additional taxes incurred by Customer’s tax elections made following the invoice date. The prices provided to Customer from Flash may not include all applicable taxes due.

4.5 Certain Flash Offerings may require Customer to pay fees regarding lost or damaged Equipment. Customer acknowledges and agrees that it understands under this Agreement Flash reserves the right to charge Customer for any damaged, stolen, or lost Equipment.

4.6 To the extent Customer disputes amounts due and owing on any invoice provided to Customer, Customer shall dispute such amounts within 14 days of the invoice date. Customer shall provide reasonable detail and support for any dispute. If Customer fails to meet these requirements, Customer shall have waived all rights to contest such fees and charges.

4.7 Customer acknowledges and agrees that Flash shall have a right to the fees charged for each transaction processed by Flash, including for transactions that are denied, returned or charged back as a result of a third-party denying such payment or refusing to honor such payment to Customer. Additionally, Customer acknowledges and agrees that certain Flash Offerings may contain gateway, surcharges or convenience fees for any payments collected on behalf of Customer. All such gateway, surcharge or convenience fees shall be captured in Flash’s invoice to Customer for the applicable Flash Offering. Customer agrees that Flash has the right to collect all such fees and costs relating to each use of each Flash Offering whether Customer ultimately receives payment. Flash shall have the right to offset bad charges or refunded charges against future amounts due and owing to Customer from Flash as part of using any Flash Offering.

4.8 All required travel and expenses incurred by Flash or Flash affiliates in delivering the Flash Offerings will be invoiced by Flash to Customer for payment upon successful Commissioning Services and payment is due 30 days from the date of the invoice. Current rates for Travel and Expenses can be found on our website.

5 Service Level Commitments

5.1 Customer acknowledges and agrees that the Flash Offerings may be unavailable from time to time for a number of reasons, including (i) scheduled periodic maintenance procedures or repairs which Flash may undertake from time to time (“Scheduled Maintenance”), or (ii) Force Majeure Events.

5.2 Subject to the terms and conditions of this Agreement, Flash shall use commercially reasonable efforts to provide the Software on an uninterrupted basis, 24 hours a day, seven days a week, with 99.5% availability, excluding downtime due to Scheduled Maintenance and Force Majeure Events. Unavailability of the Services shall be measured over a calendar month and based upon the total downtime of the Software hereunder, excluding unavailability of the Services due to Scheduled Maintenance and Force Majeure Events (collectively, “**Downtime**”). Downtime shall exist and be measured beginning when it is recorded in Flash’s ticket system or Flash is notified by Customer, whichever is earlier, until the time Flash confirms that the affected Software are operational. If Flash fails to meet the service level commitment set forth in this Section and Customer provides Flash with a written request within five (5) business days of the last day of the calendar month in which such Downtime occurred, Flash shall provide a fee credit to Customer’s account equal to 5% of Customer’s monthly fees applicable to the affected Software for each cumulative full hour of Downtime during the applicable month, up to the maximum of the total monthly software fees charged by Flash to Customer for the affected Software during the applicable month. This Section sets forth Customer’s sole and exclusive remedy for failures and/or interruption of the Flash Offerings of any kind whatsoever.

5.3 “Force Majeure Events” means causes beyond a Party’s reasonable control or which are not reasonably foreseeable by such Party, including, but not limited to: (i) flood, fire, earthquake, epidemics, pandemics, natural disasters, adverse weather events and other catastrophes or disasters, (ii) acts of God, (iii) interruption or failure of telecommunication or digital transmission links, vandalism of Equipment, hostile network attacks, network congestion, third party acts, accidents which impair any Equipment, (iv) acts or threats of terrorism, war (declared or undeclared), invasion, hostilities, riot and other civil unrest, (v) government order, law, or actions, including travel restrictions, border-crossing restrictions, shipping restrictions and other impediments to the flow of commerce, (vi) embargoes or blockades in effect on or after the date of this Agreement, (vii) non-performance by vendors or other third party systems failure, (viii) national or regional emergency, (ix) strikes, labor stoppages or slowdowns, or other industrial disturbances, (x) shortage of adequate power or transportation facilities and supply chain issues; and (xi) other events beyond the reasonable control of the impacted Party.

6 Term and Termination

6.1 The term of this Agreement shall commence on the date Customer first signs an applicable Order Form or otherwise agrees to be bound by these terms (the “Commencement Date”) and shall continue for the period set forth in such Order Form (the “Initial Term”) unless earlier terminated in accordance with Section 6.2. The Initial Term shall extend and this Agreement, together with any applicable Order Forms, shall renew automatically for successive one year periods (“Subsequent Terms”), unless either party gives the other written notice no less than three (3) months prior to the expiry of the Initial Term or applicable Subsequent Term (the “Notice of Termination”) of its intention not to extend this Agreement for any Subsequent Term.

6.2 The Company may terminate this Agreement with respect to the Offerings and its obligations hereunder and Customer’s rights thereto, prior to expiration of the Initial Term or any Subsequent Term, upon written notice to the Customer of a material breach by Customer of this Agreement, any applicable Order Forms, addendums or any Company Policy. Such termination shall become effective immediately, unless such material breach is capable of being cured as determined by the Company in the Company’s sole discretion, in which case termination shall be effective if such breach is not cured within seven (7) days after receipt of such written notice. Upon termination where there is Equipment owned by Flash, Customer shall be required to keep such Equipment in good working order and condition until the Equipment is repossessed by the Company.

7 Delivery

Unless otherwise specified in an Order Form, Flash shall arrange, with Customer’s full cooperation at Customer’s cost, for the delivery of Equipment to a Customer facility where it is to be installed. The method of shipment and carrier shall be selected by Flash. Upon delivery at the Customer-designated facility, the title to and the risk of loss for the Equipment shall pass to Customer and, thereafter, the risk of loss for the Equipment shall be borne solely by

Customer.

8 Flash Policies

Customer agrees to abide by and accept all policies and terms of use posted on Flash's website or as posted in any of Flash's applications, including, without limitation, Flash's (i) Privacy Policy, (ii) any general terms of use, and (iii) all policies regarding use of Flash Offerings (collectively, "Policies", each a "Policy"). The Policies may change from time to time in Flash's sole discretion and Flash will post such changes on its website or provide such updated Policies to Customer. In the case of a direct conflict between any provision of a Policy and the provisions of this Agreement, the provisions of this Agreement shall prevail. It is Customer's sole obligation to read all Policies and updates, amendments, and supplements thereto. Customer agrees that failure to comply with any Policy shall be a material breach of this Agreement. Customer's continued access of the website and use of the Flash Offerings constitutes Customer's assent to any changed terms of any of the Policies.

9 Customer Representations and Warranties and Covenants

9.1 Customer represents and warrants to Flash as follows:

- 9.1.1** Customer is duly organized and validly existing under the laws of its state of incorporation or formation, has the necessary authority, licenses and other permissions to conduct the business in which it is currently engaged and is in compliance with all applicable laws.
- 9.1.2** Customer has the legal capacity to agree to the terms of the Agreement, perform its obligations hereunder, has obtained and shall maintain all necessary authorizations or registrations from appropriate authorities to carry out the activities contemplated in the Agreement, and entering into the Agreement will not violate any applicable law or regulation.
- 9.1.3** The use of any Flash Offerings by Customer shall not (i) violate any law, rule or regulation applicable to Customer or (ii) be in breach of, or constitute a default under, the provisions of any agreement, instrument or undertaking by which Customer is bound.

9.2 Customer agrees as follows:

- 9.2.1** Customer will not, and will ensure its affiliates do not, disparage Flash or any of its directors, officers, agents or executives or otherwise take any action which could reasonably be expected to adversely affect the reputation of Flash or its products or the personal or professional reputation of any of its directors, officers, agents or employees.
- 9.2.2** Customer will provide Flash with all necessary cooperation in relation to the Agreement and all necessary access to such information as may be required by Flash to provide Flash Offerings as may be reasonably necessary.
- 9.2.3** Customer will carry out all of Customer's responsibilities set out in the Agreement in a timely and efficient manner, and in the event of any delays in the Customer's provision of such assistance as agreed by the Parties, Flash may adjust any agreed level of Flash Offerings as may be reasonably necessary.
- 9.2.4** Customer shall maintain adequate insurance on the Equipment in Customer's possession and control and to the extent requested by Flash, name Flash as an additional insured on all applicable insurance policies covering the Equipment.

10 Indemnity

Customer agrees to defend, indemnify, and hold harmless Flash and its affiliates, its directors, officers and employees, contractors, agents, successors, and assigns, from and against any suits, losses, claims, demands, liabilities, costs and

expenses (including attorney and accounting fees) that Flash may sustain or incur as a result of any claim against Flash brought by Customer, its affiliates, officers, directors or employees, contractors, agents, successors or assigns, by Customer's auxiliary personnel (such as freight handlers, etc.) or by other third parties (including members of the public), arising out of, or in any way related to, directly or indirectly, (i) the use or misuse of Flash Offerings, (ii) Customer's failure to perform its obligations contained herein, or (iii) Customer's negligence or intentional misconduct.

11 Limited Warranty; Disclaimers; Limitation of Liability; Remedies

11.1 Flash warrants to Customer, as the original purchaser (which warranty is not transferable), that Equipment shall be free from material defects in material and workmanship under normal use, in accordance with Flash's Policies and this Agreement, for a period of twenty-four (24) months from the date of original installation. This warranty shall not apply if Customer uses the Equipment in violation of this Agreement or any Policy or if the Equipment has been subject to accident, negligence, abuse, misuse, or criminal acts.

11.2 EXCEPT FOR THE SPECIFIC REPRESENTATIONS OF FLASH CONTAINED HEREIN, THE FLASH OFFERINGS ARE PROVIDED TO CUSTOMER "AS IS" AND NEITHER FLASH, NOR ITS AFFILIATES MAKE ANY REPRESENTATION OR WARRANTY OF ANY OTHER KIND EITHER EXPRESS OR IMPLIED, WITH RESPECT TO THE FLASH OFFERINGS, OR THE ACCURACY OR COMPLETENESS THEREOF, OR THE RESULTS TO BE OBTAINED BY THE USE THEREOF OR ANY OTHER MATTER. FLASH EXPRESSLY DISCLAIMS ANY AND ALL IMPLIED WARRANTIES, INCLUDING WITHOUT LIMITATION, ANY WARRANTIES OF TITLE, SECURITY, COMPATIBILITY, NON-INFRINGEMENT, MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. FLASH DOES NOT WARRANT THAT THE FLASH OFFERINGS WILL MEET CUSTOMER'S REQUIREMENTS OR THAT THE FLASH OFFERINGS WILL OPERATE IN COMBINATION WITH OTHER SOFTWARE OR APPLICATIONS.

11.3 FLASH DOES NOT GUARANTEE, AND SPECIFICALLY DISCLAIMS ANY WARRANTY, THAT ANY FLASH OFFERING WILL BE PERFORMED ERROR-FREE OR UNINTERRUPTED, OR THAT FLASH WILL CORRECT ALL ERRORS. CUSTOMER ACKNOWLEDGES THAT FLASH DOES NOT CONTROL THE TRANSFER OF DATA OVER COMMUNICATIONS FACILITIES, INCLUDING THE INTERNET, AND THAT THE FLASH OFFERINGS MAY BE SUBJECT TO LIMITATIONS, DELAYS, AND OTHER PROBLEMS INHERENT IN THE USE OF SUCH COMMUNICATIONS FACILITIES. FLASH IS NOT RESPONSIBLE FOR ANY DELAYS, DELIVERY FAILURES, OR OTHER DAMAGE RESULTING FROM SUCH PROBLEMS.

11.4 IN NO EVENT SHALL FLASH OR ITS AFFILIATES BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL, PUNITIVE OR CONSEQUENTIAL DAMAGES (INCLUDING, WITHOUT LIMITATION, LOSS OF USE, LOSS OF DATA, LOSS OF PROFITS OR REVENUES OR OTHER ECONOMIC LOSS OF CUSTOMER OR ANY THIRD PARTY), WHETHER IN TORT, CONTRACT OR OTHERWISE, AND WHETHER OR NOT FLASH OR ANY OF ITS AFFILIATES HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

11.5 EXCEPT FOR ANY CLAIM OR ACTION ARISING OUT OF OR RELATING TO FLASH'S FRAUD, GROSS NEGLIGENCE OR WILLFUL MISCONDUCT, IN NO EVENT SHALL FLASH'S TOTAL LIABILITY UNDER THIS AGREEMENT EXCEED TWO TIMES (2X) THE TOTAL AMOUNT PAID OR PAYABLE UNDER THE APPLICABLE ORDER FORM UNDER WHICH THE CLAIM ORIGINALLY AROSE. DAMAGES THAT CANNOT BE LIMITED UNDER APPLICABLE LAWS ARE NOT SUBJECT TO THE ABOVE CAP.

11.6 Customer acknowledges and agrees that a breach of this Agreement may cause other irreparable harm on Flash without an adequate remedy at law and hereby agrees that the Flash shall be entitled to equitable relief, including without limitation, temporary or permanent injunctions and other relief to limit the effect of any breach.

11.7 No action on this Agreement, except for payment owed by Customer to Flash, may be brought more than one (1) year after the incident occurs.

12 Assignment

This Agreement shall not be assigned or transferred by Customer without prior written consent of Flash, and any attempt by Customer to so assign or transfer this Agreement without such written consent shall be null and void. Flash may (with prior written notice to but without the prior consent of the other Party) (i) assign this Agreement (a) by operation of law, (b) pursuant to a merger or acquisition of all or substantially all of its stock or assets, or (c) to its Affiliates, or (ii) transfer, sell, pledge, encumber or assign or delegate this Agreement or the rights, revenues or proceeds thereof, in connection with any financing or other financial arrangements (including the exercise of remedies thereunder). The Parties acknowledge and agree that, in the case of Flash, "Affiliate" includes a special purpose entity owned or controlled by Flash. This Agreement shall be binding upon and inure to the benefit of the Parties and their respective successors and permitted assigns.

13 Governing Law; Submission to Jurisdiction

All claims, actions, or proceedings of any nature or type, arising from or related to (i) this Agreement or any matter related to this Agreement, (ii) the use of any Flash Offerings hereunder, or (iii) any relationships (whether by written contractor otherwise) relating to the Flash Offerings (whether such relationships are directly with Flash or through a third-party) shall be governed by, and construed in accordance with, the laws of the State of Texas without regard to its conflict or choice of laws principles and any such claims, actions, or proceedings shall be brought solely and exclusively in the Federal or State courts located in Texas and each Party consents to the personal jurisdiction and venue therein. The terms and conditions contained in this section shall inure to the benefit of, and be binding upon, the parents, subsidiaries, related entities, successors, assigns, heirs, survivors, and personal representatives of the Parties.

14 Notices

All notices for Flash given under this Agreement must be in writing and sent to:

FlashParking
2500 Bee Caves Road
Building III, Suite 400
Austin, TX 78746
Attn: General Counsel

Via email to: legal@flashos.com

If to Customer, at the address in file or noted on any applicable Order Form or other addendum.

And to any such other address as a Party may designate in writing to the other Party, by certified mail (return receipt requested), overnight courier, personal delivery, or email to the other parties hereto.

15 Survival

Any provision of this Agreement which, by its nature, would survive termination of this Agreement shall survive any such termination of this Agreement, including, without limitation, Article: 3 - Confidential Information, Proprietary Information, and Intellectual Property Rights, 4 – Payment Terms, 10 - Indemnity, 11 - Limited Warranty; Disclaimers; Limitation of Liability; Remedies, 13 – Governing Law; Submission to Jurisdiction and 15 - Survival.

16 Force Majeure

Flash shall not be responsible for any delay or failure in performance of its obligations under this Agreement resulting from a Force Majeure Event or any event beyond the reasonable commercial control of Flash.

17 Miscellaneous

This Agreement supersedes all prior agreements and understandings, and (together with any Order Form relating hereto) constitutes the complete agreement and understanding between the Parties with respect to the subject matter hereof. No amendment or other modification to this Agreement or any Order Form shall be valid or binding with

respect to Flash unless acknowledged and agreed to in writing and signed by a duly authorized officer of Flash. The Parties are independent contractors, and nothing in this Agreement will be construed to constitute or appoint any party as the agent, partner, joint venturer or representative of the other Party for any purpose whatsoever, or to grant to any party any right or authority to assume or create any obligation, express or implied, for or on behalf of any other, or to bind any other in any way or manner whatsoever. Any forbearance or delay on the part of a Party in enforcing any provision of this Agreement or any of its rights hereunder shall not be construed as a waiver of such provision or of a right to enforce same for such occurrence or any future occurrence. No other party is intended, or shall be deemed, to be a beneficiary of any provision of this Agreement. This Agreement may be executed in counterparts, which counterparts, taken together, shall constitute one agreement and each Party hereto may execute this Agreement by signing such counterpart.

DISCLAIMERS

CUSTOMER UNDERSTANDS THE PURCHASE AND USE OF ANY PRODUCTS AND SERVICES FROM THE COMPANY ARE SUBJECT TO THE COMPANY'S DISCLAIMERS WHICH CAN BE FOUND AT FLASHPARKING.COM/DISCLAIMERS/

FLASHPARKING, INC.	CUSTOMER
By: _____	By: _____
Name: _____	Name: _____
Title: _____	Title: _____
Date: _____	Date: _____



Digital Products Addendum

This Addendum (the “Addendum”) is entered into and effective as of date set forth in an applicable order form (the “Order Form”) and supplements that certain FLASH OSTM License, Service and Product Usage Terms and Conditions (the “Agreement” or “Terms and Conditions”, which shall include any and all schedules, addendums, or attachments incorporated herein, as well as all amendments or supplements of such documents and the Agreement) entered into by and between FlashParking, Inc., a Delaware corporation (together with its subsidiaries and affiliates, “Flash”) and the customer listed on the Order Form (“Customer”). Flash and Customer at times are each referred to herein as a “Party” and, collectively, as the “Parties.” Terms used but not defined herein shall have the meaning given to them in the Agreement.

1 Digital Services

1.1 Customer desires to offer its parking inventory for the parking location(s) (each, a “Location”) listed on the applicable Order Form (the “Parking Inventory”) on Flash’s Arrive platform, including but not limited to ParkWhiz and BestParking applications and websites (the “Arrive Sites”) and in partnership with third-party demand networks (the “Customer Sites”, and together with the Arrive Sites, the “Sites”). Flash will list the inventory, with the number of parking spaces and corresponding reservation periods and parking rates specified by Customer in Customer’s sole discretion. Customer may alter this information at any time.

1.2 Flash may provide the services set forth below (collectively, the “Digital Services”) which shall be further described in an Order Form according to the Customer’s purchase. For the avoidance of doubt, the Digital Services are “Services” as defined in the Agreement. The Digital Services may include:

1.2.1 Non-reservation services, wherein motorists pay for their parking transactions using their mobile phone via the Sites without reserving parking in advance (“Drive-Up Services”); and

1.2.2 Reservation services, wherein motorists make a parking reservation and pay for parking in advance (“Reservation Services”).

1.3 Customer hereby explicitly grants Flash the authority to Co-Manage Customer’s Digital Parking Listings. As used herein, “Digital Parking Listings” means each Location’s business listings on third-party applications, websites or platforms, including but not limited to Google, Google Maps, Waze, Yelp, Bing, Apple Maps, Yahoo, Facebook and any similar applications, websites or platforms, whether in existence now at any point during the term of the Agreement, and “Co-Manage” means (a) to claim or re-claim a Digital Parking Listing if the applicable Digital Parking Listing is not in Customer’s control, or (b) to be added as a manager for a Digital Parking Listing by Customer if the Digital Parking Listing is in the Customer’s control. For the avoidance of doubt, Customer will retain control over decisions regarding branding of its Digital Parking Listings. Customer will allow Flash to include “Powered by Flash” in such branding, which shall be secondary in size and prominence to Customer’s branding. Where permitted by such third-party applications, Flash will promote Customer’s Digital Parking Listings to drive bookings and improve the position of the Digital Parking Listing and its rating by passing all current and future positive Arrive Site reviews to such Digital Parking Listing, adding photos and providing other similar promotional services in Flash’s discretion.

1.4 Flash will process and collect payment for the Digital Services and will provide transaction-related phone and email support for motorists. Flash will bear processing expenses,

including credit card merchant fees, for Digital Services transactions. Flash reserves the right to impose processing charges on motorists in connection the Digital Services in its sole discretion, which processing charges shall be disclosed to Customer and separated from the fee charged by Flash (the "Flash Digital Services Fee"). Flash will produce an individual confirmation code for each transaction to ensure that each transaction is unique, legitimate, and verifiable by Customer for fulfillment.

1.5 Flash will provide Customer access to transaction history and balance information via its password-protected console for customers (the "Customer Console"). Customer's access to and use of the Customer Console shall be governed by this Addendum. Flash hereby grants Customer a non-exclusive, non-transferable, non-sublicensable, revocable license to use the Customer Console and the information Flash provides or makes available to Customer in connection therewith, solely for internal business purposes and solely during the term of the Agreement. Customer will not, and will not permit any third party to, make any use or disclosure of the Customer Console that is not expressly permitted under this Agreement. Without limiting the foregoing, Customer will not and will not permit any third party to (a) reverse engineer, decompile, disassemble, or otherwise attempt to discern the source code, algorithms, file formats, or interface protocols of the Seller Console or of any files contained in or generated by the Seller Console; (b) Copy, modify, adapt, or translate the Seller Console; (c) resell, distribute or sublicense the Seller Console, make the Seller Console available on a "service bureau" basis, or otherwise allow any third party to use or access the Seller Console; (d) remove or modify any proprietary marking or restrictive legends placed on the Seller Console or (e) se the Seller Console in violation of any applicable law or regulation. Customer shall retain title to and ownership of the Seller Console, including all copyrights and other intellectual property rights relating thereto. Customer will have no rights with respect to the Seller Console other than those expressly granted under this Agreement.

1.6 Flash shall transmit to Customer the non-financial customer information necessary for Customer to perform its obligations hereunder. Customer may use and disclose such information solely as required to comply with its obligations hereunder and in a manner consistent with all applicable laws, rules, regulations, and self-regulatory guidelines. Customer agrees to comply with all laws and regulations regarding personally identifiable information relevant to its jurisdiction. Customer shall take reasonable measures to ensure that such information is protected against unauthorized access, use, modification, or other misuse during the duration of the Agreement and thereafter if needed.

2 Customer Obligations

2.1 Customer will provide parking for any motorist who completes a Digital Services transaction through the Sites until inventory is sold out. Customer agrees that the rate listed on Sites will at a minimum be equal to the best rate offered to traditional transient or daily motorists. All information provided Customer with respect to the Location and the Parking Inventory by must be accurate. If Customer cannot fulfill a Digital Services transaction or the information provided with respect to the Location and the Parking Inventory is inaccurate, Customer agrees that it shall liable to Flash for all costs and expenses it incurs in remedying the non-fulfillment or inaccuracy for affected motorists and further acknowledges and agrees Flash may deduct such costs and expenses from the Customer Proceeds (as defined below) in its sole discretion. If Customer repeatedly fails to fulfill Digital Services transactions or repeatedly provides inaccurate Location and the Parking Inventory information, Flash may, in its sole discretion, suspend or terminate Customer's account. Flash reserves the right to request proof of Customer's ownership of Location or authority to sell parking at a Location.

2.2 At Flash's reasonable request, Seller will place an Arrive button, widget, and/or link on and included in its website, email marketing and campaigns and/or social media accounts.

2.3 Customer agrees that it will not list the Parking Inventory for sale via any other website or mobile app, including online discount/coupon providers.

2.4 Customer agrees to: (a) provide Flash with access to inventory information for each applicable Location, including but not limited to name, address, image(s), Base Price (as defined below) and other text graphics, and other content reasonably required by Flash to perform its obligations under this Addendum and limited, royalty-free, non-exclusive, non-transferrable license to display the same on the Sites; (b) provide Flash with access to Customer's application program interface ("API") and all inventory data feeds, if available; (c) permit Flash to access, reproduce, and use any content related to the Parking Inventory contained on Customer's websites, social media sites or other online sources on a periodic and reasonable frequent basis. All of the data and information to be provided under this section shall be in a format mutually agreed to by the parties. Customer shall provide Flash with such information, cooperation, and technical support as Flash reasonably requests in connect with Company's obligations under this section.

2.5 Customer hereby grant to Flash a limited, royalty-free, non-exclusive, non-transferrable license during the term to use the name, logo, images and trademarks of the Customer (the "Customer Trademarks") during the term of the Agreement in order to market the Parking Inventory. Following the end of the term of the Agreement, whether by termination or expiration, Flash's right to use any Customer Trademark will terminate and any and all uses of these Trademarks by Flash must cease immediately. Flash will not manufacture or sell, or license the manufacture and/or sale of, any promotional or other merchandise that bears Customer's Trademarks without their prior written consent. Flash and Customer, as applicable, all warrant and represent that it has the right to authorize the exploitation of their Trademarks, and to grant the other rights contained herein and that the other Party's use of such Trademarks as provided hereunder will not violate or infringe upon the rights of any third party or violate any federal, state or local law or regulation

2.6 By mutual agreement on designs, Customer shall allow branded or co-branded signage which Customer shall display in its Facilities to allow easy identification by customers. Flash will pay for the signage installations. Subsequent signage installations or replacements to sign due to damage, vandalism or mishandling will be paid by Customer or replaced at Customer cost.

2.7 Customer must notify Flash in writing no less than 5 business days prior to a change in the entity responsible for operating a Location.

3 Prices and Proceeds

3.1 For purposes of this Addendum, the following definitions apply.

3.1.1 "Base Price" means the price set by Customer in the Customer Console.

3.1.2 "Drive-Up Fee" means the percentage of the Base Price plus the applicable transaction fee for Drive-up Services as set forth in the Order Form.

3.1.3 "Reservation Fee" means the percentage of the Base Price plus the applicable transaction fee for Reservation Services as set forth in the Order Form.

3.1.4 "Gross Sale Price" means the amount displayed to, and paid by, the applicable motorist.

3.1.5 “Customer Proceeds” means the Base Price minus the Drive-Up Fee and/or Reservation Fee.

3.2 The gross sale price displayed to and paid by motorists shall be the sum of the Base Price, the Drive-Up-Fee or Reservation Fee, as applicable, and the Digital Services Fee, if applicable.

3.3 Flash will remit accumulated Customer Proceeds, if applicable, to Customer through the Customer Console once per month via electronic (ACH) withdrawals no later than the 20th day of the subsequent month. Notwithstanding the foregoing, Flash may withhold payment in its sole discretion in the event (a) a sale is canceled for any reason; (b) an adjustment is made to motorist pricing because the rate offered by Flash was higher than the rate offered elsewhere; (c) Flash reasonably believe that Customer has committed fraud or other illegal acts or omissions during any buying or selling activity; or (d) Customer provides inaccurate or misrepresented Parking Inventory or Location Information for any booking or portion thereof. Flash will only remit Customer Proceeds for bookings that have been fully redeemed. Customer Proceeds for reservations or bookings that have been made, but have not yet been redeemed, will be held until so redeemed by the applicable motorist or until the date of the reservation or booking has passed without refund or cancellation. Any accrued payment obligations under this Section shall survive the termination or expiration of this Agreement. Each remittance of Customer Proceeds to Customer shall be accompanied by a report detailing the Base Price, the applicable Flash Digital Services Fee, the Customer Proceeds, the name of the applicable Location, the type of parking space reserved and the specific date and time of the reservation for each motorist transaction through the Sites related to the Location.

3.4 Customer shall be responsible for remitting to the applicable taxing authority’ all federal, state, and local taxes imposed on parking customers purchasing parking through the Sites and with respect to any Base Price. Customer shall include any such applicable taxes in the Base Price set by Customer in the Customer Console. Flash shall be responsible for collecting such taxes and remitting them to Customer as part of the Customer Proceeds. Additionally, Customer shall be responsible for remitting to the applicable taxing authority all federal, state, and local income taxes related to Customer Proceeds. Flash shall have no obligation to collect or remit any income related taxes to any authorities on Customer’s behalf. Each party shall indemnify the other party from and against any costs, claims and other liability incurred as a result of the indemnifying party’s failure to comply with its obligations under this paragraph.



DIGITAL PRODUCTS PRICING ADDENDUM

Digital Ticket Checkout

Base Price	The price set by Customer to park at Customer's facility, plus any applicable sales taxes.
Customer Convenience Fee	Additional charge to consumers, set and retained by Customer and mutually agreed upon by FlashParking.
Gross Sale Price	The amount displayed to and paid by the consumer, equal to the Base Price plus any applicable Customer Convenience Fee and FlashParking Transaction Fee.
FlashParking Credit Card Processing Fee	3.5% of the Gross Sale Price.
FlashParking Transaction Fee	\$0.50; provided, however, if the Customer Convenience Fee exceeds \$4.99, the FlashParking Transaction Fee shall be \$1.00.
Customer Proceeds	Gross Sale Price minus the applicable FlashParking Credit Card Processing Fee and the FlashParking Transaction Fee.

Reservations

Base Price	The price set by Customer to park at Customer's facility, in Arrive's Seller console, plus any applicable sales taxes.
Reservation Fee	For hourly/daily parking: 15% if the Base Price is less than \$10. 15% + \$0.99 if the Base Price is \$10 or more.
Buyer Fee	Additional charge to consumers which FlashParking, at its sole discretion, may collect for certain transactions (currently set to 6% of the Base Price).
Gross Sale Price	The amount displayed to and paid by the consumer, equal to the Base Price plus the Buyer Fee (when applicable).
Seller Proceeds	Gross Sale Price minus the Reservation Fee and Buyer Fee (when applicable).

Scan To Pay

Base Price	The price set by Customer to park at Customer's facility, plus any applicable sales taxes.
Customer Convenience Fee	Additional charge to consumers, set and retained by Customer and mutually agreed upon by FlashParking.
Gross Sale Price	The amount displayed to and paid by the consumer, equal to the Base Price plus any applicable Customer Convenience Fee and FlashParking Transaction Fee.
FlashParking Credit Card Processing Fee	3.5% of the Gross Sale Price.
FlashParking Transaction Fee	\$0.50 if the Gross Sale Price is less than \$10.00. \$0.99 if the Gross Sale Price is \$10.00 or more.
Customer Proceeds	Gross Sale Price minus the applicable FlashParking Credit Card Processing Fee and the FlashParking Transaction Fee.

3.C. CUT SHEETS – REFERENCED MATERIALS

The following documentation has been attached

- Municipalities
- Kiosk Sheet

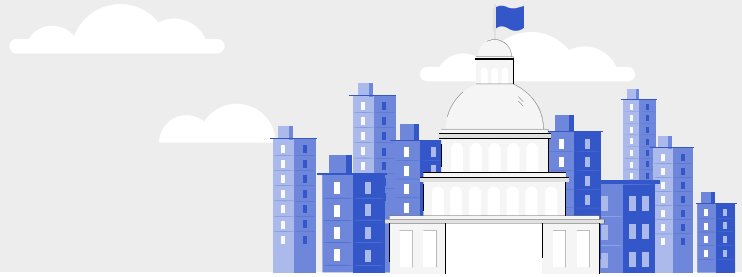
- Flash IQ
- Flash Gates
- Validation Solutions
- Digital Ticket Checkout
- eReservations

- Case Study: City of Tempe
- Case Study: Texas Medical Center



FLASH

MUNICIPALITIES



With over a decade of experience revolutionizing the mobility industry, Flash designed the only parking + charging platform built by industry experts to maximize return on investment. Flash's configurable solutions increase business efficiency, occupancy and consumer experience while driving down operational costs.

Building Blocks for the Smart City of Tomorrow, Today

Today's mobility hubs are built on a foundation of best-in-class, cloud-based PARCS, delivering real-time business intelligence, AI enabled access/ monitoring, and increased ease of use for your parkers. The electric vehicle market has rocketed from nascent to norm with EV sales projected to grow another 4x by just 2025. This means parking assets with integrated parking + charging are positioned to be the gas stations of the future. Last, and potentially most important, consumer expectations demand seamless tech integrated with their phones and connected cars.

89%

of Americans use digital payments
(McKinsey)

18x

growth in US charging ports needed
to meet 2030 EV charging demand
(S&P Mobility)

5-10 years

The timeline by which major
automakers have pledged to go fully
electric, digital, and connected

Flash delivers best-in-class solutions to drive business results today & adapt to future needs, improving:



Driver/Parker Experience

Enhance ease & utility to remove stress + drive demand & customer loyalty

Create ease with **intuitive and ultra-reliable, un-staffed kiosks with digital, touchless payments**

Streamline high traffic windows with **best-in-class vend times** and a frictionless experience (LPR, RFID, AVI, Bluetooth)

Tap into digital customers with **ParkWhiz app's** parking availability searches, reservations, payments and integrations with top wayfinding and event ticketing apps



Operational Efficiency

Reduce staff hassles, optimize revenue & future-proof your investment

Create synergy across systems. Only Flash offers **flexible, cloud-born solutions** on a single parking + charging platform

Improve business decisions with **real-time data and intelligence dashboards** to optimize fees and permit access

Ensure compliance with our integrated suite of AI, machine learning **camera-based monitoring and enforcement solutions**



Smart City Ecosystems

Create mobility hubs that empower your community today & tomorrow

Attract new parkers & increase loyalty with amenity or paid **EV charging** (Flash end-to-end program management included)

Increase revenue and reduce traffic/ circling with **rideshare staging solutions and event parking** with in app trip planning

Flex access and rates to meet the changing needs of **contract parkers** and facilitate **off-hours parking** for local shopping and dining

Flash’s innovative approach is built to flex to your unique use-case and as a partner, we empower you through technology changes, marketplace shifts and consumer advocacy.

Flash is helping municipalities increase revenue & efficiency with flexible solutions:

Tempe:

150%

revenue growth
at one location

Lexington:

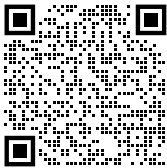
3 weeks

for end-to-end install on
3 locations (23 kiosks)

Bethlehem:

70%

reduction in support calls &
25% decrease in labor costs



Scan to see municipality
case studies

Municipal Partners

Flash has implemented parking and mobility solutions to fit the needs of the largest scale, blended facilities campuses & small scale tailored needs of multi-location operations. We have municipal installations in the following cities:

- Asheville
- Austin
- Baton Rouge
- Bethlehem
- Billings
- Eugene
- Grand Rapids
- Harrisburg
- Las Vegas
- Lexington
- Louisville
- Reno
- Rochester
- Tallahassee
- Tempe
- Virginia Beach
- Weymouth

What partners are saying:



“Flash has been a great partner. An incredibly fast installation has been followed up with the most attentive post install and customer success team that I’ve ever experienced.”



Gary Means
Executive Director
Lexington Parking Authority



“We are able to provide a higher level of service by bringing this new PARCS system into the mix.”



Adam Jones
Vice President
Downtown Tempe Authority



Ready for the Future in Your Operation?

Go to FlashParking.com/products to learn about how our suite of technology can power the evolution of your asset or select GET STARTED to get connected with a Municipal Mobility specialist.

FLASH

Kiosk

SAFE. SECURE. SMARTER. Bluetooth-enabled, cloud-based kiosk with flexible software configurations, seamless integrations, and easy DIY maintenance guarantees maximum uptime.

Simple and Flexible Design

Our Kiosk assembles all the essential elements needed to manage parking access and revenue control in a single elegant unit. Our physical kiosk is highly customizable to meet the unique demands of each parking facility. Whether it's used to manage transients, monthlies or valet, the software package is configured for each machine's role in the facility as entry, exit, pay-on-foot and multi-space. In addition, our machines can be configured to accept credit card, RFID, or cash payments with exact change or bill note recycler.

Future-proof Platform

FlashOS, our mobility hub operating system, powers the logic in all our Kiosk form factors and is purpose-built to run in the cloud, offering enhanced scalability, redundancy, and most importantly—since no on-site servers are needed—virtually no maintenance. Cloud-based software also allows for easy system reconfiguration as technology and venue needs evolve.

Value and Benefits

✓ Versatile Engineering

Our unique Kiosk can meet all your needs as we configure the machine as either an entry, exit or as a pay-on-foot, pay-and-display, pay-by-plate, or pay-by-space kiosk. When replacement parts are needed, they are identical in all Kiosks which minimizes spare parts costs and accelerates repair.

✓ Total Reliability

We provide comprehensive access to monitor and manage all your properties from a single back-end portal via mobile, tablet or desktop. With a 99.99% uptime and a 61% reduction in support calls vs a legacy system, you don't need to worry about frustrating support and maintenance concerns.

✓ Real-time Decision Making

Manage rate changes, credit card payments, eParking reservations, and electronic validations in real-time via phone or browser.

✓ Worry-free Compliance

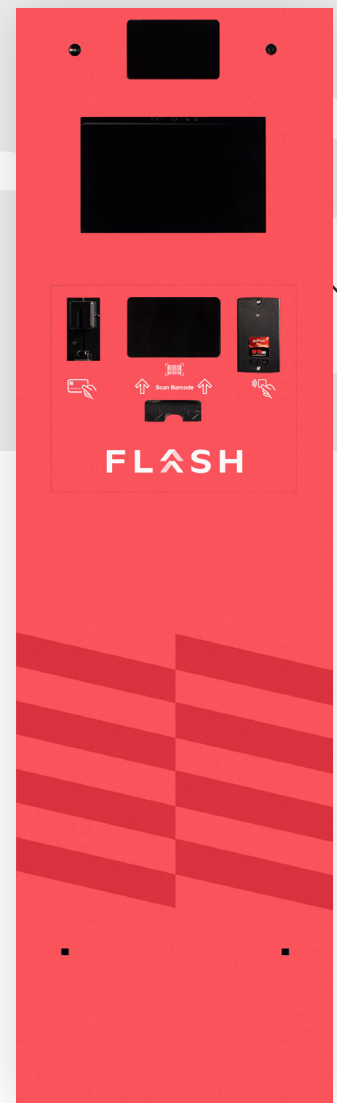
With Flash, you—the parking provider— outsource 98% of the PCI duties to us, the only Level 1 Service Provider in the industry. The result is instant and on-going complete PCI compliance. It's that simple!

✓ Extreme Weather Rated

Our Kiosks are UL Certified to withstand all extreme weather conditions and aluminum-built to prevent corrosion.

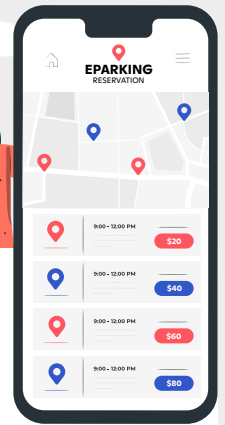
✓ Extending Your Brand

The standard shell of the Kiosk comes in a powder-coated silver; properties looking to extend their brand into the parking facility can wrap their Kiosks in a design of their choosing.



FLASH

eParking Reservations Solution



Save parkers time, get to know your customers, build loyalty, and increase revenue by activating industry-leading eParking Reservation platforms into your asset. Reservations and pre-payment make you a more likely choice the first time—and the most likely choice for return parkers every time thereafter.



Maximize occupancy and tap into new revenue streams by gaining exposure to the emerging digital marketplace for parking



Grow your relationships with your customers with insight into past and future occupancy data to cultivate deeper relationships



Modernize the customer experience with digital tools designed to make parking frictionless



Book, pay in advance, and enter via any type of access control system:

- **Frictionless Bluetooth** that enables drivers to simply press an in-app button to gain access to or exit an asset
- **Barcode Readers** on any kiosk you already have allow parkers to simply scan their phone and go



Tap into other larger platforms with unique users such as Google and Apple, and other leading navigation apps that now offer on-map parking options visible to consumers



We integrate with a Broad Range of Partners:

eParking Reservation Platforms



Navigation Platforms



**Condensed list of partners; for a full list ask sales@flash.com*



Parking control in the palm of your hand.

FlashParking.com/products for more.



Digital Ticket Checkout

Give your customers a quick way to pay with their phone through Digital Ticket Checkout (DTC). Flash's solution gives customers the option to pay by mobile device, rather than at a pay-on-foot or exit kiosk, minimizing lines and reducing friction at exit.

How It Works

Parkers pull a ticket to enter the garage as normal. When they are ready to leave the facility, they pay for their parking by phone in just a few steps:



1. Scan

Scan the QR code or App Clip on posted signage.

For Parkonect Kiosks only - option to access DTC by scanning the QR code on the physical ticket. (Payment experience can also be accessed through text.)



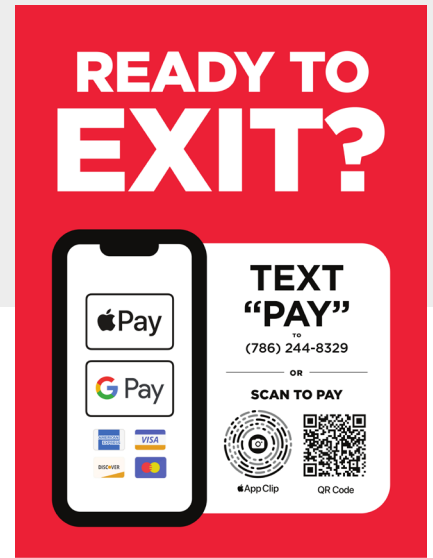
2. Pay

Multiple payment options including Apple/Google Pay, CC, and even validations - no need to download an app



3. Exit

Scan the receipt or entry ticket to exit the garage



powered by FLASH

Benefits for Operators

- ✓ **Fast** – Reduce traffic with faster egress
- ✓ **Cost Savings** – Digital payment options reduce need for pay-on-foot kiosks
- ✓ **Flexible** – Supports multiple fees and taxes

Benefits for Parkers

- ✓ **Fast** – Skip the kiosks and pay on-the-go
- ✓ **Easy** – Pay from anywhere
- ✓ **Simple** – Pay with Apple Pay or Google Pay to skip app sign in



Parking control in the palm of your hand.

FlashParking.com/products for more.



Validation Solutions

Our web-based validation system powered by the Flash platform provides operators and asset owners a modern way to validate parking from any connected device.

Types of Validations



Electronic Validations

Customers do not have to take action for the validation to be processed; the validator simply accesses their Flash portal to perform the validation. The validator manually enters the customer's ticket number, sets the validation price, and then confirms the validation. The new, validated rate is automatically applied to the customer's ticket.



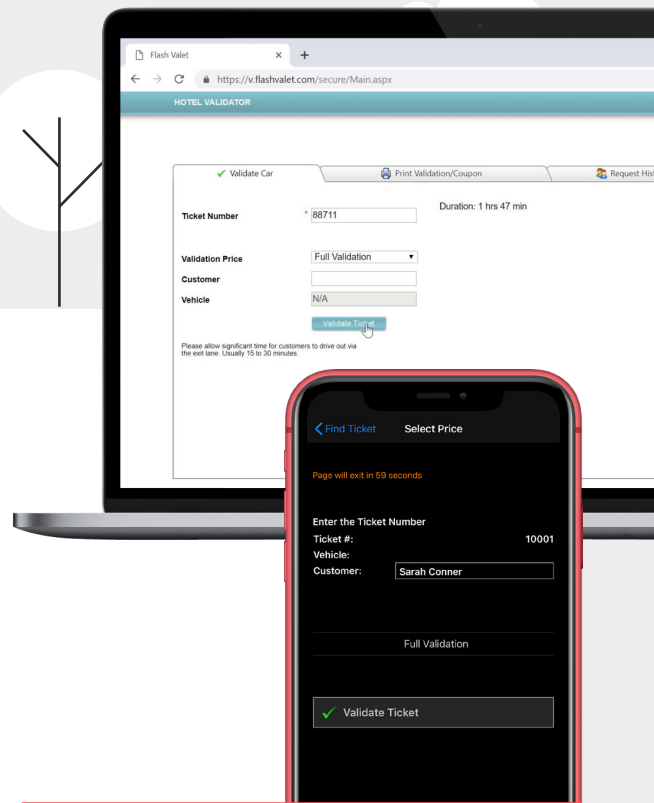
Printed Validations

Printed Validations are a straightforward way for parking operators to serve visitors of the variety of different businesses their garages and lots serve. With no need for special paper, individual and bulk barcode validations can be printed out on Avery labels. Parkers apply the validation label to the back of their ticket that is scanned at an exit or pay-on-foot kiosk after scanning the original ticket. The validated amount is immediately be deducted from the user's balance.



Validating by Text

A convenient option for users that eliminates the need for customers to keep track of printed validations and doesn't require validators to log into the portal each time. Validator phone numbers first need to be added to the Admin Portal in order to gain validation capabilities. Pre-approved validators can send a customer's ticket number to a specific phone number associated with the location. The validator will then receive confirmation that the customer ticket has been validated.



Validators and Managing User Rights

Flash's validation system allows you to offer different validations for different validators. The operator uses a unique user name/ password to access the revenue control system to create validations and manage user rights for each validator.



Flexible to Meet Your Unique Venue Needs

Our exceptionally flexible validation system can provide multiple scenarios for validations. It can calculate the remaining balance if the parker exceeds the validated time and request payment, allowing you to capture additional revenue.



Are You Ready For The Future?

Go to FlashParking.com/products to learn about how our suite of technology can power the evolution of your asset into a networked mobility hub.



Access your data anytime and anywhere. **FlashIQ** empowers your future decisions with simplified, accessible data so that you are making smarter and more profitable decisions about your business.



Overview

Don't settle for latent, fragmented reporting from legacy suppliers. You deserve better. Flash imagines a world where data can be accessed anytime from anywhere. This doesn't just keep you better informed, it allows you to make quick business decisions and maximize your revenue opportunities. With the power of our cloud-native FlashOS, we are able to deliver reliable and robust reporting and AI-driven data analytics. All of this powerful reporting comes standard with Flash. This changes everything.

Reporting Suite: Empower Your Sites With Real-Time Reporting

What if your data worked for you instead of you working hard for your data? Choose from standard reporting templates or configure your own report; either way, access what matters to your business. Your customized reporting can be accessed anytime, anywhere or scheduled to arrive in your inbox routinely.

Gain immediate insights at the site level and at the portfolio level to help you make decisions faster.

- ✓ **Equipment health status**
Check gate health, paper status and more without having to be onsite. Everything you need, at your fingertips.
- ✓ **Dynamic Pricing**
Check for occupancy surges and give customers a live look at pricing. Leverage your phone to make quick decisions based on occupancy and current events.
- ✓ **Standard or customized trend reporting**
Make short or long-term decisions based on customer interactions down to the lane level.

Over 200 standard reports are available; here are just a few examples of standard trend reporting:

Location Summary

Executive-level summary of tickets processed per price per kiosk. It also provides a payment summary broken down by tender type and includes a sub-report that provides the number of vehicles processed per fee.

Location Transaction Detail

Ticket number, arrival, departure, duration, and payment information can be found in this report. At the end of the report is the total amount transacted as well as an average duration and coupon summary.

Contact Center Detail

This report provides information on support calls made through any kiosk in the system.

FlashIQ: Empower Your Future With Market Insights

Don't invest in the past. Own the future through intelligent data that inspires strategic change. Our FlashIQ intelligence engine provides actionable insights to inform long-term strategies. Go beyond site maintenance and tap into data to help you make strategic decisions that future-proof your business. When you're ready to introduce new services like EV charging or docking for eScooters, you can access data on the success of those new service introductions as well.

Features & Benefits

Real-Time Intelligence

Waiting for monthly, weekly, or even daily reports simply doesn't cut it. FlashIQ displays live data on rates, revenue, occupancy, and equipment health to inform data-based decision making.

Make Faster Decisions

With live intelligence, you can communicate occupancy to parkers in real time and display dynamic rate changes accordingly. Seeing how customers react to new pricing and service offerings helps inform long-term strategy.

Portfolio-Wide Transaction Data

The ability to have a bird's eye view is critical for optimizing revenue generation. FlashIQ rolls-up data across an entire portfolio to provide deep visibility into operations.

Optimize Revenue Generation

With rolled-up data across an entire portfolio of properties, you have broad, easy-to-digest analyses. From there, strategic initiatives around optimizing revenue generation are formulated from widespread trends and outlying metrics.

Cross-location Groupings

Custom groupings of locations from different regions, clientele, or other similarities can be used to surface trends and actionable insights.

Mine Actionable Insights

The ability to take a closer look at specific markets allows you to identify patterns and create actionable insights that inform larger strategies.

Data is crucial to transition from an old, dated parking asset into a future ready, connected mobile hub. Even taking the first step, such as adding electric vehicle charging, must be explored after looking at data and trends. All of this insight is powered by the AI-driven FlashIQ engine and allows you to focus on delighting your clients and customers, not your reporting.

Don't play the commodity game, differentiate yourself by using Flash data and analytics.



Are You Ready For The Future?

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FLASH GATE

Reliable, **Low-Cost** Parking Access



Unmatched value, maximum asset protection

Flash Gate offers cost-effective and secure access control for owners and operators. Whether you're upgrading existing infrastructure or adding to your Flash solution, Flash Gate is designed to optimize traffic flow, reduce costs and protect your parking facility.

Why Flash Gate?



Lower upfront & lifetime costs

Save on replacement arms and lower total cost per gate compared to competitors*.



Simple installation

Built only with the features you need, Flash Gate is easy and quick to install in any facility.



24/7 security & control

Choose between fail-safe and fail-secure power control options to ensure 24/7 asset protection.

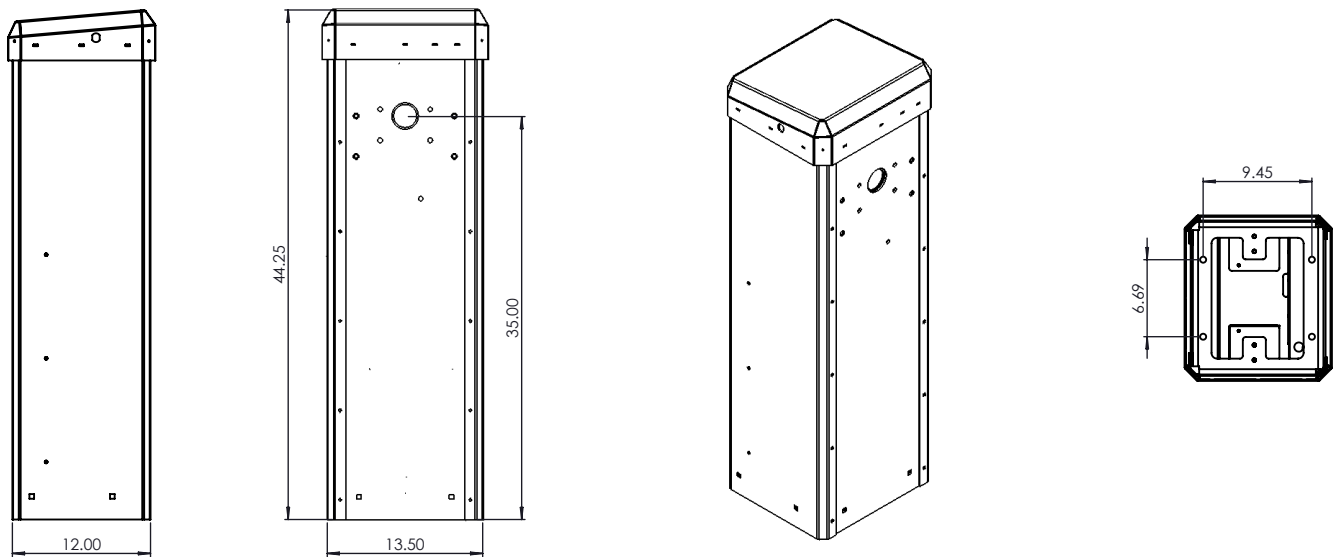


Future-proof

Fully compatible with all Flash solutions, supporting both existing and future integrations.

Features	Flash Gate
UL Certification	UL 325: 5028218
Operating Temperature	-20 to 60 degrees celsius, -40 with heater
Voltage	100 to 240 VAC Single Phase
Frequency	50/60 Hz
Max Power Consumption	350 W
Duty Cycle	100%
Open/Close time	1.9 seconds
Shipping Weight	85 lbs
Arm Types	10 foot straight 10 foot - 84" articulated 10 foot - 98" ADA compliant articulated 12 foot straight 12 foot - 84" articulated 12 foot - 98" ADA compliant articulated
Lifetime Cycles	5 million cycles
Straight Configurations	Swing Away Nylon Bolt Hard Bolt
Built-in Loop Detectors	Yes
Direct Drive Motor	Yes

Dimensional drawings



Kiosk Components and Configurations

All Kiosk form factors come standard with real-time reporting and on-demand dashboards that can be accessed anywhere on any device. The mobile app module allows you to manage parking operations from the palm of your hand. Plus, you get over-the-air software updates as demands evolve and new software patches are required.

We also offer an optional cash acceptance machine with two choices: exact change only or bill note recycler. Reconciled funds are accounted for electronically and stored in a single locked cashbox. The bill note recycler facilitates a closed-loop cash system, allowing facilities to simplify the cash management process and increase profitability.

Beyond the configurations below, there are many payment platform, call-center, analytics and other integrations that are available.



		Kiosk	Wall Mount Kiosk
Features	Benefits	Parking kiosk, standard form factor; ruggedized, weather-resistant fixture	Parking kiosk, wall-mounted form factor; ruggedized, weather-resistant fixture
Bluetooth Beacon Technology	Contactless access	✓	N/A
Camera	Visual communication for video support	✓	✓
Integrated Intercom with mic & speaker	Two-way audio communication	✓	✓
LCD Display (10")	Graphical user interface, touch interaction	✓	✓
Magnetic stripe reader	Credit card acceptance, encrypted at head	✓	✓
Barcode Scanner (2D, QR)	Read codes on tickets, phones	✓	✓
RFID Reader	Read proximity cards	✓	✓
Thermal printer (2")	Ticket/receipt dispenser	✓	✓
Service			
24/7 phone and online support	For troubleshooting and problem-solving issues	✓	✓
FlashCare Maintenance Kit	On-site replacement parts	Optional	Optional
Examples of Optional Hardware			
Hoods and Hats	For protection against environment	Optional	Optional
Warmers & AC units	For extreme climates	Optional	Optional
Credit card with EMV chip	Payment option	Optional	Optional
Exact change only cash machine	Cash option	Optional	N/A
Bill Note Recycler cash machine	Cash option	Optional	N/A
RFID 12" x 12" extender	Extended RFID range	Optional	N/A
Visit us at https://www.Flashparking.com/products/integrations/ to view our robust ecosystem of smart parking and mobility integrations and services.			
Branding			
Customized wrapping	Extend brand into garage	Optional	Optional

Measurements	
Dimensions	16"w x 12.41"d x 55" h
Weight	approx. 58 lbs
Color	Industrial Gray
Locks	Yes
Wrapping	Yes, customized wrapping available
Electrical	
Voltage	120V
Current Consumption	~8.0 amps max
Power Consumption	~1020 watts max
PARCS Hardware Capabilities	
Operating Temperature	-20 to +140 F
Humidity	15-95% rH noncondensing
Agency Certifications	UL 60950-1/CSA C22.2 N. 60950-1, and UL 60950-22 Outdoor Use
Rating	UL 60950-22 under NEMA 250-2008
Additional Info	
Bluetooth Functionality	Yes
Multi-lingual	Yes
Communication Options	Ethernet/RJ45 with 4G/LTE back-up
FLASHCare Kit	Yes (a kit with all major peripheral components available)
ADA Compliant	Yes



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CASE STUDY

Downtown Tempe District Streamlines Parking Experience for Locals and Visitors Alike

The Challenge

The Mill Avenue District is a vibrant center of restaurants, shopping, and entertainment located in downtown Tempe, AZ. Managed by The Downtown Tempe Authority, this district offers three central parking facilities for patrons of the area.

Prior to 2019, parking transactions were handled by cashiers and tickets were distributed via onsite servers. After years of excessive downtime due to software complications and maintenance, the Downtown Tempe Authority was eager for a change.

The criteria for their next technology solution? In the words of Adam Jones, "It's all about keeping expenses in check and maximizing revenue."

The Solution

Flash collaborated with the Downtown Tempe Authority to configure a modern PARCS solution that would optimize operations and automate the formerly cashier-dependent locations. The cloud-based solution for the three garages comprised of:

- ✓ 16 smart kiosks
- ✓ Bluetooth access for monthly parkers
- ✓ PARIS and Zephyre integrations
- ✓ Overnight hotel guest access passes
- ✓ Validation module
- ✓ On-screen advertising at kiosks
- ✓ eParking reservation capabilities
- ✓ HelpMeParker support
- ✓ License plate recognition (LPR)

The Result

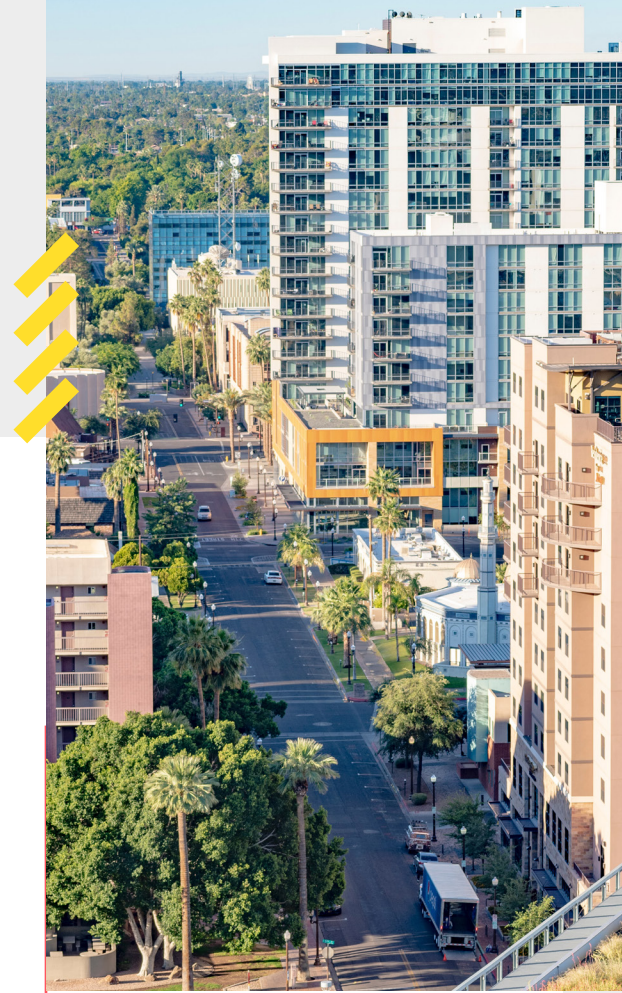
After the swift Flash install, downtown Tempe's garages immediately started to see the efficiencies of a cloud-born approach.

First, the move to an automated system rather than cashiers decreased payroll, increased accountability, and allowed for 24/7 revenue collection. At one location, the Downtown Tempe Authority saw revenue jump 150% after switching to Flash.

Locations with newly-installed Flash solutions also managed to go from 70% cash and 30% credit card transactions to upwards of 90% credit card and just 10% cash transactions.

"We are able to provide a higher level of service by bringing this new PARCS system into the mix," says Jones. Features like License Plate Recognition (LPR) have been a big hit among monthly parkers who interact with the facilities regularly.

For day-to-day operators of the garage, mobile management capabilities and ease of integrations have been the biggest benefits.



At a Glance

3 Garages	150% Revenue Growth
70% Cash	10% Cash
30% Card	90% Card

"It makes my job a lot easier because I can do everything from one place."



Adam Jones
Vice President,
Downtown Tempe Authority



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CASE STUDY

Texas Hospitals Invest in Parking to Enhance Patient Experience

Texas Medical Center delivers superior arrival and departure experience despite COVID-related challenges

Background

Texas Medical Center (TMC) is the world's largest medical campus, representing dozens of healthcare institutions that work together to promote the highest standards of patient care, research, and education. But with over ten million encounters each year, it should come as no surprise that the parking operation is a vital piece of supporting the patients, visitors, emergency vehicles, and 100,000 employees who flow in and out of the sprawling Houston, Texas-based location.

"When you're as busy as we are, speed is everything," says Zach Eggman, the General Manager responsible for parking. "Patients are stressed about getting to their appointments. Providers and nurses are rushing to shift changes. Nobody wants to be slowed down by the garage."

That's why TMC decided to update a sprawl of parking equipment that was difficult to manage and prone to malfunction. Eggman explains, "It's frustrating to people when gates don't work or take a long time to open. And it was challenging for us to manage the parking facilities."

Challenges and Solutions

TMC sought out a parking management solution that could keep up with the campus-wide spirit of innovation, ultimately deciding on Flash for its future-ready capabilities. Flash's industry-leading, easily-configurable cloud software platform meant that the entire installation took just 44 days. "The ease of install was outstanding," says Eggman.

As an indirect measure of the success of the new solution, support calls have dropped close to eighty percent since the system went live. But the foundation of a superior patient, visitor, and provider experience should be measured by more tangible use cases that have value for its participants.



34

Facilities

200

Lanes

TMC at a Glance

- 10 million patient encounters per year
- 106,000 total employees
- 9,200 total patient beds
- 60+ member institutions
- \$1 Billion + in construction projects underway
- 8th largest business district in the U.S.

Speed at Scale

- 80% reduction in support calls
- Universal web-based parking validation
- Touchless access for infection control
- Garages flexibility for visitors and staff

Parking Validation

TMC provides parking validation services which allow member institution to cover the cost of parking on behalf of patients and visitors. Prior to Flash, the operation to administer these services was costly and problematic.

“The previous system used electronic pucks to encode parking chips for use in the garages,” Eggman recalls. “The pucks were expensive, which meant there weren’t enough go around. It wasn’t uncommon for parkers to pick up their own costs and complain about it on online forums.”

The puck system did not provide accurate details on the issuers of the validation. This could lead to disputed charges when a hospital received a bill for a validation at a garage nowhere near their facility.

The Flash system provided solutions and enhanced TMC’s system in a big way.

The new web-based platform was so ubiquitous that hospitals did away with pucks and the hundreds of thousands of chips to encode each month. Validations are now handled by nearly 900 users throughout TMC, administered either through the mobile app or any web browser. That includes the onsite restaurant where the iOS version of the app is loaded at the cash register.

The software-driven nature of the system made it simple to adopt a six-digit pin for each user so that member hospitals can audit and have confidence in who grants validations as part of their internal controls.

“Patrons can get their parking ticket without physically touching anything. Even those who aren’t tech-savvy picked up how to use it very quickly.”



Zach Eggman
General Manager - LAZ Parking - TMC

Contactless Innovation

Infection control has always been important in hospital care settings, but COVID-19 has raised the need for precautions to a new level.

TMC was more than ready to handle the change management necessary for enforcing new visitation policies, as well as providing staff to handle extra disinfection needs. But with hundreds of thousands of patients and visitors each month, the list of procedures to follow and surfaces to wipe down grew very long.

One way Flash was able to help whittle that list down was by creating a contactless entry option for its kiosks, all in under two months. “Flash added a motion sensor so that you can get your ticket with the wave of a hand,” explains Eggman. “Patrons can get their parking ticket without physically touching anything. It’s been a big hit, and they executed it well enough that even the demographics that aren’t tech-savvy picked up how to use it very quickly.”



TMC is also seeing additional benefits as its patients and visitors become more comfortable with touchless capabilities. One of those is a shift away from cash payments. Many people never realize how much bacteria is carried by bills and coins; according to *Forbes Magazine*, researchers have found that coronavirus can survive “at least 28 days” on banknotes. Yet cash had historically been a popular way to pay in TMC’s parking facilities.

That’s all changing now. “We’re definitely seeing methods of payment shift,” Eggman says. “Because of the pandemic, the mix of phone payment transactions like text-to-pay is approaching the same level as cash. It’s become a convenience thing now, and we expect our visitors will continue with this shift even after the pandemic is over. The Flash platform makes it very easy to manage.”

Physician and Staff Parking

Like many hospital campuses, the parking facilities closest to hospital entrances at TMC are reserved primarily for patients and visitors. Staff lots are typically accessed by proximity card readers managed via monthly contracts.

That doesn’t mean that doctors and nurses like parking further away. In fact, most hospital facilities departments know well that medical staff can sometimes encroach on visitor parking. Eggman relates a recent story how one employee wanted to pay for one of a select few monthly contracts available in a close-in garage only to be told there were no more available.

“He said he would just buy a visitor value pass,” Eggman says. “Obviously, that defeats the purpose. But I understand the need, because some of our providers and nurses are working eighteen-hour days, seven days a week, and parking close-in would be one less thing to wear on them.”

The discussion did hatch an idea, however. Because the Flash system utilizes enterprise cloud-based software, TMC was able to examine its parking data across the entire campus and come up with creative solutions to bridge between needs and constraints.

“We could tell some facilities weren’t at capacity because of lower patient volumes due to COVID-19,” Eggman says. “We decided to add monthly staff contracts to the system for each of those facilities.”

The flexibility of the Flash system made such an effort easy to turn around, providing a quick way to help keep providers happy despite putting in so many hours every day.



Flexibility and the Future

If there's one thing the coronavirus has taught us, it's that the ability to be nimble and flexible can have great value. TMC is already looking toward the future for ways to deliver a superior arrival experience that will make it easy for patients to receive in-person care. One of those potential areas is how to handle rideshare services.

"Ridesharing congestion is definitely a concern," Eggman says. "Drivers will clog up entry and exit points and we hear about it as a dire concern from our members. But solving it isn't as easy as just creating a designated drop-off area somewhere else."

In particular, TMC has found that less-mobile patients such as the elderly or those with lower body injuries don't want to get out of a car and then wait for a shuttle to take them to the entrance.

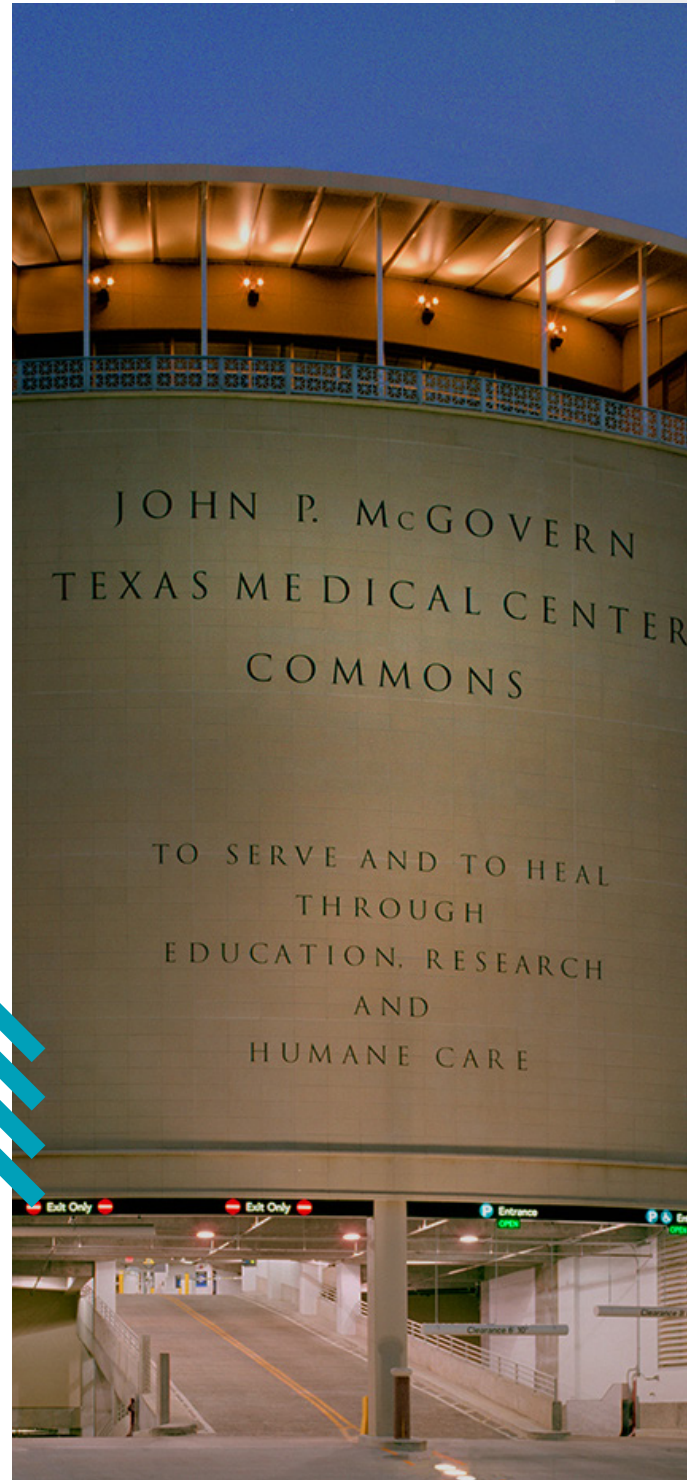
"That's why I'm very interested in what Flash has done with the City of Las Vegas," Eggman adds, referring to how the company leveraged its cloud-based software to reduce rideshare congestion in the iconic city. Now rideshare drivers are able to access designated parking areas in municipal garages via Bluetooth or digital barcode. This lets rideshare drivers park near downtown Las Vegas when between rides, reducing fuel consumption, providing use of a bathroom, an ability to grab a meal, or otherwise simply wait for their next fare without contributing to additional traffic.

When asked to reflect on their choice of Flash for the needs of the Texas Medical Center, Eggman doesn't hesitate. "It's been great. Performance has been excellent, and the technology is modern and flexible. I really value the partnership. At the end of the day, Flash helps our team manage the parking system and make parking a non-event. No stress. No hassle. Just easy."

"What I really value is the partnership. No stress. No hassle. Just easy."



Zach Eggman
General Manager - LAZ Parking - TMC



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