



CHARLOTTE

Department of Contracting and Procurement

Addendum # 2	CMPD License Plate Recognition System RFP # 269-2025-134
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To: All Prospective Vendors

Date: July 17, 2025

Subject: **Addendum # 2– RFP # 269-2025-134 – CMPD License Plate Recognition System**

Please note the specification changes/modifications below for the RFP.

Item #	Page #	Section #	Specification	Modifications and Questions
1	17	3.1	General Scope	<p>Service Provider Question: We respectfully ask whether the City would consider allowing a company that is actively pursuing a license from the North Carolina Alarm Systems Licensing Board to submit a proposal, with the condition that licensure will be obtained before any installation or other regulated work begins. We anticipate completing all requirements and receiving our license well before any regulated installation or service activity would occur under the anticipated implementation schedule.</p> <p>Answer: No, the City will not consider vendors who are not currently licensed with the North Carolina Alarm Systems Licensing Board at the time of proposal submission.</p>
2	17	3.1	General Scope	<p>Service Provider Question: Will the City accept a proposal from a prime vendor who does not hold a North Carolina Alarm Systems license, provided that the vendor partners with a subcontractor who does hold a valid license from the ASLB and will perform all work that falls under Chapter 74D licensing requirements?</p> <p>Answer: No, the City will not consider prime vendors who are not currently licensed with the North Carolina Alarm Systems Licensing Board.</p>
3	17	31	General Scope	<p>Service Provider Question: May we use a third-party subcontractor with a license issued by the North Carolina Alarm Systems Board?</p> <p>Answer:</p>

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				The prime vendor must be licensed with the North Carolina Alarm Systems Licensing Board. It is preferred that the vendor selected performs the work, however if a subcontractor is used, the licensed subcontractor must be identified in the contract and the prime vendor assumes all liability for the subcontractor.
4	17	3.3	Background	<p>Service Provider Question: Would the city prefer a system that is solar powered eliminating the use of the existing 110V power already installed at each camera location?</p> <p>Answer: The City is open to a solar powered solution. The lifecycle maintenance of a solar option should be all-inclusive and covered as part of the warranty of the entire solution.</p>
5	17	3.4.1.2	Project Deliverables	<p>Service Provider Question: Are the current wooden poles, traffic signal mast arms, and contractor-installed poles suitable to support a solar panel for powering the new LPR cameras?</p> <p>Answer: To the best of the City's knowledge, we believe the poles are suitable to support a solar panel for powering the new LPR cameras. The vendor would be responsible for assessing whether or not the poles are suitable.</p>
6	17	3.4.1.2	Project Deliverables	<p>Service Provider Question: Will the city accept an LPR camera with an integrated LTE modem designed to transmit data?</p> <p>Answer: Yes, the City will accept it.</p>
7	18	3.5	Locations	<p>Service Provider Question: Location 61 in Exhibit 1 lists "Mobile Camera Trailers", does the city plan on purchasing trailers as part of this RFP?</p> <p>Answer: New mobile mounts are not part of the RFP. Future opportunities to retrofit current "Mobile Camera Trailers" are a plus.</p>
8	18	3.5	Locations	<p>Service Provider Question: Can CMPD provide speed limits for each location? This can help determine which specific model LPRs to use. Or would they prefer to use all "higher speed" cameras? Ex: Higher Speed Camera - longer range and up to 124mph, while the mid speed/ shorter range is up to 65mph.</p> <p>Answer: All existing ALPR cameras are in areas where the maximum speed limit is 45 MPH however there may be the need to</p>

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				capture vehicles traveling at rates exceeding the speed limit. There would be interest in seeing the difference between vendor offerings.
9	18	3.5	Locations	<p>Service Provider Question: For each location, what is the breakdown in ownership of the existing structure? Is it a traffic light pole the City owns or a distribution pole a private energy company owns?</p> <p>Answer: All cameras are currently located on fabricated masts mounted primarily on City-owned poles; however, there are a few on Duke Energy-owned poles.</p>
10	18	3.6.1	Hardware	<p>Service Provider Question: Is CMPD looking for all new trailers or to update existing?</p> <p>Answer: CMPD seeks to update the existing trailers.</p>
11	18	3.6.1	Hardware	<p>Service Provider Question: Is the City looking to replace the entire trailer or add LPR to the existing trailers? If the latter, can the City provide specifications of the trailers related to charging systems? What other type of technology is connected to the trailer?</p> <p>Answer: The City is looking to replace LPR on existing trailers. Please see Attachment A, Road Warrior Pictures, for additional information.</p>
12	18	3.6.1	Hardware	<p>Service Provider Question: Will the Vendor be expected to provide the 14 mobile cameras (road warrior) trailers? What are the specs and functional requirements of the mobile camera trailers?</p> <p>Answer: The vendor is not expected to provide 14 mobile camera trailers. The vendor is expected to provide 14 cameras for the mobile camera trailers. Please see Attachment A, Road Warrior Pictures, for additional information.</p>
13	18	3.6.1.3	Hardware	<p>Service Provider Question: Will the City require portable trailers, or simply a mounting system that can be quickly uninstalled and re-installed?</p> <p>Answer: The vendor is expected to provide 14 cameras and services for mounting the mobile camera trailers.</p>

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14	19	3.6.4.4	User Interface and Experience	<p>Service Provider Question: Does providing an audit trail of all searches and actions, including specific details of the data searched and actions taken, meet this requirement? If not, please provide more information on what exactly is needed to meet this requirement.</p> <p>Answer: A detailed audit trail establishing no less than login and click-by-click events is required. This also includes any search and results taken, and is accessible by CMPD.</p>
15	22	3.8	City Hardware/Software Requirements	<p>Service Provider Question: Per the RFP on page 22, there's a list of accepted video management systems and cameras. Are other video management options acceptable if it is (a) equivalent to and (b) open architecture?</p> <p>Answer: No, there are no additional video management options accepted other than those listed in the RFP.</p>
16	22	3.8	City Hardware/Software Requirements	<p>Service Provider Question: Can Verkada be added to the approved vendors / products list for Video Management, cameras & cloud?</p> <p>Answer: No, the solution must integrate with the current Genetec VMS and Axon Fusus platform.</p>
17	22	3.8	City Hardware/Software Requirements	<p>Service Provider Question: Is alternative video management software acceptable if it is (a) equivalent to the current system in regards to features, and (b) open architecture?</p> <p>Answer: Alternative video management software is not accepted.</p>
18	N/A	N/A	General Question	<p>Service Provider Question: Does the annual budget include the initial hardware and installation, or is the annual budget for licensing, maintenance, and services?</p> <p>Answer: The budget must be all-inclusive.</p>
19	N/A	N/A	General Question	<p>Service Provider Question: Will CMPD be utilizing their existing Cellular Cards or wanting to procure new ones, and with which provider?</p> <p>Answer: CMPD prefers the existing Cellular Cards are not used. CMPD prefers the vendor supplies Cellular Cards and manages the maintenance as part of the solution.</p>

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20	N/A	N/A	General Question	<p>Service Provider Question: The RFP does not mention traffic diversion/traffic control responsibilities or methods thereof. Is there any direction or assistance provided by the city in this regard?</p> <p>Answer: Yes, the City routinely provides traffic control for ALPR repair/replacement with our current vendor and plans to continue this service.</p>
21	N/A	N/A	General Question	<p>Service Provider Question: Does the City of Charlotte have any idea what the daily traffic volume is for the proposed LPR camera sites in total? What is the expected LPR read daily volume?</p> <p>Answer: During the 2024 calendar year, there was an average of close to 1.5 million LPR reads weekly.</p>
22	N/A	N/A	General Question	<p>Service Provider Question: Does the City anticipate if new permits will be required for existing LPR sites?</p> <p>Answer: The City does not anticipate new permits will be required for existing LPR sites.</p>
23	N/A	N/A	General Question	<p>Service Provider Question: Will the vendor be responsible for obtaining the necessary permits?</p> <p>Answer: The vendor would be responsible for permitting, if required. Permits must be obtained before installation.</p>
24	N/A	N/A	General Question	<p>Service Provider Question: Will the vendor be responsible for providing power?</p> <p>Answer: The vendor is not responsible for providing power.</p>
25	N/A	N/A	General Question	<p>Service Provider Question: Will the vendor be responsible for Engineering Drawings?</p> <p>Answer: Yes, the vendor will be responsible for engineering drawings.</p>
26	N/A	N/A	General Question	<p>Service Provider Question: How can subcontractors obtain a list of Primes that attended the meeting?</p> <p>Answer:</p>

Item #	Page #	Section #	Specification	Modifications and Questions
				Please see Attachment B, CMPD License Plate Recognition System Pre-Proposal Meeting Attendance.
27	N/A	N/A	Sample Contract	<p>Service Provider Question: This is regarding the sample contract, Section 5.8, Source Codes. Is this a requirement?</p> <p>Answer: The Source Code is not required, however significant documentation of the architecture, interoperability, and backend data management is required.</p>
28	N/A	N/A	Requirement Matrix	<p>Service Provider Question: This question is regarding the Requirement Matrix. Can the City clarify the desired mobile (cruiser) workflow? Please describe the desired workflow, including any existing hardware, software, or requested integrations.</p> <p>Answer: It is desired that the ecosystem of LPRs, whether they are mounted on poles, trailers, or in cruisers, communicate with each other.</p>

In the event additional changes or clarifications to this RFP are warranted, all Vendors are responsible for monitoring the Procurement Portal for additional addenda.

We appreciate your interest in doing business with the City and look forward to receiving a Proposal from your company.

Sincerely,

Kasandra Davis
Procurement Officer

ATTACHMENT A – ROAD WARRIOR MOBILE TRAILER ADDITIONAL INFORMATION


Charging System in each Road Warrior Trailer

The Charging system for each trailer is as follows:

- (8) 230AH 6V Duracell Ultra Flooded Batteries,
- (1) 200W Solar Panel,
- (1) AC Inverter for plug-in charging, and
- (1) Solar charge controller.

Road Warrior Trailer Pictures

Below are pictures of the front, back, side, battery, and modem of the Road Warrior Trailer.

View	Picture
Front	 A photograph showing the front view of a white mobile trailer. The trailer has a large black battery compartment on top. The front panel is white with blue and black text that reads "POLICE" and "CHARLOTTE - MECKLENBURG". Below the text, there is a small control panel with a yellow button. The trailer is mounted on two wheels with blue and white striped fenders. A white hitch is attached to the front. The trailer is parked in a large industrial building with a concrete floor and metal beams.

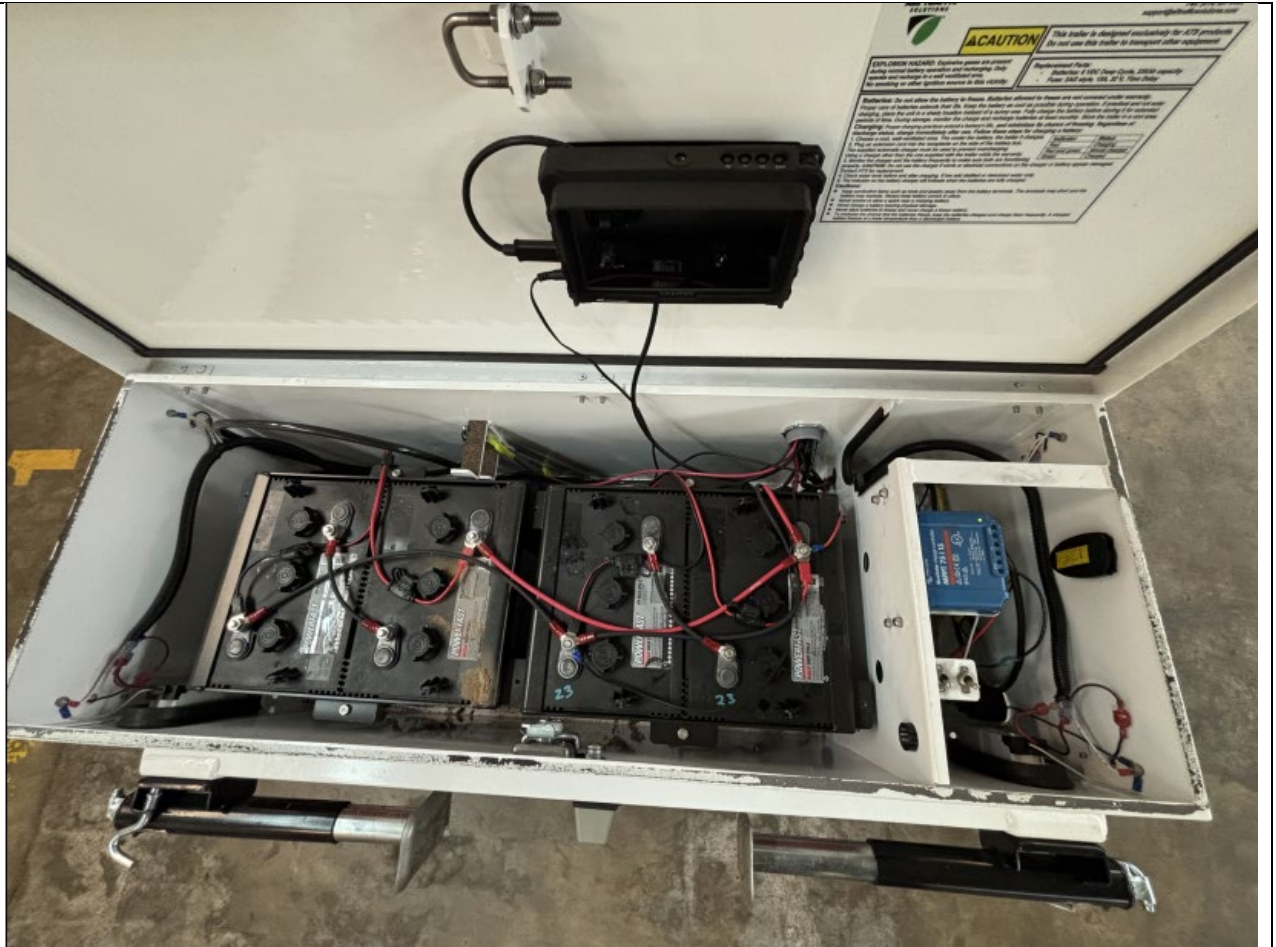
Back



Side



Battery



Modem



ATTACHMENT B – CMPD LICENSE PLATE RECOGNITION SYSTEM PRE-PROPOSAL MEETING ATTENDANCE

The following vendors attended the Non-Mandatory Pre-Proposal Meeting:

Attendee Name	Company
Zackery Cline	A3 Communications
George Lawrence	A3 Communications
Mattie Scull	Axon
Jackson Fogerty	Axon
Pedro Henrique Salmeron	Celplan Technologies
Darren Nix	Convergint
Kevin Helms	Convergint
Scott Harding	Genetec Inc.
Bob Duke	Genetec Inc.
Kristi Kelly	Insight LPR
Jared Kirby	Insight LPR
Jeremy McCraw	IoT Deployment Services
David Westcoat	IoT Deployment Services
Craig Duncan	Leonardo Company
Alain Laroche	Milestone Systems
John Borman	Milestone Systems
Shawn OConnell	Minuteman Security and Life Safety
Andrew Chalson	S-Core Technologies
Phil Dailly	SoundThinking, Inc.
Brian McKenzie	SoundThinking, Inc.
David Tawadras	SoundThinking, Inc.