



# Bid Waiver Form

Revised 01/2024

<b>Short Description of Goods/Services</b>	Replace components of the airport's parking access revenue control system, (PARCS)	<b>Total Cost</b>	\$485,281.08
<b>Vendor Name</b>	Scheidt & Bachmann	<b>MUNIS #</b>	
<b>Req #</b>			
<b>Purchasing Officer</b>	Pete Patten	<b>Date</b>	06/26/2024
<b>Department</b>	Airport	<b>Email</b>	kirchner@msnairport.com
<b>Name</b>	Mike Kirchner	<b>Phone</b>	(608)279-0449

**\*A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL\***

**Provide a detailed description of the goods/services intended to be purchased:**

PARTIAL REPLACEMENT OF DANE COUNTY REGIONAL AIRPORT'S PARKING ACCESS AND REVENUE CONTROL SYSTEM (PARCS) WITH LICENSE PLATE RECOGNITION (LPR). (SEE ATTACHED DOCUMENTS FOR FULL DESCRIPTION)

Overall Summary:

- A. Furnish and install components of an on-line, real-time Scheidt & Bachmann Parking Access and Revenue Control System (PARCS) functioning in the manner described in the attached specifications.
- B. Provide new entry and exit stations, cashier stations, and main system servers as specified.
- C. Re-use existing Scheidt & Bachmann Barrier Gates (BG) operators and arms, License Plate Recognition (LPR) Cameras, inductive loops, network equipment, digital signage, and intercom system server/operator stations.
- D. Use owner-supplied workstations.
- E. Provide PARCS that is operated on-premises and does not utilize cloud computing components.

Summary of Parking Lane and Supplementary Equipment to be Replaced:

- 1. Lane Equipment: a. Nine (9) entrance lanes, each containing:
  - 1) Entry Station (ENS) equipped with:
    - a) Ticket dispenser. b) Barcode reader. c) Intercom. d) Proximity Card Reader.
  - b. Nine (9) exit lanes containing: 1) Exit Station (EXS) equipped with: a) Ticket reader. b) Payment Card Industry Point to Point Encryption (PCI-P2PE) Payment card reader with Near Field Communication (NFC). c) Barcode reader. d) Intercom. e) Proximity Card Reader.
  - 2) Three (3) of those exit lanes also equipped with Cashier Terminal (CT). See drawings.
- 2. Other Equipment:
  - a. Parking Office 1) Servers & Workstations

Summary of Parking Lane and Supplementary Equipment to be Maintained and Reused:

- 1. Lane Equipment:
  - a. Nine (9) entrance lanes, each containing: 1) BG with inductive loops. 2) LPR Camera. 3) Signage.
  - b. Nine (9) exit lanes containing: 1) BG with inductive loops. 2) LPR Camera. 3) Signage
- 2. Other Equipment: a. Parking Office 1) Intercom base stations. 2) Intercom server. 3) Network equipment.

**\*Send to a Purchasing Officer Once Completed\***



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## Procurement Exception List

- Emergency Procurement
- Unique and specific technical qualifications are required
- A special adaptation for a special purpose is required
- A unique or opportune buying condition exists
- Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

**Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:**

Certain components of the Airport's parking access revenue control system, (PARCS), need to be upgraded as they are reaching their expected end of service life. In conjunction with the Airport's parking consultant, Walker Consultants, Airport staff have determined that replacing the necessary PARCS components, while preserving non-affected components, parts, and a 3rd party software integration, would save the Airport time and money, and significantly reduce any burden on parking customers. The end product would serve the Airport's needs for many years to come. To accomplish this, we must sole source this project to the current Airport PARCS system provider partner and component manufacturer, Scheidt & Bachmann, to maintain compatibility with existing system components. Another manufacturer would not be able to provide equipment and software that is compatible with the re-usable components of the system, and would require the purchase and installation of a completely new system, something that has been deemed unnecessary. Consultant estimates to completely abandon the current system and start from scratch, would yield a total cost to the Airport of between \$1.7 million and \$2.0 million. Scheidt & Bachmann's business has a focus on the airport segment of the parking industry and provides a reliable solution that is used around the world. Further, Airport Parking and Maintenance staff all have extensive working knowledge of the software and hardware of this system, so minimal training would be necessary. Finally, the upgraded exit devices will accept entry tickets issued by the legacy entry devices, something that would be impossible for another vendor to provide. Therefore, Scheidt & Bachmann is the only vendor that can meet the Airport's needs.

## Bid Waiver Approval (For Purchasing Use Only)

Under \$44,000 (Controller)

\$44,000+ (Personnel & Finance Committee)

Date Approved:

**\*Send to a Purchasing Officer Once Completed\***



**Dane County Regional  
Airport  
(MSN-PARCS)  
May 30, 2024**



MSN - PARCS (MSN-PARCS)

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May 30, 2024

Jeff Manzetti  
Mead & Hunt, Inc.  
2440 Deming Way  
Middleton, WI 53562

**/REF: MSN - PARCS**

Dear Jeff,

Scheidt & Bachmann is pleased to submit a proposal in response to the Dane County Regional Airport (MSN) PARCS RFP. We have been honored to be the airport's partner for well over a decade, and we appreciate the opportunity to participate in this process. We are grateful for your consideration of Scheidt & Bachmann as you begin the review for an upgrade of the parking access and revenue control system for the airport. We are confident in our ability to remain the best partner for MSN.

Scheidt & Bachmann's response to implement our latest entervo software and hardware solutions will be an excellent match to address the Airport's needs. Our company doesn't just rely on generations of leading transportation solutions; we continue to introduce innovative solutions that reflect our commitment to growing a lasting legacy. S&B will provide our versatile, reliable, and scalable barcode technology utilizing the latest version of our entervo software application, a full catalog reporting suite, and supplemental digital solutions. Clients like MSN that have upgraded from our 30 series devices to our 40 series have seen maintenance cost reductions of at least 30%. Moreover, several team members who installed the existing system at DCRA years ago are still with us today and will be directly supporting this project.

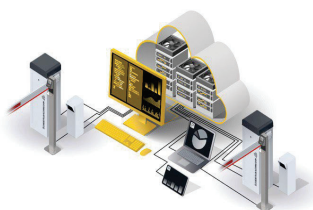
We offer the most convenient and seamless transition from the current system to the new system. With over a decade of experience at Dane County Regional Airport, S&B has more knowledge of the facility than any other PARCS vendor. This expertise will mitigate potential revenue slippage during the upgrade, increase customer satisfaction during the transition period, and significantly ease operational challenges. Our proposal includes exit lane devices that can process both the existing mag-stripe tickets and the new barcode tickets generated from the new entry devices. By installing the new exit devices first, the system will be able to simultaneously process mag-stripe tickets already in circulation while also processing barcode ticket transactions whenever the new ticket dispensers are installed. S&B is the only vendor that can provide this feature and level of convenience to MSN parking customers. We have had exponential success using this transition plan at other airports within the last few years, including Harry Reid International Airport (LAS) Phoenix-Mesa Gateway Airport (AZA), and Reno-Tahoe International Airport (RNO).

Lastly, we welcome the opportunity to conduct a presentation to further discuss and answer any questions relating to Scheidt & Bachmann, your proposal, and our experiences with future parking trends. Please contact us if you have any questions regarding our proposal.

Kind regards,

A handwritten signature in black ink, appearing to read 'Graham Haldeman'.

Headquarters:  
**Scheidt & Bachmann USA, Inc.**  
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Lowell, MA 01854  
Phone +1 781 272 1664  
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Graham Haldeman  
Vice President of Sales  
Scheidt & Bachmann USA, Inc.  
1001 Pawtucket Blvd,  
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(540) 408-9616

Scheidt & Bachmann remains a company rich in tradition. As a privately owned family business with 150 years of service, we take pride in our people and our culture. For this reason, we have renewed our core company values through a collaborative process involving staff and senior management. These values ensure that we take care of you, our customer.

## Our values

The family business Scheidt & Bachmann sees itself as a company group characterized by values shared throughout all our national and international divisions – of which are embraced in practice on a regular basis.



### Respect

- We do treat each other with respect and appreciation. We also respect cultural and social differences

### Trust and Personal Responsibility

- Mutual trust is the basis of successful cooperation. We assume and assign responsibility

### Team Spirit and Passion

- We work with commitment and enthusiasm for ourselves and our customers – every day

### Reliability

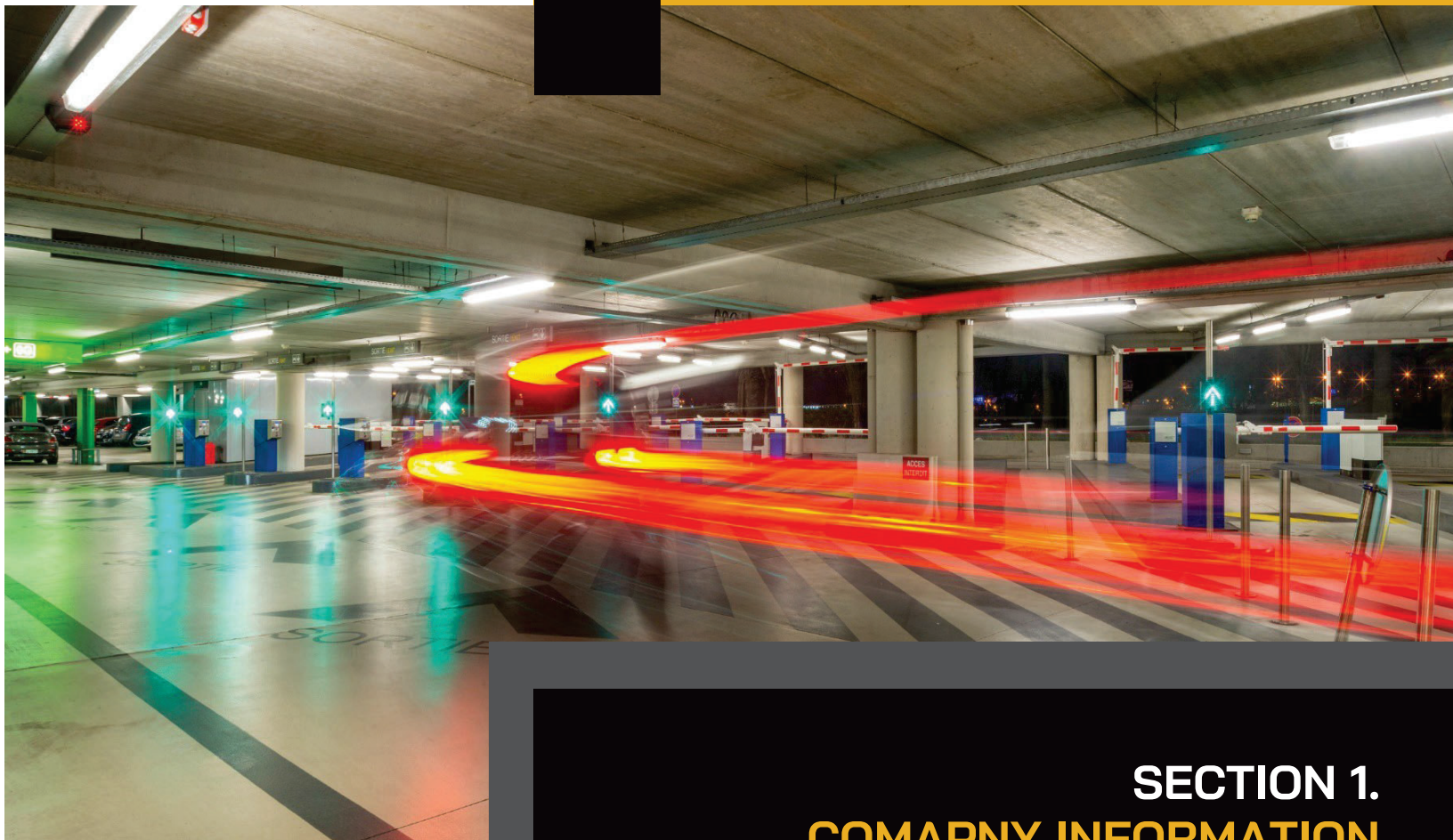
- We stand by our word and keep promises. Our colleagues and business partners can rely on us daily

### Social Responsibility

- To align the needs of the company with the interests of our employees – in an environmentally friendly way

By leading with core values, we are confident that our more than 3,000 family members worldwide will practice and instill these beliefs in their daily jobs. Together with these values, it unifies us and allows us to strengthen our corporate culture that will continue to differentiate our family business from other companies in the future!

Our core value practices will result in an honorable and powerful relationship with each and every one of our clients. We are proud to share this commitment from every Scheidt & Bachmann employee to you!



## SECTION 1. COMAPNY INFORMATION

Did you know? \_\_\_\_\_



Scheidt & Bachmann's  
Railroad Signaling  
Systems was our  
beginning in 1872.

# About Scheidt & Bachmann



**Founded**

1872

Family-owned in the **fifth generation**



> 3.000 employees  
> 80 trainees

Turnover  
**\$450 MM.**

2019



**24** subsidiaries  
**50** partners >  
**50** countries

> **1,100 patents**  
Innovation 1896 - 2020







## About Scheidt & Bachmann

Not many companies can promote longevity and tenure exceeding 100 years in business. We are 150+ years old! Our long-standing commitment to customers around the world has allowed the company founded in Germany in 1872 to remain a powerful technology company under its 5th generation of private family ownership. From a railway control and safety engineering firm, S&B has evolved into a technology company supporting fuel stations, signaling, fare collection and parking! Scheidt-Bachmann is a profitable and reliable company with **zero-debt**, and has managed to amass over **1,100 Patents since 1896**.

Many of the systems installed in the USA more than 20 years ago continue to generate revenue daily. An indication of the robustness of the entervo system can be measured by locations running at high & low temperature extremes. Helsinki Airport in Finland, where the average temperature is 40°F and minimum winter temperatures are below -25°F. At the other extreme, our PARCS solution operates at the Doha Airport in Qatar. Extreme desert climate conditions with temperatures above 94°F and peaks in the summer of more than 131°F are normal. Devices operated in the sun easily reach an interior temperature of above 176°F.

Scheidt & Bachmann is a recognized leader in the design, manufacture and implementation of leading- edge technological solutions in the Parking Access Revenue Control industry. As a full systems supply house, we offer feature-rich solutions based on proven core components that directly address a user's specific needs. As such, we provide our clients favorable, cost effective migration paths that allow their operations to evolve as their PARCS needs change. We have had over 12,000 successful installations worldwide, ranging from small installations to larger installations at major airports with more than 500 lanes alone! With over 50 years of success in the industry, our PARCS applications and their reliability are a testament to Scheidt & Bachmann's philosophy of customer satisfaction.

## Scheidt & Bachmann USA

Scheidt & Bachmann USA, Inc., incorporated in Delaware in 1995 with its' USA Headquarters in Lowell, Massachusetts, is a wholly owned subsidiary of Scheidt & Bachmann GmbH in Germany. Scheidt & Bachmann relocated to Lowell, MA over 6 years ago. S&B constantly seeks to provide its clients with the very best in parking systems and is committed to crafting innovative solutions that not only meet our clients' short term needs, but their long term ones as well. We respect that Airport locations often have unparalleled size, scope and complexity as compared to other market segments. Our extensive familiarity and long-term success as a primary PARCS partner with Airports in the USA and throughout the world, enables us to grasp the identity of the visitor and functionally design the infrastructure for these parking solutions.

## **/Project Staff Roles and Descriptions**

In order to successfully manage Dane County Regional Airport MSN-PARCS transition & upgrade, Scheidt & Bachmann has assigned a full team of experienced staff members to be directly involved in the management and development of this project. As our full-time designated project manager, Brian Donahue has been assigned to work directly with the County to oversee the project installation. In addition, a background team will support Brian every step of the way from local field service technicians to advanced technical support to executive supervision of the project. The following pages summarize the individual qualifications and experience of the members who will be involved in this project.

### ***Project Management***

Scheidt & Bachmann's approach to projects of similar size and scope to Dane County Regional Airport is based on the coordination of a high-level project management team. S&B's experience began with Airports over 25 years ago in the U.S. It's a fact that most Airports are operated by their respective City or County authority. For this reason, S&B is the ideal PARCS vendor partner. The S&B project management team will oversee all aspects of this project including but not limited to:

**System Design / Manufacturing of PARCS equipment / Quality Assurance / PARCS Configuration System Testing / Installation / Scheduling / Sub-contractor oversight / Operational Demonstration Test**

This requires a team that is well organized from top to bottom. Our specialty in the Airport sector started globally over 40 years ago. Planning and commissioning projects where vehicle volumes and location size exceed the traditional urban parking applications has been a staple of S&B's core strength. The members elected to represent the primary project management position assembled for this project are as follows:

### **Brian Donahue, PMP – Project Manager**

Brian is based in the Lowell Office and supports new projects throughout the North East region. He is a meticulous Project Manager and has commissioned many new PARCS sites large and small. Additionally Brian has many years of experience working on several different manufacturers systems in the parking industry, including mag-stripe and barcode technologies. Mr. Donahue will be the primary contact for your project and is authorized to make all decisions regarding this project installation.

### ***Supporting Project Leadership Team***

In addition to Brian's project management, a supporting team of leaders at Scheidt & Bachmann have been assigned to assist Brian's with the execution of this project. These team members include:

**Supporting Project Leadership Team continued on next page.**

**Sandy van Leen – Director of Operations West**

Sandy oversees our East Project management, Service and Technical teams. Mr. van Leen is one of the most experienced technical assets. Sandy has direct oversight over all of the field service technicians on the East coast and works daily with our TSG and product development staff. Sandy will be supporting the Project Manager and assigned technical team supporting the installation, configuration, testing and project management of the new PARCS and will remain engaged for the ongoing service & maintenance of your system. Sandy has supported and directly overseen over 100 PARCS installations in USA throughout his career.

**Bill Geraghty, CAPP – Managing Director**

Bill is responsible for the U.S. parking division, including any development and support from US and international software teams. Experienced in operations and the sale and implementation of complex solutions for airports, high profile municipal governments, law enforcement agencies, and higher educational institutions. Expert on latest parking technologies and an author in industry publications. Bill will ensure that all of Scheidt & Bachmann's project commitments are on time and on schedule for the PARCS project.

**Graham Haldeman – Vice President Sales**

Graham is the Vice President of Sales, and oversees the Sales team in the United States. Graham leads the Bid Mgmt. team and will be responsible for your account upon successful completion of the PARCS installation and complete sign-off. Graham has over 12 Years of Transportation & Parking Operations management experience. Throughout the project, Graham will act as an additional point of contact and continue support of your facilities with the assigned project manager, Brian Donahue.

**Matt Blits - Senior Systems Administrator**

Matt is responsible for supporting the Project Manager, and a leader in the technical support group. Matt has years of in-depth knowledge of the S&B entero PARCS platform, including extensive security training with our software tools, OS, Oracle database and not to mention has written two programs utilized by S&B across the globe . Matt works closely with our global development team on new products and solutions - and in particular ensuring they are thoroughly tested before reaching a live site. Matt also specializes in our integrations with most third parties and various EMV solutions. Matt will support the efforts from our CTO (Mike Lawter) and the S&B IT department .

**Mike Lawter - CTO**

Mike has over 20+ years working with Scheidt & Bachmann USA. He has worked in the capacities of field service technician, project lead, project manager and technical services manager during his years of service. Mike is our first CTO and has experience with all of the IT security experience including infrastructure, databases and most server environments.

Mike is a certified Oracle and Windows technologist.

## /Project Staff Personnel

In addition to the principal leadership overseeing MSN-PARCS Project Upgrade, Scheidt & Bachmann will engage a dedicated team including Nickels Electric, MSN's preferred electrical Installation Partner, and our factory-trained service and technical staff. S&B has consistently achieved success in implementing PARCS installations across a wide range of scales and complexities. The dedicated project team at Scheidt & Bachmann is committed to ensuring seamless installation and deployment. Upon request, we can provide case studies or references of our successful ventures, particularly those similar to the current project.

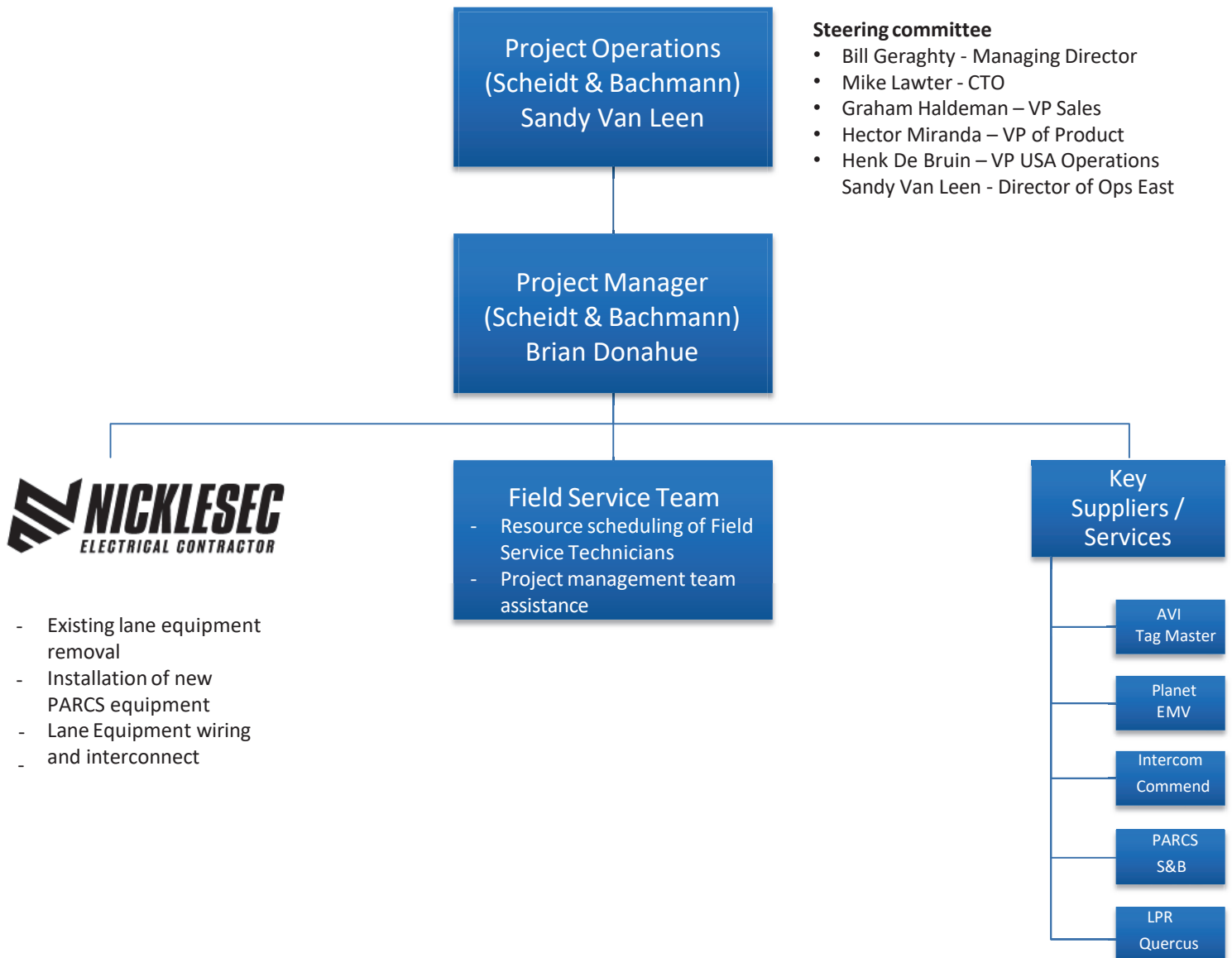
## /Nickels Electric Contact Information

**Rod Howard** - Project Manager

608.222.3456

2861 Index Road,  
Fitchburg, WI 53713

## /Project Organization Chart





## SECTION 2. PROJECT APPROACH

Did you know? \_\_\_\_\_



Scheidt & Bachmann's largest partner in Fuel Station Systems is Shell Oil.



## Proposed Solution

The solution proposed by Scheidt & Bachmann addresses the requirements of the RFP and has been thoroughly reviewed by the hardware, software, service and management teams of Scheidt & Bachmann. In addition, we included all required itemized responses, forms & attachments have been addressed. Our Cost Proposal includes all services and costs through the twenty-four-month warranty with the exception of credit card payment processing fees. Additionally, our proposal includes value added items including voice annunciators in lane devices as a standard. The voice instruction can include customized messages created by the Airport.

S&B incorporates a forward-thinking FMS (Facility Management System) hybrid approach. This strategy is designed around an on-premise server framework, bolstered by our comprehensive suite of digital solutions. Through careful analysis and understanding of the airport's operational requirements, we have determined that a purely cloud-based solution would not suffice in meeting the reliability and redundancy demands essential for the airport's seamless operation. Our proposed hybrid model ensures the best of both worlds: the robustness and control of on-premise infrastructure, complemented by the scalability and innovation of cloud technologies. Our goal is to provide Dane County Regional Airport with a resilient, efficient, and future-proof parking and revenue control system, aligning with the County's Airport objectives while bolstering the customer journey.

**Our base proposal pricing includes an all-encompassing suite of fully integrated Solutions with a comprehensive (12) Month, One (1) year; parts, labor, IT Patching warranty.**

### Key Features HW:

- QR Code/2D Barcode Scanners
- EMV All-in-One credit card readers
- Proximity RFID Readers
- Commend Intercoms
- License Plate Recognition

The County and Airport can expect a high level of integrity with its partnership from Scheidt & Bachmann throughout the life of the project. The overall approach to the system design, development, and engineering is one of open architecture using state-of-the-art desktop rapid development tools. All development starts with design specifications, case use development and exercises, testing scripts, and the use of regression testing when applicable. Technical core software and user documentation is as much a part of the development process as is the code writing.

### / KEY SOFTWARE SOLUTIONS

- Online Validations – entervo smart validations
- Business Analytics/Reporting – entervo analytics
- Structured Raw Data – entervo Data Export
- entervo

We also included value added tools such as **entervo Retail Campaign**, to create your own **promotional QR code Airport campaigns** or accept 3rd party QR codes not requiring *any* API integrations. Several use cases include the ability to match 3rd party validations and retail-based parking discount QR codes. Any barcode based receipt from shops and restaurants in the airport (Pete's, Iron Horse, The Gallery at SMF, Lego, etc.) can be easily enabled or disabled by the Airport at any time! Our entervo cashier pass printing product has been included which additionally can provide and distribute e-Ticket vouchers. All data files can be transmitted for custom reporting and analysis.



## Resilient Hardware

Our latest generation of equipment has a modular interior design; these plug and play connections enable our technicians to add or swap components with ease thus reducing down time. We design and manufacture our equipment entirely in-house using materials of the highest caliber in compliance with ISO standards. Scheidt & Bachmann equipment is painted stainless steel capable of operating in extreme temperature and humidity environments. S&B hardware has been proven to withstand the climate for the long-term.



Our lane equipment's standard colors are white and safety yellow. Although we can match any client's color request, we can also work with printing contractors to wrap the equipment shell.

## Field Device Display Samples

The Scheidt & Bachmann 40 series devices are unique in how visitors are guided through the customer journey. Our devices have reduced text prompts, and primarily provide instruction through animated user guidance, limiting confusion and potential language barriers. A sample of displays by device type below.

**Ticket Dispenser Screen**



**Exit Device Screen**



**Nest/Employee Lane**



**Paystation**



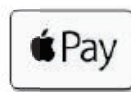
## SOW/TRANSITION PLAN Lane Scope

Detailed Scope of Work documentation is included within Section 2. below.



## Credit Card Payment Provider

Remaining current with payment technology standards is one of Scheidt & Bachmann's core strengths our entervo system is fully PCI and PADSS compliant. Planet IM30 All-in- One fully PCI-P2PE certified EMV contact and contact-less readers are specified for this project are included in all payment devices and entry terminals.

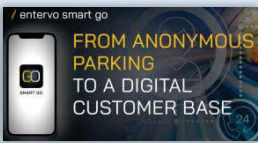



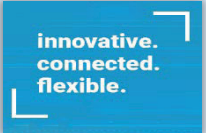



Scheidt & Bachmann has a suite of EMV partners Planet, Windcave, Transaction Services, TrustCommerce, fully PCI-P2PE certified solutions that provides customers with easy to use, highly secure payment technology. In today's society, customer security is of high importance to merchants. The new chip technology makes it difficult to copy customer credit card information and is now being implemented in the U.S. by the major credit card companies, EuroPay, MasterCard and Visa (EMV).



The Scheidt & Bachmann solution offers to help you adapt and transition into a digital operation at your own pace. In addition to the included base features, you also gain access to a suite of in-house solutions, 3<sup>rd</sup> party partnerships and APIs. These provide the foundation of the S&B future proof platform that allows you to improve your operation, your customers’ journey, reduce friction points, and increase revenues. Below is a sample of some of our options which we would be happy to discuss in more detail during a presentation at a time of your choosing.

**Cost Proposal Includes: *entervo smart; GO, Contract, web portal payment & validation.***

#	Product	Highlights
1	entervo smart GO 	Easy to enroll Registered Transient Parker Portal with credit card on file. Key benefits: <ul style="list-style-type: none"> <li>• Web based, no app required</li> <li>• Know your parkers</li> <li>• Pay-as-you-GO</li> <li>• Credential agnostic (i.e.: QR code, LPR, etc.)</li> <li>• Can be used as a Frequent Parker Program</li> </ul>
2	entervo smart Contract 	Contract Parker Management Portal <ul style="list-style-type: none"> <li>• Cloud based, SaaS solution</li> <li>• Parker &amp; Admin portals</li> <li>• Full control of parker portal micro-website</li> <li>• Adaptable to your operational workflow</li> </ul>
3	entervo web payment portal 	Web based parking ticket payment solution. No app required. Key benefits: <ul style="list-style-type: none"> <li>• Easy onboarding</li> <li>• No app required</li> <li>• Scan QR code printed on ticket</li> </ul>
4	entervo smart validation 	Online Validation Solution. Key benefits: <ul style="list-style-type: none"> <li>• Online management of bus., retailers, validations</li> <li>• Web Application via Smartphone, tablet or computer</li> <li>• Enhanced reporting for parking operator and retailers</li> </ul>
5	Mobility Connect 	A middleware gateway opening your S&B PARCS to any aggregator or mobility provider.
6	Pre-Booking / Reservations 	Certified integrations: <ul style="list-style-type: none"> <li>• Rezcomm</li> <li>• AeroParker</li> <li>• Chantry</li> <li>• CAVU</li> </ul>

## /PROJECT APPROACH - EXAMPLE

### A. Describe your proposed process for phasing out an existing PARCS during installation of the new system.

S&B fully understands the complexity in upgrading and transitioning an active parking operation, having done so successfully in comparable sized projects worldwide. We have a fully developed plan that allows the operations staff to manage, audit, and collect all due revenues from parking facilities included in the RFP during all phases of the installation. Certainly there will be additional efforts and procedures required during this process, but the most important aspect of our plan is the minimal impact on your parking clients' needs.

The following are the sequential steps from the time a project is awarded to the time the equipment is installed and tested.

- **Step 1** Post award development of a comprehensive system design document
- **Step 2** Develop jointly with your team a detailed transition plan
- **Step 3** Provide detailed pre-installation plan
- **Step 4** Convene locally or at one of the S & B testing facilities. This will be attended by customer, consultant, S&B dedicated Project Staff.
- **Step 5** Install Head-End equipment
- **Step 6** Provide comprehensive training for:
  - Supervisors
  - Audit Team
  - Cashiers
  - Maintenance Staff
- **Step 7** Transition lane equipment
- **Step 8** Perform (LAT) lane acceptance test as each lane is transitioned to ensure compliance.
- **Step 9** Once all lanes are complete, perform overall system acceptance test.

### /Milestones

There are a number of crucial tasks that will be addressed jointly by the Scheidt & Bachmann team and MSN project team. From the beginning, the posture of a business partnership is established.

There are several project tasks that take place early in the project process including development of system design documents and a collective overview of system requirements.

### **/Milestones (continued)**

These documents serve as a reflection of the technical and operational intentions of the RFP combined with specific device and software functional descriptions. The result is a clear and concise functional specification description that is jointly agreed upon by the MSN and Scheidt & Bachmann teams.

Once completed, these design documents provide the foundation for subsequent system operational and functional testing processes including: Lane (or device) Acceptance Tests (LAT), as well as Operational Demonstration Tests (ODT). In this fashion, MSN is assured that the system performs PARCS tasks as intended.

To ensure the implementation is supported in a manner that will provide effective and timely support to MSN and meet the philosophical project approach fostered by Scheidt & Bachmann, the project is to be staffed by a Project Manager and a Field Service Engineer. Both of these positions are dedicated to MSN. During active installation periods on site, additional technical resources will be sent to the project to assist the site staff. This level of installation and support compresses the duration of implementation and allows for 24/7 technical support.

### **/General Implementation Strategy Criteria**

The structure of the proposed plan involves assessing the current parking operation, the potential impact on customer turnover, and the impact on revenue reconciliation. It allows customers to retain their parking flexibility without changing their parking habits. For customers, the transition is as transparent as operationally possible. The impact on customer turnover at the parking facility and the possibility of negative customer reaction during the transaction period are of utmost concern to us. The impact on customers in the transition plan is limited to minimal delays during peak hours. This impact will also be restricted to a very short period.

Initially, the “head end” hardware and software will be installed and configured (Cloud or On Prem).

Subsequently, the Scheidt & Bachmann parking equipment is installed and brought Online. Transition of exit lanes and payment points occurs before entry lane devices and in conjunction with staff training so the on-site team is fully prepared.

As lanes are added to the Scheidt & Bachmann entervo system you will see an increase in the flow of new cars entering the parking facility, as well as a “flushing out” of the cars taking tickets from the old system. This is a pre-condition for the timely transfer of all legacy hardware and supporting systems.

During the warehousing and shipping process, spare parts and components will be handled in a manner that guarantees compliance with all aspects of the environmental conditions required to protect the integrity of the spare parts and components.

The PARCS equipment will be warehoused in combination with the associated peripheral components that have been received from 3rd party vendors or supplies, and inspected by Scheidt & Bachmann trained staff.



PARKING ACCESS REVENUE CONTROL SYSTEM

# Transition Plan

## Dane County Regional Airport– PARCS Replacement Project

*Reference Specification Document: Mead & Hunt, Inc. 2309936-192894.01*

## General Overview

The general scope of this project includes the replacement of the existing Scheidt & Bachmann (S&B) entry and exit devices at the Main Entry and Exit Plazas as well as at the Economy Lot. In addition, S&B will be replacing the PARCS servers in the Parking Office server room and then transitioning the existing equipment to be reused and new PARCS equipment to be installed over to these new servers.

Since the existing system was installed and is currently supported by S&B, we are the only vendor who can export the configuration information and the Customer Admin database (proximity cards and tags) from the old server and import this information into the new server. This eliminates the need to manually enter all this information into the new system which would be the case if any other vendor were used. The new equipment will be outfitted with Ticket Processing Units (TPU) which have the ability to read both the magstripe tickets produced by the old system and barcode tickets produced by the new system. This results in a zero-parker journey impact as it relates to parking. S&B is also the only vendor that can guarantee functionality with the other PARCS components that are not being replaced under the scope of this upgrade (LPR, Gates, counting modules etc.).

## Transition Description

Consistent with processes used at other similar sized projects, Scheidt & Bachmann USA will plan to transition the Dane County Regional Airport (DCRA) PARCS utilizing the following steps:

1. **System Design Review**
2. **Network / Civil Infrastructure**
3. **Head-End Installation**
4. **Training**
5. **Lane Equipment Replacement**
6. **Lane Acceptance Tests (LAT)**
7. **30-Day Operational Demonstration Test (ODT)**
8. **Punch List**
9. **Final Acceptance**
10. **System Warranty**

## System Design Review

In this process the S&B PARC system's functionality based on specification document requirements becomes intimately known by both parties. It will provide a clear and distinct system operational description reducing installation confusion and testing ambiguity.

## Network and Civil Infrastructure

During the period when S&B technical staff is preparing, configuring and testing the new PARC servers in our Lowell, MA office, S&B and its sub-contractors will identify any preliminary work that can be completed onsite. This period prior to the start of equipment replacement phase allows for many essential steps to be completed. This includes the installation of any required network or electrical infrastructure with minimal or no impact to current parking operations.

## Head-End Installation

Prior to start of the lane equipment replacement phase, the new S&B PARCS servers will be installed in the Parking Office Server room. After installation is complete network communication from the parking office to the Economy Lot will be tested along with testing the remote access capability and the link to the credit card processor. Then a data export will be performed on the old server to export the configuration and Customer Admin data. This information will then be imported into the new server.

## Training

The Airport's Parking Operation staff is already very familiar with the entervo software GUI since the current PARC system utilizes it but training will be provided prior to the start of the transition period to review the updates and additional functions and reports available with the newer version of the entervo software. During the transition period the staff will need to use both the old and new systems but once the transition is complete the old system will only need to be accessed if historical report data is needed.

## Replacement of Lane Equipment

During the lane equipment replacement phase of the project S&B will make every effort to limit the impact on the DCRA parking operations. However, because equipment is being replaced there are some limitations on preventing lanes being out of service for short periods of time. Our experience has proven that with daily meetings and close coordination with the airport parking operations staff the entire team will be aware of what lanes will be affected each day and plans on how to redirect traffic appropriately can be easily implemented to minimize the impact on parking operations.

The planning stages leading up to the equipment replacement phase will be very important. During these meetings many operational topics will need to be discussed and decisions on how to implement temporary procedures finalized.

The following is the planned order and steps for the transition:

- 1) Replace the Ticket Verifiers at the Main Exit Plaza and transition them to the new server.
- 2) Replace the Ticket Dispensers at the Main Entry Plaza and transition them to the new server.
- 3) Replace the Ticket Verifiers at the Economy Lot Exit Plaza and transition them to the new server.
- 4) Replace the Ticket Dispensers at the Economy Lot Exit Plaza and transition them to the new server.
- 5) Transition Manager's Lot Entry to the new server.
- 6) Transition Southwest Ramp Entry to the new server.
- 7) Transition Snow Gates to the new server.

## Testing and Acceptance

Lane Accept Testing (LAT) will be performed by S&B as each lane is completed and the results of this internal testing will be provided to the owner. S&B and the DCRA representative(s) will then repeat the lane testing together using the same test scripts to verify operation before the public is allowed to utilize the lane. After all Lane Acceptance Testing has been completed the 30-Day Operational Demonstration Test (ODT) will begin.

## Punch List

Upon start of the project the S&B project manager will create and maintain a punch list which will include not only the issues identified during the installation but also any LAT or ODT testing deviations.

## Final Acceptance

Final System Acceptance will be submitted by DCRA in writing to S&B upon successful completion of all acceptance testing.

## System Warranty

The one (1) year Factory System Warranty will begin upon notification from DCRA of Final Acceptance.



PARKING ACCESS REVENUE CONTROL SYSTEM

# Transition Plan

## Dane County Regional Airport– PARCS Replacement Project

*Reference Specification Document: Mead & Hunt, Inc. 2309936-192894.01*



## General Overview

The general scope of this project includes the replacement of the existing Scheidt & Bachmann (S&B) entry and exit devices at the Main Entry and Exit Plazas as well as at the Economy Lot. In addition, S&B will be replacing the PARCS servers in the Parking Office server room and then transitioning the existing equipment to be reused and new PARCS equipment to be installed over to these new servers.

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9. **Final Acceptance**
10. **System Warranty**

## System Design Review

In this process the S&B PARC system's functionality based on specification document requirements becomes intimately known by both parties. It will provide a clear and distinct system operational description reducing installation confusion and testing ambiguity.

## Network and Civil Infrastructure

During the period when S&B technical staff is preparing, configuring and testing the new PARC servers in our Lowell, MA office, S&B and its sub-contractors will identify any preliminary work that can be completed onsite. This period prior to the start of equipment replacement phase allows for many essential steps to be completed. This includes the installation of any required network or electrical infrastructure with minimal or no impact to current parking operations.

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Prior to start of the lane equipment replacement phase, the new S&B PARCS servers will be installed in the Parking Office Server room. After installation is complete network communication from the parking office to the Economy Lot will be tested along with testing the remote access capability and the link to the credit card processor. Then a data export will be performed on the old server to export the configuration and Customer Admin data. This information will then be imported into the new server.

## Training

The Airport's Parking Operation staff is already very familiar with the entervo software GUI since the current PARC system utilizes it but training will be provided prior to the start of the transition period to review the updates and additional functions and reports available with the newer version of the entervo software. During the transition period the staff will need to use both the old and new systems but once the transition is complete the old system will only need to be accessed if historical report data is needed.

## Replacement of Lane Equipment

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### **Testing and Acceptance**

Lane Accept Testing (LAT) will be performed by S&B as each lane is completed and the results of this internal testing will be provided to the owner. S&B and the DCRA representative(s) will then repeat the lane testing together using the same test scripts to verify operation before the public is allowed to utilize the lane. After all Lane Acceptance Testing has been completed the 30-Day Operational Demonstration Test (ODT) will begin.

### **Punch List**

Upon start of the project the S&B project manager will create and maintain a punch list which will include not only the issues identified during the installation but also any LAT or ODT testing deviations.

### **Final Acceptance**

Final System Acceptance will be submitted by DCRA in writing to S&B upon successful completion of all acceptance testing.

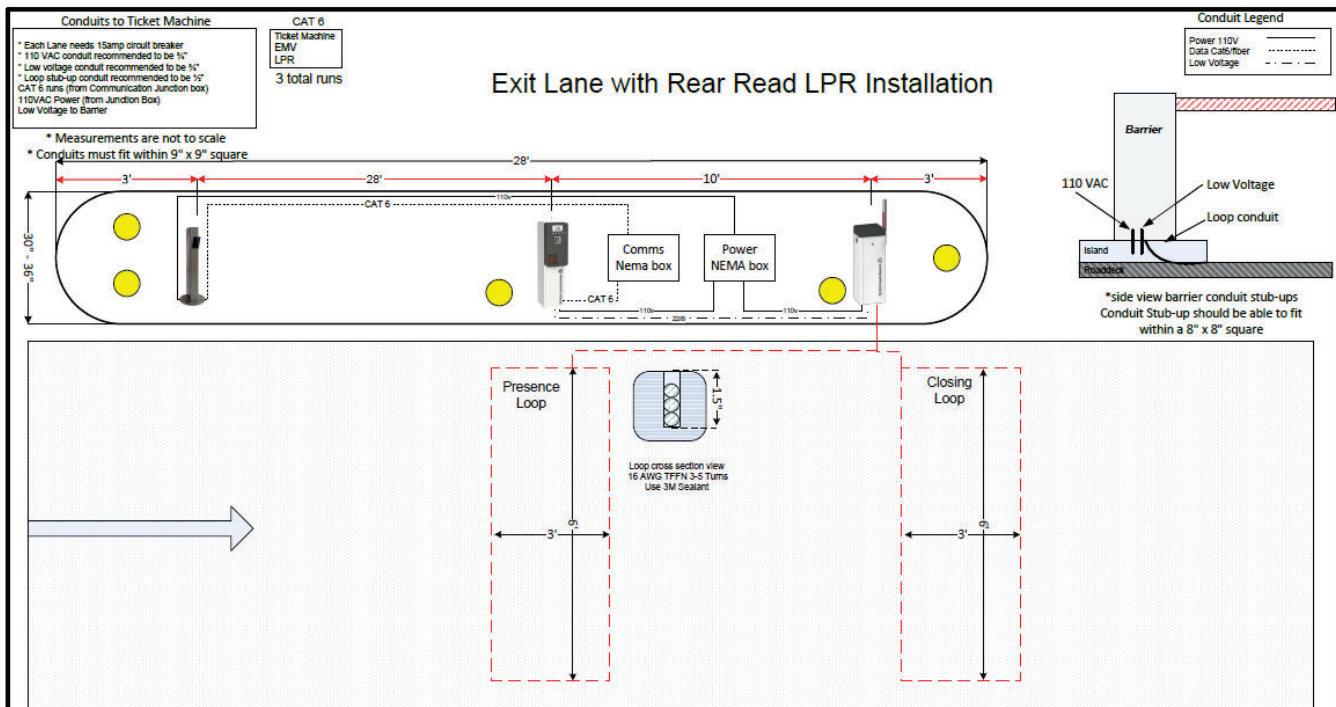
### **System Warranty**

The one (1) year Factory System Warranty will begin upon notification from DCRA of Final Acceptance.

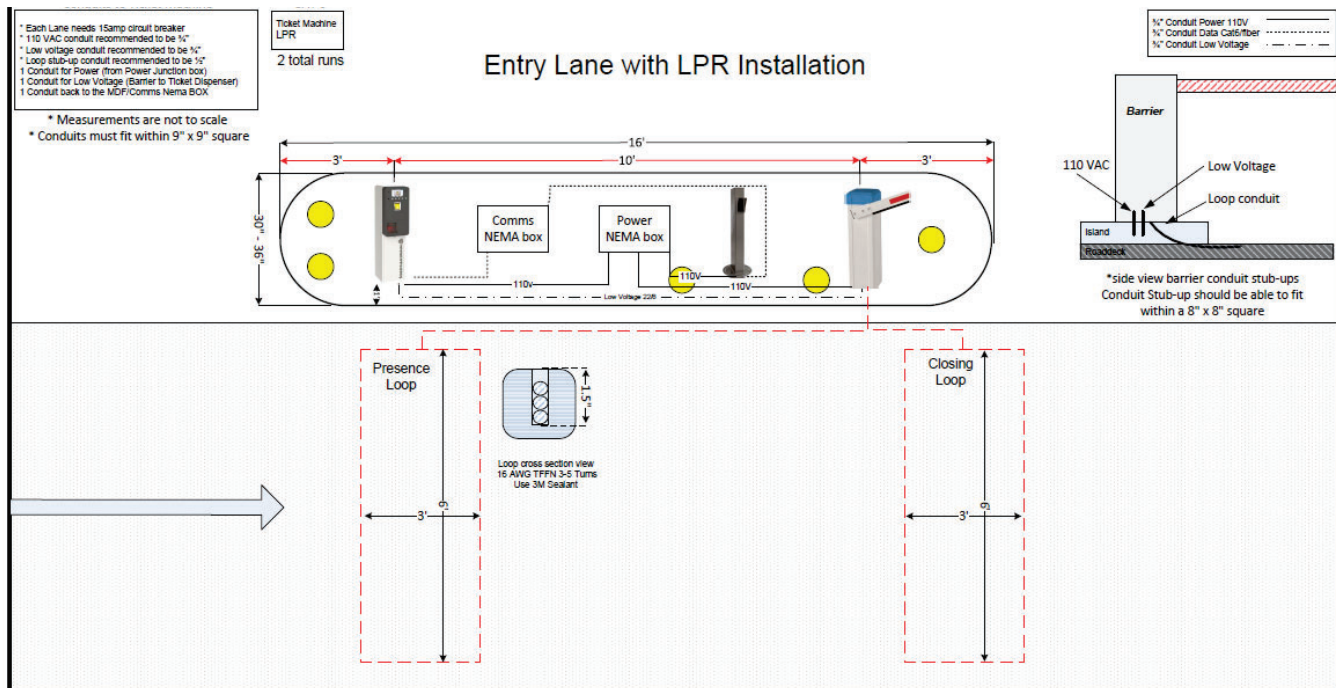


## EXAMPLE LANE & NETWORK DIAGRAMS

# /Typical Lane Equipment Layout Diagrams - Rear/Front Read LPR

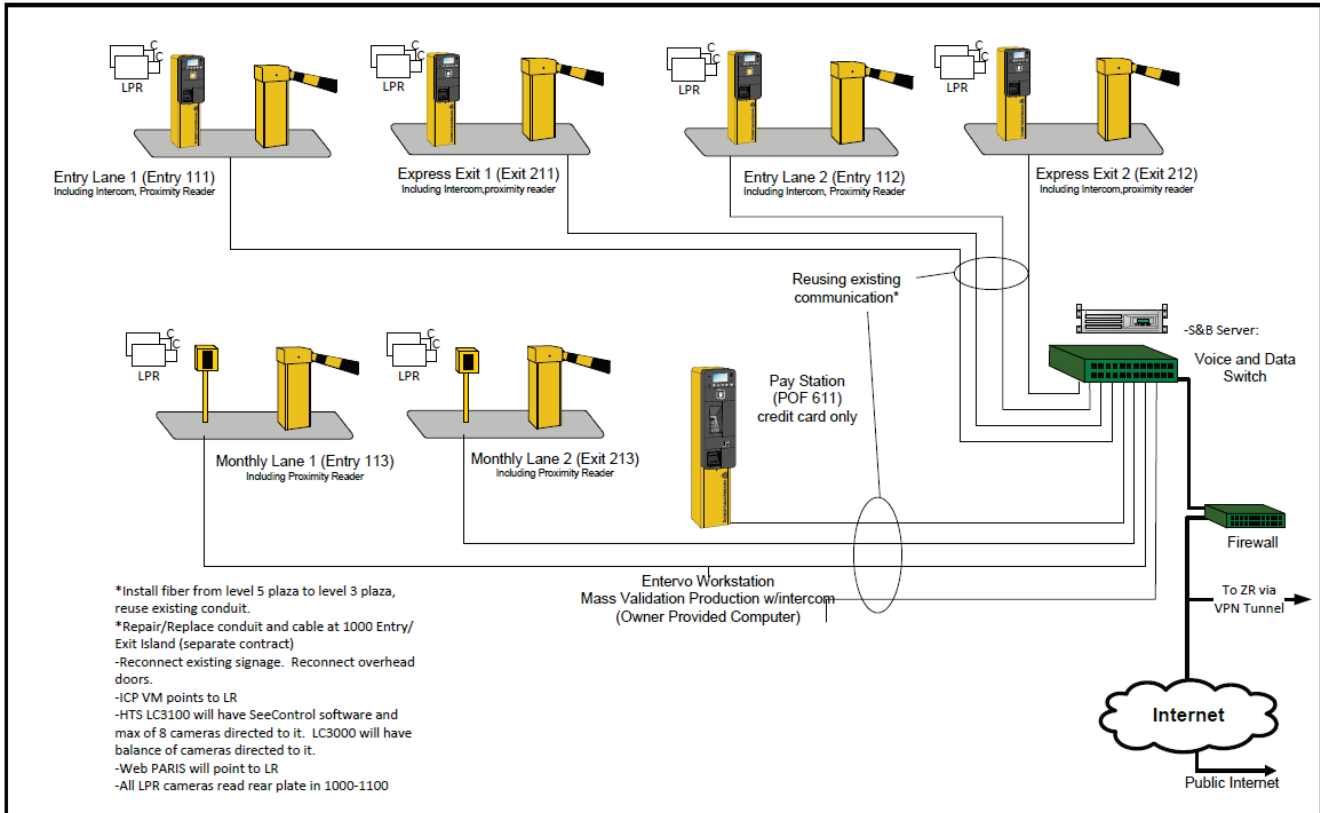



<b>SCHEIDT&amp;BACHMANN</b> SB	<b>Exit Lane with LPR Drawing</b>	
Name: John Binkowski 10/31/23		



<b>SCHEIDT&amp;BACHMANN</b> SB	<b>Entry Lane with LPR Drawing</b>	
Name: EXAMPLE 10/31/23		


# /EXAMPLE NETWORK DIAGRAMS



**Scheidt & Bachmann USA** **Typical Network Diagram** 

Drawing No. RWC 1.01r7

Garage 1: Typical Network Addressing:			Garage 2: Typical Network Addressing:		
Device Name	IP	Notes	Device Name	IP	Notes
111 Entry 1	10.110.201.11		101 Entry 1 Rvs	10.111.201.11	
211 Exit 1	10.110.201.21		201 Exit 1 Rvs	10.111.201.21	
112 Entry 2	10.110.201.12		102 Entry 2	10.111.201.12	
212 Exit 2	10.110.201.22		202 Exit 2	10.111.201.22	
113 Entry 3	10.110.201.13		203 Exit 3	10.111.201.23	
213 Exit 3	10.110.201.23		601 POF 1	10.111.201.61	
611 POF 1	10.110.201.61		8031 ZR	193.168.111.211	temp IP 10.111.201.10
9407 LR	193.168.110.210	temp IP 10.110.201.9			
8031 ZR	193.168.110.211	temp IP 10.110.201.10			
<b>LPR Cameras</b>			<b>LPR Cameras</b>		
111 Entry 1	10.110.201.211		101 Entry 1 Rvs	10.111.201.211	
211 Exit 1	10.110.201.221		201 Exit 1 Rvs	10.111.201.221	
112 Entry 2	10.110.201.212		102 Entry 2	10.111.201.212	
212 Exit 2	10.110.201.222		202 Exit 2	10.111.201.222	
113 Entry 3	10.110.201.213		203 Exit 3	10.111.201.223	
213 Exit 3	10.110.201.223				
<b>EMV Readers</b>			<b>EMV Readers</b>		
211 Exit 1	10.110.200.21		202 Exit 2	10.111.200.21	
212 Exit 2	10.110.200.22		203 Exit 3	10.111.200.22	
611 POF 1	10.110.200.61		601 POF 1	10.111.200.61	
<b>Intercom</b>			<b>Intercom</b>		
111 Entry 1	10.110.201.111		101 Entry 1 Rvs	10.111.201.111	
211 Exit 1	10.110.201.121		201 Exit 1 Rvs	10.111.201.121	
112 Entry 2	10.110.201.112		102 Entry 2	10.111.201.112	
212 Exit 2	10.110.201.122		202 Exit 2	10.111.201.122	
113 Entry 3	10.110.201.113		203 Exit 3	10.111.201.123	
213 Exit 3	10.110.201.123		601 POF 1	10.111.201.161	
611 POF 1	10.110.201.161		IC Server	10.111.201.100	
IC Server	10.110.201.100		IC Sub Cd 1	10.111.201.101	
IC Sub Cd 1	10.110.201.101		IC Sub Cd 2	10.111.201.102	
IC Sub Cd 2	10.110.201.102		IC Phone Cd	10.111.201.103	
IC Phone Cd	10.110.201.103		IC Mstr Stn	10.111.201.104	
IC Mstr Stn	10.110.201.104		ESXi Server	10.111.200.5	
ESXi Server	10.110.200.5				

**Scheidt & Bachmann USA** **Typical Network Diagram** 

Robert Johnson Drawing No. RWC 1.01r7

Date: 7/8/20

# TRAINING OVERVIEW & TRAINING PLAN

# / Training

## / TRAINING PLAN

- Comprehensive training plan & refresher courses designed to have all relevant One Parking and The Square staff members become fluent and efficient in the operation of the PARCS solution.

## / Instructor Profiles:

- The individual trainers for each training module for this project will be assigned for on-site and remote individual courses . All
- trainers are certified by the parent company to provide training to our customers for all S&B PARCS solutions.

TRAINING TEAM



**Name:** Chad Smith

**Position:** Training and Documentation

**Years of Industry Experience:** 21

**Years at Scheidt & Bachmann:** 15

**Education:** Communications

*"I feel the key to successful training is using the hands-on approach - allow the customer to implement and practice the knowledge we share with them."*

**Summary:**  
Chad was recently promoted to the Training and Documentation team after 12 years as a Service Technician for Scheidt & Bachmann. He has extensive knowledge about the company hardware and software and believes in a hands-on approach when dealing with client training.

**Notable Project Achievements:**

- City of Phoenix
- Birmingham International Airport
- City of Santa Rosa, CA
- Mesa Gateway Airport
- Stanford Hospital

**Key Specialties:**

- Technical training
- Understanding of S&B hardware and software
- Service and maintenance
- Communication
- Documentation

**Professional Certifications:**

- S&B factory trained mechanic and electrician

**Contact Information:**  
3710 E. University Dr. Ste. 4  
Phoenix, AZ 85034  
(602) 775-1981 call  
(480) 968-5252 office  
(480) 968-2000 fax  
smithchad@e-usa.com email

## / Training Documentation

- Training documents will be provided for each module of every training session either in printed or electronic form.
- Electronic access to the documents will be distributed to students participating in each training session.
- These documents will be used in the classroom and will also serve as reference materials thereafter.

## / Training Modules

The following training classes will be provided:

- Customer Service Rep (CSR)
- Supervisor
- Auditor/Accountant Manager
- Database/System Administration
- Technician

## / Customized comprehensive training plan.

Scheidt and Bachmann will work with the on-site team to customize a comprehensive training plan.

- Customer Service Representative (CSR) Training
- Supervisor Training
- Reports Training
- Technician Training (optional)
- System Administration / Database Training (Optional)

<b>Type of Training</b>	Customer Service Representative (CSR) Training
<b>Number of Attendees</b>	N/A
<b>Personnel Groups Who Will Take course</b>	All groups
<b>Session Length</b>	TBD
<b>Number of Sessions</b>	TBD
<b>Goal of Training Session:</b>	Provide staff with critical knowledge allowing them to fully operate the various devices / level 1 knowledge
<b>Topics Covered</b>	<ul style="list-style-type: none"> <li>• General System / Product Overview</li> <li>• Standard Exception Transactions:                             <ul style="list-style-type: none"> <li>o Lost Ticket</li> <li>o Unreadable Ticket</li> </ul> </li> <li>• Maintenance of:                             <ul style="list-style-type: none"> <li>o Ticket Jams</li> <li>o Replenish of BNA vaults</li> <li>o Device Reboot</li> <li>o Gate Arm Installation</li> </ul> </li> <li>• Replenishing Tickets at the Device</li> </ul>
<b>Type of Training</b>	Supervisor Training
<b>Number of Attendees</b>	TBD
<b>Personnel Groups Who Will Take course</b>	Control Room, Supervisor, Management Reporting
<b>Session Length</b>	TBD
<b>Number of Sessions</b>	TBD
<b>Goal of Training Session:</b>	To provide supervisors the ability to diagnose and resolve operational issues utilizing the automated functionality in the S&B entervo system. In addition, it will familiarize the Supervisor with the critical modules allowing for effective management of day-to-day operations. The training session will include a discussion on the PARCS system functionality. Total system operation will be covered including the cashing operation at the fee computers, exception transaction reporting, management reports, and diagnostic procedures. A sample of settlement reports will be given to each attendee followed with a discussion of the format and content of each of the reports.
<b>Topics Covered</b>	<ul style="list-style-type: none"> <li>• Logging On and Off</li> <li>• Alarm Management</li> <li>• Device Control</li> <li>• Difference Counting</li> <li>• Card Tracking</li> <li>• Statistics</li> <li>• Accounting (Shift Reports)</li> <li>• Customer Administration</li> <li>• Credit Card In/Out</li> <li>• Cards and Tickets</li> <li>• Disputed Fee</li> <li>• Settlement reports</li> <li>• Count Reset Instruction</li> </ul>
<b>Type of Training</b>	Reports Training

<b>Number of Attendees</b>	TBD
<b>Personnel Groups Who Will Take course</b>	Management Reporting, Audit, Revenue Clerks,
<b>Session Length</b>	TBD
<b>Number of Sessions</b>	TBD
<b>Goal of Training Session:</b>	To provide users with critical knowledge allowing effective management of parking reporting.
<b>Topics Covered</b>	<p>The Reports module is included in the training. Auditors will learn how certain reports relate to others within the S&amp;B reporting system. At the conclusion of this class, auditors will understand the source of the information and how to confirm it.</p> <p>The following modules are included in the training:</p> <ul style="list-style-type: none"> <li>• Accounting Reports</li> <li>• Access Card Reports</li> <li>• Credit Card Reports</li> <li>• Statistical Reports</li> </ul> <p>Revenue reconciliation and accounting procedures will be discussed and demonstrated at this session. Report generation of financial information will be emphasized. Review and demonstration of the cashing operation will also be included. Demonstration of credit/debit card operation with applicable reports will be included as well.</p> <p>During this session, reports from the previous week's activity will be copied and distributed to each attendee. They will be reviewed as to format and content. The group will then proceed to parking office and each attendee will be asked to format and print system reports regarding revenue and exception transactions as well as summary reports. Each attendee will be required to provide details regarding cash, credit/debit, check, lost ticket, and exception transactions.</p> <p>The Reports module is included in the Auditor training. Students will learn how certain reports relate to others within the S&amp;B reporting system. At the conclusion of this class, auditors will understand the source of the information and how to confirm it.</p> <p>Technician Training (optional)</p>
<b>Type of Training</b>	System Administration / Database Training
<b>Number of Attendees</b>	TBD
<b>Personnel Groups Who Will Take course</b>	System Admin (IT)
<b>Session Length</b>	TBD
<b>Number of Sessions</b>	TBD
<b>Goal of Training Session:</b>	This training will include in-depth discussions on the system's hardware and software architecture and components. It will also include a discussion of recommended practices for system and network administration.
<b>Topics Covered</b>	<ul style="list-style-type: none"> <li>• Alert Configuration</li> <li>• FTP Data Transfer</li> <li>• Text Modification</li> <li>• Changing Tariffs</li> <li>• Customer Tables</li> <li>• Credit Card Authorization</li> <li>• Tariff Tables</li> </ul> <p>The training session will include a discussion on the PARCS system functionality. Card administration, diagnostic procedures, management reporting capabilities, historical archive review, creation of reporting templates, emergency procedures, and system "housekeeping" procedures will be demonstrated, discussed, taught, and tested.</p>
<b>Type of Training</b>	Technical Training
<b>Number of Attendees</b>	TBD
<b>Personnel Groups Who Will Take course</b>	Cash Collection Staff,
<b>Session Length</b>	TBD
<b>Number of Sessions</b>	TBD
<b>Goal of Training Session:</b>	This course is designed to provide all training necessary to fully certify technical personnel to perform all required system preventive and corrective maintenance on the hardware supplied.
<b>Topics Covered</b>	<p>The following modules are included in this training:</p> <ul style="list-style-type: none"> <li>• Maintenance Instructions and Intervals</li> <li>• Barcode Processing Unit (BKV40XL)</li> <li>• Cleaning &amp; Servicing the Banknote Acceptor</li> <li>• Removal of Banknote Vaults and Cassettes</li> <li>• Cleaning Instruction for the S&amp;B Dispenser</li> <li>• Maintenance of the Epson Receipt Printer</li> <li>• Diagnosis of common operational issues encountered with all devices including, but not limited to, ticket jams, receipt jams, ticket and receipt replenishment, etc.</li> <li>• Component installation and removal</li> </ul>

• Collection of revenues for POF  
The training session will include a discussion on the PARCS system functionality. At this session, each piece of the PARCS system equipment will be available in a particular facility for examination and discussion. Routine operational procedures will be demonstrated including the loading of tickets, receipt paper, coupons, POF coin/bill cassettes, etc. Diagnostic and adjustment procedures will be discussed and demonstrated at this time. Preventive maintenance procedures and schedules will also be discussed.

**Training** System Administration / Database Training

**Number of Attendees** TBD

**Personnel Groups Who Will Take course** System Admin (IT)

**Session Length** TBD


**Number of Sessions** TBD

**Goal of Training Session:** This training will include in-depth discussions on the system's hardware and software architecture and components. It will also include a discussion of recommended practices for system and network administration.

**Topics Covered**

- Alert Configuration
- FTP Data Transfer
- Text Modification
- Changing Tariffs
- Customer Tables
- Credit Card Authorization
- Tariff Tables

The training session will include a discussion on the PARCS system functionality. Card administration, diagnostic procedures, management reporting capabilities, historical archive review, creation of reporting templates, emergency procedures, and system "housekeeping" procedures will be demonstrated, discussed, taught, and tested.





## EXAMPLE OF TRAINING OPTIONS BELOW

Type of Training	<b>Customer Service Representative (CSR) Training</b>
Number of Attendees	N/A
Personnel Groups Who Will Take course	All groups
Session Length	TBD
Number of Sessions	TBD
Goal of Training Session:	Provide staff with critical knowledge allowing them to fully operate the various devices / level 1 knowledge
Topics Covered	<ul style="list-style-type: none"> <li>• General System / Product Overview</li> <li>• Standard Exception Transactions:                             <ul style="list-style-type: none"> <li>○ Lost Ticket</li> <li>○ Unreadable Ticket</li> </ul> </li> <li>• Maintenance of:                             <ul style="list-style-type: none"> <li>○ Ticket James</li> <li>○ Replenish of BNA vaults</li> <li>○ Device Reboot</li> <li>○ Gate Arm Installation</li> </ul> </li> <li>• Replenishing Tickets at the Device</li> </ul>

Type of Training	<b>Supervisor Training</b>
Number of Attendees	TBD
Personnel Groups Who Will Take course	Control Room, Supervisor, Management Reporting
Session Length	TBD
Number of Sessions	TBD
Goal of Training Session:	<p>To provide supervisors the ability to diagnose and resolve operational issues utilizing the automated functionality in the S&amp;B entervo system. In addition, it will familiarize the Supervisor with the critical modules allowing for effective management of day-to-day operations.</p> <p>The training session will include a discussion on the PARCS system functionality. Total system operation will be covered including the cashiering operation at the fee computers, exception transaction reporting, management reports, and diagnostic procedures. A sample of settlement reports will be given to each attendee followed with a discussion of the format and content of each of the reports.</p>
Topics Covered	<ul style="list-style-type: none"> <li>• Logging On and Off</li> <li>• Alarm Management</li> <li>• Device Control</li> <li>• Difference Counting</li> <li>• Card Tracking</li> <li>• Statistics</li> <li>• Accounting (Shift Reports)</li> <li>• Customer Administration</li> <li>• Credit Card In/Out</li> <li>• Cards and Tickets</li> <li>• Disputed Fee</li> <li>• Settlement reports</li> <li>• Count Reset Instruction</li> </ul>
Type of Training	Reports Training

<b>Number of Attendees</b>	TBD
<b>Personnel Groups Who Will Take course</b>	Management Reporting, Audit, Revenue Clerks,
<b>Session Length</b>	TBD
<b>Number of Sessions</b>	TBD
<b>Goal of Training Session:</b>	To provide users with critical knowledge allowing effective management of parking reporting.
<b>Topics Covered</b>	<p>The Reports module is included in the training. Auditors will learn how certain reports relate to others within the S&amp;B reporting system. At the conclusion of this class, auditors will understand the source of the information and how to confirm it.</p> <p>The following modules are included in the training:</p> <ul style="list-style-type: none"> <li>• Accounting Reports</li> <li>• Access Card Reports</li> <li>• Credit Card Reports</li> <li>• Statistical Reports</li> </ul> <p>Revenue reconciliation and accounting procedures will be discussed and demonstrated at this session. Report generation of financial information will be emphasized. Review and demonstration of the cashiering operation will also be included. Demonstration of credit/debit card operation with applicable reports will be included as well.</p> <p>During this session, reports from the previous week's activity will be copied and distributed to each attendee. They will be reviewed as to format and content. The group will then proceed to parking office and each attendee will be asked to format and print system reports regarding revenue and exception transactions as well as summary reports. Each attendee will be required to provide details regarding cash, credit/debit, check, lost ticket, and exception transactions.</p> <p>The Reports module is included in the Auditor training. Students will learn how certain reports relate to others within the S&amp;B reporting system. At the conclusion of this class, auditors will understand the source of the information and how to confirm it.</p>
<b>Type of Training</b>	Technician Training (optional)
<b>Number of Attendees</b>	TBD
<b>Personnel Groups Who Will Take course</b>	Cash Collection Staff,
<b>Session Length</b>	TBD
<b>Number of Sessions</b>	TBD
<b>Goal of Training Session:</b>	This course is designed to provide all training necessary to fully certify technical personnel to perform all required system preventive and corrective maintenance on the hardware supplied.
<b>Topics Covered</b>	<p>The following modules are included in this training:</p> <ul style="list-style-type: none"> <li>• Maintenance Instructions and Intervals</li> <li>• Barcode Processing Unit (BKV40XL)</li> <li>• Cleaning &amp; Servicing the Banknote Acceptor</li> <li>• Removal of Banknote Vaults and Cassettes</li> <li>• Cleaning Instruction for the Bill Dispenser</li> <li>• Maintenance of the Epson Receipt Printer</li> <li>• Diagnosis of common operational issues encountered with all devices including, but not limited to, ticket jams, receipt jams, ticket and receipt replenishment, etc.</li> <li>• Component installation and removal</li> </ul>

- Collection of revenues for POF

The training session will include a discussion on the PARCS system functionality. At this session, each piece of the PARCS system equipment will be available in a particular facility for examination and discussion. Routine operational procedures will be demonstrated including the loading of tickets, receipt paper, coupons, POF coin/bill cassettes, etc. Diagnostic and adjustment procedures will be discussed and demonstrated at this time. Preventative maintenance procedures and schedules will also be discussed.

<b>Type of Training</b>	<b>System Administration / Database Training</b>
<b>Number of Attendees</b>	TBD
<b>Personnel Groups Who Will Take course</b>	System Admin (IT)
<b>Session Length</b>	TBD
<b>Number of Sessions</b>	TBD
<b>Goal of Training Session:</b>	This training will include in-depth discussions on the system’s hardware and software architecture and components. It will also include a discussion of recommended practices for system and network administration.
<b>Topics Covered</b>	Alert Configuration FTP Data Transfer Text Modification Changing Tariffs Customer Tables Credit Card Authorization Tariff Tables The training session will include a discussion on the PARCS system functionality. Card administration, diagnostic procedures, management reporting capabilities, historical archive review, creation of reporting templates, emergency procedures, and system “housekeeping” procedures will be demonstrated, discussed, taught, and tested.



**Name:**

Chad Smith

**Position:**

Training and Documentation

**Years of Industry Experience:**

21

**Years at Scheidt & Bachmann:**

15

**Education:**

Communications



*“I feel the key to successful training is using the hands-on approach - allow the customer to implement and practice the knowledge we share with them.”*

**Summary:**

Chad was recently promoted to the Training and Documentation team after 12 years as a Service Technician for Scheidt & Bachmann. He has extensive knowledge about the company hardware and software and believes in a hands-on approach when dealing with client training.

**Notable Project Achievements:**

- *City of Phoenix*
- *Birmingham International Airport*
- *City of Santa Rosa, CA*
- *Mesa Gateway Airport*
- *Stanford Hospital*

**Key Specialties:**

- Technical training
- Understanding of S&B hardware and software
- Service and maintenance
- Communication
- Documentation

**Professional Certifications:**

- S&B factory trained mechanic and electrician

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## SECTION 3. PROJECT SCHEDULE



**Did you know?**

Scheidt & Bachmann Supplies  
Parking Solutions to over 100  
Global Airports and over 18 US  
Airports.

ID	Task Name	Duration
1	<b>Dane County Regional Airport - Upgrade Project Schedule</b>	<b>112 days</b>
2	Award / NTP	0 days
3	Contract Execution	1 day
4	Subcontractor contract execution	30 days
5	<b>Entervo Production &amp; Delivery</b>	<b>68 days</b>
6	Enter project in COPE	3 days
7	Order review by GmbH	5 days
8	Receive order confirmation	0 days
9	GmbH production	50 days
10	Receive Entervo equipment at site	10 days
11	<b>3rd Party Equipment Management</b>	<b>35 days</b>
12	Order 3rd party material	5 days
13	Receive 3rd party material	30 days
14	<b>Configurations &amp; FAT</b>	<b>43 days</b>
15	Compile pre-configuration requirements	5 days
16	Prepare and submit RFI & VAR & Firewall Requirements	3 days
17	Receive completed RFI	10 days
18	Receive completed VAR	30 days
19	Prepare configurations per RFI & VAR	5 days
20	Contract Parker Database Management	3 days
21	<b>Equipment Delivery</b>	<b>5 days</b>
22	Ship 3rd party Server Equipment to site	5 days
23	<b>Misc. Prerequisites</b>	<b>20 days</b>
24	Perform any required preliminary civil and electrical	20 days
25	<b>Head End Installation</b>	<b>4 days</b>
26	Install new Server	2 days
27	Confirm Teamviewer connection for remote support	1 day
28	Confirm connection to PARCS network	1 day
29	<b>PARCS Installation</b>	<b>29 days</b>
30	<b>Main Exit Plaza</b>	<b>10 days</b>
66	<b>Main Entry Plaza</b>	<b>7 days</b>
102	<b>Economy Lot</b>	<b>5 days</b>
125	<b>Managers Lot</b>	<b>1 day</b>
130	<b>Snow Gate</b>	<b>1 day</b>
133	<b>Ramp</b>	<b>3 days</b>
144	<b>Parking Office</b>	<b>2 days</b>
147	<b>Testing &amp; Training</b>	<b>48 days</b>
148	System Training	3 days
149	30 Day Operational Demonstration Test (ODT)	30 days
150	<b>Final Acceptance</b>	<b>1 day</b>
151	Final Acceptance	1 day



## SECTION 4. PRODUCT DATA SUBMITTALS

Did you know? \_\_\_\_\_



Scheidt & Bachmann's  
Railroad Signaling  
Systems was our  
beginning in 1872.

# PRODUCT SHEET

/ entervo smart validation



## About the Product

Dispatching vouchers and creating customer loyalty campaigns is a tedious process for many parking operators.

entervo smart validation changes the game by providing online services with a high degree of user friendliness.

The cloud-based service allows parking operators to independently set-up contracts with retailers and to create short-term parking validation products they want.

The validations are easily applied via commercially available, internet-enabled devices, e.g. smartphones which access a web application.

## Product Highlights

- / Online management of retailers, validations and business rules for validations
- / Possibility of autonomous validation by customers
- / Web application for carrying out validations
- / Dashboard with configurable thresholds (e.g. number of validations)
- / Prepayment or postpayment possible via bill-back reporting
- / Enhanced reporting of validation usage
- / Storage of all validations in the entervo parking management system
- / Centrally hosted cloud solution



# PRODUCT SHEET

/ entervo smart validation



## General benefits

- Online validation of short-term parking transactions based on S&B barcode tickets or license plate numbers
- Possibility to use smartphones or tablet PCs for validation
- Managed validation self-service for retailers
- Increased operational efficiency through reduced time consumption
- Reporting & audit capabilities reduce fraud and help to monetise validations

## Advantages for Operators

- More flexibility in validations than with conventional hardware validators
- No costs for proprietary hard-ware or network since browsers, smartphones and internet are used instead
- Full control over validation usage by a transparent reporting system
- Easy onboarding of retailers for validations ensures revenue increase

## Advantages for Retailers

- Marketing through parking discounts
- Easily applicable validations via smartphone/tablet PC/ standard PC and cloud-based validation web portal
- Self-management of validations and their usage with existing internet-connected hardware
- Full control over validation usage with transparent reporting

## Minimum Requirements

- entervo V2R4M15 or V2R5
- Web application:
  - Browser via TLS 1.2 (TLS 1.1) mit CSS, JavaScript and HTML5 support
- Internet bandwidth:
  - 512 kBit/s synchron,
  - Mobil: 4G

## Operational Journey

1- The operator releases parking facilities for validations, creates validation products for short-term parkers and sets general rules like contingent, highest money value, allowed number of validations per ticket.

2- Retailers registration is managed by the parking operator.

A contract defines the start and end date of a retailer usage. In addition all users can be activated or deactivated at any time by the user with the associated administration profile.

3- Validation products are assigned to the retailer. The retailer individually unlocks these products for his employees who perform the validations.

4- Validations are carried out via a web-based application using a smartphone or PC. The barcode of the short-term parking ticket is read by the smartphone camera or a connected hand scanner. In the case of ticketless systems, the licence plate number can be entered.

The parking fee due and additional information is displayed. Different validations can then be selected and applied by the retailer's employees.

The 'Public Mode' allows unmanned validations by the parker if the smartphone is mounted in a lock frame in a generally accessible area. It clearly signals with green or red and acoustically whether the validation was successful.

5- The "Recent Validations and Status" report informs the retailer and his employees at any time about detailed validation information, validation quota and prepaid amount.



STEP 1  
S&B sets up account for parking operator and connects car parks

STEP 2  
Parking operator sets up accounts for business partner

STEP 3  
Business partner sets up accounts for employees and defines allowed validations

STEP 4  
Employee validates customer's short term parking transaction

STEP 5  
Report creation for the operator

# PRODUCT SHEET

/ entervo eTickets



## About the Product

entervo eTickets are QR codes offering innovative and intelligent solutions for the Parking Business.

These digital, encrypted QR codes are extremely secure and can be used in place of various conventional parking mediums, whether for access control or as versatile vouchers.

The applications are wide-ranging: entervo eTickets can be easily distributed via e-mail, online, or in paper form. Your customers have the option to use them directly on their smartphones or as a print-out – offering maximum flexibility and user-friendliness.

In summary, entervo eTickets offer an extensive range of flexibility, significantly enhancing your customers' convenience. Their digital security and ease of use make them a top choice for a smooth, forward-thinking parking experience.

## Product Highlights

- / Reliable and secure QR codes for smart parking applications
- / Parking media with maximum user convenience
- / Advanced alternative to the traditional distribution of parking vouchers
- / New opportunities for marketing and online sales
- / Audit-proof and tamper-resistant solution
- / Cost savings in processing expenses
- / Reduced need for consumables for a sustainable solution

# PRODUCT SHEET

/ entervo eTickets



## eTicket parking products

eTickets have versatile applications:

- Parking cheque for single access authorisation
- Congress card for multiple access authorisations
- Prepaid ticket, zero tariff ticket, and exit ticket
- Contract parker card
- Various vouchers (money, time, percentage-based, or tariff switch card)

## Distribution of eTickets

Simple and speedy solution for issuing eTickets:

- Direct printing via connected standard printer, receipt printer, or as a PDF file
- Choice of various eTicket layouts, such as those designed for mobile phones
- Integrated mechanisms for direct e-mail dispatch
- Seamless usage via mobile devices
- Digital mass production capabilities
- Flexible processing and distribution options via office software

## Production of eTickets

- Easy creation of eTickets using the entervo.virtual POS software module (entervo Cashier)
- For further details, please refer to the POS manual and datasheet

## Blocking eTickets

- eTickets can be easily blocked or unblocked as needed
- Suitable for instances such as when an eTicket partner has received eTickets but payment is pending or when a planned event has been cancelled
- Blocking/unblocking available for individual eTickets or specific groups of eTickets
- Continuous and complete control over all eTickets

## Reporting

- Comprehensive reporting system for detailed tracking of created and used eTickets
- Transparent linkage between eTicket creation and their respective usage processes
- Precise recording of production and all usage instances in the entervo settlement and reporting

## Minimum requirements

- entervo V2R4 or higher
- entervo.virtual POS (entervo Cashier)
- QR code scanners at all acceptance points
- Optional: E-mailing function for automatic eTicket delivery

# PRODUCT SHEET

## / entervo Report Catalogue



### About the Product

Based on continuously stored data, entervo provides valuable key figures about your parking business. The entervo Report Catalogue offers a wide range of professionally designed reports for easy access to these figures.

Decades of experience in reporting, including customer feedback, have been incorporated into the portfolio, offering the right solution for almost every requirement.

The entervo Report Catalogue creates the necessary transparency and helps concerned stakeholders thoroughly understand all relevant actions and processes. It thus provides a clear basis for your decisions at all times and situations in your business environment.

### Product Highlights

- / The most convenient and fastest access to your key figures
- / Comprehensive portfolio of professionally designed reports
- / Out-of-the-box solution
- / Many reports are already included in the basic entervo V3 software
- / Further reports are included in optional software modules
- / Various filter options
- / PDF and CSV export
- / Supporting super cells and management computers



### Reports

- The Report Catalogue consists of 67 reports and is divided into 16 topics:
  - Operational Statistics
    - Occupancy
    - Stay Time
    - Stay Time (Exit-based)
    - Device Transaction Overview
    - Summary Transaction Overview
    - Event Summary
    - Event Details
  - LPR-based Ticketless Parking
    - Detailed Ticketless Transaction Analysis
    - Ticketless Analysis Summary
    - Ticketless Enforcement Export Overview
  - License Plate Analysis
    - Visit Frequency for Parkers based on LPR
    - Geo Marketing based on License Plate Data
  - License Plate Recognition LPR
    - LPR Active Inventory
    - LPR Entries in Selected Time
    - LPR License Plate Search
    - LPR Image Review Summary
    - LPR Image Review Events
    - LPR Detailed Image Review Performance
  - Credit Cards
    - EMV Credit Card Transactions
    - EMV Credit Card Summary
    - EMV Credit Card Reconciliation
  - eTickets
    - entervo Cashier produced eTickets
    - eTicket Transaction Tracking
  - Retail Campaign Management
    - Retail Campaign Overview
    - Retail Campaign Transaction Tracking
  - Accounting
    - APS Cash Inventory Snapshot
    - APS Cash Filling and Removal Overview
    - APS Cash Filling and Emptying Detailed
    - Rate Switch Validation
    - Detailed Revenue Reduction
    - Company Invoice Card Follow-up Report
    - Key Parking Figures (KPF)
    - Weekly Transactions By Rate Increment
    - Transaction Analysis Summary
    - Detailed Transaction Analysis
    - Revenue Summary
    - Cashier Performance Report
    - Transactions by Rate Step
    - Detailed App Transactions
    - Revenue Reduction by Smart Validation (Operator)
    - Revenue Reduction by Smart Validation (Partner)
    - Customer Administration Manual Revenue Bookings (Operator and Cashier)
    - Money Value Cards Circulation (Overview)
    - Money Value Cards Circulation (Details)
  - Contract Parker
    - Contract Parker Passback Violations
    - Contract Parker Transactions and Duration of Stay
  - Pooling
    - Pooling Overview
    - Pooling Transaction Overview
    - Contract Parker Occupancy and Pooling by Company
    - Monthly Contract Parker Occupancy and Pooling Matrix

- Personalised Money Value Cards
  - Personalized Money Value Card Annual Summary
  - Personalized Money Value Card Transactions
- Counting
  - Device Activity
  - Hourly Peak Occupancy
  - Staytime after payment
  - Occupancy by customer type
  - Contingent Overview Of Congress Cards
- Operations
  - LPR Turnaround
  - Device Control and Cashier Logging and Justification
  - APS User Logging
- Exception Transactions
  - Exception Transactions
  - Exception Transactions with Parker Details
- Online Authorisation
  - Foreign Authorisation - Entries and Exits
- Reservations / Pre-Booking
  - Reservations by 3rd Party
  - Reservations by 3rd Party - Reservation Booking Statistics

### Report Packages

- The reports are categorised as follows:
  - The basic reporting package comprising 14 reports is part of the basic entervo V3 software at no extra charge.
  - 28 module-related reports are an integral part of optional entervo modules such as Retail Campaign Management.
  - 25 optional reports, divided into 8 different packages, complete the portfolio to meet your individual requirements.

### Export Options

- All reports can be generated as PDF files and exported to CSV format. They offer the perfect basis for analyses with 3rd party products such as MS Excel.

### Permissions

- Each report can be activated individually for specific entervo users.

### Archiving

- Thanks to the seamless entervo integration, reports can be long-term stored e.g. several years using the entervo archiving module.

### Documentation

- Detailed information including samples of all available reports can be found in the comprehensive report documentation.
- Please contact your contact person at Scheidt & Bachmann or the responsible sales organisation.

### Minimum Requirements

- entervo with software release V3
- Note: Many reports are also available in older SW versions: For detailed information, see the report documentation.

### Restrictions

- Due to data privacy regulations, storing some data is not permitted in all countries, so not all data is available for reporting.
- No customisation of the reports from this portfolio.

# PRODUCT SHEET

/ **entervo.entry** and **entervo.exit**



## About the Product

The lane control devices entervo.entry for entry lanes and entervo.exit for exit and transit lanes are characterised by their broad range of applications, simple operation, reliability and maintenance-friendly technology.

Whether you want to use barcode tickets or magstripe tickets for the handling of your short-term parkers, is up to you - the choice is yours!

For the identification of seasonal parkers or registered short-term parkers, long and short range transponder readers are available in addition to the traditional technologies.

An optional, integrated 2D barcode scanner for print@home tickets and QR codes on smartphones complements the wide range of applications.

## Product Highlights

- / Entry or exit terminal utilising innovative technology
- / Modular, very maintenance-friendly design
- / Future-proof and extendable
- / Intuitive user guidance, providing clear and comprehensive instructions through a dynamic colour display
- / Illuminated components for ease of use
- / Proximity sensor for a completely safe and contactless parking experience as an option

# PRODUCT SHEET

/ **entervo.entry** and **entervo.exit**



## Functions

- entervo.entry
  - Dispensing short-term parking tickets (barcode or magstripe)
  - Checking S&B system cards and 3rd party cards
  - Barrier control
- entervo.exit
  - Checking short-term parking tickets, S&B system cards and 3rd party cards
  - Barrier control

## Operation

- Intuitive user guidance via clear, graphic symbols
- Brilliant LED colour display for simple operation
- Screen diagonal of 17.8 cm (7")
- Screen resolution: WVGA (800x480 pixels)
- Flashing ticket request push-button (entervo.entry) or ticket chute (entervo.exit)
- 4 additional push-buttons for flexible use

## Intercom

- Intercom substation with call button, microphone and loudspeaker (8 Ω)
- Audio induction loop as option

## Ticket processing for short-term parkers

- The following units are available:
  - BKV40 for barcode tickets
  - TPU for barcode or magstripe tickets
- For further information and details, see the data sheets of the units

## Processing of other media as option

- 2D barcodes via front facing barcode scanner
- Scheidt & Bachmann Smart Cards (Mifare 1 K read/write)
- Scheidt & Bachmann Transponder Cards (Hitag read/write) via Elatec TWN4
- Mifare, HID cards via Elatec TWN4 (read-only operation)
- Kathrein long range UHF reader
- Credit and debit cards, optionally with PIN pad, in an external housing

## Receipts as option

- Printed on standard thermal paper roll

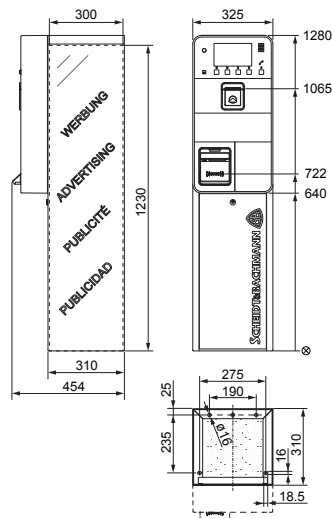
## Computer and control unit

- Industrial PC for the autonomous control of the device
- Basic functions of the device are maintained even when there is a network failure
- 8 available digital inputs / 8 available digital outputs

## External connections

- Power supply
- Network (LAN)
- Intercom
- Scheidt & Bachmann barrier gate
- 2 Induction loops, additional loop for backout detection as an option (entry only)

## Dimensions (mm)



## Power supply

- Device without heating: 85-264 VAC, 50-60 Hz
- Device with 230V heating: 230 VAC, 50-60 Hz
- Device with 120 V heating: 120 VAC, 60 Hz
- Note: Supply voltage not switchable!

## Power consumption (approx.)

- 35 W / 50 VA
- Additional 500W for heating

## Housing

- Stainless steel housing with smooth paint (RAL 9016 / traffic white or RAL 1003 / signal yellow)
- Special colour according to S&B colour range available as an option
- Side panels offer a comfortable space for advertising and other information
- Device door with cylinder lock. After opening the device door, the front panel can be unlocked.
- Plastic front panel with structural effect paint (RAL 7043 / traffic grey B) can be swivelled to the side
- IP protection class according to IEC 60529: IP43

## Place of installation

- For indoor and outdoor use
- Temperature range: -20 °C ... +50 °C
- Relative humidity: ±0 % ... 95 % (non-condensing)

## Weight (approx.)

- 50 kg

## Approvals and conformity

- Approval name according to name plate affixed to the device: PGL40
- Europe: CE Mark
- USA/Canada: NRTL approval by TÜV SÜD America Inc.; Certificate No. U8 16 02 28197 006

# PRODUCT SHEET

/ POS Receipt Printer



## About the Product

This reliable thermal receipt printer offers full front operation and output.

It is particularly installation-friendly as it is the same height as most cash drawers, saving valuable work space.

The fast print speed and paper-saving printing allow customers to be served quickly.

## Product Highlights

- / High-Speed thermal receipt printer
- / Robust and reliable
- / Splash-proof housing
- / Fully front operated



# PRODUCT SHEET

## / POS Receipt Printer



### Connections

- Power supply (via external power pack)
- USB
- Ethernet TCP/IP (optional)

### Power supply

- 24 V DC  $\pm 7\%$

### Power consumption (approx.)

- 45 VA

### Performance characteristics

- Thermal printing technology
- Up to 150 mm/sec. printing speed
- Reel of paper 79.5  $\pm 0.5$  mm (width), diameter 83 mm

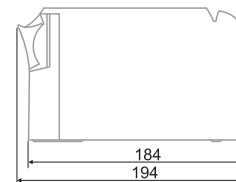
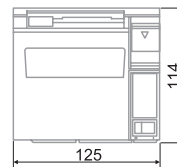
### Noise level

- < 70 db (A) / ISO 7779

### Place of installation

- For indoor use only
- Temperature range: +5 °C ... +45 °C
- Relative humidity: < 90% (non-condensing)

### Dimensions (mm)



### Weight (approx.)

- 2 kg

### Approvals and conformity

- CE, UL, CSA, EN, VCCI class A, FCC class A, AS / NZS 3548 class B

### Notes

- The printer has a small footprint that allows for flexible placement on a countertop or wall using an optional wall-hanging (Epson WH-10).



## SECTION 5. MANUFACTURER SPARE PARTS

Did you know? \_\_\_\_\_



Scheidt & Bachman  
Supplies Parking Solutions  
to over 100 Global Airports  
and over 18 US Airports.

Spare Parts will be provided to DCRA during the 1 Year Warranty Period. The below list includes the most common Spare Parts that will be utilized during the 1 Year Warranty. Upon Completion of the Year 1 Warranty, DCRA and Scheidt & Bachmann can establish a custom spare parts package based on the specific needs of DCRA.

- (1) I/O Board 04 422440 (Entry & Exit)
- (1) Display Module 399490 (Entry & Exit)
- (1) TPU 04 453320 TPU/B/F (Entry)
- (1) TPU 04 453350 TPU/B/F/Scan/F/P (Exit)
- (1) Computer Module 04 0440900 (Entry & Exit)
- (1) Receipt Printer 04 399470 (Exit)

## SECTIONS 6-8. SERVER SOLUTION, SOFTWARE APPLICATION & PCI

Did you know?



Scheidt & Bachman  
Supplies Parking Solutions  
to over 100 Global Airports  
and over 18 US Airports.

## /Proposed Server Solution VM w/ high availability & fail over

- (3) - Intel® Xeon® Silver 4310 2.1G, 12C/24T, 10.4GT/s, 18M Cache
- Turbo 64 GB DDR4-2666
- 25gb/s SFP28 4 port connectors to the storage array
- Storage Array
- 25Gb iSCSI 4 Port Single Controller
- 3 x 1.92TB drives in Raid 5 (3.84 TB usable)

## /Optional- Windows Server w/ entervo (Non-VM)

- Intel® Xeon® E-2478 2.8G, 8C/16T, 24M Cache, Turbo, HT (80W)
- Power efficient/saving without performance loss
- DUAL Raid
- BOSS – boot optimized storage/super fast 960GB RAID 1
- Additional SSD 960GB Mix Use RAID 1 <- for automated backups/dbsave
- 32GB RAM DDR5-4800 RAM
- iDRAC integrated OS management/remote management/no workstation required for remote support if OS off but server connected to power and network

## /Software Application & Version

- entervo V3

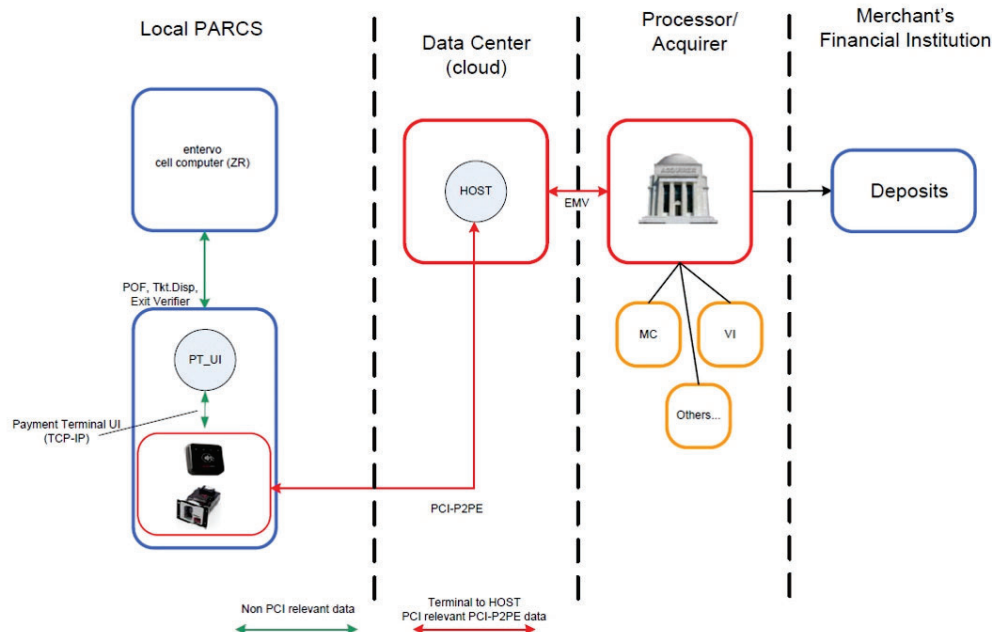


# /EMV Credit Card Transaction Data Flow

## Credit Card Transaction Data Flow

EMV Credit Card Transaction Data Flow

### 1 /Data Flow Diagram



## Credit Card Transaction Data Flow

EMV Credit Card Transaction Data Flow

### 2 /Detailed Information

- 1** Credit card is inserted or NFC tap in/on field device for payment.
- 2** **Transaction Reporting Process** – Last 4 numbers of credit card written to Facility Controller database tables for transactional reporting.
- 2** **Authorization Request Process** – Fee information is sent to device's EMV payment terminal.
- 3** **Authorization Request Process** – P2PE Encrypted PAN sent to EMV payment processor.
- 4** **Authorization Request Process** - Encrypted PAN sent from the processor to the bank for authorization.
- 5** **Authorization Response Process** – Authorization response sent from the bank to the processor.
- 6** **Authorization Response Process** – P2PE encrypted authorization response sent from the EMV processor to device's EMV terminal.
- 7** **Authorization Response Process** – Authorization sent to the device.
- 8** **Authorization Response Process** – Transaction record updates with authorization status.

## /Requirement 6 of PCI DSS

The proposed solution is a PCI PA-DSS validated payment application and as such fully compliant with Requirement 6 (and all sub-requirements) of the Payment Card Industry Data Security Standard (PCI DSS).

**PCI DSS 6.1:** Establish a Risk Ranking System for Vulnerabilities - Scheidt & Bachmann has a formal policy and procedure for ranking vulnerabilities.

**PCI DSS 6.2:** Apply Patches for all Known Security Vulnerabilities - All security patches are installed withing 30 days of release.

**PCI DSS 6.3:** Develop Internal, External, and Web Apps Securely -Scheidt & Bachmann’s software development complies to the NIST Secure Software Development Framework (SSDF). **PCI DSS 6.4:** Install Change Control Processes and Procedures - Scheidt & Bachmann has a clearly defined Change Control Processes and Procedure.

**PCI DSS 6.5:** Address All Common Development Vulnerabilities - Scheidt & Bachmann’s software development complies with the Open Web Application Security Project (OWASP) for secure software development testing.

**PCI DSS 6.6:** Adjust for New and Known Threats in Web Apps - Scheidt & Bachmann engages in regular reviews of public-facing web apps with at least annual frequency.

**PCI DSS 6.7:** Document all System and Application Controls - All System and Application Controls are formally documents, in use, and known by all parties directly responsible for controls or that are otherwise impacted by them.

## /Scheidt & Bachmann has certified EMV and eCommerce payment integrations with the following partners:

Payment Solution Partner	EMV Unattended	EMV Attended	eCommerce	Notes
Planet (new interface)	✓	✓	✓	Global S&B partner
Windcave	✓	✓	X	Global S&B partner
Transaction Services	✓	✓	X	USA region S&B partner
TrustCommerce	X	X	✓	USA region S&B partner
TNS (ADVAM)	✓	✓	X	Longstanding global S&B partner. The interface is currently being upgraded and re-certified for the new EMV terminals.

## SECTIONS 9-11. STANDARD REPORTS & CASHIER FUNCTIONS

Did you know? \_\_\_\_\_



Scheidt & Bachman  
Supplies Parking Solutions  
to over 100 Global Airports  
and over 18 US Airports.



## **/9. PARCS STANDARD REPORTS -**

Please see "**Product Sheet**" **entervo Report Catalogue on the next page**. Full Report Catalog for Operators can be emailed upon request.

## **/10. PARCS CASHIER FUNCTIONS**

The difference in cashier functionality between Entervo V3 and previous versions is primarily related to the Graphical User Interface (GUI). This means that while the underlying processes and capabilities of the cashier system remain largely unchanged, the way users interact with and navigate the system has been improved or altered for better usability and efficiency. These GUI updates can include changes in layout, design, and user experience enhancements aimed at making the system more intuitive and easier to use.

## **/11. OWNER TO PROVIDE**

A detailed list of owner-provided items can be found in the Scope of Work (SOW) in Section II: Project Approach, with additional items listed in Section XIII: Exceptions and Substitutions.

**SECTION 9. - PARCS STANDARD REPORTS CONTINUED ON THE NEXT PAGE.**

# PRODUCT SHEET

## / entervo Report Catalogue



### About the Product

Based on continuously stored data, entervo provides valuable key figures about your parking business. The entervo Report Catalogue offers a wide range of professionally designed reports for easy access to these figures.

Decades of experience in reporting, including customer feedback, have been incorporated into the portfolio, offering the right solution for almost every requirement.

The entervo Report Catalogue creates the necessary transparency and helps concerned stakeholders thoroughly understand all relevant actions and processes. It thus provides a clear basis for your decisions at all times and situations in your business environment.

### Product Highlights

- / The most convenient and fastest access to your key figures
- / Comprehensive portfolio of professionally designed reports
- / Out-of-the-box solution
- / Many reports are already included in the basic entervo V3 software
- / Further reports are included in optional software modules
- / Various filter options
- / PDF and CSV export
- / Supporting super cells and management computers



### Reports

- The Report Catalogue consists of 67 reports and is divided into 16 topics:
  - Operational Statistics
    - Occupancy
    - Stay Time
    - Stay Time (Exit-based)
    - Device Transaction Overview
    - Summary Transaction Overview
    - Event Summary
    - Event Details
  - LPR-based Ticketless Parking
    - Detailed Ticketless Transaction Analysis
    - Ticketless Analysis Summary
    - Ticketless Enforcement Export Overview
  - License Plate Analysis
    - Visit Frequency for Parkers based on LPR
    - Geo Marketing based on License Plate Data
  - License Plate Recognition LPR
    - LPR Active Inventory
    - LPR Entries in Selected Time
    - LPR License Plate Search
    - LPR Image Review Summary
    - LPR Image Review Events
    - LPR Detailed Image Review Performance
  - Credit Cards
    - EMV Credit Card Transactions
    - EMV Credit Card Summary
    - EMV Credit Card Reconciliation
  - eTickets
    - entervo Cashier produced eTickets
    - eTicket Transaction Tracking
  - Retail Campaign Management
    - Retail Campaign Overview
    - Retail Campaign Transaction Tracking
  - Accounting
    - APS Cash Inventory Snapshot
    - APS Cash Filling and Removal Overview
    - APS Cash Filling and Emptying Detailed
    - Rate Switch Validation
    - Detailed Revenue Reduction
    - Company Invoice Card Follow-up Report
    - Key Parking Figures (KPF)
    - Weekly Transactions By Rate Increment
    - Transaction Analysis Summary
    - Detailed Transaction Analysis
    - Revenue Summary
    - Cashier Performance Report
    - Transactions by Rate Step
    - Detailed App Transactions
    - Revenue Reduction by Smart Validation (Operator)
    - Revenue Reduction by Smart Validation (Partner)
    - Customer Administration Manual Revenue Bookings (Operator and Cashier)
    - Money Value Cards Circulation (Overview)
    - Money Value Cards Circulation (Details)
  - Contract Parker
    - Contract Parker Passback Violations
    - Contract Parker Transactions and Duration of Stay
  - Pooling
    - Pooling Overview
    - Pooling Transaction Overview
    - Contract Parker Occupancy and Pooling by Company
    - Monthly Contract Parker Occupancy and Pooling Matrix

- Personalised Money Value Cards
  - Personalized Money Value Card Annual Summary
  - Personalized Money Value Card Transactions
- Counting
  - Device Activity
  - Hourly Peak Occupancy
  - Staytime after payment
  - Occupancy by customer type
  - Contingent Overview Of Congress Cards
- Operations
  - LPR Turnaround
  - Device Control and Cashier Logging and Justification
  - APS User Logging
- Exception Transactions
  - Exception Transactions
  - Exception Transactions with Parker Details
- Online Authorisation
  - Foreign Authorisation - Entries and Exits
- Reservations / Pre-Booking
  - Reservations by 3rd Party
  - Reservations by 3rd Party - Reservation Booking Statistics

### Report Packages

- The reports are categorised as follows:
  - The basic reporting package comprising 14 reports is part of the basic entervo V3 software at no extra charge.
  - 28 module-related reports are an integral part of optional entervo modules such as Retail Campaign Management.
  - 25 optional reports, divided into 8 different packages, complete the portfolio to meet your individual requirements.

### Export Options

- All reports can be generated as PDF files and exported to CSV format. They offer the perfect basis for analyses with 3rd party products such as MS Excel.

### Permissions

- Each report can be activated individually for specific entervo users.

### Archiving

- Thanks to the seamless entervo integration, reports can be long-term stored e.g. several years using the entervo archiving module.

### Documentation

- Detailed information including samples of all available reports can be found in the comprehensive report documentation.
- Please contact your contact person at Scheidt & Bachmann or the responsible sales organisation.

### Minimum Requirements

- entervo with software release V3
- Note: Many reports are also available in older SW versions: For detailed information, see the report documentation.

### Restrictions

- Due to data privacy regulations, storing some data is not permitted in all countries, so not all data is available for reporting.
- No customisation of the reports from this portfolio.

## OPERATIONAL STATISTICS

### / Occupancy

The statistics report "Occupancy" offers a tabular and graphical display of the utilization of parking spaces based on the categories: Unreserved, reserved and prebooked (via a pre-booking system).

This offering the operator information on ratio between these categories and visualizing peaks in occupancy.

The displayed data is based on the entervo module "Difference Counting".

<b>Report ID:</b>	1000227
<b>Report category:</b>	Operational Statistics
<b>Target group:</b>	Operations/ Audit
<b>Provided results:</b>	Please see sections "Reports Results" and "Sample Report"
<b>Sort criteria:</b>	-
<b>Report package:</b>	Part of optional report package "Operational Statistics"
<b>Minimum release:</b>	V2R4M16 + RP "RP2_Reporting" or V2R4M18/ V2R5M4
<b>Type:</b>	Time-based
<b>Retention time:</b>	With the preconfigured settings the data for the various compression levels have the following retention times: <ul style="list-style-type: none"> <li>• Hourly grid: 36 days</li> <li>• Daily grid: 70 days</li> <li>• Monthly grid: 400 days</li> <li>• Yearly grid: 750 days</li> <li>• Weekly grid: 400 days</li> </ul>
<b>Export options:</b>	CSV, PDF
<b>Report data changes:</b>	If the report is executed more than once at different times, the result data can vary because, for example, Counter values have been updated in the meantime.
<b>Limitations:</b>	The report is available as long as the selected period is within the Retentiontime for the selected grid.
<b>Report permissions:</b>	<ul style="list-style-type: none"> <li>• Permission assignment via entervo User Management</li> <li>• Permission group: Report Catalogue</li> <li>• Functionality ID: 6436</li> </ul>
<b>Important notes:</b>	Data for this report will be updated every 20 minutes (default).

**Pre-Selection Filter:**

Ref.	Pre-selection Filter	Possible Selections	Description
A	Interval	05: Hour 06: Day 07: Month 08: Year 09: Week	In this list box the scheme of time concentration (time scheme in which the data received from the ZR is determined) for the requested statistic may be selected.
B	Period	05: Hour (from/to: dd mm yyyy hh) 06: Day (from/to: dd mm yyyy) 07: Month (from/to: mm yyyy) 08: Year (from/to: yyyy) 09: Week (from/to: ww yyyy)	In order to determine the statistic period you want to look at there is the possibility to enter the respective dates in the fields "from" and "to". The number of displayed editing fields depends on the selected scheme of time concentration (Interval).
C	Cell computer	All or a specific one	List box with relevant cell computers Format: cell computer ID : cell computer name
D	Facility	All or a specific one	List box with relevant facilities Format: facility ID : facility name
E	Hourly range Start	0 (default)	If Interval 05:Hour is selected, the start of a time window within the period selected under "B" can be specified here.
F	Hourly range End	23 (default)	If Interval 05:hour is selected, the end of a time window within the period selected under "B" can be specified here.
G	Grouping	No (default) Yes	the "Grouping" selection allows you to list the occupancy of individual parking areas within the selected time period
H	Graph selection	Without graphics (default) Count places	In addition to the list display, a graphical display can be called with this parameter.
I	Graph Type	Stacking bar 3D	Selection of the graphical display

**Report Results:**

Ref.	Column Heading	Description
A	Hour	According to the selected grid (Hour, Day, Month, Year, Week) the Column Heading and data are displayed.
B	Min	Minimum occupancy of the occupancy group -Not Reserved- within a time period Formula: Lowest value of snapshots (default snapshot interval = 15 minutes)
C	Max	Maximum occupancy of the occupancy group -Not Reserved- within a time period Formula: Maximum value of snapshots (default snapshot interval = 15 minutes)
D	Cnt	Average occupancy of the occupancy group -Not Reserved- within a time period
E	Avg.%	Average occupancy of the occupancy group -Not Reserved- within a time period in percent. This value is calculated according to the following formula: Avg.% = Cnt. * 100 / available places (value Max from the module counting)
F	Cnt	Average occupancy of the occupancy group -Reserved- within a time period
G	Avg.%	Average occupancy of the occupancy group -Reserved- within a time period in percent. This value is calculated according to the following formula: Avg.% = Cnt. * 100 / available places (value Max from the module counting)
H	Cnt	Average occupancy of the occupancy group -Pre-booked- within a time period
I	Avg.%	Average occupancy of the occupancy group -Pre-booked- within a time period in percent. This value is calculated according to the following formula: Avg.% = Cnt. * 100 / available places (value Max from the module counting)
J	Cnt	Average occupancy of the occupancy group -Total- within a time period
K	Avg.%	Average occupancy of the occupancy group -Total- within a time period in percent. This value is calculated according to the following formula: Avg.% = Cnt. * 100 / available places (value Max from the module counting)

**Export Description:**

Field Name	Description
reporttitle	Report title including 7-digit Report ID and version number
presel_grid	Selected compression grid
presel_startdate	Start information for the selected time period based on the compression grid entered under "presel_grid": 'TT.MM.JJJJ, hh' with hourly grid 'TT.MM.JJJJ' with daily grid 'MM.JJJJ' with monthly grid 'JJJJ' with yearly grid 'WW.JJJJ' with weekly grid
presel_enddate	Closing Information for the selected time period on the basis of the compression grid entered under "presel_grid": 'TT.MM.JJJJ, hh' with hourly grid 'TT.MM.JJJJ' with daily grid 'MM.JJJJ' with monthly grid 'JJJJ' with yearly grid 'WW.JJJJ' with weekly grid
presel_cellcomputer	ID/name of the selected cell computer
presel_facility	ID/name of the selected facility
presel_hourly_range_start	Hourly range Start
presel_hourly_range_end	Hourly range End
presel_group	display of occupancy data: no = No facility grouping yes = facility grouping
presel_graph_y	Graphic selection information
presel_graphtyp	Selected graphic display (only stack bars possible)
iso_startdate	Start time calculated based on "presel_startdate" TT.MM.JJJJ hh:mm:ss
iso_enddate	End time calculated based on "presel_enddate" TT.MM.JJJJ hh:mm:ss
transaction_date	Transaction date
cellcomputer_id	ID of the selected cell computer
cellcomputer_name	Name of the processed cell computer
facility_id	ID of the selected facility
facility_name	Name of the processed facility
grid	Selected compression grid
min_nonreserved	Minimum occupancy (-Not Reserved-) Lowest value of snapshots (default snapshot interval = 15 minutes)
max_nonreserved	Maximum occupancy (-Not Reserved-) Maximum value of snapshots (default snapshot interval = 15 minutes)
qty_nonreserverd	Quantity of vehicles (-Not Reserved-) Note:The reported value is a average value.
%_nonreserved	Percentage occupancy (-Nicht reserviert-) based on the maximum number of places in the difference counting.
qty_reserverd	Quantity of vehicles (-Reserved-) Note:The reported value is a average value.
%_reserved	Percentage occupancy (-Reserved-) based on the maximum number of places in the difference counting.
qty_prebooked	Quantity of vehicles (-Pre-booked-) Note: The reported value is a average value.
%_prebooked	Percentage occupancy (-Pre-booked-) based on the maximum number of places in the difference counting.
qty_total	Quantity of vehicles (-Total-) Note: The reported value is a average value.
%_total	Percentage occupancy (-Total-) based on the maximum number of places in the difference counting.
export_time	Export Date/Time
data_source	Number and name of the host of the data source

Sample Report:



Occupancy

**Compression level:** Hour  
**Date/hour from:** 26.03.2019, 08  
**Date/hour to:** 27.03.2019, 08  
**Cell/computer:** All  
**Facility:** All  
**Hourly range Start:** 0:00  
**Hourly range End:** 23:59  
**Grouping:** No  
**Graph selection:** without graphics  
**Graphic type:** Stacking bar 3D

Hour	- Not Reserved -			- Reserved -		- Pre-booked -		- Total -		
	Min	Max	Cnt	Avg.%	Cnt	Avg.%	Cnt	Avg.%	Cnt	Avg.%
26.03.2019, 08	693	709	694	5.9 %	65	32.3 %	21	100.0 %	780	6.5 %
26.03.2019, 09	709	709	709	6.0 %	65	32.3 %	21	100.0 %	795	6.6 %
26.03.2019, 10	709	709	709	6.0 %	65	32.3 %	21	100.0 %	795	6.6 %
26.03.2019, 11	709	709	709	6.0 %	65	32.3 %	21	100.0 %	795	6.6 %
26.03.2019, 12	709	709	709	6.0 %	65	32.3 %	21	100.0 %	795	6.6 %
26.03.2019, 13	709	709	709	6.0 %	65	32.3 %	21	100.0 %	795	6.6 %
26.03.2019, 14	709	712	710	6.0 %	66	32.6 %	21	100.0 %	797	6.6 %
26.03.2019, 15	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
26.03.2019, 16	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
26.03.2019, 17	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
26.03.2019, 18	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
26.03.2019, 19	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
26.03.2019, 20	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
26.03.2019, 21	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
26.03.2019, 22	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
26.03.2019, 23	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
27.03.2019, 00	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
27.03.2019, 01	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
27.03.2019, 02	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
27.03.2019, 03	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
27.03.2019, 04	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
27.03.2019, 05	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
27.03.2019, 06	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %
27.03.2019, 07	712	712	712	6.0 %	66	32.8 %	21	100.0 %	799	6.7 %



## SECTION 12. COST PROPOSAL



**Did you know?**

Scheidt & Bachmann Supplies  
Parking Solutions to over 100  
Global Airports and over 18 US  
Airports.



**Customer**

Dane County Regional Airport  
 4000 International Ln.  
 Madison, WI 53704

**Date:** 5/30/2024

**Project:** Dane County Regional Airport

**Contact:** Jeff Manzetti

**Phone:** 608-443-0500

**Email:** [jeff.manzetti@meadhunt.com](mailto:jeff.manzetti@meadhunt.com)

QTY	Item	Description	Unit Price	Total
9	entervo.entry	Ticket Dispenser w/ Color Screen/ Proximity Card Reader/ Commend Intercom/ Front Facing Scanner	\$ 10,801.99	\$ 97,217.91
9	entervo.exit	Exit Verifier w/ Color Screen/ Proximity Card Reader/ Commend Intercom/ Front Facing Scanner/ Receipt Printer	\$ 12,137.13	\$ 109,234.17
1	entervo.core	entev0 V3 SW Upgrade license	\$ 1,861.70	\$ 1,861.70
1	Validation Production	Bulk Chaser Ticket Printer & Peripherals	\$ 2,394.67	\$ 2,394.67
3	entervo.pos exit	Cashier Terminal License/ Touchscreen/ Fee Display/ Receipt Printer/ Cash Drawer/ Barcode Scanner	\$ 5,640.64	\$ 16,921.92
1	Server	Redundant Server w/ High Availability/Failover	\$ 45,411.29	\$ 45,411.29
10	Switches	4 Port Unmanaged Switches	\$ 130.00	\$ 1,300.00
1	Receipts	250k Receipt Stock	\$ 5,850.00	\$ 5,850.00
1	Tickets	250k Barcode Ticket Stock	\$ 6,825.00	\$ 6,825.00
12	EMV	Planet IM30 All in One EMV Reader	\$ 1,014.00	\$ 12,168.00
<b>Lane Total</b>			<b>\$</b>	<b>299,184.66</b>

S&B Installation / Installation				
1	S&B Installation	Configuration / Project Management / Commissioning	\$ 50,610.00	\$ 50,610.00
1	Installation	Bolt Down/Termination/Interconnection	\$ 95,001.50	\$ 95,001.50
1	Contingency	Contingency	\$ 20,000.00	\$ 20,000.00
1	Shipping	Shipping & Travel	\$ 20,484.92	\$ 20,484.92
<b>Project Total</b>			<b>\$</b>	<b>485,281.08</b>

**\*Airport to continue self-performed maintenance, with escalation to S&B as needed. Maintenance costs not included.**

\*Tax not included



## SECTION 13. EXCEPTIONS & SUBSTITUTIONS

Did you know? \_\_\_\_\_



Scheidt & Bachmann's  
Railroad Signaling  
Systems was our  
beginning in 1872.

**/SECTION XIII. - EXCEPTIONS & SUBSTITUTIONS**

Scheidt & Bachmann USA looks forward to having the opportunity to discuss the exceptions, substitutions and clarifications below. We are committed to working in good faith with the County to reach an agreement acceptable to both parties.

**Dane County Regional Airport  
Parking Access and Revenue Control System Exceptions & Substitutions Form**

<b>Paragraph</b>	<b>RFP</b>	<b>Clarification/Exception</b>
2.1 PAYMENT CARDS	G. Support PCI-compliant storage of up to 999 transactions per payment terminal in an offline state.	This is to agreed between DCRA and EMV solution provider.
I. Database Management System	2. Provide database schema to Owner.	Documented access to raw data is provided through the entervo Data Export Package
I. Database Management System	3. Provide database access credentials to Owner.	entervo uses an OEM licensed version of Oracle that only allows access to the database through the entervo application. Direct access to the database can be allowed if DCRA provides an Oracle Enterprise License that can be applied to the entervo Oracle database.
L. Reporting	6. Transition existing custom reports to new system.	S&B will make reasonable efforts to transition existing custom reports to the new system. However, some of these reports may no longer be applicable, supported, or the data can be made available through new reports.
F. Cashier Terminal (CT)	All cashiered lanes to be dual-use such that they can operate in a cashiered mode through the CT when a cashier is present or in an un-manned mode through the booth EXS transaction panel when a cashier is not present.	Exit Terminal will be used in place of transaction panel
G. Intercom Subsystem	b. Microphone, loudspeaker, and in-use LED all housed in one unit with configurable front pushbutton control	In-use LED is not an available option.
G. Intercom Subsystem	c. DSP technology to provide full speaker/microphone supervision and fully adjustable (volume/timing threshold programmable via intercom server) audio monitoring.	Only available if supported by lane device substation and existing Command server.
O. LPR System Capabilities and Integration with PARCS	6. Provide standards-based capability to receive text license plate characters from external sources through API that can be used for alerting purposes through System's existing software-based alerting methods.	Existing LPR system does not support this.
R. LPR System Performance Requirements	1.-3.	Meeting these performance requirements cannot be achieved with the existing LPR camera system. Given the existing LPR system age, computing performance, new LPN designs, etc, S&B cannot commit to these LPR read rate specifications.