



PARKING TAKES NEW ORLEANS BY STORM

Your 2017 IPI Conference & Expo scrapbook

What an event! The 2017 IPI Conference & Expo brought together more than 3,200 parking professionals for four days of learning, exploring, networking, and fun in New Orleans and the parking, transportation, and mobility community made it an amazing experience. From education sessions on the biggest trends to a massive Expo hall (235 exhibitors!) that let attendees see and try the next big things, it was a Conference & Expo to remember!





Conference attendees streamed into the Expo hall as a traditional New Orleans second-line and the exploring began. Industry suppliers from every corner of the industry demonstrated new products



and technologies designed to help parking, transportation, and mobility organizations better serve their customers and communities. The massive hall—bigger than four football fields—offered something for everyone, including massage chairs, a Michael Jackson impersonator, games, and unlimited opportunities for networking.

Attendees had a chance to explore the Parking Garage of the Future in the hall's Attendee Lounge. Through a partnership between IPI and DCM Architecture & Engineering, parking professionals could don goggles and take a 3-D trip through the parking facility of tomorrow—a thrilling ride in more than one way!



Congratulations to This Year's Booth Prize Winners



800 SQ FT AND LARGER

IPS Group, Inc.

(left to right): Jay Jershin, Sherry Fountain, Johnny Waldo, James Black, Umesh Kapadi, Stephanie Simmons, (IPI Board Chair) Kim Jackson, CAPP, Randy Lassner, Jim Cardiello, Dave King, Michael Wilson, Alex Schwarz, Brian Webber, Mike Chiodo, Ryan Jaurequi



400-600 SQ FT

SKIDATA, Inc.

(left to right): Matthew Gooley, Aaron Siebert, Tobias Hofler, Keith Lynch, (IPI Board Chair) Kim Jackson, CAPP.



Second Place

NuPark

(left to right): Tiffany Yu, Mike Adams, Andrew LaMothe, Kevin Uhlenhaker, Michael Civitelli, Jim Leida, Mark Schleyer, Pete Messman



100-300 SQ FT

First Place

Paylock IPT LLC

(left to right): Duke Hanson, Christin Dorner, Paul Chiaffulo, "Solid Gold", Brian Landucci, Bart Blair, Shade Coleman, Matthew Silverman, Rick Meredith.



Third Place

Watry Design, Inc.

(left to right): Michelle Wendler, (IPI Board Chair) Kim Jackson, CAPP, Mike Nielson, Matt Davis, Francisco Navarro

Access MIT Brings The Next Big Idea To New Orleans

IPI's Parking Solutions Competition inspired tomorrow's parking innovators to introduce the Next Big Idea. The competition challenged the best and brightest to answer one of the biggest questions facing the industry: How can we reduce the use of single-occupant vehicles (SOVs) and maximize land use, increase mobility options, and decrease congestion, emissions, and pollution through parking solutions? Colleges students from across America responded.

Judges were Diego Torres-Palma, vice president of growth for Smarking; Adam Blake, CEO of T2 Systems; and consultant Mike Drow. The session was moderated by Kim Jackson, CAPP. Finalists were:

- Access MIT, a commuting benefits program that provides free transit and reformed parking pricing to staff and faculty of the Massachusetts Institute of Technology (MIT). Behavioral science researchers at the MIT Transit Lab are also "leveraging the power of nudges," providing positive reinforcement and implicit suggestion to incentivize commuters to leave their cars at home. The team rewarded travelers for using sustainable modes and built a leaderboard to introduce friendly competition. The team is also conducting a randomized controlled trial to provide targeted information to one group of staff, financial rewards to another, and combinations to a third group, with a fourth control group receiving no communications. These experiments are designed to identify how employers and municipalities

can design transportation benefits to reduce SOV commuting.

- Mappify, a wayfinding and mapping platform designed to help drivers in State College, Pa., view parking garages in real-time to check on occupancy, view rates, get driving directions, and receive parking alerts. The app also provides lists of area businesses, with information about walking distances from parking.
- Nomo, an app designed to reduce SOV use through a crowdsourced tracking system that matches users with similar driving patterns. Nomo maps a visual rendition of vehicle miles traveled averages, driving patterns, and times when people commute from destinations independently, and connects users with others with similar patterns. It also collects anonymous data on driving patterns to help cities with urban, transportation, and transit planning.
- Overflow Parking, a business-to-business parking-facility-sharing app that maximizes parking hour use by connecting businesses requiring off-hours parking with businesses maintaining bankers hours. The app helps maximize the efficiency of parking resources while helping to reduce congestion and emissions.

And the 2016 Parking Solutions Competition is AccessMIT! Keep an eye out this fall for entry information for Parking Solutions 2018.



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OPENING GENERAL SESSION

The Future of Parking and Mobility

T SEEMS LIKE EVERYBODY'S TALKING about the future of parking: Autonomous cars, connected vehicles, ride-sharing, and meshing transportation systems into a larger mobility infrastructure. It was certainly on the minds of IPI Conference attendees who packed the Opening General Session for a panel discussion about what's on the horizon for industry professionals.



Caption Name and activity

Stephen Smyth, CEO of Flow, started the conversation talking about data—now that the industry has access to lots of it, how should it be harnessed into a useful role? “The challenge,” he said, “is actually accessing data and sharing that data across different types of public and private entities to create a great trip experience for the end user.” He said the industry is facing an integration challenge, which he defined as being past the point of implementing ways to collect at a and trying to stitch it all together.

Panelist Amitai Bin-Nun, PhD, director of the autonomous vehicle initiative at Securing America’s Future Energy (SAFE), pointed to the existing infrastructure as a challenge, particularly as cities’ populations grow. “Fourteen of our 15 biggest cities are experiencing significant population growth,” he said. “In a decade, most of the population will live in cities and that puts a tremendous amount of strain on the infrastructure. Systems don’t grow automatically when the population grows, so we need to leverage the information we have to use our infrastructure more efficiently.”



Caption Name and activity

Finding ways to monetize data is critical to customer service, the panelists agreed. “If you don’t have data, you’re going to lose customers, you’re not going to be competitive, and you’re going to frustrate people,” added Brian Shaw, CAPP, executive director of the department of parking and transportation services at Stanford University. “If we don’t get there, we’re going to continue to frustrate our customers, and we don’t want that.”

One big shift panelists discussed was the forecast change from privately-owned vehicles to shared vehicles used largely on-demand. “We’re just scraping the surface of what the Internet of Things will show us,” said Arvind Kannan, senior management of strategy and business development, Zipcar. He pointed out that Zipcar was available back in 2000, well before the dawn of the apps most people use to access the service now. “We’ve seen a lot of devices communicate with people and with the cloud. What we haven’t seen enough of yet and will see more of is devices communicating with each other and communicating with the transportation infrastructure—devices communicating on their own.”

Panel moderator Laurens Eikenboom, vice president and head of business development, connected vehicles, SAP, asked the group what all that means for parking and the answers were that the industry needs to prepare for big changes, from a potential drop in parking demand in urban areas to a move toward more mobility systems and a push toward adaptive reuse, so that parking structures needed now and in the near future can be shifted to other uses—including shared-vehicle drop-off and

pickup stations, storage, and even residential use—when their traditional role shifts.

"Let's assume it's cheaper [to use shared vehicles than privately-owned cars]," said Smyth. "That will lead to a world where there are far more trips and it will take much less time to charge a vehicle than it does now. There is the potential for a lot more cars on the street that won't have to sit for very long. What happens to all these parking spots and the land they use? Some of these cars will have to recharge, but people still need to get into those cars and we'll see a lot of pedestrians. We'll have delivery trucks—think about Amazon Prime. So the focus has to be on consumer behavior changing and an intolerance for friction."

"We'll learn by doing experiments," said Kannan. "Some may fail, some may work, and we'll learn from them and build a better experience. Nobody is going to solve this whole picture by themselves and we need to work with the parking world."



Social responsibility came into play as well, with Bin-Nun pointing out that without mobility, people can't get jobs and those living in poverty have no chance to turn things around; the elderly, too, need mobility, he said. He also said states need to work together to regulate new technologies, including autonomous vehicles, in a unified manner. "I can't imagine a world where you have to switch vehicles every time you cross state lines, but that's where we're headed," he said.

The discussion wrapped up with a look at the possible timeframe for big changes to happen. Kennan said it's important to be realistic: "Miles traveled are going to go through the roof," he said. "This is going to complicate congestion. So when these autonomous vehicles are going around, they will need to be shared."

Smyth argued that before the parking industry shifts gears to autonomous, it should be looking harder at electric-vehicle infrastructure. "The industry is not integrating into opportunities now and there is money on the table and it has nothing to do with autonomous," he said. "Electric vehicles are much more impactful in



Caption Name and activity

the immediate term and much more important for the parking industry in the immediate term. People expect to get better connected to this stuff."

He also said there should be a focus on streamlining systems so people don't need to use multiple apps or platforms to get around, and another focus on the data the industry already has and using it to find out what people want and expect now and in the future. "Parking is something your grandmother did too, so that's the good news," he said. "But if the parking industry doesn't go online with some of this in a hurry, it runs the risk of becoming an irrelevant industry."



Caption Names and activity



AWARDS

Honors and Recognition

THIS YEAR'S AWARDS CEREMONY and CAPP graduation showcased outstanding parking professionals, projects, and innovations and was a highlight of the week.

Awards of Excellence and Professional Recognition

Awards programs were presented (see the June issue for more), 31 professionals received their CAPP diplomas, 12 parking marketing programs were honored (see the June issue for more), and seven parking programs were recognized for earning



Melinda Scott Anderson accepts lifetime achievement award.

Accredited Parking Organization (APO) or APO with Distinction certifications.

Two Lifetime Achievement Awards were presented this year: Melinda Scott Anderson, CAPP (Ret.), director of the office of parking management at the Medical University of South Carolina; and Don Monahan, PE,

principal of ParkingX-pert.com, were honored for their contributions to the industry during long careers.

Anderson has worked in parking for more than 38 years and is credited with guiding the university's parking system through significant growth and changes; she now oversees more than 1 million annual transactions by

13,000 employees and 3,000 students and residents. She is a past Chair of IPI's Board of Directors and helped found the Carolinas Parking Association.

Monahan has given more than 60 presentations at IPI Conferences and other seminars and is a recognized industry expert. He began his career at Walker Parking Consultants in 1977 and opened the firm's Denver office in 1980, going on to design more than 600 multi-level parking structures, conduct more than 100 parking studies, and oversee more than 40 parking restoration projects.

Additionally, Becca White, CAPP, was presented with the Chair's Award for her long service to IPI and the CAPP program. White is director of parking and transportation at the University of Virginia and a frequent speaker and consultant on parking.



Lifetime achievement award winner Mohahan with IPI's Sean Conrad and Pres (?) CEO (?) Name Namington



Becca White with IPI's Sean Conrad and Pres (?) CEO (?) Name Namington



Caption for this group of people. There's enough room to crop to accommodate any length caption.

PARTY

Things kicked off with a whole lot of networking and fun at the opening party at Mardi Gras World, where attendees explored a massive parade float facility, enjoyed palm and tarot card readings, and danced the night away. *Laissez les bons temps rouler!*





EXHIBITORS SHOW



Amano McGann Revolutionizes City Parking Management

How many times have you had to drive around the block to find a parking space downtown? The City of Sacramento and Microsoft partner Amano McGann are testing new technology aimed at helping citizens find convenient, affordable parking and avoid traffic congestion while increasing municipal productivity, efficiency, and revenue.

Rohit Chande, senior vice president of engineering at Amano McGann, said their new Symphony Analytics™ software-as-a-service solution is the first to provide traditional reporting and dashboarding functionality along with true predictive analytics. "It's a game-changer," said Chande. "Nobody in the (parking) industry is currently doing this."

Amano McGann's breakthrough is an example of Microsoft CityNext's dedication to empower cities to digitally transform through innovative, high-impact services. "Off- and on-street parking data comes from multiple sources within a city," Chande explained, noting the challenge was in aggregating this information in real-time to help drivers find available space and cities to make informed decisions. "We decided to go with the Microsoft Azure cloud platform because it gives the scalability and flexibility required for yield management and dynamic pricing techniques—varying parking prices at different times of day, depending on demand."

Arrow Electronics Introduces Rosella

Arrow Electronics, Inc., will offer VIMOC's Rosella™ Artificial Intelligence landscape computing platform for applications ranging from smart factories to smart buildings, under the terms of a recently announced deal.

"Building owners and operators are looking to optimize revenue efficiency and improve the quality of experience between people and infrastructure," said Aiden Mitchell, vice president of global IoT solutions at Arrow. "Arrow customers now have access to VIMOC's deep-learning technology at the edge of the network to realize these intelligent infrastructure objectives."

VIMOC's Rosella A.I. software extends cloud computing to the edge, offering highly accurate, reliable, and real-time intelligence for safety-critical applications and smart facilities. The Rosella software is based on a landscape computing topology allowing scalability to meet changing requirements. An open API provides analytics and business solutions that help increase security and infrastructure revenues.

"Arrow's vision towards end-to-end IoT solutions combined with our unique deep learning offering will accelerate our customers' ability to address the many inefficiencies with today's infrastructures and to increase their infrastructure asset value," said Ali Sebt, president and chief marketing officer of VIMOC Technologies.

OFF THE FUTURE

This year's IPI Expo was massive—235 booths of products, services, technology, and innovation, and there was a ton to see, do, and try. Exhibitors presented anything and everything parking professionals need to plan for the future in every sector of the industry. Here's a peek at this year's offerings.



Barnacle Shows Off Innovation

The Barnacle, a participant in last year's ParkTank Competition, exhibited at the IPI Expo this year, showing off its unique parking enforcement tool and lots of media coverage it's received. The company played video of its feature on ABC's News with a Twist and the episode of Modern Family that featured its windshield-blocking device. It was a great show for the Barnacle!

Bikeep Offers Zero-Theft Bike Rack Solution →

Cycling is currently the fastest growing means of transportation in the urban environment. However, the problem is that bikes get stolen (three bikes are stolen every minute in the U.S., at a cost of \$125 million annually) or parked at wrong places and users are not happy about the parking solutions provided to them. With bikes getting more expensive (average e-bike is four times the cost of a regular bike) and popular, this problem does not show any signs of decrease.

Bikeep's smart rack is designed to securely lock and charge personal bikes/e-bikes. San Francisco (SFMTA) supports Bikeep's initiative. It relates to cloud servers, is highly adaptable with any building-access systems and transportation cards, and can act as a P2P bike-rental station. Currently, it is only solution on the market that enables locking and charging e-bikes at the same time.

Bikeep boasts more than 1000 racks installed throughout Europe and now is expanding rapidly in the U.S. There are already stations in the San Francisco area and In BART stations, it is possible to use the Clipper Card to park your bike.



Cale Celebrates New Partnership

Lancaster, Pa., widely known for its rich architectural heritage, recently upgraded its pay stations to feature new pay-by-plate technology through a strategic partnership with one of the world's leading parking solutions providers, Cale. The Lancaster Parking Authority was looking to update its parking kiosks in order to optimize its parking operation by reducing maintenance costs, simplifying enforcement, and improving efficiency.

With Cale's pay-by-plate technology, Lancaster is moving towards the future of parking operations where the vehicle's license plate number serves as their unique identifier. Now the main form of enforcement and payment for on-street parking is pay-by-plate. Enforcement officers are able to scan the vehicle's license plate with their handheld devices to verify payment status for a particular session, or whether the driver has a valid permit. Cale's meter and pay station technology has seamlessly integrated with Lancaster's current enforcement system increasing the city's enforcement accuracy.

"Through Cale's partnership with the Lancaster Parking Authority, the process of updating our parking systems was completely effortless. Cale has proven to be a reliable partner that not only provides great, cost competitive products, but also products that are future-proof," said Larry J. Cohen, CAPP, executive director of the authority.

Enjoy the New CAME

The renewed CAME Group sees a symbol of change in its new corporate branding: the perfect blend of technology and people finds its fusion in a stylized and visually-dynamic representation of a person: the perfect synthesis of a technology that places people precisely at the centre of everything.

The world is constantly changing, and technology is setting the pace of change in anticipation of increasingly advanced and complex horizons. There is a growing need to create a new language that will allow man to return to the centre of everything, and to technology always being a new opportunity. CAME breathes life into "human automation"; a new balance in the relationship between man and technology. A level of communication which reaches everyone in every part of the world, and which is inspired by peoples' lives, to create new scenarios, and convert actions into emotions.

CAME is enacting a development based on new ways of understanding the world of automation, based on the four laws of Human Automation, which outline a new quality of life designed for people because it is made up of people.

ChargePoint Offers Huge Network

ChargePoint is the largest electric vehicle (EV) charging network in the world, with charging solutions in every category. EV drivers charge, at home, work, around town, and on the road.

ChargePoint solutions enable the best parking lots to turn into charging lots by offering networked EV charging. Installing charging stations allows you to capture a fast-growing segment that is willing to pay more for dedicated parking spots with charging.

With more than 34,500 independently-owned charging spots and more than 7,000 customers (businesses, cities, agencies, and service providers), ChargePoint is the only charging technology company on the market that designs, develops, and manufactures hardware and software solutions across every use case. Leading EV hardware makers and other partners rely on the ChargePoint network to make charging station details available in mobile apps, online, and in navigation systems for popular EVs. ChargePoint drivers have completed more than 21 million charging sessions, saving upwards of 21 million gallons of gasoline and driving more than 525 million gas-free miles.



↑ CityLift Builds First Fully Automated Parking Structure in the Bay Area

CityLift Parking, based in Oakland, Calif., is building the first and only fully automated parking structure in the San Francisco Bay Area. Automated parking garages are not new to the world but are new to the Bay Area. CityLift is taking 1,600 square feet, or the space needed for seven surface-level parking spaces, and converting it into a 39-space, seven-level structure.

Drivers will park their cars in a room at the base of the building and once they leave, their car will be automatically lifted and stored above ground. Drivers will be able to retrieve their cars in less than two minutes. In addition, this all-steel structure dramatically reduces CO₂ emissions versus a concrete structure and eliminates the emissions from cars driving around looking for parking, so the environmental benefits are very real. Completion date is scheduled for summer 2017. CityLift is headquartered in Oakland, Calif., with offices in Los Angeles; Chicago, Ill.; Miami, Fla.; and Boston, Mass.

City of Dubai, UAE, Chooses Cleverciti Systems

Cleverciti Systems is proud to announce they have been selected to equip the City of Dubai with sensor technology for their Smart City project.

Seventy Cleverciti sensors have been installed in the World Centre District of Dubai, monitoring more than 1,000 parking spaces. The real-time parking availability will be presented on dynamic messaging signs, which have been placed in the city. Cleverciti Systems needed an average of 30 minutes per sensor installation.

Cleverciti Systems will be a key part of Dubai's Smart City Strategy, designed to:

- Save motorists time, stress, and money.
- Benefit the city with reduced traffic, congestion, and pollution.
- Offer more efficient use of on-street resources.
- Let motorists spend less time searching for parking.
- Balance bay occupancy across the network.
- Improve customer experience and ease of payment.





Complus Highlights the Role of Parking Ticket Management

LPR vendors deliver the innovative hardware needed for advanced, plate-based enforcement and lot management. However, as the hub of all processing functions, Complus and other parking ticket management (PTM) vendors house the data and processing functions that enable your operation to take full advantage of all the benefits smart technologies such as LPR have to offer.

One area where this partnership is vital is in the realm of virtual permitting. Working together, your PTM and LPR vendors provide the platform for plate-based permitting issuance and enforcement. Contracting LPR services through your PTM vendor means there is one point of contact for all your enforcement needs. Managing virtual permits through your PTM vendor allows users to cross reference permit applications against the ticket database. Your PTM vendor can restrict the issuance of virtual permits until all open tickets are paid in full, increasing your collection rate and encouraging compliance with local parking ordinances.



↑ Conduent Debuts at IPI, Showcases Advanced Solutions in Parking

In January, Conduent completed its separation from Xerox Corporation to form an independent public company. This was the first parking conference for Conduent and we were eager to show off our latest off-street and on-street solutions.

We were most excited to introduce our Multipark™ System to the North American market at IPI 2017. Multipark provides end-to-end operational and management control of parking garages. It's fully scalable and can be used for managing a single car park or for multiple sites.

Attendees were eager to demo our on-street parking offerings too. Merge™ Parking Management System helps parking managers optimize operations by integrating all parking data into one location and providing centralized operational control and analytics—as well as actionable insight—on the system as a whole. While the solution is system-agnostic, there are a few added benefits to using with it our violations processing and enforcement management offerings.

Continuous Galvanized Reinforcing Steel Available in the U.S.

Continuous galvanized reinforcing steel (CGR) is the most durable and economical corrosion-resistant rebar available to prevent concrete failure and can be formed after galvanizing with no flaking, peeling, or cracking.

All steel grades of reinforcement can be galvanized, with no change in mechanical properties. These bars passivate quickly in concrete and provide the same corrosion protection of zinc as ASTM A767 galvanized reinforcing bar. It is continuously galvanized in individual pieces to ensure unparalleled quality. Research shows that galvanized rebar has superior concrete bond strength compared to black bar or epoxy coated bar, and is equivalent to or better than epoxy.

With AZZ Metal Coatings of Fort Worth, Texas, now producing CGR, this product is eligible for federally funded construction projects in the U.S.

The Port of Catoosa, near Tulsa, Okla., is located at the head of the McClellan-Kerr Arkansas River Navigation System, which links to the Mississippi River and the nation's 25,000-mile inland water transport system. The Port of Catoosa's unique position allows companies to move millions of tons of bulk freight by barge each year and at a fraction of the cost and environmental impact of rail or truck to almost every state.



Creditcall Addresses EMV

A partnership between parking technology innovator T2 Systems and payment technology innovator Creditcall has resulted in a fully-functional, certified, ready-for-sale solution that delivers attended and unattended EMV-based transactions to the parking sector. While other companies claim to have EMV payment solutions ready for market, T2 Systems' SecurePay is available to order today and already in use by municipalities and universities—powered by simple payment integration with Creditcall's ChipDNA Direct.

The solutions make use of the Globalcom BV1000 card reader, which supports both EMV and mag-stripe transactions through Creditcall's Payment Gateway. Creditcall's current pre-certified processing options for this reader include Chase, Elavon, First Data, and Global Payments. One need only to install a Creditcall enabled T2 SecurePay card reader in their pay station or PARCS equipment to begin taking payments securely.

Not only does this collaboration provide a quick and pain-free upgrade path to EMV, the PCI-P2PE solutions dramatically reduce PCI scope, simplifying yearly audits for pay stations and PARCS. Also, the risk of security breaches is greatly reduced.



cylinders that are powered by a CyberKey. With no hardwiring required, it's an easy and cost effective solution for securing parking meters, payment machines, and remote locations. CyberKeys are programmed with access permissions for each individual user. The system has multiple key control options, so if a key is lost, there is no need to re-key. CyberLock cylinders and smart keys keep a record of all access events, including access-granted and access-denied attempts.

At the 2017 IPI Expo in New Orleans, CyberLock presented its new, full-featured Bluetooth CyberKey. CyberKey Blue 2 uses Bluetooth 4.2 technology to significantly improve battery life and reduce costs. Android, iOS, and Windows compatible, the expanded internal memory records up to 12,000 audit trails and up to 12,000 locks. With the ability to update permission schedules on the go and receive audit reports in seconds, CyberKey Blue 2 is the perfect key offering convenience and flexibility for route management.

CyberLock Displays Access Control Solutions

Based in Corvallis, Ore., and part of the Videx family of companies, CyberLock, Inc. has been the industry leader in key-centric access control systems since 2000.

CyberLock retrofits existing mechanical cylinders with electronic



← Virtual Reality from DCM Architecture

DCM Architecture & Engineering, LLC was thrilled to partner with IPI to conceptualize the Parking Garage of the Future. Our virtual reality feature, allowing parking professionals to experience the conceptual design, was a big hit. We are now looking forward to further developing these concepts to propel the industry forward, reaching new heights in the use of advanced technology and sustainable systems.

Currently, DCM is here to serve your existing parking structures' mechanical needs, particularly in the areas of elevator commissioning, enhancing your sequence of operations, and maintaining proper ventilation. Many thanks to IPI for inviting us to participate!

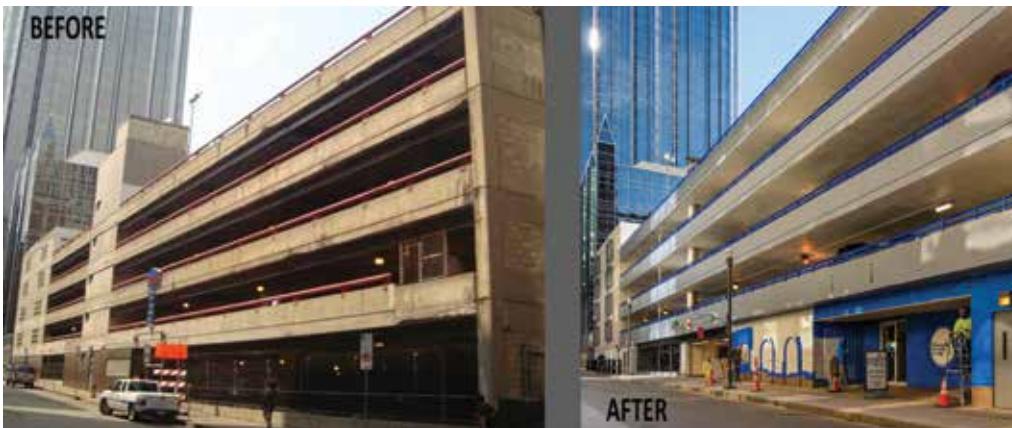
↓ DESMAN Awarded Best Parking Facility Rehabilitation

DESMAN was proud to accept the IPI Award of Excellence for Best Parking Facility Rehabilitation or Restoration for their work on the Public Parking Authority of Pittsburgh's Third Avenue Garage Restoration Project.

The Third Ave Garage is a 600-parking space, six-level structure consisting of cast-in-place conventionally reinforced concrete floor slabs supported by cast-in-place conventionally reinforced concrete beams and columns. DESMAN developed a 14-month repair program from a comprehensive structural condition survey they performed. This extensive renovation was the focus of the largest capital repair project in the organization's 73-year history.

Levels of customer demand required that no more than 200 spaces be removed from service at any one time as traffic in non-construction zones continued uninterrupted. A nearby dormitory also required the garage to remain functional but each day's construction progress be concluded by 10 p.m. A hydro process was utilized to demo the slabs as it was quieter than using a jack hammer plus it made a lot less dust.

DESMAN was the architect and structural engineer along with Nathan Contracting. Total Cost of the Project: \$7.4 million



ELSGAG Releases New Software

New ELSGAG software was released that aids the enforcement of timed and permitted parking areas, along with automatic ticket generation and an integrated ticket management system. With PARKINGENFORCER™, agencies can greatly reduce the manpower and time required to monitor and enforce parking, and can even eliminate the need for physical permits. Based on their Plate Hunter™ automatic license plate recognition (ALPR) technology, PARKINGENFORCER reads license plate numbers on vehicles in restricted parking areas and compares them to white lists, identifying unauthorized vehicles. If PARKINGENFORCER reads a license plate not included on the white list, the system will alarm.

Date and time stamps generated for each license plate read allow PARKINGENFORCER™ to monitor vehicles in timed and permitted parking areas, supporting multiple lists and zones. Tickets can be generated automatically for any parking offense. PARKINGENFORCER™ is effective with only one ALPR patrol vehicle, but can be scaled to include multiple units and central data management.



← Fresh Products from FlexPost Inc.

FlexPost® Inc. has launched two new product lines: FlexPost-XL™ & FlexPost-SM™. FlexPost Inc. is the leading manufacturer in flexible signposts and bollards. At FlexPost, we help others save thousands of dollars in repair and maintenance costs by providing a durable reliable product to protect their parking lots.

The FlexPost-XL products are indestructible, heavy-duty, and flexible sign posts and bollards. These products are made of all-steel components and our base unit carries a limited lifetime warranty. As with any FlexPost™ product, the FlexPost-XL™ minimizes vehicle and parking surface damage while withstanding the most extreme collisions imaginable.

The FlexPost-SM are light and smaller than typical FlexPost products. This product line includes sign posts, guideposts, and delineator paddles that offer the same 360-degree flexibility upon impact at a reduced price. The FlexPost-SM line is perfect for protecting areas with high pedestrian walking traffic.

Genetec Announces Latest Version of AutoVu Free-Flow

Genetec Inc., a leading provider of open-architecture security and public safety solutions, showcased the latest version of AutoVu™ Free-Flow off-street parking management solution at this year's IPI Conference & Expo in New Orleans. Designed to help increase parking enforcement efficiency by providing a real-time inventory of vehicles parked illegally in monitored parking lots, Free-Flow is offered within Genetec Security Center, the company's unified security platform that combines video surveillance, access control, and automatic license plate recognition (ALPR).

Catching parked vehicles in violation is a challenge for many parking organizations. Business managers estimate that they apprehend less than a quarter of parking violators. With AutoVu Free-Flow, parking enforcement officers can easily identify lots with unenforced violations and dynamically adjust their patrol routes to maximize violation capture rates. A growing number of parking property owners are investigating gateless parking to reduce vehicle congestion and provide a more convenient and efficient parking experience. AutoVu Free-Flow provides the technology to forego using gates, while maintaining compliance with parking rules.

With Free-Flow now an integral part of Security Center, parking managers will be able to monitor occupancy and violations across all their parking lots directly from one location. Genetec™ Plan Manager provides an added interactive and graphical mapping application allows operators to better visualize and manage environments.

greenscreen® Earns IPI Green Star Exhibitor Recognition

With over 20 years of experience and more than 7,000 installations, greenscreen®, the proven leader in green facade technology is proud to once again be recognized by the IPI Sustainability Committee as an International Parking Institute (IPI) Green Star Exhibitor. This program recognizes companies whose products or services provide services, strategies, and products that support sustainability goals. These goals

are linked to the objectives of IPI's Sustainability Framework and Parksmart.

In addition to a publicly available, third party verified Health Product Declaration™ (HPD™) and a LEED v4 Credit Contribution response, greenscreen provides as a resource for parking

professional designers, Design Guidelines for Green Facades on Parking Structures, that highlights possible credit contributions for the Green Garage Certification Standard. The design manual features five typical facade attachment details that have proven successful when incorporating green facades into vertical parking structure design. A digital copy of the new guidelines can be found at greenscreen.com/greenscreenParking-Structures.pdf

greenscreen looks forward to continuing our sustainability objectives and sharing them with IPI and its membership.

gtechna Shares a New Vision

gtechna presented a completely integrated pay-by-plate enforcement solution with real-time communication and cloud hosting for a more efficient and intelligent way to manage parking. This integrated approach delivers smarter, more convenient services to citizens, a key component in this new era of mobility. gtechna also debuted its new and improved ticket management platform, offering users a streamlined modern experience to manage tickets, officer activity, timing and LPR events,

live-mapping, and more from a single dashboard.

Feature-rich dynamic reports give administrators access to a rich trove of data optimized for performance and results.

On the Expo floor, four-station demo pods showcased the latest tech that is shaping the face of smart parking: Handheld LPR, vehicle LPR, fixed LPR off-street access, and back-office management. Our team also collaborated with the Pittsburgh Parking Authority to share its powerful vision on the Internet of Things and Pittsburgh's award-winning solutions that have paved the way for other North American cities. Lastly, our experts shared a secret recipe powered by real-time communication and cloud technology, for making enforcement a virtually error-free asset for boosting compliance.





← HUB Demonstrates Smart Solutions

HUB Parking Technology showcased its latest innovations in digital and mobile technology for a total system solution that will simplify operations and maximize profits for parking management and enhance the parking experience for customers.

HUB Parking Technology system experts were on hand to demonstrate our intelligent, web-based management system, JMS, accessible also from your mobile phone. JMS brings innovative, value-added capabilities to parking managers with integrated, real-time operational data available from multiple parking facilities and powerful analysis, reporting, and customization options. Outcomes are easily measurable at the push of a button and operators can always be able to intervene as necessary at any time and from anywhere. Complex and rich statistical analyses can be accessible and easy to understand for everybody thanks to the visual graphical output and the possibility to interact with data.

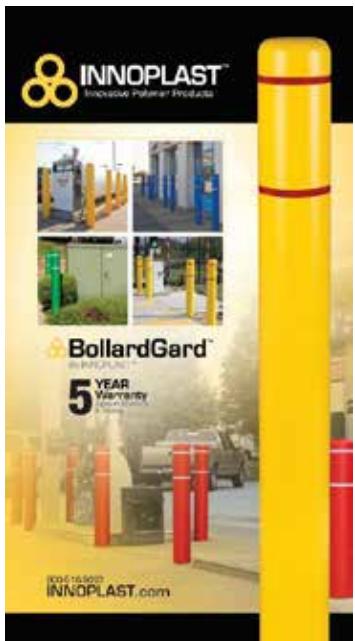
Another smart solution presented was JunglePass, which

allows end users to easily, smoothly and securely pre-book, find, enter, pay and exit a designated parking facility by simply using a smartphone. JunglePass provides a seamless parking experience to the user and precious insights to the operators who can now track their transient customers' behavior and usage patterns, plan long-term business strategies, engage and reach their clients through mobile technology that is synched with personalization opportunities.

Innoplast Talks About Protecting Your Investment →

Innoplast talked about protecting your investment by increasing safety and reducing maintenance costs at this year's IPI show in New Orleans. Their catalog of products continues to grow to help you in these categories, offering a variety of solutions to common problem areas. Take their BollardGard bollard covers for example—they are a great solution for making old rusty posts look new again. They quickly install, eliminating the need to paint, while improving appearance and making posts more visible to traffic. With 13 different colors in stock, you are bound to find one to go with your corporate colors. If not, they can color match with a minimum order.

Maybe you are looking for a product that will guard both your column and vehicles from damage. Their column protection line of products is what you are looking for. Or are you looking for a product that will alert and guide incoming or outgoing traffic? If that is the case, we would suggest Innoplast's overhead clearance bars or delineators for your application.



↓ Infotraffic Launches Dynamic Pricing in the U.S.

After equipping 50 parking garages with their dynamic pricing screens in Europe, Infotraffic launched its end-to-end solution in the U.S. This new method of price management for garages attracted many visitors to the booth and reaffirms the increasingly growing trend of dynamic pricing around the world.

The benefits of the solution are numerous: price preprogramming and automation, facility digitalization, customer experience enhancement, and revenue performance optimization with variable rates.



iPayment Enjoys First IPI Expo

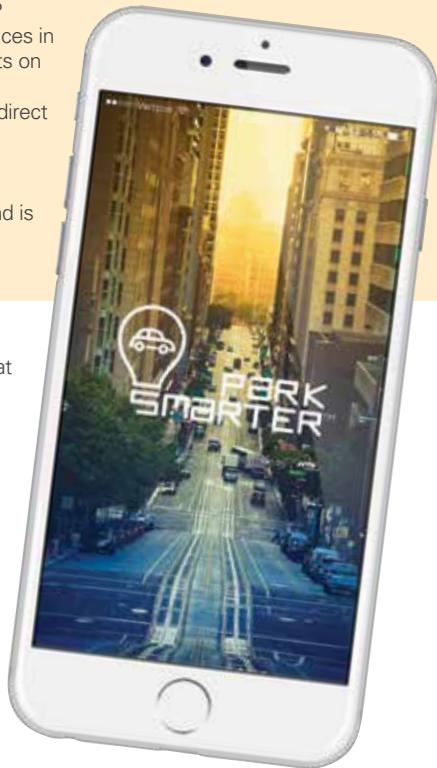
This year marks iPayment's first as an exhibitor at the event. The company showcased payment solutions designed specifically for the parking industry with features including Department of Defense-grade security, EMV and contactless payment acceptance, and more. iPayment's technologies are designed to help save money through increased efficiencies and grow revenues by leveraging new self-service options and customer engagement features. iPayment also offers partner programs for professionals looking to refer business or resell payments to their existing customers—a great way to drive incremental bottom-line revenues while delivering more value to the end customer.

"We are excited to expand into new verticals like parking and unattended," said O.B. Rawls IV, CEO and president, iPayment, Inc. "This is a key market for us and we have a myriad of progressive and differentiated payment solutions for owners and managers as well as very lucrative partner programs for developers and resellers in the space. And they are all backed by our 20 plus years of experience, our unparalleled support and service, and full transparency."



← IP Parking Expands

IP Parking is a Dutch developer and manufacturer of hardware, software, and applications for the parking industry. IP Parking offers a 100 percent web-based PARCS solution that can be accessed from any location at any time using any device with internet access and a compatible browser. The company has been exhibiting at IPI since 2013 and after a period of thorough preparation, IP Parking opened a U.S. office earlier this year to facilitate the company's growth in the U.S. and Canada. IP Parking has more than 500 installations on four continents; U.S.-based installations can be found in New York and New Jersey. IP Parking will, from its offices in New York, support clients on the North American continent through both direct sales as well as via distributing partners. IP Parking is currently recruiting distributors and is seeking U.S. staff.



IPS Group, Inc. Unveils New Innovation →

IPS Group, Inc., unveiled several new innovative technologies at the 2017 IPI Conference & Expo that complement its fully-integrated Smart Parking product suite.

IPI Conference attendees got a first look at the new state-of-the-art innovation, future-proofed to meet the needs of smart parking programs and cities of any size.

Showcased key IPS innovation included:

- In-vehicle Payment. In collaboration with Honda Developer Studio and Visa, the end-to-end, in-vehicle mobile payment allows motorists to pay for parking from the safety and comfort of their vehicles.
- Parking Enforcement Management. Smart citation processing and management solution provides real-time access to handle the entire citation lifecycle, including citation issuance, citation processing, and delinquent collections.
- Permit Management. Scalable and fully-integrated permit issuance and management solution handles the entire permit lifecycle from design through fulfillment.
- PARK SMARTER™ Mobile App. Reimagined mobile payment application that offers enhanced features and convenience that allows users to manage an entire parking session from their smartphone; includes rapid account setup and checkout services, as well as local merchant offers.
- Next-generation Data Management System (launching summer 2017). Built for the future of big data, the next-generation DMS continues to connect all IPS solutions, but offers more modules, data intelligence, and enhanced user interface design for improved management of parking networks from anywhere, at any time.

Kimley-Horn Celebrates

2017 marks Kimley-Horn's 50th anniversary as a design consulting firm, but that's not all we celebrated. Kimley-Horn was recognized for the tenth time as one of Fortune's 100 Best Companies to Work For and ranked No. 6 on ENR's Top 100 Pure Designers list and #21 for Top 500 Design Firms.

Rooted in providing exceptional client service, Kimley-Horn offers parking, transportation, land development, landscape architecture and planning, integrated water, environmental, energy, and technology services in more than 75 offices nationwide. Our parking team attended the IPI 2017 Conference & Expo in New Orleans, where Vanessa Solesbee, CAPP, spoke with Cheryl Stout and Than Austin on "Collaboration in Action: How the University of North Carolina at Chapel Hill's Five-Year Plan Process is Transforming Campus Access."

Brett Wood, CAPP, served as a speaker with John Bushman, Vicki Pero, and Blake Laufer at the "Planning and Designing for an Unknown Future" session and with Blake Laufer and Rachel Yoka, CAPP, LEED AP BD+C, on "Park Your Data Here: IPI's Approach to Defining our Industry."

Kimley-Horn also joined SANDAG in accepting the IPI Award of Excellence in the Innovation in a Parking Operation or Program category for their Regional Parking Management Toolbox. We look forward to connecting with you next year!



The Most Complete PCI Solution for The Parking Industry



Be confident in your network security and management



↑ Millennium Digital Technologies Offers Network Solutions

Millennium Digital Technologies, LLC is a leading supplier of specialty networking, security, compliance, and technology management solutions for grocery, parking, retail, and foodservice industries. Our Managed Network solution provides drop-in TotalPCI Compliance bundled with a comprehensive suite of features specifically designed to fulfill the most common technology needs found in the typical merchant environment.

In addition to compliance functionality, our Managed Network Solution includes an impressive feature set including full support and integration with intercom, camera, and validation systems, 3G/4G cellular backup options, garage-to-garage connectivity for multi-site operations, PCI-compliant two-factor remote access, direct credit processor connectivity, and much more. During IPI, we were highlighting the benefits, cost savings, revenue gains and peace of mind that comes with a properly managed and secured network. Did you know that parking is a major target for hackers? Find out about the importance and necessity of network security and PCI Compliance in the Parking Industry from our experts.

MobileNOW! Provides Added Payment Convenience

MobileNOW!, the global technology innovator with the world's most flexible and user-friendly mobile payment platform for parking, is now offering additional payment methods for added customer convenience throughout Montgomery County, Md.

For six successful years, MobileNOW!'s mobile wallet has provided customers the ability to fund parking accounts in advance using the free MobileNOW! app or IVR. Customers can quickly load money on their account, and funds are deducted with each completed parking transaction. By leveraging a prepaid mobile wallet payment option, customers can take advantage of subscription savings and a lower convenience fee.

Now, in addition to the mobile wallet, customers have the option to "pay as you go." The Pay-As-You-Go (PAYG) payment option is ideal for parkers who are visitors or park less often and prefer not to pre-fund their account with a minimum of \$20.00.

"On behalf of the Montgomery County Department of Transportation, we are pleased to provide our residents and visitors with even more flexible payment options," said Eduardo M. Mondoñedo, Chief, Parking Operations Section, Montgomery County Division of Parking Management. "MobileNOW! responded in optimal turnaround to test and deploy a new pay-as-you-go account option. We are very pleased with their responsiveness and customer service on this project."

↓ Nationwide Payments Debuts rebrand

Nationwide Payments had an incredible show in New Orleans this year. We were excited to debut our new marketing rebrand which included a new booth and website: npsboston.com, with the assistance of Gusdorf Marketing Group, LLC. Our participation at the IPI Expo allows us the opportunity to solidify our partnership with current clients and forge new partnerships globally.

Each year we look forward to showcasing our new capabilities and helping our clients become more efficient and effective with their credit card processing by providing the best quality service in the business. Our customers are our No. 1 priority and we want to ensure that you are taken care of. We look forward to many more interactions with you and who knows what show you might see us at next!

Nationwide Payments is proud to be one of the most respected names in the parking industry. We offer EMV-certified attended and unattended solutions along with end-to-end data encryption. We have rapid transaction processing times and a dedicated team of parking experts who contribute to your bottom line. We pride ourselves on providing diverse payment options that suit the individual needs of each of our parking clients. Our new features and software updates reduce cost and downtime.



Next Parking Expands Team, Announces Platform

Celebrating more than a decade in the business, Next Parking has become a thriving acquisitions, consulting and asset management enterprise. Newly-promoted company President Michael Nichols used the IPI Conference to communicate the company's growth-oriented platform to industry insiders. "We have over 100 years of combined parking industry experience. Our clients range from single lot owners to the largest parking structure in the country. We can literally execute projects anywhere. It's a great feeling to have such a competent team ready to help parking owners nationwide."

With the addition of veteran asset manager Mike Kenney to the team late last year, the company expects to engage at least a dozen new asset management clients in 2017, adding to its 15,000+ space portfolio.

Next Parking's other business unit identifies parking assets for acquisition and is spearheaded by Vice President Robert Caplin. "Our newly-raised investment fund provides equity and our operational expertise makes sellers comfortable. Whether an owner wants to sell one or all of their assets, we can move quickly to put together an offer. We've underwritten over one billion dollars' worth of parking properties over the past few years!"

And that's "What's Next" for Next Parking!



← NuPark Showcases Scout Management Platform

With the recent waves that NuPark has been making in the industry headlines, the parking technology solutions provider took the opportunity at the IPI Conference & Expo to introduce Scout, the next generation of its open, cloud-based, smart parking management platform. Designed and built by parking professionals, NuPark's Scout platform integrates new capabilities including a redesigned HTML5-based user interface, new intelligence, and powerful dashboards. The dashboards provide graphic representations of parking information with fast and easy drill-down capabilities to offer a friendlier user experience and actionable insight into every aspect of a parking operation. Other features of Scout include:

- Access to real-time platform anywhere and with almost any device.
- Improved integrated LPR data visualizations and data.
- Built-in analytics package.
- Open third-party systems integration.
- Expanded user configuration for a more personalized experience.

Parma Penetrates the American Market →

Following the excellent feedback from customers in Israel, Russia, Latin America, and Australia, ParkKam is now preparing for installations in the U.S. and Canada.

Its holistic parking solution takes advantage of simple existing closed-circuit television cameras to monitor availability of parking spots in real-time, both on- and off-street, in the city and in the parking lot, and navigate users to a parking spot, which will remain available when they arrive. Using the latest technologies of computer vision and machine learning, users can finally find a parking spot easily nearest to their destinations, parking lot operators get real-time analytics about occupancy, and cities receive alerts in real time about illegal parking, allowing efficient enforcement.



↓ Park Sentry Reduces Worry

Facility owners looking for a solution to keep the damages and costs of car/column collisions under control found it in Sentry Protection Products' booth at the 2017 IPI Conference. The company showcased its Park Sentry® line of impact-resistant products for the parking environment. Park Sentry® cushions the impact of collision damage, wrapping columns and walls in a highly visible, energy absorbing material that withstands repeated impact and returns to shape again and again.

In high density parking areas where space is premium and columns limit lines of site, collisions are a reality. With 20 percent of all motor vehicle accidents occurring in parking lots, the predictability of collision damage to vehicles or the parking structure is high. And whether the result is damage to the structure, the vehicle or both, the costs of vehicle-column collision damage can be a major operating expense. Park Sentry not only gives visual clues to assist safe maneuvering but also takes small claims for car dents out of the management picture.

Park Sentry products are installed at facilities in more than 20 countries and five continents.



Park Green: It's the Monoxide, not Dioxide

The U.S. is now the second-largest emitter of carbon (greenhouse) gases behind China, with India nipping at America's heels. But the primary source of the emission is not from coal fire plants as some media seems most fixated on, but rather tailpipes. Other studies purport it another way indicating that in the U.S., most carbon monoxide originates from the built environment, tailpipe emissions, and the cement-making process. Yes, carbon DIOXIDE (CO₂) does come out of tailpipes along with the poisonous and toxic carbon MONOXIDE (CO), as well as other greenhouse gases.

For years, we have been expanding the national parking footprint with facilities that are often oversized, inefficient, and ill-conceived. Our industry needs to promote the development of smart, safe, rightly-sized, sustainable parking structures that are convertible for other uses. Solar, EV charging, robotics, and green products and materials can all play an important role in the facilities of the future provided we get the economics of parking right. We are on this track at Park Green, LLC with our patent-pending system that will totally alter the consumption of parking on a global basis.



↑ Parker Demonstrates Technology

Well known worldwide for its pay station technology and Whoosh! mobile payment app, Parkeon's focus at this year's IPI Expo was to showcase the concept of convergence of distinct technologies into a suite of solutions for the everyday person who simply needs to park a car. Whether it's on the street or in a garage Parkeon's payment stations adapt to these environments. Parking downtown and paying at a parking meter might begin certain shopping excursions, but when the meter has almost run out of time, a consumer can simply extend payment using the Whoosh! mobile payment app.

Parkeon continues to expand its mobile innovations and suite of software services to clients around the globe. Along with pay stations that are considered to be some of the very best on the market, we use that existing understanding to create complimentary technologies for mobile phones. It once was the case that a driver would aimlessly search for available street parking in large cities with complex systems of rules. Nowadays, she downloads download Parkeon's Path to Park App, which guides her to an available location. The experience becomes seamless and much simpler than it was in the past. This is what we mean when we say our theme at IPI for 2017 was convergence.



↑ Coming Soon to Parking Reservation Software (PRS)

PRS proudly announces two exciting updates that are on the horizon and soon to be final.

Integrations: Recognized for its nimble and proven parking solution software, PRS announces new integrations with travel portals Sabre Red Workspace, and TravelPort and with travel expense management (TEM) giant, Concur. Already in progress, the integrations are expected to be final by Q4 2017.

Further fueling the more than 20 percent growth surge already experienced by PRS in its first year, these integrations are expected to provide new opportunities for PRS clients pursuing corporate travel business and for travel agents using Sabre Red Workspace.

PRS Software Version 2: Rolling out by Q4 2017, PRS will launch smartLUIS 2.0, with enhancements such as:

- New public application program interface (API) communication hub, smartLINK.
- Upgraded and scalable front-end user experience.
- Improved reporting features for better yield management.

Adding to its existing white-label parking management system with features such as reservations, customer loyalty, dynamic pricing, monthly parking, omni-channel tracking, and rich reporting, these enhancements make an already comprehensive, cloud-based platform even more intriguing to parking operators seeking to optimize revenue in a user-friendly environment.

ParkingSoft Offers City-Wide Parking Management Solution

ParkingSoft's strong showing at the 2017 IPI Expo included a display of how their integrated technologies can cover city-wide parking garage and lot needs, ranging from event management and revenue control to loyalty programs and branding. The City of Virginia Beach was featured as a case study for the city-wide employment of ParkingSoft products.

"The city-wide model is something we've been after from the start," says ParkingSoft CEO Michael Canzian. "Our goal as a company has always been to meet every possible parking need our customers have. Our success at Virginia Beach is just one example of how we're able to provide an all-encompassing service to our customers."

Passio Technologies
President Addresses Mobility
The next generation of parking and transit technology should incorporate local city and university apps, as well as complementary services such as Lyft, Uber, Ride Amigos, and Google Transit to improve the consumer experience and increase ridership and usage rates.

"Everything we do in parking and transit boils down to one very simple and straightforward concept: How do I maximize the journey to destination experience," Mitch Skyer, president of Atlanta-based Passio Technologies, asked. "In other words, 'I've got somewhere to go, so what's the fastest, simplest, cheapest way for me to get there with the least amount of hassle?'"

During his presentation, "The Bad News is Time Flies; The Good News is You are the Pilot," Skyer shared his perspective about how administrators who operate parking and transit systems can tackle these challenges directly.

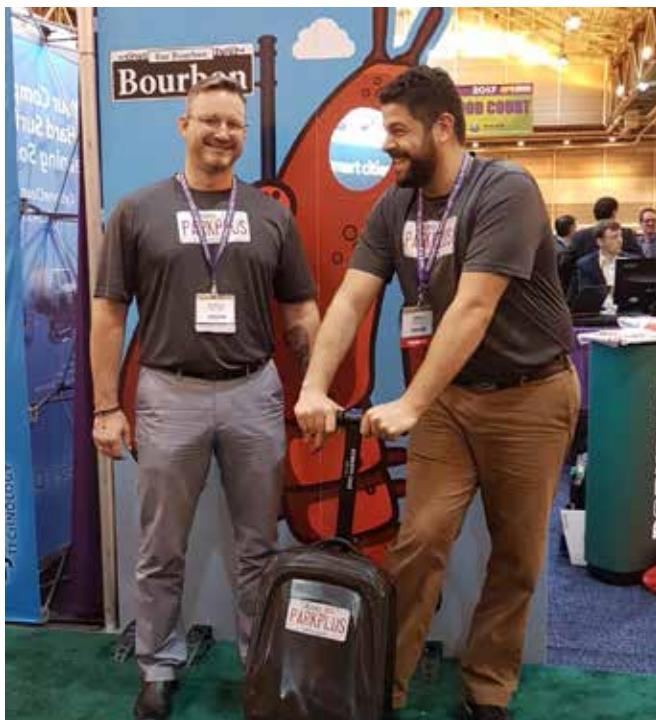
"The 'Smart City' concept includes networked devices and sensors that report on traffic, weather, maintenance items, and external factors will provide instant data to technology applications," Skyer said. "Future technology concepts are coming quickly. Driverless cars and buses will revolutionize the destination experience by changing the way we think about moving and monitoring people when they travel!"



↓ ParkPlus Enjoys First IPI Expo

The tradeshow floor was a treat to explore. Each booth was unique, from a massive bus, to 30-foot high displays, to video games, to the humble 10 x 10 booth. I anticipated seeing a more homogenous giveaway offering from booth to booth, but was really surprised at the variety of trinkets being distributed. A few unique items were licorice packaged like a candy bar, a smiley face fan, and casino chips (yes, real money for Harrah's down the road—and I'm still wondering how they were able to set that up). I'd love to hear what everyone else thought was worth taking home!

ParkPlus had our crawfish cut-out for you to take pics with, plus a scooter luggage giveaway. Jeri was our big winner on that—congrats! Hoping to get some video footage of her in action with it soon. In the meantime, here are Richard and Miguel modeling it before the big giveaway!



PayByPhone Adoption Rates Soar in South Florida

Since entering South Florida in 2008, PayByPhone has increased the number of transactions in the region by a factor of 10, from 100,000 per year to more than 1 million transactions per month. This reach is the result of having a growing, connected network of PayByPhone-enabled parking locations within neighboring communities, coupled with a user-friendly consumer experience and targeted marketing efforts.

Some of the largest clients contributing to PayByPhone's growth include the Miami Parking Authority which now processes close to half a million transactions per month, equivalent to a usage rate of 74 percent, and the City of Coral Gables which processes over 210,000 transactions per month, the equivalent of a 64 percent usage rate. Continuous expansions also allow customers to utilize the app in new areas, such as the recent addition of PayByPhone along the Miami-Dade Metrorail which serves 1.5 million passengers, and the May launch of the service in Sunny Isles Beach, which is known for attracting visitors and tourists.

"PayByPhone's success across South Florida is the result of securing clients within close geographic proximity," says PayByPhone Chief Commercial Officer Barrie Arnold. "This strategy has allowed us to collaborate directly with municipalities and private operators to increase our reach and deliver genuine value for drivers in the area."

PCS mobile was thrilled to present a total solution for remote fixed LPR cameras.



↓ Q-Free Nominated for European Parking Association Awards

Q-Free has been shortlisted for two European Parking Association (EPA) Awards in the categories of renovated parking structures and innovative schemes in parking.

Nominated for renovated parking structures, the Inter car park in Bucharest, Romania, consists of two underground levels with 969 spaces. In 2013, an extensive renovation upgraded the car park's equipment and installations to fully comply with all the latest requirements. Partnering with Scheidt & Bachmann to provide a new parking management system, Q-Free Boston supplied and installed 969 single-space sensors, which detect occupancy status (vacant or occupied) and display with the use of integrated Superbrite LED lights. (green/red and blue for ADA spaces). Single-space systems clearly indicate empty parking spaces through the colored sensors and dynamic signage throughout the garage reducing the time drivers take searching for open parking.

The Park & Go project at the Ericsson Globen, Sweden, was nominated for the innovative schemes in parking award. Teaming with APCOA Parking, Q-Free provided an innovative, cashless and barrier-free car park management system (CPMS). Currently the largest hemispherical building in the world, the Ericsson Globe is a venue for ice hockey matches, shows, and concerts. The CPMS system monitors and controls 1,400 individual spaces, enabling seamless entry/exit, lowers maintenance and control needs, generates customer data, and provides customers with various payment options, enhancing their parking experience.





↑ Reno A&E Showcases ATG Series → Anti-Tailgating Vehicle Detectors

Reno A&E (RAE) showcased its ATG Series Anti-Tailgating vehicle detectors for exact vehicle counts at the 2017 IPI Conference & Expo. The Model DL-ATG is a two-channel, shelf-mount type, inductive loop vehicle detector with separate directional A to B and B to A counters. The detector is designed to accurately count passenger vehicles, including tailgating vehicles, and identify their direction of travel over two small inductive loops. Standard loop detectors stop counting vehicles when metal objects are placed in the loop area. The Model DL-ATG ignores extraneous metal objects placed in the loop. The Model DLATG has been specifically designed and tested to count and detect standard passenger vehicles.

← Quercus Technologies Enjoys Success at IPI

Quercus Technologies exhibited at the 2017 IPI Expo where we presented our newest products designed to improve control and security in parking garages all over the world. Visitors who came to our booth had the chance to talk to our team in a laid-back atmosphere about all the technical features and benefits brought by our solutions.

Quercus showed the audience the innovative BirdWatch Parking Suite, a centralized and powerful software platform that includes several capabilities based on advanced vehicle detection technologies. Each capability included in the suite is designed to answer one specific type of needs in the whole management of a garage and, depending on its purpose, can provide information about: entry/exit movements, spots available, videos recorded at each spot or in different places inside the facilities, license plate recognition at access points and at every spot, queue levels on the adjacent roads, etc.

We also exhibited at our booth the Spot Control Sensor, Quercus camera-based parking guidance solution that feeds the information gathered on field to BirdWatch Parking Suite. Spot Control is an All-in-One LPR-based sensor, meaning that data capture and processing is performed inside the very unit.



↑ RezPort Launches New Point-of-Sale System

A leader in parking technology, RezPort is pleased to announce its new tablet-based point-of-sale (POS) system as a parking solution for clients without PARCS equipment. This simple, user-friendly solution is an efficient way to process prepaid or drive-up parking entries and exits in the absence of gating hardware. For customers who did not prepay, operators have the option to receive payment on entry or exit with this versatile system using scanning technology.

Even more enticing is that at the parking operator's option, the tablets can be configured for limited use to parking business only, with no internet access, gaming capability or any other function that could encourage employee distractions. Full administrative control is implemented on the back end.

This solution further enhances RezPort's current parking management platform offering so much more than reservations, with omni-channel features, monthly parking solution, customer loyalty program, yield management tools including dynamic pricing and capacity control, real-time reporting, marketing services and 24/7/365 support.

Currently in the testing phase, RezPort expects the tablets to roll out by Q4 2017.

↓ Signal-Tech Displays LED Signs

Signal-Tech is a U.S. manufacturer of LED signs and signals. We offer a complete line of LED parking signs for entrance, exit, space counting, and wayfinding applications.

Signal-Tech launched a new parking and traffic controls system that supports managing garage capacity and traffic flow from one platform—a system with the ability to count cars and report/share data while directing the flow of traffic in and around the parking facility with LED signs that change based on real-time occupancy, event, and day/time conditions. This system is comprised of our Smart Signs, Sign Control and Reporting Software, and the RedStorm 2.1 Parking Guidance System.

Our new system is ideal for campus settings, adapts to new and existing garages and surface lots, and interfaces with loop detection and gates. Automatically redirect traffic to alternate parking locations based on real-time conditions using remotely placed space available signs and changeable wayfinding signs. Put an end to the frustration and congestion caused from aimlessly searching for a parking spot and give your customers a parking experience to remember!





↑ SKIDATA, Inc. Celebrates Success at IPI 2017 in New Orleans

SKIDATA, Inc., a wholly owned subsidiary of SKIDATA AG is celebrating one of its most successful trade show performances ever!

The IPI Conference & Expo was held in New Orleans, La., and was a huge success for SKIDATA! Nearly 40 SKIDATA staff and partners/subsidiaries came from literally all over the world to represent our amazing organization and share their knowledge and spirit of passion for our great products!

Several exciting new products and developments brought a steady flow of interest to the booth. In addition to advertising add-ons and illumination upgrades to standard equipment, the 3M Asset Refreshment Program was heavily featured with 3M ticket spitter and barrier on display. The full suite of web-based services (sweb products) were demonstrated throughout the event.

Meetings were held throughout the week before, during, and after the Expo hall was open as well as the highly anticipated "MONDAYGRAS—40th Anniversary Party" on Monday, May 22.

SpotHero Acquires Parking Panda

SpotHero, the nation's leading parking reservation service, announced it has acquired Parking Panda, the leader in event parking reservations in the United States and Canada. This move firmly positions SpotHero as the category leader across all major off-street parking verticals, including daily, monthly, business, event, and airport parking. On track to park 20 million cars in 2017 and offering nearly 5,000 parking locations across North America, SpotHero is a driving force in the parking industry's evolution as it embraces technology and focuses increasingly on customer experience.

"We're thrilled to combine forces with Parking Panda to bring easy parking to more drivers faster," said Mark Lawrence, co-founder and CEO, SpotHero. "We've long admired Parking Panda's talented team and ability to drive product innovation. SpotHero's consumer focus and great mobile experience are further strengthened by Parking Panda's strong B2B technology and partnerships."

Prior to the acquisition, Parking Panda established more than 800 strategic partnerships, including event parking partnerships with numerous professional sports teams as well as major convention centers, sports arenas, theaters, and municipalities. In 2016, the company leveraged this strength in partnerships and event parking to enter the Canadian market, quickly achieving scale. SpotHero will leverage Parking Panda's momentum in Canada to continue building holistic mobility solutions for drivers and parking companies in 47 major cities across North America.

Smarking Announces Changes

Smarking is pleased to announce that Paul Goldshteyn has joined as head of product. In this role, Paul will focus on accelerating our product by elevating our vision and delivering unique value based on growing customer demands. Most recently Paul was the lead product manager in Hotwire's shopping experience division, where he was responsible for ideation, discovery, strategy, and ongoing optimization for the company's hotel and car supply.

In other news, Smarking can now help you analyze the unique parking behavior associated with individual tenants/parking groups in an effort to make targeted oversell decisions based on each group's distinct patterns.

We've learned that doing this analysis can take hours of time! Finally, we're removing the guesswork and are helping parking professionals make those, data-driven, decisions without having to second guess themselves. Smarking calculates a recommendation for additional oversell based on a given number of allocated spaces—or the number of spaces you'd like this group to take up in your garage at peak times.

Spotwise Launches Flagship Product

Spotwise, the technology company making surface parking management and operation more efficient, launched at the International Parking Institute (IPI) Conference and Expo its flagship product, Intelligent Enforcement. The cloud-based, Web dashboard and corresponding mobile app provide seamless, quick-glance violation identification and real-time analytics that help lot operators drive more ticket revenue and increase auditor efficiency. Premier Parking, a leading national parking operator and management company serving mixed-use facilities, sports stadiums and arenas, hospitals, and commercial office buildings, has signed on with Spotwise for its Intelligent Enforcement solution.

WageWorks-SpotHero Partnership Provides Commuters with Pre-Tax Parking

An exclusive new partnership between SpotHero and WageWorks makes it possible for companies offering WageWorks commuter benefits to encourage employees who rarely drive to book daily parking via SpotHero's mobile app with their pre-tax debit cards. This makes parking an affordable option for commuters on days when public transportation or ridesharing just isn't a good fit. The result is higher revenue for garage operators, because now commuters who don't drive enough to warrant paying for a monthly spot are incentivized to park at work more often. By partnering to offer pre-tax parking through an easy-to-use mobile app, WageWorks and SpotHero are effectively lowering the price of parking for daily customers—and enticing more train, bus and rideshare customers to drive in—without infringing on the margins of garage operators.

Intelligent Enforcement utilizes real-time analytics to direct lot operators and managers to their most profitable sources of ticket revenue. From the web dashboard, managers zero in on the best places and times to write tickets. The dashboard also collects insights on individual auditor performance.

For auditors, the mobile app intelligently prioritizes lot locations by expiring payments, auditor location, events and concerts, and historical ticketing data. It also presents a color-coded view of who has paid, upcoming expirations, and unpaid spaces. The app integrates with leading ticket-writing software and payment systems for seamless ticketing.

TagMaster NA and SKIDATA Mexico Optimize → Parking Controls for Parque Toreo

TagMaster North America, Inc., the leading provider of vehicle identification solutions and SKIDATA MEXICO's industry leading PARCS, deployed 34x 2.45 GHz microwave LR series readers in conjunction with 34x SKIDATA parking control barriers and 29x Easy Cash stations. Parque Toreo Central, one of the largest private investments in Mexico and one of the most distinguished real estate and architectural developments in Latin America, now has the security, convenience, and technology that reflect the modern design and forward thinking of this project.

SKIDATA's parking control and revenue equipment in tandem with TagMaster NA long-range RFID systems were deployed for the project and were able to solve previous issues of misreads for close, reversible, and adjacent lanes. The tag read accuracy and viability for armored vehicles as well also greatly added to the value of this application by offering a solution for a wide variety of vehicle types. This scalable and dynamic solution provided by TagMaster NA and SKIDATA Mexico provided the performance standards required for the project to be realized.



↓ License Plate Readers from Tattile

Tattile, a primary supplier of high-quality ALPR/ANPR systems around the world, enjoyed an excellent reception at the IPI Expo in New Orleans. We have added to our North American resources with the addition of Jim Kennedy (Knoxville, Tenn.), and are always available to supply the correct license plate reader equipment—whatever needs you may have.

With more than 32,000 camera systems deployed worldwide, Tattile is, without question, one of the most accepted ALPR/ANPR technology suppliers anywhere on the planet. The IPI show gave us the opportunity to showcase some of our parking and access equipment as well as our mobile camera—in all cases we offer High-Definition images from a full 1080p to five megapixels.



← Transit Parking Garage Signage Displayed.

Takeform was thrilled to feature Transit at the 2017 IPI Expo. We enjoyed talking with parking pros about the only complete sign system designed for the unique requirements of the parking garage environment. For many, the parking garage acts as your other front door—an opportunity to make a great impression. Transit not only helps people find their way, it transforms the parking garage from dark, dreary, and foreboding to bright, colorful, and energetic. It enhances your space and differentiates your brand through improved experience.

Engineered to ASTM standards, Transit assures long-lasting good looks and durable performance. Through direct-print technology on an aluminum composite (ACM) panel with protective overlay, Transit provides scratch and chemical resistance assuring longevity and color consistency. Offered in 24 unique graphic families, this wide range of predesigned options make it easy to select the look that's right for your project. Striking enough to stop traffic but effective enough to keep it moving—Transit Parking Garage Signage.



↑ Tecnorap Introduces New Formula

Tecnorap System Solutions is proud to announce the emergence of Radcon Formula #7 at its first IPI Conference. The system we utilize is to protect, preserve, maintain, and provide a service ideal for your concrete structure. In order to do this, we use Radcon Formula #7®. Successfully used in more than 80 countries, Radcon has been consistent in its ability to revitalize concrete.

Radcon Formula #7 is a biochemically modified, sodium silicate solution that provides long-term waterproofing and durability benefits to concrete. It penetrates into concrete and reacts with free calcium and water to form a water-soluble (HD) calcium-silicate-hydrate gel complex in cracks, pores, and capillaries. This sub-surface barrier will penetrate and seal all future hairline cracks when water is present.

Our Conference TECHTalk emphasized the importance of preventative maintenance and how using our system will save you costs associated with the long term damage your structure will eventually endure throughout out its lifespan. Radcon will protect that lifespan. Invest in preventative maintenance and that will be your only cost.



TIBA Shows Off PARCS Systems

TIBA Parking Systems presented a wide variety of PARCS technologies. We displayed a range of entry, payment, and exit systems supported by the leading LPR parking applications. TIBA also demonstrated its software solutions for multi-garage management, and Agile integration capabilities for operators, hotels, commercial centers, universities and airports.

We were happy to unveil our custom barriers, specifically designed to meet TIBA's architecture. We also exposed new centralized command and control management systems, the enhanced web validation portal and secure payment methodologies. TIBA was happy to welcome hundreds of industry professionals and showcase our agility, efficiency, and simplicity.

Vigilant Solutions Extends Offer to Municipalities

Parking scofflaws, individuals who have repeatedly violated the law and not paid for parking privileges, represent millions of dollars in losses to municipalities nationwide. Now, the same technology and vehicle location data used by auto finance companies to recover up to 22 percent more vehicles, is available to parking departments to find scofflaws. With Vigilant's no-risk offer, parking enforcement agencies can easily and efficiently recover more lost parking revenue by uploading their hotlists and getting alerts every time a vehicle on the hotlist is seen within their jurisdictions.

Vigilant's scofflaw solution provides a nationwide network of vehicle location data gathered 24/7, 365 days a year from license plate recognition (LPR) detections. These data, including 6 billion nationwide detections and live, real-time detections, have successfully located vehicles in other markets and can now be easily leveraged to identify scofflaws by simply uploading hotlists—no cameras or IT investment required. Accelerate recovery efforts, lower costs, and recover more revenue. Push scofflaw alerts to dispatch via mobile alerts, emails or other notifications.



Parking Design Takes on Virtual Reality

Walter P Moore leverages virtual reality (VR) to provide owners and clients with a means of visualizing their parking needs in a whole new way. At the IPI Conference, our team gave guests a chance to experience the Tijuana Parking Garage, a project designed by Walter P Moore in Tijuana, Mexico. The VR environment allowed guests to evaluate many aspects of the garage that would be difficult, if not impossible, using traditional design-review mediums. This included visualizing a variety of striping options, ramping styles, traffic flow patterns, lighting schemes and wayfinding systems. The VR environment also let them experience a comfortable ride through the garage starting at the entry gate rising all the way to the third level where their virtual vehicle parked.

The Tijuana Parking Garage demonstration highlighted only a small subset of the capabilities Walter P Moore is now offering. Our team works with clients to develop custom solutions that will best meet their needs from importing simple models into a VR scene, to traffic simulations, the development of custom tools and lighting schemes or other options. We look forward to the positive impact our new VR offering will have on our consulting services at Walter P Moore.



Weldon, Williams & Lick Highlights Solutions

Weldon, Williams & Lick, Inc., THE PERMIT PEOPLE® highlighted their permit fulfillment solutions—PERMITDIRECT® and DIRECT FULFILLMENT®, along with RFID gate-access parking decals at the IPI 2017 Expo.

Permit fulfillment eliminates the hassle of permit distribution, lines in the parking office and the need of additional staff and overtime hours required during renewal periods. Dave McKinney of Arkansas State stated: "The implementation of PERMITDIRECT into our campus parking operation is one of the best decisions we have made in my 10-plus years as the parking director. It has been a major hit with both our customers and our employees. Our customers appreciate the easy and reliable online purchasing experience and the convenient and timely delivery of their parking permits. Our employees love the improved efficiency and customer service in our department as a result of PERMITDIRECT."

For RFID decals, UT-San Antonio praised WW&L, saying "Recently, UTSA Campus Services enhanced the campus experience by implementing RFID technology embedded in each garage permit to speed access to the gated parking facilities on campus. Working with our partners at WW&L and T2 resulted in very positive customer feedback and we couldn't be happier with the result."

WW&L looks forward to IPI2018.



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Westward Industries Sends Thanks

This year's IPI Conference & Expo has furthered the tradition of getting better and better. We would like to sincerely thank everyone who made it a point to stop by our booth to hear about our task specific gas and electric vehicles for parking enforcement.

It was fun to visit with you all about your operations changes and challenges and exploring how Westward can assist. It was a pleasure speaking with you all of the very positive changes that have occurred within our company and vehicles during the past five years. Being able to have the opportunity to communicate to you the new ownership, improved procurement, production, parts availability/portal, and vehicle designs is instrumental to the successes and customer satisfaction that we have been receiving since those changes were implemented.

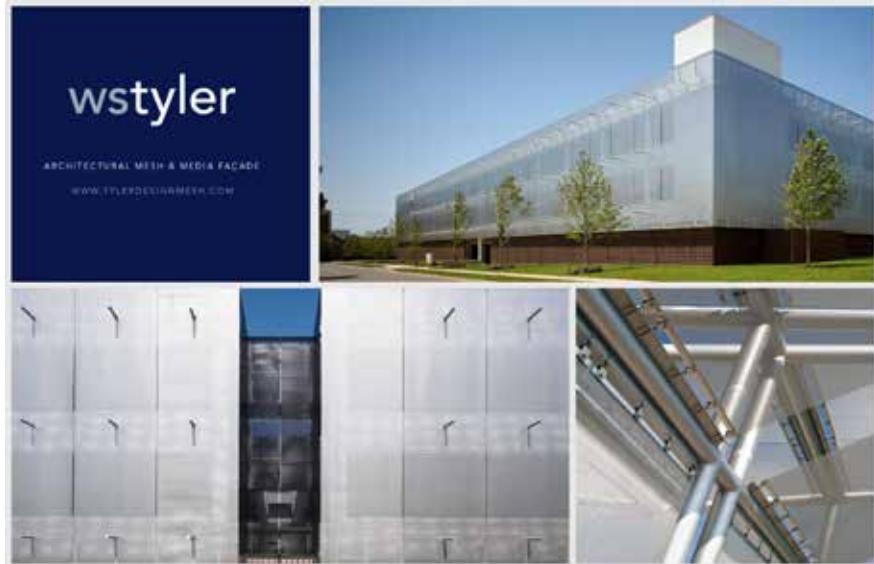
Many of our booth visitors were our longtime satisfied customers, who are the pillars of our business. Some were agencies that may have used our vehicles in the past and moved away from a task-specific vehicle (GO4) but are looking to reintroduce them. Others were completely fresh faces that we had the opportunity to meet. Whichever category they fell into, the overwhelming response to our story was incredibly positive—"We are simply the best vehicle for the job and offer the highest return on investment."

Women in Parking Grows

In addition to exhibiting at IPI, Women In Parking (WIP) hosted an evening networking mixer during the conference. As an association comprised of parking professionals who foster the advancement and achievements of women in the industry, there are representatives, both female and male, from nearly every discipline in the industry. The networking event was representative of this diverse representation and well attended by a number of members as well as prospects. "It was wonderful to see how much interest was gathered from the event and at the WIP booth," comments WIP Organization and Events Manager Dawn Marti.

WIP will continue to host networking opportunities for its membership. The next opportunity will see WIP host an upcoming regional Lunch & Learn gathering for members in Houston, Texas, July 27. The event will invite educational speakers and networking opportunities for professional development.





W.S. Tyler Architectural Mesh Transforms Structures

For more than 140 years, W.S. Tyler has been a leader in manufacturing, engineering, design, and fabrication of woven wire cloth/mesh. Located in Mentor, Ohio, the company offers an exciting contemporary design option to the construction marketplace and in particular the parking garage industry. By integrating leading technology into its metal mesh fabrics, W.S. Tyler can deliver high-performing, durable solutions for building facades, wall cladding, security, solar shading, creative metallic art and a range of other applications for both new and retrofit construction. A member of the HAVER & BOECKER Group, W.S. Tyler is backed by a strong global presence.

Zentinel: The Future of Parking

Integrated and intelligible communications from Vingtor-Stentofon by Zenitel Group address the key value drivers of parking administration: optimize the customer parking experience, reduce the risk of property crimes and assaults, and compliance.

Zenitel believes communication is critical in meeting these value drivers. To do this well, intercom and audio solutions must meet a minimum scorecard for delivering intelligibility, interoperability and the increasing demands of IT to ensure high availability, defensibility, maintainability, reliability and scalability. If this foundation is met then parking administrators can address solutions such as:

- 24x7 Customer Service: Intercom stations with bi-directional voice as well as video authentication for gates, ticket vending machines and points of sale.
- 24x7 Security and Safety: Call stations supported by video can intervene in any incident preventing bodily harm or property damage. Security services or first responders can be immediately called and provided precise situational awareness for an appropriate and efficient actionable response.
- Access Control: Using voice and video verification and validation, this could be the first and foremost protection to monetizing and/or validating access to your parking garage.
- Public Address: In emergencies, seconds matter. Studies show that 75% of people respond to clear, precise directions when they are under stress vs. 13% with sound alone. They need to hear, be heard and be understood.



Zipcar Showcases Parking Reduction on College Campuses

At the 2017 IPI Conference & Expo, Zipcar, the world's leading car-sharing network, highlighted the impact of its service on alleviating campus parking challenges for more than 600 colleges and universities across North America. An estimated 30 percent of Zipcar's student members choose not to bring a personal car to campus after joining in favor of Zipcar's convenient and cost-effective alternative. Fewer personal cars on campus leads to less demand for parking spaces and permits, reduced congestion, lower carbon footprint, and reduced spending on parking structures.

Zipcar's technology provides self-service access to vehicles parked in dedicated spots on campus. Each hourly and daily reservation includes the cost of parking as well as gas, maintenance, insurance and 180 miles of driving. Students, faculty, and staff can reserve online or in the mobile app.

Additionally, departmental accounts allow colleges and universities to set up a specific program for faculty and staff who use vehicles for university business. The program offers direct billing for streamlined accounting, as well as account activity monitoring and easy auditing with real-time reports.

