



CITY OF ORLANDO

March 2, 2016

MEMORANDUM

TO: David Billingsley, Chief Procurement Officer

FROM: Lee Donate, Purchasing Agent

SUBJECT: RFP15-0235, Parking Access and Revenue Control System (PARCS)

Please review / approve the attached Meeting Minutes for the subject Advisory Committee Meeting of February 25, 2016.

Approved:

A handwritten signature in black ink, appearing to read "Lee Donate", written over a horizontal line.

ADVISORY COMMITTEE MEETING MINUTES
RFP15-0235
for
Parking Access and Revenue Control System (PARCS)

Thursday, February 25, 2016
4th Floor, Dolphin Conference Room
9:00 AM

2nd Meeting of the Advisory Committee to review and evaluate responsive proposals submitted in response to RFP15-0235

Committee Members Present:

Charles Ramdatt, (Chair), Transportation Engineering
Todd Berube, Technology Management
Ridzi Palomo, Parking
Pamela Corbin, Parking
Cade Braud, Transportation Engineering

Committee Members Absent:

None

Other City Personnel Present:

Lee Donate, Procurement and Contracts Division (Facilitator)
Dawn Chin Shue, Minority/Women Business Enterprise
Thomas Papsodero, Parking (Technical Advisor)
Scott Zollars, Parking (Technical Advisor)

Actions/Discussion/Motions:

Charles Ramdatt, called the meeting to order at 9:08 a.m. and took the following actions:

- 1) Advised that the meeting is being recorded.
- 2) Indicated the date, time and purpose of the meeting and that it was posted by the City Clerk more than forty-eight (48) hours in advance.
- 3) Indicated that those in attendance had been introduced, by name and Division.
- 4) Advised the Committee that a quorum has been established.
- 5) Indicated that no members of the public are present and that the Public Input Procedures addressed at the 1st Committee meeting are still in place.
- 6) Asked for a motion to accept the minutes of the 1st Committee meeting, held on February 2, 2016, as presented.

A motion was made by Pamela Corbin and seconded by Ridzi Palomo to accept the minutes of the 1st Committee meeting, held on February 2, 2016, as presented. Discussion ensued. The motion passed unanimously.

Lee Donate presented to the Committee copies of the references received to date and advised that any additional references received will be provided to the Committee at the next meeting. The Committee reviewed the references received. Discussion ensued. The Committee wished to have Procurement send an additional reminder to those references that had not yet responded.

Lee Donate presented to the Committee copies of the D&B reports received. The Committee reviewed the D&B reports. Discussion ensued.

A motion was made by Todd Berube and seconded by Pamela Corbin to request that a representative from the City's Office of Business and Financial Services analyze the D&B reports received and present a report of the analysis to the Committee at the next Committee meeting. Discussion ensued. The motion passed unanimously.

Lee Donate presented to the Committee copies of the questions/clarifications/demonstration requests provided to Procurement, by the Committee. The Committee reviewed the copies of the questions/clarifications/demonstration requests. Discussion ensued. The Committee wished to have Procurement collate the questions/clarifications/demonstration presented at this meeting, as well as any additional requests provided to Procurement, by the Committee, and present copies at the next Committee meeting, for further discussion.

A motion was made by Cade Braud, seconded by Todd Berube to adjourn the meeting. The Meeting ended at 10:59 a.m.

These minutes are considered to be the official minutes of the RFP15-0235 Committee Meeting held on February 25, 2016, and no other notes, tapes, or other recordings taken by anyone takes precedence.

Submitted by:



Lee Donate
Procurement & Contracts Division
Assigned Procurement Representative

Reviewed and Accepted by:

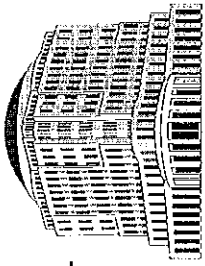


Charles Ramdatt
Transportation Engineering
Chair

Attachment(s): Sign-in Sheets
1st Committee Meeting Minutes
Reference Responses
D&B Reports
Presentation Questions

CITY OF ORLANDO

Procurement & Contracts Division
2nd Committee Meeting Sign-In Sheet



Date: 2/25/16 Time: 9:00 a.m. Bid Number: RFP15-0235 Location: City of Orlando, 400 S. Orange Avenue, Dolphin Conference, 4th Floor, Orlando, FL 32802

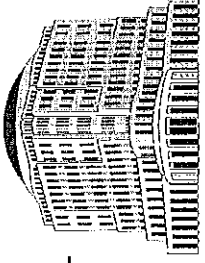
Title: PARKING ACCESS AND REVENUE CONTROL SYSTEM (PARCS)

COMPANY NAME & ADDRESS DEPARTMENT/BUREAU	COMPANY REPRESENTATIVE (PLEASE PRINT LEGIBLE YOUR NAME & PROVIDE SIGNATURE)	EMAIL ADDRESS: <u>IMPORTANT</u> (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
Procurement & Contracts Div. 400 South Orange Avenue, 4 th Floor Orlando, Florida 32801	Lee Donate, Purchasing Agent II	Lee.Donate@cityoforlando.net	(407) 246-2329	(407) 246-2869
City of Orlando, Transportation Engineering Division	Charles Ramdatt, Chair			
CITY OF ORLANDO MSE OFFICE	DAWN CHIN SHUE <i>Dawn Chin Shue</i>			
City of Orlando Parking	Pamela Corbin <i>Pamela Corbin</i>			
City of Orlando Parking	Ridzi Palano <i>Ridzi Palano</i>	Ridzi.Palano@cityoforlando.net	x. 3135	x. 2887

NOTE: DO NOT WRITE ON THE BACK OF THE FORM.

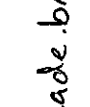


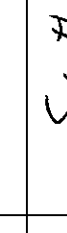
CITY OF ORLANDO

Procurement & Contracts Division
2nd Committee Meeting Sign-In Sheet



Date: 2/25/16 Time: 9:00 a.m. Bid Number: RFP15-0235 Location: City of Orlando, 400 S. Orange Avenue, Dolphin Conference, 4th Floor, Orlando, FL 32802

Title: PARKING ACCESS AND REVENUE CONTROL SYSTEM (PARCS)

COMPANY NAME & ADDRESS DEPARTMENT/BUREAU	COMPANY REPRESENTATIVE (PLEASE PRINT LEGIBLE YOUR NAME & PROVIDE SIGNATURE)	EMAIL ADDRESS: <u>IMPORTANT</u> (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
City of Orlando Transp. Eng.	CADIE BRAUN 	cade.brand@cityoforlando.net	5350	
Technology Management	Todd M Beebe 	Todd.Beebe@cityoforlando.net	2864	
CITY OF ORLANDO PARKING DIV.	THOMAS PAPASOPOPO 	THOMAS.PAPASOPOPO@CITYOFORLANDO.NET	3769	
CITY OF Orlando	Scott Zillon 	Scott.Zillon@cityoforlando.net	3859	

NOTE: DO NOT WRITE ON THE BACK OF THE FORM.



PROCUREMENT AND CONTRACTS DIVISION
VENDOR REFERENCE FORM

February 9, 2016

Paul Cramer
Classic Center Parking Deck
300 N. Thomas Street
Athens, GA 30601

Dear Ms./Mr. Paul Cramer:

The City of Orlando has publicly solicited proposals regarding Parking Access and Revenue Control System, RFP15-0235 in which Amano McGann, Inc. has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contracts Division requests return of the Questionnaire by February 15, 2016 at 5:00 pm. Please fax or email your completed Questionnaire to the attention of: Lee Donate, (407) 246-2869 or Lee.Donate@cityoforlando.net.

Thank you for your time in assisting us with this feedback.

1. Briefly describe the nature of the services provided. Complete system, gates, pay on foot stations, pay at exit stations
2. Contract Value? ~\$ 450,000
3. Did the vendor provide the service according to the project schedule and within Budget?
 Yes or No
4. Is the project complete? Yes or No
5. How would you rate the overall Service Level provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service?
 1 2 3 4 5
6. Were there any problems during the performance of the work? Yes or No
7. Did the firm resolve issues in a satisfactory manner? Yes or No
8. How well did firm's staff perform? 1 2 3 4 5
9. Did the firm meet your expectations? Yes or No
If not, please explain: _____
10. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (Scale 1-5) 1 2 3 4 5
11. Overall, would you enter into Contract with this firm again? Yes or No
12. Is there anything else you would like to share about the project or the firm's capabilities?

Questionnaire completed by: Kurt Kosloske Director of Engineering Date: 2/23/16
(Name and Title)

PROCUREMENT AND CONTRACTS DIVISION
CITY HALL • 400 SOUTH ORANGE AVENUE • P.O. BOX 4990 • ORLANDO, FLORIDA 32802-4990
PHONE 407.246.2291 • FAX 407.246.2869 • CityofOrlando.net • esupplier.cityoforlando.net
and Letters\Vendor Reference Form



PROCUREMENT AND CONTRACTS DIVISION
VENDOR REFERENCE FORM

February 9, 2016

Angela Floyd
University of Memphis
505 Zach Curlin Parking Garage
Memphis, TN 38152

Dear Ms./Mr. Angela Floyd:

The City of Orlando has publicly solicited proposals regarding Parking Access and Revenue Control System, RFP15-0235 in which Amano McGann, Inc. has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contracts Division requests return of the Questionnaire by February 15, 2016 at 5:00 pm. Please fax or email your completed Questionnaire to the attention of: Lee Donate, (407) 246-2869 or Lee.Donate@cityoforlando.net.

Thank you for your time in assisting us with this feedback.

1. Briefly describe the nature of the services provided. All new gates, 7 new pay stations, AVI Permit system, Loop counting system
 2. Contract Value? \$1,400,000 total
 3. Did the vendor provide the service according to the project schedule and within Budget?
 Yes or No * Ongoing, so far yes.
 4. Is the project complete? Yes or No
 5. How would you rate the overall Service Level provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service?
 1 2 3 4 5 To date service is fine.
 6. Were there any problems during the performance of the work? Yes or No
 7. Did the firm resolve issues in a satisfactory manner? Yes or No still resolving
 8. How well did firm's staff perform? 1 2 3 4 5
 9. Did the firm meet your expectations? Yes or No
If not, please explain: Not complete installation yet, so far yes.
 10. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (Scale 1-5) 1 2 3 4 5
 11. Overall, would you enter into Contract with this firm again? Yes or No
 12. Is there anything else you would like to share about the project or the firm's capabilities?
Complex Project with many elements, Amano has met the challenges so far.
- Questionnaire completed by: Tommy Miller Assistant Director Date: 2-19-16
(Name and Title)

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**CITY OF ORLANDO
PROCUREMENT AND CONTRACTS DIVISION
VENDOR REFERENCE FORM**

February 9, 2016

Tanara Teal-Tate
UTHSC Revenue Equipment Upgrade / Hosted Solution
740 Count Ave
Memphis, TN 38163

Dear Ms./Mr. Tanara Teal-Tate:

The City of Orlando has publicly solicited proposals regarding **Parking Access and Revenue Control System, RFP15-0235** in which Amano McGann, Inc. has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contracts Division requests return of the Questionnaire by February 15, 2016 at 5:00 pm. Please fax or email your completed Questionnaire to the attention of: Lee Donate, (407) 246-2869 or Lee.Donate@cityoforlando.net.

Thank you for your time in assisting us with this feedback.

1. Briefly describe the nature of the services provided. Campus has 3 pay stations on site. Amano is responsible for hardware/software including lane equipment.
2. Contract Value? Approximately 17,000 quarterly.
3. Did the vendor provide the service according to the project schedule and within Budget?
 Yes or No
4. Is the project complete? Yes or No
5. How would you rate the overall Service Level provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service?
 1 2 3 4 5
6. Were there any problems during the performance of the work? Yes or No
7. Did the firm resolve issues in a satisfactory manner? Yes or No
8. How well did firm's staff perform? 1 2 3 4 5
9. Did the firm meet your expectations? Yes or No
If not, please explain: _____
10. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (Scale 1-5) 1 2 3 4 5
11. Overall, would you enter into Contract with this firm again? Yes or No
12. Is there anything else you would like to share about the project or the firm's capabilities?
N/A

Questionnaire completed by: Tanara L. Teal-Tate, Director Date: 2/10/2016
(Name and Title)

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**CITY OF ORLANDO
PROCUREMENT AND CONTRACTS DIVISION
VENDOR REFERENCE FORM**

February 9, 2016

Martin Wallis
King George Hospital Parking Facilities
Barley LN, Ilford, Essex I63 8YB
United Kingdom,

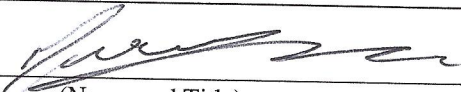
Dear Ms./Mr. Martin Wallis:

The City of Orlando has publicly solicited proposals regarding **Parking Access and Revenue Control System, RFP15-0235** in which Came Americas Automation, LLC has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contracts Division requests return of the Questionnaire by February 15, 2016 at 5:00 pm. Please fax or email your completed Questionnaire to the attention of: Lee Donate, (407) 246-2869 or Lee.Donate@cityoforlando.net.

Thank you for your time in assisting us with this feedback.

1. Briefly describe the nature of the services provided. Supplied and installed a hospital wide parking and revenue control system
2. Contract Value? \$320,000.00
3. Did the vendor provide the service according to the project schedule and within Budget?
 Yes or No
4. Is the project complete? Yes or No
5. How would you rate the overall Service Level provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service?
1 2 3 4 5
6. Were there any problems during the performance of the work? Yes or No
7. Did the firm resolve issues in a satisfactory manner? Yes or No
8. How well did firm's staff perform? 1 2 3 4 5
9. Did the firm meet your expectations? Yes or No
If not, please explain: _____
10. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (Scale 1-5) 1 2 3 4 5
11. Overall, would you enter into Contract with this firm again? Yes or No
12. Is there anything else you would like to share about the project or the firm's capabilities?
None

Questionnaire completed by:  Date: 15-02-2016
(Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACTS DIVISION
VENDOR REFERENCE FORM**

February 9, 2016

John Henricks, Director Community and Development Services
Town of Niagara-on-the-Lake
1593 Four Mile Creek Road
Virgil, ON L0S 1J0

Dear Mr. John Henricks:

The City of Orlando has publicly solicited proposals regarding **Parking Access and Revenue Control System, RFP15-0235** in which Came Americas Automation, LLC has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contracts Division requests return of the Questionnaire by February 15, 2016 at 5:00 pm. Please fax or email your completed Questionnaire to the attention of: Lee Donate, (407) 246-2869 or Lee.Donate@cityoforlando.net.

Thank you for your time in assisting us with this feedback.

1. Briefly describe the nature of the services provided.
Hosting and remote support.
2. Contract Value? Under \$10,000 per year
3. Did the vendor provide the service according to the project schedule and within Budget?
x Yes or No
4. Is the project complete? x Yes or No
5. How would you rate the overall Service Level provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service?
1 2 3 4 x5
6. Were there any problems during the performance of the work? Yes or x No
7. Did the firm resolve issues in a satisfactory manner? x Yes or No
8. How well did firm's staff perform? 1 2 3 4 x5
9. Did the firm meet your expectations? x Yes or No
If not, please explain: _____
10. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (Scale 1-5) 1 2 3 4 x5
11. Overall, would you enter into Contract with this firm again? x Yes or No
12. Is there anything else you would like to share about the project or the firm's capabilities?

What you need to know is this manufacturer is solutions oriented and worked with us professionally in all our dealings. They inherited a problem not of their making but got us to a solution.

Questionnaire completed by: John Henricks, Director of Community and Development Services
Date: February 9, 2016

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**CITY OF ORLANDO
PROCUREMENT AND CONTRACTS DIVISION
VENDOR REFERENCE FORM**

February 9, 2016

Juan Carlos Lopez Villatoro
Universidad Francisco Marroquin Parking Facilities
6A Calle
Guatemala,

Dear Ms./Mr. Juan Carlos Lopez Villatoro:

The City of Orlando has publicly solicited proposals regarding **Parking Access and Revenue Control System, RFP15-0235** in which Came Americas Automation, LLC has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contracts Division requests return of the Questionnaire by February 15, 2016 at 5:00 pm. Please fax or email your completed Questionnaire to the attention of: Lee Donate, (407) 246-2869 or Lee.Donate@cityoforlando.net.

Thank you for your time in assisting us with this feedback.

1. Briefly describe the nature of the services provided. Parking system with 8 inputs , 8 outputs and 5 parking areas
2. Contract Value? \$713,968.90
3. Did the vendor provide the service according to the project schedule and within Budget?
 Yes or No
4. Is the project complete? Yes or No
5. How would you rate the overall Service Level provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service?
1 2 3 4 5
6. Were there any problems during the performance of the work? Yes or No
7. Did the firm resolve issues in a satisfactory manner? Yes or No
8. How well did firm's staff perform? 1 2 3 4 5
9. Did the firm meet your expectations? Yes or No
If not, please explain: Card reading problems and response times
10. According to Contract requirements, scope, terms and conditions, please rate the overall performance of the firm. (Scale 1-5) 1 2 3 4 5
11. Overall, would you enter into Contract with this firm again? Yes or No
12. Is there anything else you would like to share about the project or the firm's capabilities?

Questionnaire completed by: Juan Carlos Lopez, Director, CETA Date: February 9, 2016
(Name and Title)

PROCUREMENT AND CONTRACTS DIVISION

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AMANO MCGANN, INC.

D-U-N-S® 04-746-9499

Headquarters
2699 Patton Rd,
Saint Paul, MN 55113
Website:
www.mcgannsoft.com

Phone 612 331-2020
Fax 612-331-5187

Comprehensive Report

Purchase Date: 02/11/2016
Last Update Date: 10/26/2015
Attention: Torry

Executive Summary

Company Info			
Year Started	1982	Employees	120
Control Year	1982	Employees Here	50 at this location
CEO	MICHAEL LEE, CHB	Trade Styles	MCGANN ASSOCIATES; MCGANN SOFTWARE SYSTEMS

D&B Rating

D&B Rating **1R4**

Composite Credit Appraisal

4 Limited 3 Fair 2 Good 1 High

D&B PAYDEX®

Up to 24 month D&B PAYDEX **64**

Industry Median 76

1 Greater than 120 days slow 50 30 days slow 80 Prompt 100 Anticipates

Up to 3 month D&B PAYDEX **62**

1 Greater than 120 days slow 50 30 days slow 80 Prompt 100 Anticipates

Predictive Analytics

Financial Stress Class

4 Financial Stress Class

5 High 4 3 Average 2 1 Low

The Financial Stress Class of 4 for this company shows that firms with this class had a failure rate of 0.84% (84 per 10,000).

Financial Stress Class	4
Financial Stress Score	1,377
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class

3 Credit Score Class

5 High 4 3 Average 2 1 Low

The Credit Score class of 3 for this company shows that 5.80% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	3
Credit Score	496
Highest Risk	101
Lowest Risk	670

Risk Category

High Moderate Low

Conservative Credit Limit	\$200,000
Aggressive Credit Limit	\$500,000

D&B Viability Rating 6 8 B G

Viability Score 6

9 High Risk 5 1 Low Risk

Portfolio Comparison 8

9 High Risk 5 1 Low Risk

Data Depth Indicator B

G Descriptive A Predictive

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Business Information

Business Summary

Branch & Division	YES
Financing	SECURED
SIC	5046 Whol commercial equipment, custom computer programing
NAICS	423440 Other Commercial Equipment Merchant Wholesalers
History Status	CLEAR

Credit Capacity Summary

D&B Rating 1R4

Composite Credit Appraisal 4

4 Limited 3 Fair 2 Good 1 High

Prior D&B Rating	1R4
Rating Date	11/19/2012

Payment Activity (based on 93 experiences)	USD
Average High Credit	\$13,295
Highest Credit	100,000
Total Highest Credit	869,350

D&B Viability Rating

assessment of the probability that a company will no longer be in business within the next 12 months.

6

Viability Score

Compared to All US Businesses within D&B Database:

- Level of risk: **Moderate Risk**
- Businesses ranked 6 have a probability of becoming no longer viable: **13%**
- Percentage of businesses ranked 6: **30%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

8

Portfolio Comparison

Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **High Risk**
- Businesses ranked 8 within this model segment have a probability of becoming no longer viable: **11%**
- Percentage of businesses ranked 8 within this model segment: **13%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

B

Data Depth Indicator

Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at

<https://iupdate.dnb.com/iUpdate/>

G

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)

• Years in Business: **Established (5+)**

Business History

Officers MICHAEL LEE, CHB;
TERRENCE G MCGANN, CEO;
TIMOTHY J MCGANN, V PRES;
BRIAN T MCGANN, V PRES;
LARRY SEUER, V PRES;
LAWRENCE FEUER, CEO

Directors THE OFFICER(S)

As of 10/26/2015

The Delaware Secretary of State's business registrations file showed that Amano McGann, Inc was registered as a Corporation on September 20, 2007.

Business started 1982 by Terry McGann. 60% of capital stock is owned by Terrence G McGann. 20% of capital stock is owned by Timothy J McGann. 20% of capital stock is owned by Brian T McGann.

MICHAEL LEE. Antecedents are unknown.

TERRENCE G MCGANN born 1941. 1982-present active here. 1963-1982 employed by Signal Systems, Minneapolis, MN.

TIMOTHY J MCGANN born 1964. 1987-present active here.

BRIAN T MCGANN born 1967. 1989-present active here.

LARRY SEUER. Antecedents are unknown.

LAWRENCE FEUER. Antecedents not available.

MICHAEL LEE. Work history unknown.

Business address has changed from 651 Taft St Ne, Minneapolis, MN, 55413 to 2699 Patton Rd, Saint Paul, MN, 55113.

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	N/A
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	No		
Importer/Exporter	Importer		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 10/26/2015

Description: Wholesales commercial equipment (75%). Provides computer programming services, specializing in software development (25%).

Has 500 account(s). Terms are Net 10 days. Sells to general public, wholesalers, non profit organizations, retailers, commercial concerns and government organizations. Territory : United States.

Nonseasonal.

Employees: 120 which includes officer(s). 50 employed here.

Facilities: Rents 12,000 sq. ft. in a one story a building.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
50460000	Commercial equipment, nec	423440	Other Commercial Equipment Merchant Wholesalers
73710301	Computer software development	541511	Custom Computer Programming Services

Family Tree

Branches Domestic

<p>AMANO MCGANN, INC. (D-U-N-S@:01-752-7545) 405 N RACINE AVE, CHICAGO, IL 60642-5839</p>	<p>AMANO MCGANN, INC. (D-U-N-S@:02-880-9940) 4250 W LAKE SAMMAMISH PKWY NE OFC, REDMOND, WA 98052-7116</p>	<p>AMANO MCGANN, INC. (D-U-N-S@:14-623-5754) AKA: MCGANN ASSOCIATES 300 A ST STE 1, BOSTON, MA 02210-1697</p>	<p>AMANO MCGANN, INC. (D-U-N-S@:61-904-2273) AKA: MCGANN & ASSOCIATES 3837 13TH AVE W STE 110, SEATTLE, WA 98119-1355</p>	<p>AMANO MCGANN, INC. (D-U-N-S@:62-001-4761) AKA: MCGANN & ASSOCIATES 900 DOOLITTLE DR STE 8A, SAN LEANDRO, CA 94577-1029</p>
<p>AMANO MCGANN, INC. (D-U-N-S@:85-987-1352) AKA: MCGANN AND ASSOCIATES 8220 BELVEDERE AVE STE B, SACRAMENTO, CA 95826-4741</p>	<p>AMANO MCGANN, INC. (D-U-N-S@:02-404-9096) 2520 BROADWAY ST NE STE 100, MINNEAPOLIS, MN 55413-1974</p>	<p>AMANO MCGANN, INC. (D-U-N-S@:02-652-3123) 1004 E 18TH AVE, KANSAS CITY, MO 64116-3612</p>	<p>AMANO MCGANN, INC. (D-U-N-S@:14-441-8626) 820 FESSLERS PKWY STE 315, NASHVILLE, TN 37210-2938</p>	<p>AMANO MCGANN, INC. (D-U-N-S@:08-012-2733) 140 HARRISON AVE, ROSELAND, NJ 07068-1239</p>
<p>AMANO MCGANN, INC. (D-U-N-S@:03-230-6225) 2915 COURTYARDS DR STE B, NORCROSS, GA 30071-5700</p>				

This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link above to view the full listing.

Financial Statements

Key Business Ratios (Based on 35 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	1.9	UN
Return on Net Worth	UN	13.7	UN
Short Term Solvency			
Current Ratio	UN	1.8	UN
Quick Ratio	UN	1.1	UN
Efficiency			
Assets Sales	UN	28.7	UN
Sales / Net Working Capital	UN	10.1	UN
Utilization			
Total Liabs / Net Worth	UN	112.8	UN

Most Recent Financial Statement

As of 10/26/2015

On 10/26/2015, Jeffrey Rohach ,CFO, confirmed company name, address, principals, annual sales and operational information using D&B's web-based update method (iUpdate) at www.dnb.com.

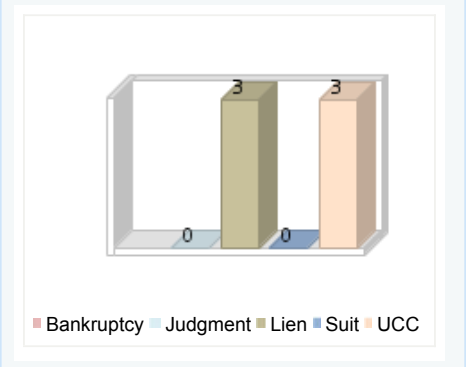
Indicators

Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	3	05/03/2013
Suit	0	
UCC	3	05/17/2011

Public Filings



The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

Liens

Amount	\$776	Latest Info Received	11/20/2013
Status	Open	Type	Judgment lien
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Status Attained	05/03/2013
Filed By	STATE OF FLORIDA, DEPARTMENT OF REVENUE	Date Filed	05/03/2013
against	AMANO MCGANN INC	CASE NO.	J13000866286

Amount	\$12,461	Latest Info Received	03/23/2012
Status	Open	Type	State Tax
Where Filed	CLAY COUNTY CIRCUIT COURT, LIBERTY, MO	Status Attained	10/31/2011
Filed By	MO DEPARTMENT OF REVENUE, JEFFERSON CITY, MO	Date Filed	10/31/2011
against	AMANO MCGANN INC	CASE NO.	11CY-MC00031

Amount	\$12,461	Latest Info Received	12/02/2011
Status	Open	Type	State Tax
Where Filed	ST. LOUIS CITY RECORDER OF DEEDS, SAINT LOUIS, MO	Status Attained	10/28/2011
Filed By	STATE OF MO	Date Filed	10/28/2011
against	AMANO MCGANN INC.	BOOK/PAGE	10312011/393

A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

UCC Filings

Collateral	Inventory including proceeds and products	Latest Info Received	05/05/2011
Filing No.	2011 1431405	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	04/15/2011
Secured Party	LES SCHWAB TIRE CENTERS OF WASHINGTON, INC., RENTON, WA		
Debtor	AMANO MCGANN, INC., SEATTLE, WA		

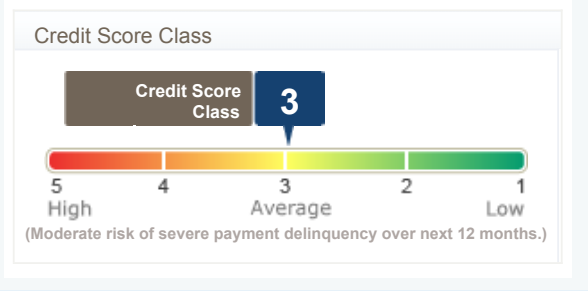
Collateral	Account(s) and proceeds - Leased Equipment and proceeds - Leased Computer equipment and proceeds	Latest Info Received	06/08/2011
Filing No.	2011 1870503	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	05/17/2011
Secured Party	WEBBANK, SALT LAKE CITY, UT		
Debtor	AMANO MCGANN, INC.		

Filing No.	20051556621	Latest Info Received	03/17/2005
Original UCC Filed Date	06/17/1985	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN	Date Filed	03/11/2005
Secured Party	Excel Bk, EDINA, MN EXCEL BANK MINNESOTA, EDINA, MN	Original Filing No.	822536
Debtor	Terry McGann & Associates Inc		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

Among Companies with This Class	5.80%
Average Compared to All Businesses	10.20%
Credit Score Percentile	49
Credit Score	496
Number of Payment Experiences	93

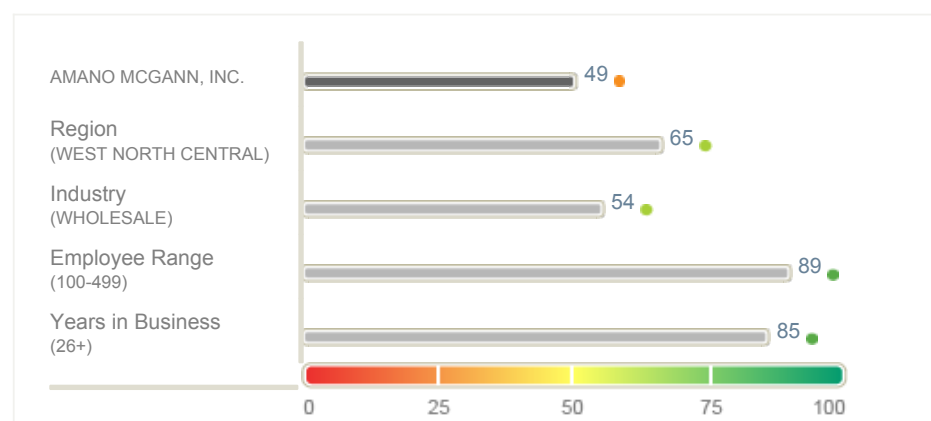
Key Factors

- Proportion of past due balances to total amount owing
- Proportion of slow payments in recent months
- Higher risk industry based on delinquency rates for this industry
- Evidence of open liens

Notes:

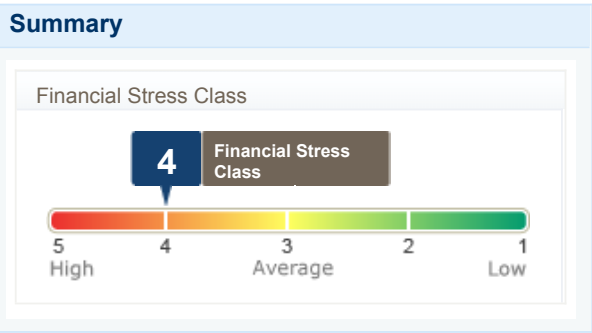
- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison



- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Financial Stress Score



Financial Stress Score Percentile

Financial Stress National Percentile	5
Financial Stress Score	1377
Probability of Failure with This Score	0.84%
Failure per 10K	84/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	93

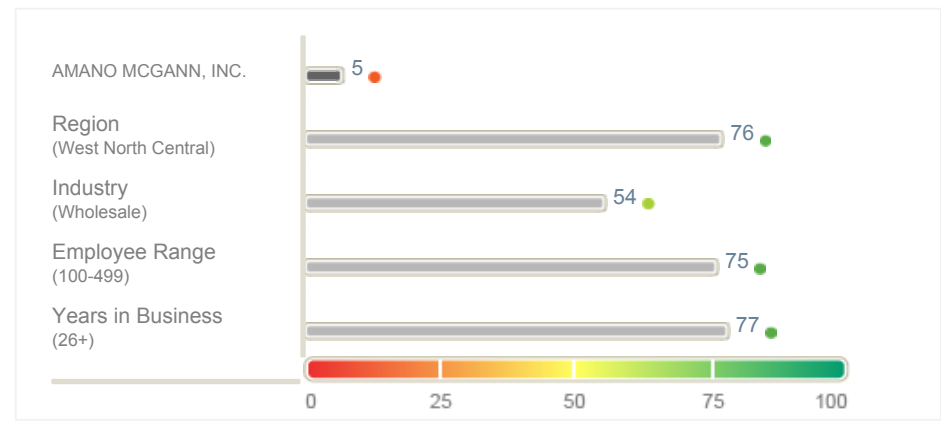
Key Factors

- Composite credit appraisal is rated limited.
- Low proportion of satisfactory payment experiences to total payment experiences.
- UCC Filings reported.
- High proportion of past due balances to total amount owing.
- High number of inquiries to D&B over last 12 months.
- Evidence of open liens

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison

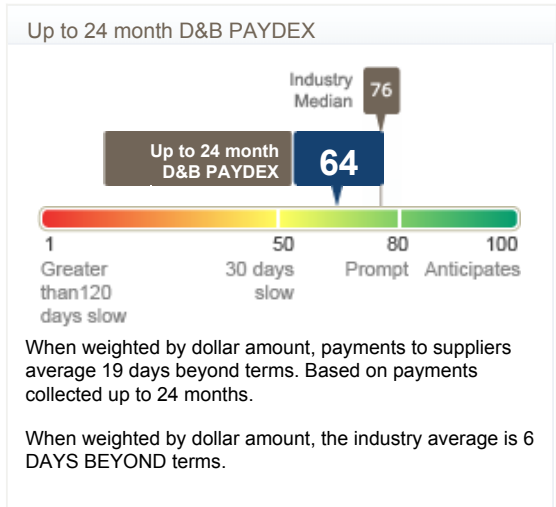
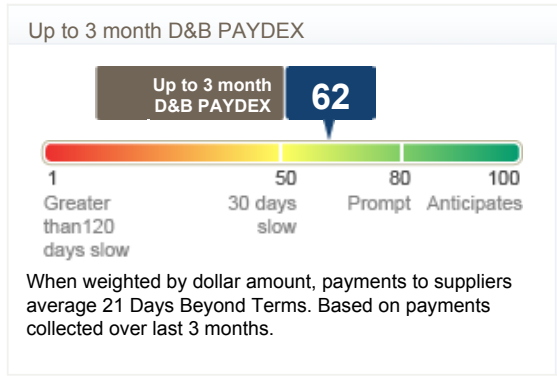


- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

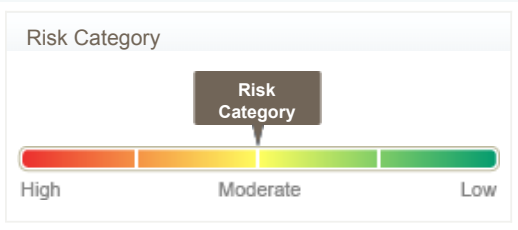


- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	93	Highest Now Owing	\$75,000
Payments Within Terms	73%	Total Placed for Collection	0	Highest Past Due	\$20,000
Average High Credit	\$13,295	Largest High Credit	\$100,000		

* compared to payments three months ago

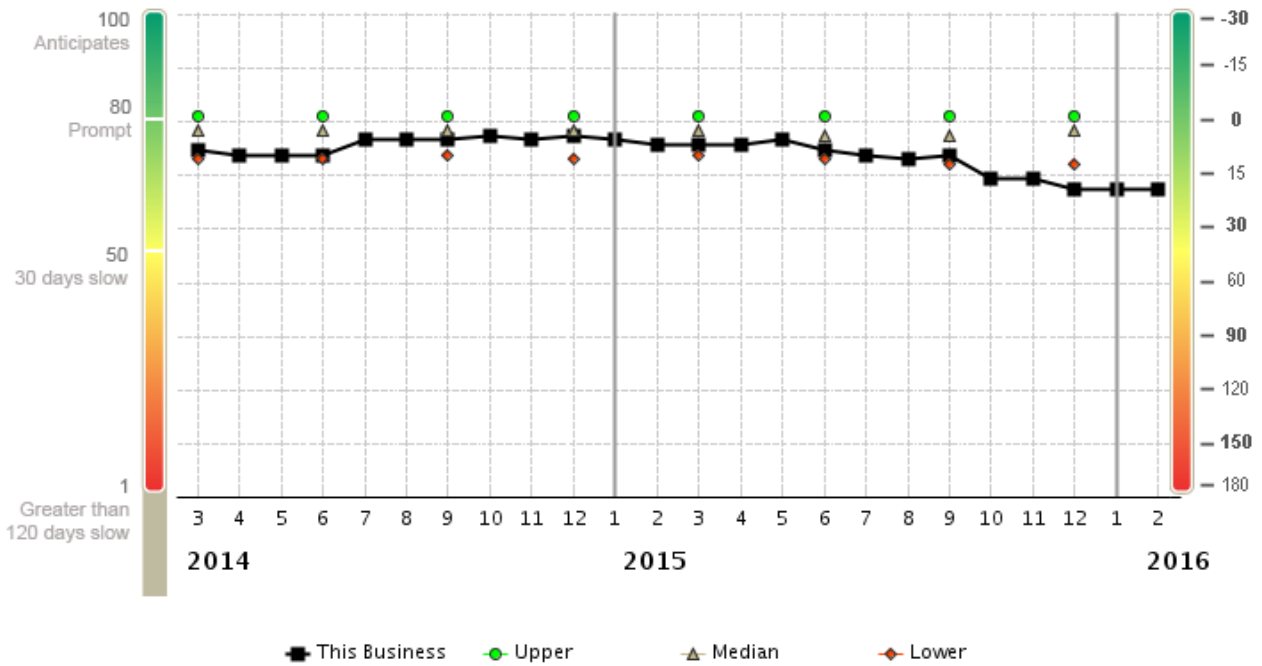
Credit Limit Recommendation



Recommendation Date	02/11/2016
Conservative Credit Limit	\$200,000
Aggressive Credit Limit	\$500,000
Key Factor	Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Whol commercial equipment, custom computer programing, based on SIC code 5046.



This Business	72	71	71	71	74	74	74	75	74	75	74	73	73	73	74	72	71	70	71	66	66	64	64	64
Industry Quartiles																								
Upper	79			79			79			79				79				79						79
Median	76			76			76			76				75				75						76
Lower	70			70			71			70				71				70						69

Note

- Current PAYDEX® for this Business is 64, or equal to 19 days beyond terms.
- The 24 month high paydex is 75.0, or equal to 8 DAYS BEYOND terms.
- The 24 month low paydex is 64.0, or equal to 19 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	25%	2	\$200,000
50,000-100,000	50%	4	250,000
15,000-49,999	64%	11	280,000
5,000-14,999	76%	15	102,500
1,000-4,999	51%	17	27,500
Under 1,000	86%	16	4,200

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 93 payment experiences in D&B's file, with 57 experiences reported during the last three month period. The highest Now Owes on file is \$75,000. The highest Past Due on file is \$20,000.

All Industries



Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Whol computers/softwr	7	\$337,000	\$100,000	35	35	15	15	0
Telephone communictns	7	1,000	750	100	0	0	0	0
Whol electronic parts	6	18,750	5,000	74	13	0	0	13
Nonclassified	5	9,050	7,500	99	1	0	0	0
Electric services	5	4,150	2,500	16	42	0	0	42
Public finance	4	15,000	5,000	67	33	0	0	0
Trucking non-local	3	42,750	40,000	47	53	0	0	0
Aluminum roll/drawing	3	25,000	15,000	60	0	40	0	0
Misc business service	2	70,750	70,000	50	49	1	0	0
Whol electrical equip	2	35,000	25,000	64	36	0	0	0
Radiotelephone commun	2	40,000	25,000	81	19	0	0	0
Data processing svcs	2	10,050	10,000	100	0	0	0	0
Ret mail-order house	2	5,100	5,000	51	0	0	0	49
Ret auto supplies	2	1,250	1,000	20	80	0	0	0
Mfg computers	1	55,000	55,000	50	0	0	0	50
Management services	1	45,000	45,000	100	0	0	0	0
Mfg plane engine/part	1	30,000	30,000	50	0	50	0	0
Mfg medical instrmnt	1	30,000	30,000	0	100	0	0	0
Short-trm busn credit	1	25,000	25,000	100	0	0	0	0
Help supply service	1	15,000	15,000	100	0	0	0	0
Mfg prefab metal bldg	1	15,000	15,000	50	50	0	0	0
Employment agency	1	10,000	10,000	100	0	0	0	0
Whol office supplies	1	10,000	10,000	50	50	0	0	0
Whol service paper	1	5,000	5,000	50	50	0	0	0
Whol office equipment	1	2,500	2,500	100	0	0	0	0
Admin public health	1	2,500	2,500	100	0	0	0	0
Gravure printing	1	1,000	1,000	50	0	0	50	0
Custom programming	1	1,000	1,000	0	100	0	0	0
Whol industrial equip	1	1,000	1,000	0	100	0	0	0
Ret stationery	1	1,000	1,000	50	0	0	50	0
Executive office	1	250	250	100	0	0	0	0
Savings institution	1	100	100	0	100	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	20	\$4,750	\$750
Payment record unknown	3	400	250
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History



Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
February 2016	Ppt	\$7,500	\$2,500	\$0	N/A	1
	(002)Satisfactory	250	0	0	N/A	1
January 2016	Ppt	25,000	20,000	0	N/A	1
	Ppt	10,000	500	0	N30	1
	Ppt	10,000	5,000	0	N30	1
	Ppt	5,000	0	0	N/A	1
	Ppt	5,000	0	0	N/A	2-3
	Ppt	1,000	1,000	0	N/A	1
	Ppt	250	0	0	N/A	6-12
	Ppt	250	0	0	N/A	1
	Ppt	100	50	0	N/A	1
	Ppt	50	0	0	N/A	6-12
	Ppt-Slow 30	50,000	30,000	20,000	N30	1
	Ppt-Slow 30	40,000	40,000	7,500	N/A	1
	Ppt-Slow 30	15,000	15,000	15,000	N/A	1
	Ppt-Slow 30	10,000	0	0	N30	6-12
	Ppt-Slow 30	10,000	7,500	0	N/A	1
	Ppt-Slow 30	5,000	750	0	N/A	1
	Ppt-Slow 60	100,000	55,000	5,000	N30	1
	Ppt-Slow 60	30,000	10,000	5,000	N/A	1
	Ppt-Slow 60	15,000	10,000	7,500	N/A	1
	Ppt-Slow 60	5,000	2,500	0	N/A	1
Ppt-Slow 90	1,000	250	0	N30	1	
Ppt-Slow 90+	55,000	10,000	5,000	N/A	1	
Slow 5	2,500	1,000	1,000	N/A	1	
Slow 5	1,000	1,000	0	N30	1	
Slow 30	30,000	0	0	N/A	4-5	
Slow 30	1,000	0	0	N/A	2-3	
Slow 30-90	100,000	20,000	250	N30	1	
Slow 30-120	1,000	100	100	N30		
(031)	100	0	0	N/A	4-5	
December 2015	Ppt	25,000	10,000	0	N/A	1
	Ppt	15,000	2,500	0	N/A	1
	Ppt	750	750	0	N/A	
	Ppt	500	250	0	N/A	1
	Ppt	250	250	0	N/A	1
	Ppt	250	50	0	N/A	1
	Ppt-Slow 30	75,000	75,000	5,000	N30	1
	Ppt-Slow 30	70,000	2,500	0	N/A	1
	Ppt-Slow 60	750	50	0	N/A	1
	Ppt-Slow 90+	5,000	1,000	1,000	N30	1
	Slow 30	1,000	0	0	N/A	4-5
	Slow 30	1,000	0	0	N/A	4-5
	(044)	500	500	0	Cash account	
(045)	500	500	0	Cash account		
(046)	500	500	0	Cash account		

	(048)	250	0	0	N/A	2-3
November 2015	Ppt	2,500	1,000	0	Lease Agreemnt	1
	Ppt-Slow 90+	5,000	2,500	2,500	N/A	2-3
	(051)	50	0	0	Cash account	1
	(052)	50	0	0	N/A	1
	(053)	50	0	0	Cash account	6-12
	(054)	50	0	0	Cash account	1
October 2015	Ppt	50	0	0	N/A	6-12
	Slow 5	2,500	2,500	2,500	N/A	
	(057)	50	0	0	Cash account	1
July 2015	Slow	5,000	0	0	N/A	1
	(059)	250	0	0	Cash account	1
	(060)	100	0	0	Cash account	1
	(061)	50	0	0	Cash account	6-12
June 2015	(062)	50	0	0	Cash account	1
May 2015	Ppt	2,500	0	0	N/A	1
	Ppt	2,500	0	0	N/A	1
April 2015	Ppt	50	0	0	N/A	6-12
	(066)	50	0	0	Cash account	1
March 2015	Ppt	2,500	0	0	N/A	1
	Ppt	1,000	0	0	N30	6-12
	(069)Cash own option	250	0	0	N/A	1
December 2014	Ppt	0	0	0	N/A	1
	Ppt	0	0	0	N/A	1
	Ppt	0	0	0	N/A	1
	Ppt	0	0	0	N/A	1
November 2014	Ppt	5,000	0	0	N/A	1
	Ppt	250	0	0	N/A	1
	Ppt-Slow 30	250	100	0	N/A	1
July 2014	(077)Cash own option	100	0	0	Cash account	1
May 2014	Ppt	100	0	0	N/A	6-12
January 2014	Ppt	1,000	0	0	N/A	4-5
December 2013	Ppt	45,000	0	0	N/A	6-12

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

CAME AMERICAS AUTOMATION, LLC

D-U-N-S® 80-572-3041 Single Phone 305 433-3307
 11345 Nw 122nd St,
 Medley, FL 33178

Comprehensive Report

Purchase Date: 02/11/2016
 Last Update Date: 07/14/2015
 Attention: Torry

Executive Summary

Company Info			
Year Started	2007	Employees	9
Control Year	2007	Trade Styles	CAME
CEO	WINSLOW WISE, MEMBER		

D&B Rating

D&B Rating --

D&B PAYDEX®

Up to 24 month D&B PAYDEX

Up to 3 month D&B PAYDEX

Predictive Analytics

Financial Stress Class

The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000).

Financial Stress Class	2
Financial Stress Score	1,510
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class

The Credit Score class of 2 for this company shows that 2.50% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	2
Credit Score	536
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

D&B Viability Rating

Risk Category

High Moderate Low

Conservative Credit Limit	\$7,500
Aggressive Credit Limit	\$15,000

D&B Viability Rating 3 2 C K

Viability Score

3

9 High Risk 5 1 Low Risk

Portfolio Comparison

2

9 High Risk 5 1 Low Risk

Data Depth Indicator

C

G Descriptive A Predictive

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Small	Established

Business Information

Business Summary		Credit Capacity Summary	
SIC	3699 Distributors of gate and security products	D&B Rating --	
NAICS	335999 All Other Miscellaneous Electrical Equipment and Component Manufacturing	Prior D&B Rating	--
History Status	INCOMPLETE	Rating Date	08/09/2007
		Payment Activity (based on 22 experiences)	USD
		Average High Credit	\$3,252
		Highest Credit	45,000
		Total Highest Credit	55,500

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

3

Viability Score

Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

2

Portfolio Comparison

Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

C

Data Depth Indicator

Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✗ No Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at <https://iupdate.dnb.com/iUpdate/>

K

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Small	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Small** (Employees: <10 and Sales: <\$10K or Missing)
- Years in Business: **Established** (5+)

Business History

Officers WINSLOW WISE, MEMBER

Directors THE OFFICER(S)

As of 07/14/2015

This business is registered as a Limited Liability Company in Florida on 2/12/2007.

Business started 2007.

Business address has changed from 11405 Nw 122nd St, Miami, FL, 33178 to 11405 Nw 122nd St, Medley, FL, 33178.

Business address has changed from 11405 Nw 122nd St, Miami, FL, 33178 to 11345 Nw 122nd St, Medley, FL, 33178.

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	YES (2016)
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	No		
Importer/Exporter	N/A		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 07/14/2015

Description: Operates business services, specializing in financial services (100%).

Terms are undetermined. Sells to undetermined. Territory : undetermined.

Employees: 9 which includes officer(s).

Facilities: Occupies premises in a building.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
36990500	Security devices	335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing

Financial Statements

Key Business Ratios (Based on 15 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	1.0	UN
Return on Net Worth	UN	6.8	UN
Short Term Solvency			
Current Ratio	UN	3.0	UN
Quick Ratio	UN	1.9	UN
Efficiency			
Assets Sales	UN	51.6	UN
Sales / Net Working Capital	UN	4.0	UN
Utilization			
Total Liabs / Net Worth	UN	38.6	UN

Most Recent Financial Statement

As of 01/30/2016

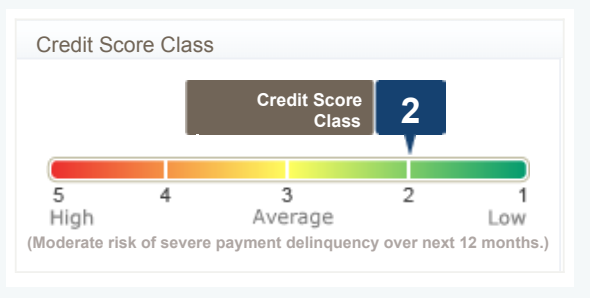
On Aug 21, 2014, this business was reclassified as a corporation.

Indicators

A check of D&B's public records database indicates that no filings were found for CAME AMERICAS AUTOMATION LLC, 11345 Nw 122nd St, Medley, FL. D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands. D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

Among Companies with This Class	2.50%
Average Compared to All Businesses	10.20%
Credit Score Percentile	75
Credit Score	536
Number of Payment Experiences	22

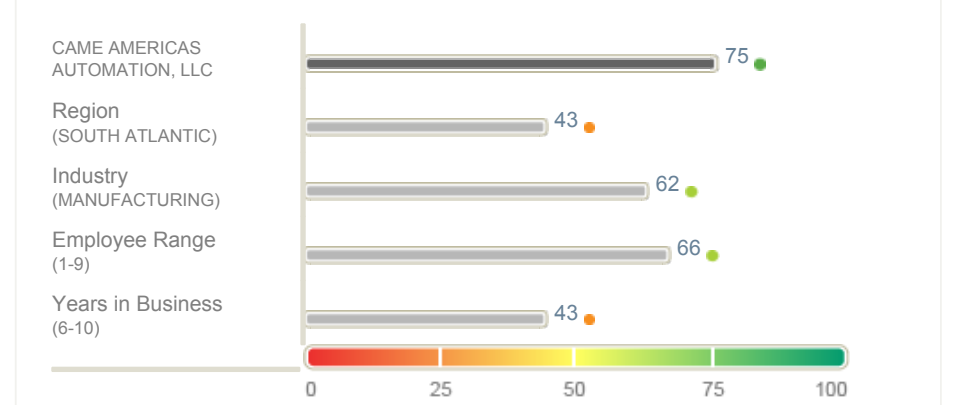
Key Factors

- Limited time under present management control
- Higher risk industry based on delinquency rates for this industry
- Recent high balance past due
- Proportion of past due balances to total amount owing

Notes:

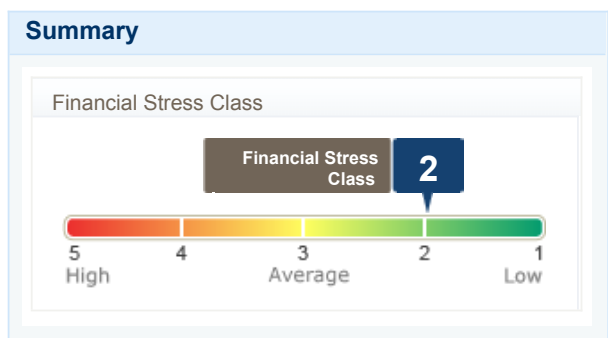
- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score



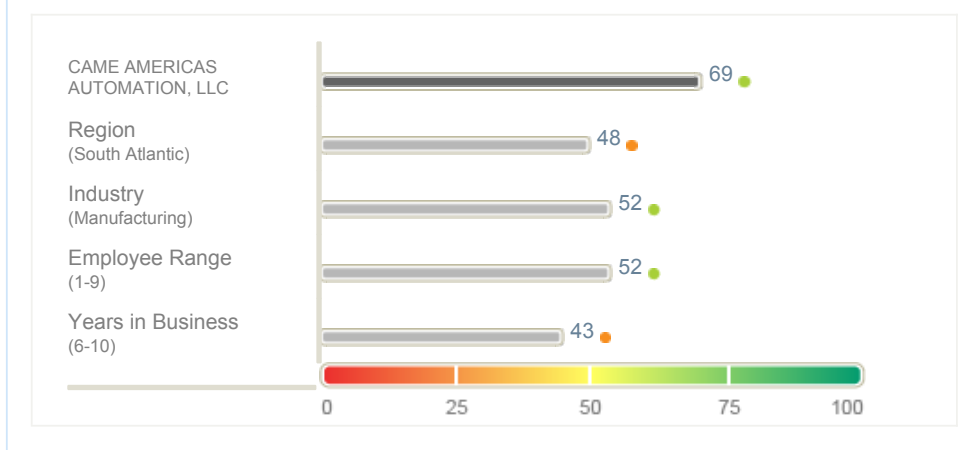
Financial Stress Score Percentile

Financial Stress National Percentile	69
Financial Stress Score	1510
Probability of Failure with This Score	0.09%
Failure per 10K	9/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	22

- ### Key Factors
- Limited time under present management control

- ### Notes:
- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
 - The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
 - The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
 - The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

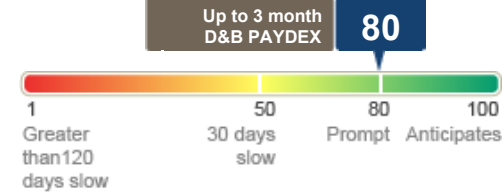
Advanced Paydex + CLR

D&B PAYDEX®

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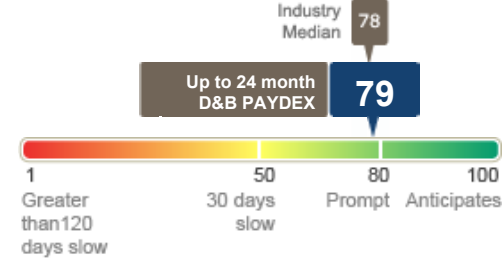
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average Within terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 2 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 3 DAYS BEYOND terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	22	Highest Now Owing	\$2,500
Payments Within Terms	93%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$3,252	Largest High Credit	\$45,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



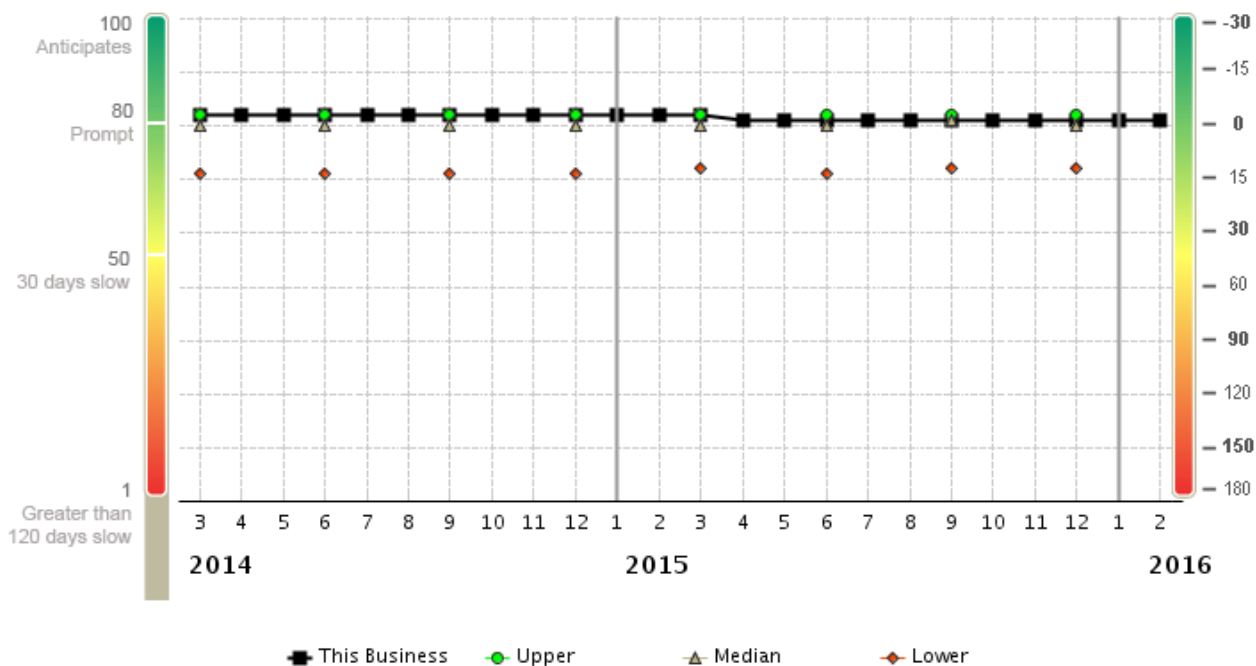
Recommendation Date	02/11/2016
Conservative Credit Limit	\$7,500
Aggressive Credit Limit	\$15,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Distributors of gate and security products, based on SIC code 3699.



This Business	80	80	80	80	80	80	80	80	80	80	80	80	80	79	79	79	79	79	79	79	79	79	79
Industry Quartiles																							
Upper	80			80				80						80									80
Median	78			78				78						78									78
Lower	68			68				68						69									69

Note

- Current PAYDEX® for this Business is 79, or equal to 2 days beyond terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 79.0, or equal to 2 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	0%	0	\$0
50,000-100,000	0%	0	0
15,000-49,999	100%	1	45,000
5,000-14,999	0%	0	0
1,000-4,999	100%	4	7,000
Under 1,000	74%	12	3,300

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 22 payment experiences in D&B's file, with 10 experiences reported during the last three month period. The highest Now Owes on file is \$2,500. The highest Past Due on file is \$0.

All Industries



Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Trucking non-local	3	\$1,350	\$750	35	37	0	28	0
Data processing svcs	3	400	250	100	0	0	0	0
Nonclassified	2	100	50	100	0	0	0	0
Public finance	1	45,000	45,000	100	0	0	0	0
Ret stationery	1	2,500	2,500	100	0	0	0	0
Telephone communicatns	1	2,500	2,500	100	0	0	0	0
Electric services	1	1,000	1,000	100	0	0	0	0
Whol service paper	1	1,000	1,000	100	0	0	0	0
Air courier service	1	750	750	100	0	0	0	0
Arrange cargo transpt	1	500	500	100	0	0	0	0
Mfg misc office eqpt	1	100	100	100	0	0	0	0
Reg misc coml sector	1	100	100	100	0	0	0	0
Misc business service	1	0	0	0	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	4	\$200	\$100
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
January 2016	Ppt	\$2,500	\$250	\$0	N30	1
	Ppt	1,000	100	0	N/A	1
	Ppt	100	0	0	N30	1
	Ppt	100	0	0	N/A	6-12
	Ppt	50	0	0	N/A	6-12
	Ppt	50	0	0	N/A	6-12
December 2015	Ppt	2,500	2,500	0	N/A	1
	Ppt	1,000	1,000	0	N/A	1
	Ppt	250	50	0	N/A	1
	Ppt	50	0	0	N/A	6-12
September 2015	Slow 20	500	0	0	N/A	6-12
August 2015	Ppt-Slow 90	750	0	0	N/A	6-12
July 2015	Ppt	45,000	0	0	N/A	1
May 2015	(014)Satisfactory	100	0	0	N/A	1
	(015)	50	0	0	Cash account	1
April 2015	Ppt	100	0	0	N/A	6-12
	(017)	100	0	0	Cash account	1
	(018)	50	0	0	Cash account	1
March 2015	Ppt	750	100	0	N/A	1
November 2014	(020)	0	0	0	Cash account	6-12



February 2014	Ppt	0	0	0	N/A	6-12
December 2013	Ppt	500	0	0	N/A	6-12

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

I just have a list of equipment that I would like to see demonstrated:

1. Entry station (intercom included)
2. Exit station (with pay station and without it. Also, with intercom included)
3. Fee computer
4. Event handheld and printer.
5. Gate equipment (including gate arm).
6. Fee display
7. Demonstration of online event parking reservation website.

Request for Proposals (RFP) 15-0235

Parking Access and Revenue Control System (PARCS)

General Questions for Both Vendors

1. Does any aspect of the operation of the application require RDP access from vendor?
2. What is the maximum amount of time that any one site (location) can be disconnected from the City network before operations at the site are impacted?
3. What is the maximum amount of time that any one site (location) can be disconnected from the internet before operations at the site are impacted?
4. Does the application or services require an IP protocol that does not run over TCP?
5. Are there any aspects of the application that require streaming video?
6. Can media access control address (MAC address) security be enabled on connected devices?
7. Will TM Security handle provision of access to the application?
8. Will firmware upgrades to all component devices (handhelds, PC devices, readers, etc) be a part of maintenance? This question is on top of software upgrades.

Connectivity to the City Network

With respect to connectivity from each of the locations below to the City's network, please complete the following table

Location Address	Peak Bandwidth Needed	Maximum Acceptable Latency	Protocols Ports Used	Expected Uptime (%)
46 E Amelia St				
112 E Central St				
60 W Pine St				
300 Liberty St				
62 W Jefferson St				
62 W Jefferson St				
53 W Central Blvd				
50 W Washington St				

57 S Hughey Ave				
81 N Hughey Ave				
109 W Pine St				

Connectivity to the Internet

With respect to connectivity from each of the locations below to the Internet, please complete the following table

Location Address	Peak Bandwidth Needed	Maximum Acceptable Latency	Protocols Ports Used	Expected Uptime (%)
46 E Amelia St				
112 E Central St				
60 W Pine St				
300 Liberty St				
62 W Jefferson St				
62 W Jefferson St				
53 W Central Blvd				
50 W Washington St				
57 S Hughey Ave				
81 N Hughey Ave				
109 W Pine St				

Specific Questions for each Vendors

PARC (C.A.M.E) System

Pg.

35 Do they plan to implement with Microsoft SQL 2008?

- The Security questionnaire indicates MySQL

- Microsoft SQL 2008 is no longer supported by Microsoft.
 - Does the application support Microsoft 2012 R2 or 2014 SQL?
 - Does the application support Microsoft Windows 2012 R2 64 bit?
- 36 What is the “plug in module”? (installed on Clty PC or server)?
- 37 Connections from your devices at City locations (parking lot of parking garage), are they encrypted back to the hosted application location(s)? Does this includes more than just the PCI information connections?
- 43 License Plate Reader data, how is it used, where is it stored?
- 45 How is the transition information encrypted for compliance?
- 48 What security is in place to secure the payment station devices from being compromised?
- 49 Ethernet connectivity from peripherals to the central server
- Where is the central server located
 - How is access controlled for the PS devices to the central server (accounts? encrypted?)
- 54 Are audit reports available for:
- payment transactions
 - Financial and operational tasks
- What controls are in place to ensure the controls are coming from the system software?
- 59 Web access (Security)
- Where will the web site be hosted?
 - Is there cityoforlando.net website integration required or requested? if so how?
 - How is the QR code sent to the customer, email from hosted location
 - Who will develop the web app
- 63 Active Directory Integration
- Folder redirection - what data is stored internally?
 - How much data needs to be stored?
 - Are City DNS, DHCP services needed for the systems local servers, desktops, or other devices?
 - Is there City SMTP service connections from Clty locations required?
 - What VPN access is required?

Amano McGann (iParc Professional) System

- 41 How are the IP devices connected?
- IP Telecom System
 - IP Cameras
 - Handheld units

How will door access readers be used?

- 43 How is encryption enabled on the lane devices?
How is the Workday integration planned for?
- 48 Is the web login secured with SSL?
- 49 How will emails be sent?
• Is there City SMTP service connections from Clty locations required?
- 50 Client browser supported are MS IE Explore and FireFox.
-What version of IE is supported?
-What version of FireFox is supported?

How is the bluetooth handhelds connections secured?

What model is the database? (SQL, DB2, Oracle)
- 55 What phone carrier do your handheld devices support?

Will the printer's utilize wireless or physical connections?