



December 12, 2016

Letter confirming manufacture sole source, competitive sole source and solution sole source

Attention to Shannon Poe at Collin County Sheriff Office TX (In reference to quote 20080254),

This letter identifies FARO Technologies, Inc., a Florida corporation ("FARO Technologies" or "FARO"), as the sole developer and manufacturer of the FOCUS3D S Series and FOCUS3D X and S Series Laser Scanners and SCENE™ software. FARO is also the sole provider of hardware service, warranty, maintenance, annual calibration, and FARO Certified train the trainer programs. FARO is the sole source for its GSA product pricing for the above services and FARO is the "Sole Solution Provider" for packaging all items on the attached quote, including special ordered DELL Computer and target spheres.

The below items on quote 20080254 are not manufactured by FARO but have been tested and customized for the solution sale and are a requirement for operation of the equipment. The 80mm spheres are special made for FARO for the use of trajectory analysis. The 200mm sphere kit and accessories are packaged with tripods specific for forensic applications and are special coated for law enforcement use with specific coating so they will not break if dropped on pavement. The Super Power User Notebook (Dell) is tested by FARO Applications Engineers with a high end gaming graphics card, upgraded video, RAM and Storage to meet the needs of managing large point cloud data. The completed solution offered including FARO FOCUS S350 scanner, battery and FARO SCENE software is not available by any other company – FARO is the **"sole solution provider"** for this proposal.

- ACCSS6005 - 3D_AC_LS_Carbon Fiber
- ACCSS0287 - 200mm Koppa Target W/ Tripod
- ACCSS0299 - 80mm Koppa Target Set
- COMP0121X64 - Super Power User Notebook (DELL)

Unique to the FOCUS3D S Series and FOCUS3D X and S Series of Laser Scanners is the "self-leveling" feature offered by the on-board inclinometer. This sensor can reduce officer documentation time by 20-30min for each station move when scanning a scene as they don't need to level the instrument like a standard total station or other laser scanners. This can save considerable time and reduce possible road closure times.

With increased ranges and scan quality, the Focus3D X 330, X 130, S150 and S350 considerably reduces the effort involved in measuring and post-processing. The 3D scan data can easily be imported into all commonly used software solutions for accident reconstruction, architecture, civil engineering, construction, forensics, industrial manufacturing and land surveying. Distance dimensions, area and volume calculations, analysis and inspection tasks and documentation can thus be carried out quickly, precisely and reliably. Additionally, the X 330 and S350 offers a range almost 3X greater than previous models; the Focus3D X 330 and S350 can scan objects up to 330/350 meters away and in direct sunlight. With its integrated GPS receiver, the laser scanner is able to correlate individual scans in post-processing making it ideal for forensic, law enforcement and surveying based applications.

FARO's competitive advantage is the lightweight, affordable, precise technology delivered with each 3D laser scanning product. With FARO Technologies products, our customers are making an investment for future projects with unsurpassed cost-value, a major advantage when looking for the most cutting-edge technology that gets you the right results in an age of limited resources. With hundreds of thousands of units sold worldwide and customers around the globe, our products have been reliably measuring success throughout the world. Our forensic customers include the Department of Defense, the federal government, various intelligence organizations, the military, and law enforcement divisions.

Please feel free to contact us with any questions.

Kind Regards,

Kelly Watt
Global Sales Director | Public Safety Forensics
Kelly.Watt@faro.com
(604) 290.3801 Mobile

250 Technology Drive Lake Mary, FL 32746 Tel: 407.333.9911 Fax: 407.562.5262

Tax ID: 59-3157093 • DUNS: 61-730-8929 • CAGE: 0VGY2 ISO Certified • GSA