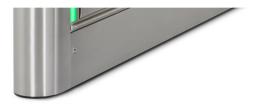




# **TURNSTILES.us** COMMERCIAL PROPOSAL





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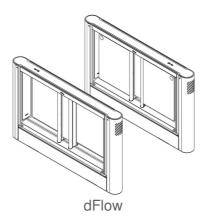


#### DFLOW PRODUCTS, VARIANTS AND OPTIONS

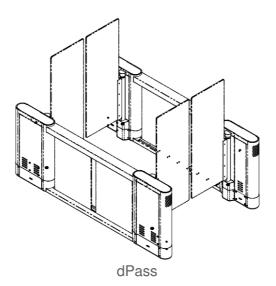
The dFlow concept was launched in March 2016. Hundreds of units have been successfully deployed in over 15 countries with applications in a variety of vertical markets including commercial and industrial real estate, banks, hospitals, airports, border control, government offices, tribunals and much more.

The dFlow concept has created two bespoke products:

• **dFlow** – This is the original products that is being constantly improved since its inception. The overhead sensor and corresponding algorithms track authorized and unauthorized users. The gate allows authorized users to pass without impedance. The gate will close for unauthorized users. The gate has two sets of centralized doors, one for each direction of passage. A variety of LED pictograms are used to indicate the operational state of the dFlow and follow users within the gated area.



dPass – This is a variant of the dFlow which is configured as a man trap. DPass also has two sets
of doors but located at opposite ends of the gate and in the normally closed position. DPass can be
configured with single stage authorization at the entrance or in the center of the gate. It can also be
configured for double stage authorization, one located at the entrance and the other in the middle of
the gate. Authorization can be configured for entrance only, exit only or in both directions (one and
two stage). Customization services are optionally available to mechanically and/or electrically
integrate the ACS system selected by the integrator/client.



Both products come in the standard dFlow concept width of 920mm (36"). Optionally, both products, dFlow and dPass, can be supplied in an UltraWide (UW) format variation with a width of 1200mm (47.2"). Products in the UW format are named dFlow UW and dPass UW.

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For added assertiveness in applications where higher levels of security and/or functionality may be required, We offer an optional software module of Artificial Intelligence (AI). This module permits that objects not considered as humans (trolleys, boxes, etc.) be ignored for ease of passage. This is an especially interesting feature for janitorial and food trolleys and may be applicable to larger objects such as hospital beds, product trolleys, etc.

#### SERVICES

Services not included in project scope/price unless clearly stated in Proposal – if such service is necessary to be provided by our team, please advise. Travel expenses (airfare, hotel, meals, sundries, transport) not included in service price and must be paid/arranged by PARTNER.

- **Technical Training** PARTNER's tech team (2 3 members) would get Electromechanical training on the products under scope of this project this should take 2 working days and would cover subjects such as installation, activation, operation, preventive and corrective maintenance.
- Physical Installation Orientation/Support Physical Installation refers to the mechanical/physical placement and anchoring of the equipments in their final location in field. This service is provided by the PARTNER whose team should be composed of a minimum of 2 technicians. optionally provide orientation/support services for Physical Installation.
  - Requirements: in order to do the achoring of the equipments it will be necessary to have all power and data cabling ready and in accordance with specifications at each point where equipments will be anchored. document with suggested Installation Requirements.
     PARTNER is responsible to adhere to local regulations.
- Infra-structure Certification This concept refers to all necessary procedures to pass power and data cables to the equipments in accordance with local regulations and suggestions in the installation documents. All civil works, services and materials are supplied by the client. Services to be provided by the client may include cutting of flooring, laying electroducts, passing electrical and data cables, etc. can optionally provide supervision services for Infrastructure implementation.

• **Commissioning** – This service comprehends connecting equipment to the power and data networks, initial IP settings, mask, gateway, IP port and first functional tests.

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- Requirements: Equipments anchored, electrical and data cables passed through and connected to a distribution box as per local regulations and suggestions in the installation documents. Data cables properly connected – 568 A or 568 B standard. IP addresses defined for each equipment.
- Factory Acceptance Testing (FAT) Once final specifications of the product have been clearly defined, a document detailing the FAT will be issued by Manufacturer within 120 days from receipt of customer purchase order and down payment. The customer will have 10 working days to approve the FAT or make suggestions. If no suggestions are made withing the 10 working days, then the FAT is automatically considered to be approved by the client. Any suggestions made within the 10 working days will be analyzed and may be incorporated into a new version of the FAT document. Factory Acceptance Tests will occur at factory in Gravataí, RS, Brazil, and will comprehend a maximum period of 5 working days (40 working hours). A factory resource will be allocated full time executing the tests with client personnel. If client requires additional features not included in the product, these will be quoted as additional services/materials. In case customer is not able to come down to Brazil an electronic (remote) approval will also be accepted.

For the FAT, manufacturer reserves the right to use these same cabinets in total or partially for final production delivery.

After FAT, manufacturer has 2 weeks to perform gap analysis and a proposed solution schedule. If client's expectations are met and FAT is approved (Acceptance of FAT) then production of remaining gates starts. Client must send its approval or remarks one week after gap analysis. Depending on the remarks made at the FAT may need more time to fill these gaps and will share its proposed solution schedule.

• Site Acceptance Testing (SAT) – This service is optional. The SAT document has to be developed by the integrator and involves the testing of the access control system, including identification devices, control boards, wiring, access control system and dFlow and dPass gates. responsibility in the SAT is to help identify potential product and integration issues specifically related to the gates and services supplied. In this quotation the SAT is quoted for one technical resource during one week of 5 working days at client location. International and local travel expenses, hotels, meals and sundries are to be paid directly by the client.



#### DFLOW&FAMILY AND ARTIFICIAL INTELLIGENCE CONCEPT

Only a few products are really capable of performing a revolution in the Market they are positioned and the ones that make it are awarded with immediate distinction. Since its release the dFlow has gathered all necessary elements with its features to make this revolution. Its overhead detection system granted an unparalleled tracking capacity that is not met in any other existing product. Its Free Flow system with normally open doors opened new possibilities still taking into account user and asset safety/security and bringing features like gradual movement of doors and simultaneous bidirectionality. With our obsession of making user experience even better and offering more comfort to people who uses our equipments providing more assertiveness on our tracking system, We present yet another innovation that goes beyond technology: the use of Artificial Intelligence in our dFlow. Adding this new feature dFlow expands its capacity for control and tracking users highlighting itself even more as a market reference.

The use of Artificial Intelligence in dFlow through a Virtual Vision module brings important improvements in image analysis. This module is capable of making an even more precise detection of what are people and objects going through the lanes and, in conjunction with dFlow's proven software algorithms, it brings a new landscape of possibilities and functionalities.

With dFlow's virtual vision module it is capable of detecting and following with greater accuracy and unicity users within gated area. Therefore it is possible to better identify intentional tailgating attempts in which users tries to cheat dFlow's system by entering very close one to another in whatever position they are. Effectively false detection cases are improved significantly. This new feature elevates level of asset protection that equipment offers to environments yet still keeping same user safety levels that it already had. Moreover, this module assists on the identification of what objects/people should be tracked, this means being capable to choose for which ones doors should act/block. It means that the module helps dFlow's software algorithm to track people in the most odd/difficult cases and it adds a layer to dFlow's tracking system making it even more robust.

This feature also is constantly monitoring dFlow's context of use. Items like lighting, frequency of use, objects/furniture in the surrounding areas and other aspects are analyzed and dynamically change its parameters to optimize its operation.

New technologies and great innovations have as fundamental purpose to positively impact people's lives. Companies that mobilize its intellectual, technical and operational capacities are the ones responsible for bringing to the market products that truly meet this requirement. A technological access control device with all the innovative features it already had brings with itself a new tech component. Through its enhanced abstraction and processing capabilities it transforms what was possible to think of a product which basic function was simply open/close doors.

This feature comes as a standard with dFlow gates and it's valid for life unless otherwise agreed. During warranty covered period all updates & improvements in the software are granted free of charge if requested by CLIENT. Images and log analysis performed by technical support during warranty period are not charge. After warranty period both updates & improvements and technical support are charged.



#### dFlow Features

#### SWING DOORS GATE



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The dFlow gate is sophisticated and full of new technologies. The doors are fast moving swing gates. Advanced algorithms allow them to close at a velocity proportional to the speed, position and direction of one or more unauthorized users in the passage area. The doors open again as the unauthorized users move back and away from swing gates.

- Polycarbonate doors 12 mm thick
- Opening angle of doors 88°
- It has two doors for the entrance way
  - o It has Two doors for the exit way optional to turn gate into bidirectional

#### WINDOWS OF LIGHT



Indicative LED "windows" follow the user through the gate with different colors for different user groups. For example, in a school application students can be followed by a green window, educators by a yellow window and authorized family members by a blue window. A red "window" can follow unauthorized users. The flexibility of dFlow allows for other user groups to be identified by a wide range of colors. The result is more comfort for the user and more security and information for the access control system.

CABINET



#### EACH DFLOW LANE INCLUDES

- 1 unit of Overhead detection system;
- 2 Side cabinets made of AISI 304 Stainless Steel 2mm thick;
- Side and top pictograms on both sides;
- RGB illumination along the tower's side to show equipment's flow and operation;
- 4 doors made of polycarbonate in each lane (bidirectional version) 2 for entrance and 2 for exit;
- 2 Supports for proximity reader 1 for entrance and 1 for exit (proximity readers not included);
- Card collector set (optional)

INTEGRATION



dFlow was designed to meet the needs of the majority of currently available access control technologies.

MOTOR

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- Brushless servomotor grants a smooth and silent movement to dFlow doors;
  - Doors movement is controlled by a high resolution encoder board;
  - Motor may close doors in up to 0,4s (depending on the door's size) when operating in the normally open mode. It closes only to the unauthorized user threating the exception as an exception;

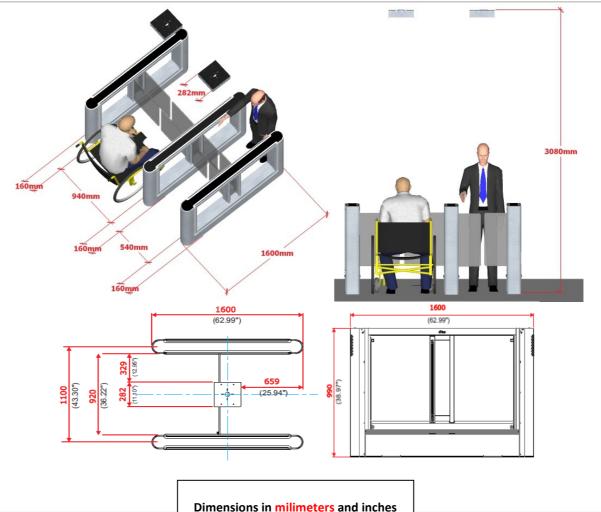


#### **OVERHEAD DETECTION SYSTEM**



The dFlow imaging system is equivalent to an almost infinite number of traditional IR sensors, bringing a new level of precision in the identification of unauthorized users. The algorithms developed are able to accurately identify people and ignore objects such as bags, hats, caps, backpacks, cell phones and others. They can also identify and track multiple users entering or leaving the passage area. The result is very reliable identification of tailgate and/or piggyback attempts. The imaging system can detect unauthorized users in front, behind or even side-by-side of authorized users.

DIMENSIONS



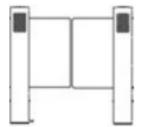
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## LAYOUTS

Layouts are set based on information sent by customer. Below few examples of how it's defined.

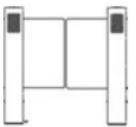
# LAYOUT #1 – 1 SINGLE lane 2 cabinets



Images for illustrative purposes only

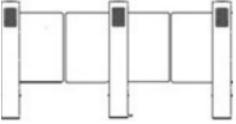
## LAYOUT #2 – 2 SINGLE lanes 4 cabinets





Images for illustrative purposes only

# LAYOUT #3 – 2 MULTIPLE lanes 3 cabinets



Images for illustrative purposes only



# **Thank You!**



# COMPANY BRIEF

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TURNSTILES.us is a professional organization specializing in the physical and electronic securing of building entrances with Turnstiles, Mantraps, EntraPASS Access Control Hardware, and Software since 1989. We are a U.S. Federal Government Contract Holder and are registered with the U.S. Federal Government System for Award Management.

TURNSTILES.us headquarters is located in the Rocky Mountain Region of Colorado. Our team of engineers and sales professionals are strategically located across the United States to enable us to address our clientele. Our expert project team offers turnkey solutions for commercial public sector and private markets including access control system analysis, design, installation, and implementation, and raises the bar for the highest standards in the turnstile security industry.