



Fleet Inspection Station Program

Maryland Department of the Environment (MDE)

Maryland Motor Vehicle Administration (MVA)

Environmental Systems Products (ESP)

September 3, 2009

Agenda

- Introductions
- The New VEIP
- About ESP
- New FIS Program Configuration
- New Equipment
- Facility Requirements
- Old vs. New System Comparison
- Administrative Process
- Questions/Comments/Feedback
- Contact Information

Introductions

- ESP Management & Support Personnel
- MDE
- MVA
- Current FIS Location Representatives

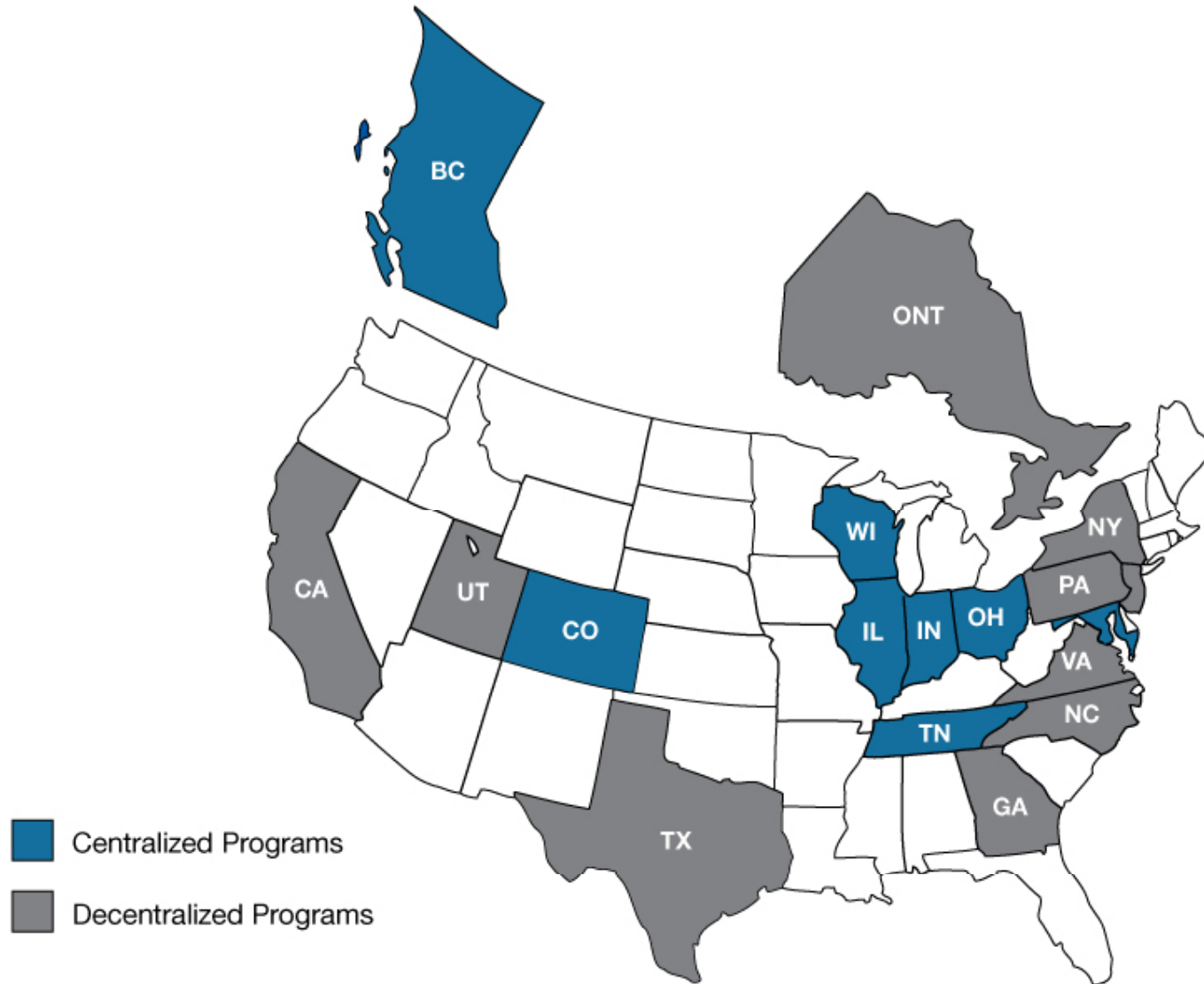
Overview – The New VEIP

- OBDII
- BAR97 Idle
- Elimination of I/M240 (dynamometer)
- Pass/Fail Gas Cap Test (Idle Tests Only)
- Public VEIP Station Retrofit
- Closure of Gaithersburg VEIP (Mont. County)
- Revised Emissions Standards
- Enhanced FIS Program
- Hours of Operation (closed all State holidays):
 - Monday, Thursday, and Friday – 8:30 A.M. to 5:00 P.M.
 - Tuesday & Thursday – 7:00 A.M. to 7:00 P.M.
 - Saturday – 7:00 A.M. to 1:00 P.M.

About ESP

- ESP has 25 years of collective experience and is the largest provider in North America of vehicle emissions testing services and equipment.
- ESP's core business has been, and continues to be, vehicle emissions testing.
- ESP holds 68 US and foreign patents for vehicle inspection equipment.
- ESP manages 7 large-scale centralized programs and we manufacture, support, and administer more than 15,000 decentralized/fleet analyzers in 14 states, Canada, and Mexico.
- ESP is headquartered in Connecticut with engineering operations in Tucson, AZ.

About ESP – Our Footprint



New FIS Program

- Standardized Equipment
- Online Data Connectivity
- Faster Data Entry & Retrieval
- Training, Maintenance, & Support
- Consistency with Public VEIP Station Testing

New Equipment

- Industrial-grade PC
- OBDII Interface
- State-of-the-art Gas Analyzer
- Flat-panel Monitor
- Laser Printer
- Wireless Bar Code Reader & Camera
- Gas Cap Tester with Adapters
- RF Remote Device
- Durable Cabinet & enclosure



FIS Facility Requirements

- High-Speed Internet Connection
 - ESP can integrate with existing LAN
- 110v Power
- Other Standard Requirements
 - MCET
 - Fleet Size
 - Availability for Auditing & Preventative Maintenance

Old vs. New

- 100% Paper-based system
- Purchases made at MVA Garage
- Hand-written forms for vehicle information & test results
- Non-standard equipment
- No OBDII Testing
- Fully automated data entry and record retrieval (saves time)
- Automatic purchases and data upload
- Onsite support within 1 business day
- Standard equipment, cut points, & test requirements

Administrative Process

- Purchase/Lease Equipment
- Installation & Training Fee
- Annual Maintenance Agreement
- Consumables Purchases
- Per Inspection Fee (Including \$14.00 Test Fee)
- Pre-Authorized Certificates
- ACH Business Transactions

Pricing

- Base Unit - **\$7,509**
 - Includes Shipping & 1-year Warranty
- Installation & Training - **\$400**
 - Includes up to 5 Trainees & certification
- Annual Maintenance, Warranty, Phone/Onsite Support - **\$1,127**
- Per Transaction Fee – **TBD**
- Consumable Supplies – **Usage Based**

Questions/Feedback

- Things to Consider:
 - Buy or Lease?
 - Phase-out of Current FIS Program

Contact Information

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