



"Tiffany Melvin"
<tiffany@nascocorridor.com>
06/07/2007 10:19 AM

To "George Blackwood"
<george.blackwood@blackwoodlaw.com>, "Jim Bergfalk"
<jim@sgbcommunications.com>, "Vander Schaaf, Dale"
cc "Rachel Connell" <rachel@nascocorridor.com>, "Francisco
Conde" <frank@nascocorridor.com>, "Tim Brown"
<tim.brown@co.bell.tx.us>, "Mohler, John"
bcc

Subject SUCCESS!!

CONFIDENTIAL

Well, we finally got the Savi / NASCO agreement finished! This is fantastic news, and thank you so much to Rider Scott, George Blackwood and Jim Bergfalk for all of your work on this. You made the Board proud!!!

The highlights are as follows...

The document establishes NASCO as a true partner of Savi as opposed to simply an agent for their business development.

The revenue sharing was agreed to and finalized and worked out much better than the original formula. We are looking at about \$6.00 per transaction as opposed to \$0.25!

NASCO will receive access and use of the data for our future trade corridor management system.

The agreement allows NASCO to build beyond the Savi Technology for our Trade Corridor Management System, meaning we can add other technologies and components to the project and are not limited to only working with Savi.

And the timeline holds everyone's feet to the fire, so we will be making phone calls and setting up meetings to get started ASAP!!

Although this has taken a long time, we achieved everything we sought to achieve in this agreement.


Most importantly, this agreement meets the assumptions and dependencies needed to move forward with the NAFTRACS project with USDOT. We submitted the application on May 25th, and have not heard anything back from USDOT, so I do not have any updates on the timeframe of dealing with USDOT. I will let you know as soon as I hear anything.

I will be providing frequent updates to each of you. Also, please feel free to call me any time for updates. With just the three of us at the NASCO offices, we are very busy around here!! :) So many exciting projects!


This is a huge moment for NASCO. The culmination of 13 years of planning and preparing. This partnership is the first step and foundation for our Trade Corridor Management System. We should all be very happy.

Please call me with any questions and if you would like more details on the agreement reached yesterday.

Talk to you soon!



Dawn Sullivan/ODOT
05/07/2007 02:51 PM

To "Tiffany Melvin" <tiffany@nascocorridor.com>
cc
bcc
Subject Re: update? 

Tiffany

In light of the craziness here, I'd rather not send any letters right now. What I can say is that we have provided Prepass and Mobility Technologies use of our R/W in exchange for the sharing the gathered information that may be useful to us. There is precedent for this and I don't think there'd be any problem. If you really need the letter, let me know.

DRS
"Tiffany Melvin" <tiffany@nascocorridor.com>



"Tiffany Melvin"
<tiffany@nascocorridor.com>
04/25/2007 01:40 PM

To "Dawn Sullivan" <dsullivan@odot.org>,
<dsullivan@fd9ns01.okladot.state.ok.us>
cc
Subject update?

Do you have any updates to report? How are things going up there? I know the timing on this may be difficult, but I have sent the attached DRAFT letter of support for NAFTRACS to Texas, Iowa and Minnesota, as well. Is this something you guys could sign? Let me know. It doesn't commit you to anything.

Tiffany

Tiffany Melvin
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May XXXX, 2007

Ms. Tiffany Melvin
Executive Director
NASCO
901 Main Street, Suite 4400
Dallas, Texas 75202

Dear Ms. Melvin:

As the XXXXXXXX of the XX Department of Transportation, and a member of North America's SuperCorridor Coalition, Inc. (NASCO), I understand that NASCO is about to implement a federally funded pilot program entitled NAFTRACS – the North American Facilitation of Transportation, Trade, Reduced Congestion and Security – that integrates current technology and security screening.

NAFTRACS is designed to ultimately create a NASCO Trade Corridor Management System (TCMS) that affords both visibility of commercial freight and freight asset threat assessment to facilitate secure and more efficient trade along the NASCO Corridor. The NASCO Corridor is generally centered on Interstate Highways 35, 29 and 94 in the United States and related connectors in Canada and Mexico. NAFTRACS will have the additional benefit of providing management tools for mitigating or minimizing traffic congestion.

To attain a comprehensive network of NAFTRACS monitoring of cargo traffic containers and other shipment modalities, XXDOT agrees to evaluate the use of XXDOT facilities with the intent to install commercial freight readers that are consistent with implementation of the NASCO TCMS program, and are designed to comply with relevant approved international standards. The technology contemplated at this time is a fixed reader that collects the location and status of specific items in transit – using either gated (pass by) or continuous tracking – from RFID tags. It then forwards this data to an integration site, or other host platforms for analysis.

Thank you for the leadership and efforts of NASCO on this important project. We look forward to participating and to hearing from you soon.

Sincerely,

XXXXXXXX
XX Department of Transportation