

A summary, based on the information contained in the proposals, of each of the three top-ranked firms follows:

Johnson Controls, Inc.

According to the firm, developing a future proof smart city program requires significant technological expertise and real world implementation experience. They have evaluated several potential partners and assembled a cohesive team that brings the smart city expertise, project experience, local utility knowledge and understanding of local stakeholders that will help turn Miami Beach into a smart island. As the team leader in the Smart Street Lighting project, Johnson Controls will be ultimately responsible for all aspects of the project design, financing, community outreach and implementation. CH2M brings their extensive smart city planning experience from around the country and the world. Hotwire Communications has implemented major related communications networks and will be the telecommunications manager. Infinite Source Communications Group brings established relationships with Miami Beach stakeholders from leading the public outreach efforts of several major projects.

With the experience of Johnson Controls, their partner firms and the key personnel they have dedicated to Miami Beach, they will help the City improve the lighting infrastructure to preserve the history and beauty of the city, establish appropriate light levels, and reduce energy and maintenance costs while maintaining the occurrence and density of sea turtle nesting through environmentally sensitive technology. The system will improve the safety of area streets by implementing a Johnson Controls solution focused on adaptable and expandable technology. A Johnson Controls lighting system is intelligent, adaptable and future ready and can be connected to other systems that monitor gunshot detection, street flooding, air quality, traffic flow and parking needed for a world class cultural entertainment tourism capital and international center for innovation and business.

Citelum US, Inc.

According to the firm, Citelum is a global expert with respect to Lighting Master Plans and has provided planning services to cities across the globe. Streetlights are no longer simply a means to light roadways and neighborhoods. The location of streetlight assets throughout the city means that a modern streetlight system can serve as a data communication network and the foundation of a truly "smart city." As such, it is necessary that such a network be robust enough not only to serve the City's current needs, but to serve them well for many years into the future as technology evolves. Citelum believes that its experience in designing and implementing world-class smart city solutions, as well as its partnership with Cisco, positions the firm to exceed the City's goals in implementing the solution sought by the City in its RFQ.

Cisco has worked with cities across the globe to create Cisco® Smart+Connected™ Communities solutions that accommodate the diverse conditions found in each city. The Cisco® Smart+Connected Digital Platform, part of the Smart+Connected Communities solution set, connects a city's digital services and infrastructure, from devices to applications, into a cohesive view that can easily extend to include other services. All that is required is integration with Cisco's APIs, and any sensor and application will function within one integrated, cohesive infrastructure. This allows seamless integration of technology currently on the market, as well as technology released in the future.

While the technology aspect of lighting is important to the future of the City, so are the functional and aesthetic aspects of its lighting. Citelum manages over 2.5 million streetlights around the world and believes that decades of experience uniquely qualify the team to ensure that the right light, for the right application, for every location of the City of Miami Beach is planned, installed

and maintained. Additionally, its global artistic lighting experience with such iconic structures as the Eiffel Tower, Tower Bridge in London and the Case Memorial Bridge over the Potomac in Washington, DC will allow it to bring unique and beautiful artistic lighting designs to Miami Beach.

Miami Beach Smart Lighting Partners (MBSLP)

According to MBSLP, the firm will lead, develop and deliver this innovative project, providing unparalleled collective experience. The firms that have come together to form the project team are all national and global leaders in smart city and lighting design, construction, asset management, maintenance and finance. The team believes this makes MBSLP uniquely qualified to deliver a state of the art, first of its kind smart lighting platform for the City of Miami Beach. This is the exact same team of companies is just days away from an on –time completion of the construction phase of the Metro Region Freeway Lighting P3 Project in Michigan (MDOT Lighting P3 Project). This ground-breaking project is the first LED roadway lighting public private partnership (P3) in the United States. With MBSLP, the City will benefit from a team that has recently worked together successfully gaining this profoundly relevant experience. Every best practice of the MDOT Lighting P3 Project, as well as the team's collective experience working on similar projects, will ensure a state of the art system, utilizing cutting edge technologies and exceeding the City and its resident's expectations for the project.

Their team also recognizes the strong desires for the City of have a robust and comprehensive stakeholder and local community outreach initiative, to listen and engage its citizens in the development of this project. To meet this important project need, their team has brought on Media Relations Group, LLC (MRG) to help facilitate that interaction. MRG will lead discussions, solicit feedback and input, provide education, information and customer support throughout the entire project.