

**Brent Colley**

**From:** Mulcahy, Lisa [Lisa.Mulcahy@xerox.com]  
**Sent:** Monday, May 11, 2015 11:57 AM  
**To:** Brent Colley  
**Subject:** Automated Speed Enforcement  
**Attachments:** Photo-Enforcement-Maryland-SHA-Case Study.pdf

Brent,

It was nice to meet you today via our phone conversation. Thank you for reaching out to Xerox to discuss your interest in Automated Speed Enforcement. I have noted my calendar for Thursday, June 11 to present information regarding Automated Speed Enforcement to include how it works, how revenue is generated and costs to operate the system. I hope this date will work for the Northwest Hills Council of Governments.

I have attached a one page case study for the State of MD Work Zone Speed program for your reference. This will provide you a high level overview how the automated speed enforcement system works. Below are some recent statistics regarding the MD Work Zone Speed program:

- Maryland program has had 1,118,618 citations paid over the last three years which has generated **\$44.8M in gross revenue.**
- Xerox has received approximately **\$6.5M** for services to operate the system over this three year period
- Xerox fee is structured as a fixed fee per enforcement unit deployed per month which covers all services based on the number of units deployed (no upfront fees required)
- In addition to the Xerox fee, program expenses for the state also include the following
  - Salary expense for law enforcement officers assigned to the program for approval of citations
  - Salary expense for State Highway Administration (SHA) staff involved in program oversight
  - Salary expense for SHA field staff involved in work zone oversight

Results

- Dropped speeding by 80% since 2009
- 7 per 100 drivers speeding in 2010; 2 out of 100 in 2014
- Fatalities went from 9 in 2009 to 3 in 2012; injuries from 827 to 640 = 25% drop
- Overall crashes from 1685 to 1392 = 17% drop

Xerox is an advocate of automated speed enforcement and will support the Regional Council of Governments in its quest for information that may support new legislation for an automated speed enforcement initiative in CT. As I mentioned, it would be timely to incorporate new automated speed enforcement legislation with the sizable highway infrastructure improvement initiative, especially if it could be accomplished in the Special Session scheduled in September 2015. I look forward to meeting with you and the other representatives of the Northwest Hills Council of Governments. Best regards, Lisa

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# 18,700 citations issued since the end of the warning period.\* Dangerous drivers put on notice.



## The Challenge

The number of crashes in work zones along expressways and freeways has always been a concern for the Maryland State Highway Administration (SHA). National statistics show that driving too fast for conditions is a factor in about one-third of all fatal crashes; about 13,000 people die each year in speed-related accidents. Speed is the number one contributing factor in work zone crashes, and nationally, more than 1,000 people die in work zones each year. That's nearly three deaths per day. Drivers who speed in work zones endanger themselves, their passengers and put the lives of roadside workers at risk by operating their vehicles recklessly, potentially creating hazardous conditions. Allocating more law enforcement officers was a practical long-term solution for the SHA, but there are associated hazards. For one thing, pulling motorists over in work zones is itself a risky activity. Speed cameras eliminate personal risk for law enforcement officers by capturing images of motorists driving 12 miles an hour or more over the posted speed limit and doing so without the need of exposing these officers to hazardous work zone traffic conditions.

## The Solution

The SHA turned to automated speed enforcement using Vitronic PoliScan<sup>SPEED</sup> scanning laser detection to monitor work zones frequented by motorists driving too fast for conditions. We chose the Vitronic PoliScan<sup>SPEED</sup> solution for its ability to determine the speed and position of every vehicle on the roadway without erroneous measurement—a crucial element in maximizing issuance in the highway environment. Xerox is the sole U.S. provider of this industry-leading technology, which uses scanning LIDAR to monitor up to five lanes of moving traffic, reliably identifying all vehicles exceeding the speed limit by predetermined thresholds.

Xerox vehicles, equipped with the Vitronic system, rotate among highway work zones to promote compliance with the posted speed limits ensuring the safety of both motorists and construction workers.

Our solution comprises end-to-end photo enforcement, maintenance of photo and detection equipment, violation processing, customer service and evidence management, public awareness campaigning and program management.

Since fall 2010, the beginning of the program, former SHA Administrator Neil J. Pedersen said his employees and contractors have noticed a decrease in vehicle speed in work zones where the cameras have been deployed. Pedersen said that SHA employees and contractors are pleased to have the cameras in work zones. "They've been very, very supportive of the program because they've seen that it has made a difference." The system has been widely endorsed by a variety of traffic safety groups, including the Insurance Institute for Highway Safety and the Governors Highway Safety Association.

## The Results

In July 2010 alone, our system issued upwards of 25,000 citations with the purpose of encouraging speed reduction and uniformity in work zones and deterring drivers from endangering themselves and workers who put their lives on the line to improve Maryland's roads.

With the recent addition of two more enforcement vehicles and the initiation of double shifts, the impact of using the LIDAR system should be realized through reduced speeds and safer work zones. A fifth vehicle was added in November of 2010.

## The Bottom Line

The State of Maryland wanted to protect its workers from injury and make roads safer for motorists passing through work zones. Workers are not the only ones potentially affected by motorists operating vehicles at excessive speeds; four out of five crash victims in work zones are people just getting from one place to another. To address the problem, the Maryland State Highway Administration (SHA) contracted with us to monitor work zones. Our photo enforcement solution produces results: we issued 18,700 citations between November 15, 2009 (the end of the warning period) and March 31, 2010.

\* Citations issued between November 15, 2009 and March 31, 2010.