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Will Britain  
Highways & Transport management Services,  
Community and Environmental Services Department  
Blackpool Council,  
Number One,  
Bickerstaffe Square,  
Talbot Road,  
Blackpool  
FY1 3AH

Date: 09/02/2018

Dear Mr Britain,

**Ref: Connected Vehicle Data – The Digital Inspector Bid**

Please accept this letter as confirmation that Gaist is very pleased to support the above project with the following package of resources.

- Software & hardware developers
- A dedicated team of Inspectors who can process the data and assist in the Machine Learning process
- Experts in the field in Video Surveying
- Experts in the field in AI & Machine Learning
- Experts on hand to help assist the partnership and help disseminate the learning from this project

I am confident that our existing background intellectual property comprising of; software, hardware and expertise relating to the use of vehicle mounted image collection systems will contribute significantly to the success of this project.

We are also involved in exciting work with the UKs largest insurer of Councils in using analytics from imagery to determine risk factors inherent within a road network. We feel this partnership will add real value in proving the process of 'digital' inspection techniques.

The value of our contribution equates to approximately £170,000, which we will commit to the project, should the bid be successful.

Our experience as a technology supplier to the Pothole Spotter trial as given us very relevant experience of the challenges involved in managing huge volumes of imagery. The

lessons learned on this project will add significant value to project and reduce the risk of failure.

I must make it very clear that any contribution made by us does not represent the transfer of rights to, or ownership of, any background IP developed and owned by Gaist.

Thank you again for recognising Gaist as the best partner for this bid and I wish you the best of luck with your application.

Yours Sincerely,

A handwritten signature in black ink, reading "Steve Birdsall". The signature is written in a cursive, flowing style with a large initial 'S'.

Steve Birdsall

Chief Executive, Gaist Group