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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