



27- 7/29/26

The State of New Hampshire
Department of Transportation



David Rodrigue, P.E.
Commissioner

Susan M. Klasen, P.E.
Assistant Commissioner

Michelle L. Winters
Deputy Commissioner

Her Excellency, Governor Kelly A. Ayotte
and the Honorable Council
State House
Concord, New Hampshire 03301

Bureau of Traffic
July 8, 2026

Requested Action

Pursuant to MOP 150 VII (C), the Department of Transportation, Bureau of Traffic requests authorization for a **Sole Source** purchase of specific roadside traffic classification system hardware parts from CLR Analytics Inc. (Vendor 379028) of Irvine, CA in the amount of \$128,880. This traffic classification hardware will be utilized in support of a project funded by a U.S. DOT SMART (Strengthening Mobility and Revolutionizing Transportation) Grant of which CLR Analytics, Inc. is a named partner for consulting under a sole source agreement (approved by G&C March 26, 2025, Item# 25) and for supply of necessary equipment, effective upon Governor and Council approval through September 30, 2026. **Funding is 100% Federal SMART Grant.**

Funding is available based on the following:

04-96-96-960515-3009

FY 2027

Traffic Operations

020-500241

Highway Materials

\$128,880.00

Explanation

This **Sole Source** request is justified because the Department of Transportation (NHDOT) has standardized on the VSign Smart Vehicle Classification System due to U.S. Department of Transportation, Federal Highway Administration (FHWA) approval, demonstrated past performance, and the benefits of standardized parts for supply consistency and uniform maintenance procedures. The VSign system is manufactured and supplied exclusively by CLR Analytics. The technology behind the VSign system—Inductive Loop Signature Technology (i-LST)—was developed by CLR Analytics through the sponsorship of the U.S. DOT's Small Business Innovation Research (SBIR) program, overseen by the FHWA. The FHWA is currently conducting a pooled fund study to accelerate the nationwide deployment of this technology.

The NHDOT evaluated the VSign system extensively under varying traffic and weather conditions in 2021 and 2022 before adopting it. The system is now deployed at 25 sites across New Hampshire, producing reliable traffic data for decision-making and FHWA data reporting. A VSign system typically includes traffic

counters, an edge computing device, a web power switch, a cellular gateway and its accessories, a weather station, and a cloud-based VSign-SWCloud5 software.

Your approval for this purchase is respectfully requested.

Respectfully,

A handwritten signature in blue ink, consisting of a stylized 'D' followed by a horizontal line.

David M. Rodrigue, P.E.
Commissioner

Attachment



DEPARTMENT OF ADMINISTRATIVE SERVICES
DIVISION OF PROCUREMENT AND SUPPORT SERVICES
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
CONCORD, NEW HAMPSHIRE 03301-6398

DATE: 05/29/2026

TO: CHARLES ARLINGHAUS, COMMISSIONER
DEPT. OF ADMINISTRATIVE SERVICES

Requester: Lee Baronas	Agency: DOT
Commodity: Traffic Systems	Vendor: CLR Analytics Inc
RFB/RFP/RFO (if applicable) N/A	Contract: N/A
Est. Amount: \$128,880.00	

IN ACCORDANCE WITH RSA 21-I:11, I(2)(B), IT IS HEREBY REQUESTED TO WAIVE THE COMPETITIVE BID REQUIREMENTS OF RSA 21-I:11, I(A)(3) AND ADMINISTRATIVE RULE 600 FOR THE FOLLOWING REASONS:

The Department of Transportation is requesting a sole source waiver for the purchase of specific traffic classification system hardware parts from CLR Analytics Inc in an amount totally \$128,000. This is a sole source as the VSign system is manufactured and supplied exclusively by CLR Analytics. The NHDOT has implemented VSign systems at 25 sites across New Hampshire. This waiver approval is contingent upon approval from the Governor and Executive Council.

SUBMITTED FOR ACCEPTANCE BY:

Matthew J. Russo
Digitally signed by
Matthew J. Russo
dn: cn=Matthew J. Russo,
o=State of New Hampshire,
ou=Department of Administrative Services,
email=ll@das.nh.gov,
c=US

PA / ADMIN / DEPUTY DIRECTOR
BUREAU OF PURCHASE AND PROPERTY

APPROVED FOR ACCEPTANCE BY:


DN:
cn=Gary S. Lunetta@das.nh.gov
h.gov
Date: 2026.05.31 09:24:20
-04'00'
GARY S. LUNETTA, DIRECTOR
DIVISION OF PROCUREMENT & SUPPORT SERVICES
ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER
THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE
REVISED STATUTES, ANNOTATED 21-I:14, XII.

 6-2-26
CHARLES M. ARLINGHAUS, COMMISSIONER DATE
DEPARTMENT OF ADMINISTRATIVE SERVICES

STATE OF NEW HAMPSHIRE
INTER-DEPARTMENT COMMUNICATION

DATE: April 30, 2026

FROM: Lee Baronas, PE
Bureau Administrator

AT (OFFICE): Transportation/Bureau of Traffic
Transportation

THRU: Susan Klasen, PE
Director of Operations

TO: Gary Lunetta
Director
Administrative Services/ Bureau of Purchase and Property

SUBJECT: Justification Memo – CLR Analytics Inc. VSign Hardware

MEMORANDUM

The Department of Transportation (NHDOT) is requesting a waiver for sole source purchase, including a waiver from the requirement to bid, for the purchase of specific traffic classification system hardware parts from vendor CLR Analytics Inc. (vendor 379028). NHDOT is seeking this waiver for a purchase totaling \$128,880.

NHDOT has standardized on the VSign Smart Vehicle Classification System due to U.S. Department of Transportation, Federal Highway Administration (FHWA) approval, demonstrated past performance, and the benefits of standardized parts for supply consistency and uniform maintenance procedures. The VSign system is manufactured and supplied exclusively by CLR Analytics. The technology behind the VSign system—Inductive Loop Signature Technology (i-LST)—was developed by CLR Analytics through the sponsorship of the U.S. DOT's Small Business Innovation Research (SBIR) program, overseen by the FHWA. The FHWA is currently conducting a pooled fund study to accelerate the nationwide deployment of this technology.

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The attached letter from CLR Analytics confirms that the company is the developer and sole manufacturer of the VSign Smart Vehicle Classification System, as well as the exclusive source and supplier of the system and its components in New Hampshire.

The purchase is in support of a project funded by a U.S. DOT SMART (Strengthening Mobility and Revolutionizing Transportation) Grant of which CLR Analytics, Inc. is a named partner for consulting under a sole source agreement (approved by G&C March 26, 2025) and for supply of necessary equipment.

Please advise if such a waiver may be granted for this purchase. I may be contacted by phone at 603-271-1680 or email at Lee.J.Baronas@dot.nh.gov. Your assistance is appreciated.

04/22/2026

RE: SOLE SOURCE LETTER

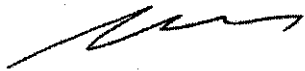
To Whom It May Concern:

This letter confirms that CLR Analytics Inc., located in Irvine, CA, is the developer and sole manufacturer of VSign Smart Vehicle Classification System and its parts.

In the State of New Hampshire, CLR Analytics Inc. is the sole source and supplier of VSign Smart Vehicle Classification System and its parts.

If you should have any questions, please contact me, Lianyu Chu, at either (949) 864-6696 or lcchu@clr-analytics.com.

Sincerely,



Dr. Lianyu Chu
President
CLR Analytics Inc.
lcchu@clr-analytics.com
949-864-6696

CLR Analytics Inc.
192 Technology Drive, Suite S
Irvine, California 92618
United States

9498646696
www.clr-analytics.com

BILL TO
NHDOT
Gordon Thompson
18 Smokey Bear Boulevard
Concord, New Hampshire 03301
United States

603-271-0390
Gordon.S.Thompson@dot.nh.gov

Estimate Number: 20260422E1

Estimate Date: April 22, 2026

Valid Until: June 30, 2026

Grand Total (USD): **\$128,880.00**

Items	Quantity	Price	Amount
VSign Hub VSign Hub with accessories, power adapter, and 5-year warranty	10	\$4,900.00	\$49,000.00
VSign Web Power Switch Pro VSign Web Power Switch Pro, pre-programmed to work with VSign	10	\$260.00	\$2,600.00
Weather/Air Quality Sensor Station VSign iAQBox Weather Station with 10 sensors, including air temperature, relative humidity, barometric pressure, light intensity, precipitation intensity, wind speed, wind direction, PM2.5, PM10 and CO2	21	\$3,680.00	\$77,280.00

Grand Total (USD): **\$128,880.00**

Notes / Terms

Updated quote for SMART grant Stage 1

CLR Analytics Inc.
192 Technology Drive, Suite S
Irvine, California 92618
United States

9498646696
www.clr-analytics.com

BILL TO
NHDOT
Gordon Thompson
18 Smokey Bear Boulevard
Concord, New Hampshire 03301
United States

603-271-0390
Gordon.S.Thompson@dot.nh.gov

Estimate Number: 20260422E1

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Items	Quantity	Price	Amount
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VSign Web Power Switch Pro VSign Web Power Switch Pro, pre-programmed to work with VSign	10	\$260.00	\$2,600.00
Weather/Air Quality Sensor Station VSign iAQBox Weather Station with 10 sensors, including air temperature, relative humidity, barometric pressure, light intensity, precipitation intensity, wind speed, wind direction, PM2.5, PM10 and CO2	21	\$3,680.00	\$77,280.00

Grand Total (USD): **\$128,880.00**

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04/22/2026

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If you should have any questions, please contact me, Lianyu Chu, at either (949) 864-6696 or lcchu@clr-analytics.com.

Sincerely,



Dr. Lianyu Chu
President
CLR Analytics Inc.
lcchu@clr-analytics.com
949-864-6696