

SECONDS MATTER

SAFETY SOLUTIONS



October 25, 2018

Proposal Worksheet For:

Harvey School District #152

Prepared By:

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Client Profile

Harvey School District #152

District Office

16001 Lincoln Ave
Harvey, IL 60426
708-333-0300

Prepared for: Matt Wilkinson Ed.D
Business Manager

Facilities:

Riley Early Childhood Center
16001 S Lincoln Ave
Harvey, IL 60426
708-210-3960

Bryant Elementary School
14730 S Main Street
Harvey, IL 60426
708-331-1390

Sandburg Elementary School
14500 Myrtle Avenue
Harvey, IL 60426
708-333-1351

Whittier Elementary School
71 E 152nd Street
Harvey, IL 60426
708-331-1130

Holmes Elementary School
16000 Carse Ave
Harvey, IL 60426
708-333-0440

Maya Angelou Elementary School
15748 Page St
Harvey, IL 60426
708-333-0740

Brooks Middle School
14741 S Wallace Ave
Harvey, IL 60426
708-333-6390

Introduction & Objective

SECONDS MATTER
SAFETY SOLUTIONS

Mission Statement

To provide a comprehensive life safety solution that dramatically improves response time and communication when human life is at risk.

Benefit Statement:

The BluePoint Life Safety Response Platform is the only Rapid Emergency Response System that provides the technology to aid both the life of the person/people being rescued and the first responder's life. By utilizing Bluepoint's patented intuitive activation devices and communication software, law enforcement and medical first responders are notified faster than a 911 call. The patented sophistication of the BluePoint Platform transcends stand-alone security measures like video surveillance, access control monitoring, building wide notification systems and real-time two-way communication to become the only Rapid Emergency Response System that will complement and complete your security strategies and procedures.

“The BluePoint Life Safety Platform does for Law Enforcement what fire alarms do for Fire Departments – saves lives.”

Chuck Gruber
Retired President of the International Association
of Chiefs of Police

“The immediate notification and real-time situational awareness provides both the victims and law enforcement the means to be safe.”

Dave LaFrancis
Active Police Officer and SWAT Team Member

Objective:

Harvey SD #152 with a cohesive Life Safety Response System.

Best Practice Methodology

Proactive Responsibility Method:



The following four phases, provide a comprehensive “Best Practice” approach for installing and integrating the BluePoint Life Safety Response Platform into Harvey SD #152:

Phase 1: Commitment

Comprehensive Training Sessions are held with the Administration, Board Members and Local First Responders to align strategy and policies to understand, manage and utilize the Blue Point System. These sessions also set the procedures and protocols for faculty, staff and students for drills and in the event of a real-time life-threatening activation.

Phase 2: Installation

Installation and “go-live” of the BluePoint Platform, Components and Software.

Phase 3: Integration Training

Key personal, faculty and staff receive training to understand how to utilize the BluePoint Life Safety Platform. In addition, local first responders are trained to integrate and utilize the system in the event of an activation.

Phase 4: Sustainability

System maintenance, testing and drills are scheduled on a regular basis to ensure the integrity of the system and efficacy of procedures. In addition, training for new hire faculty, staff and key personal are conducted on a regular basis.

Phase 1: Commitment

Comprehensive Strategic Training Sessions

These strategic planning sessions provides an overview the BluePoint Alert System. These sessions also detail the strategic Proactive Responsibility Method which provides a forum to collaboratively develop the guidelines, procedures and communicative policies to implement and integrate the BluePoint Life Safety Response Platform into a School District.

Recommended Attendees:

- Superintendent
- Board Members
- Safety/Security Director/s
- Safety/Crisis Team
- Human Resources Director
- IT Director
- Local Law Enforcement Leaders
- Local Emergency Response Leaders

A series of Proactive Responsibility Sessions are scheduled to collaboratively gather the following information and finalize strategic procedures and direction:

- Review and demo the BluePoint Life Safety Response Platform,
- Review current School Districts policies, strategies, procedures and protocols for armed intruder and other life-threatening emergency events.
- Modify and finalize School Districts policies, strategies and procedures for armed intruder and other life-threatening emergency protocols, drills and events.
- Discuss and review strategic placement of BluePoint activation points, strobes and facility wide announcement.
- Develop roles and responsibilities to manage and operate the BluePoint System on a daily basis.
- Identify key personnel to manage and operate the BluePoint System on a daily basis.
- Identify mobile device positions and personnel.
- Develop Proactive Responsibility messaging based to communicate to all faculty, staff, student body and their parents or guardians about the installation and integration of the BluePoint System.
- Development of training for all school district personnel.
- Scheduling of district wide training and drills.
- Formulation and completion of the Proactive Responsibility Manual.

Phase 2: System Installation

The following components and software are recommended:

BluePoint Gateways:

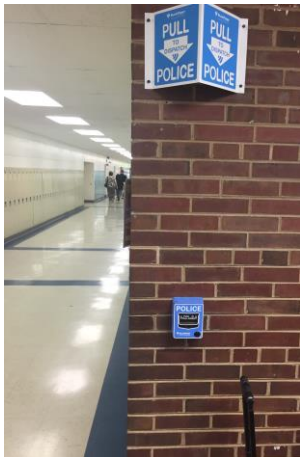
This device controls communications between the onsite systems and C2. It receives the incoming data from the network of pull stations and mobile devices as well as communicates out to the strobe lights upon activation. The Gateway uses supervised redundant communications paths to ensure communications offsite and provides various relays to interact with other building systems such as the PA and access control systems.

Wireless Network:

BluePoint uses an independent, supervised wireless network to connect pull stations and mobile devices to the Gateway. This mesh network operates in the 900 MHz band width and uses a unique frequency hopping, spread spectrum technology for enhanced security.



Activation Points:



Patent Pending

Pull Stations: The patented BluePoint pull stations are typically located in highly visible areas and are designed to be intuitive to use. Protective covers are available to prevent unintended handling.

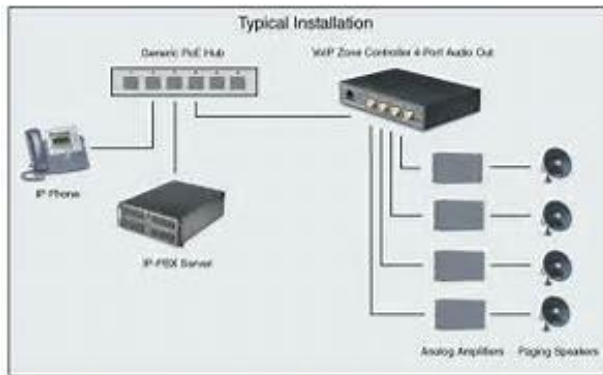


Mobile Devices:

These wearable pendants are designed for key individuals to wear throughout a facility or entire campus. These devices require both buttons be pressed simultaneously for activation.

Building Wide Notifications:

To alert all building occupants, BluePoint uses a combination of your PA or phone system messaging system along with BluePoint interior and exterior strobe lights.



The audible alert will inform and instruct occupants of a BluePoint activation and procedure. The strobe lights are an effective supplement to the announcement especially in areas with high ambient noise or where the announcement may not be heard such as outside.

Command & Control (C2) Incident Management Software:



C2 is a patented proprietary software developed specifically to provide critical information to resolve a crisis quickly and a means to communicate discreetly between:

- Law Enforcement
- First Responders
- Leadership Groups
- Command Group
- Building Occupants
- Employees/Students

Immediate Notification:

Upon a BluePoint activation, notifications will be sent immediately to all designated people through a combination of:



**Cell/Telephone
Recorded Message**



Text

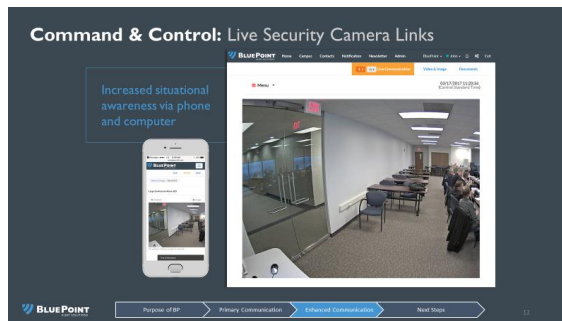
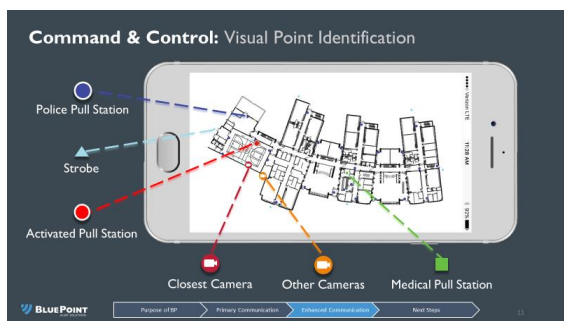
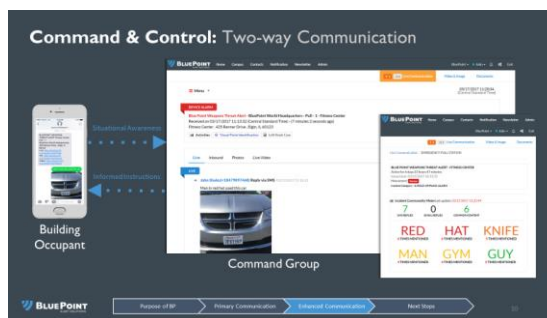
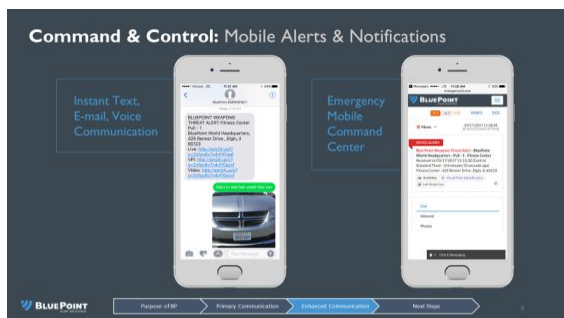


Email

Based on NFPA 101 Life Safety Code, Bluepoint's patented intuitive activation devices, notify law enforcement and medical first responders faster than a 911 call.

BluePoint provides both victims and first responders with real-time situational awareness. This can help eradicate the threat and empower victims and first responders with real time communication that can save lives and reduce the aftermath chaos.

Situational Awareness: A term law enforcement embraces as part of an Officer's knowledge, training and experience.



Recipients intuitively and immediately can respond to the text and/or email by simply replying with situational awareness as well as attendance, location, status and any other valuable information as to their status and/or the intruder.

Designated Command and Control Groups can also disperse electronic notifications like emergency check lists and instructions to those in need of such information, when they need it. In addition, designated Command and Control groups can send status checks to all victims that are in the system. Once a victim replies, the BluePoint system will report the reply and can often show the location of the victim depending on the features and capabilities of their phone.

Phase 3: Training Integration

Comprehensive Strategic Training

These training sessions provide key personal, faculty and staff with an overview and strategic direction of the implementation and integration the BluePoint Life Safety Response Platform. and C2 Emergency Response System. In addition, staff receive training and procedures for real-time panic situations.

Recommended Participants:

- Superintendent
- Board Members
- Safety/Security Director/s
- Safety/Crisis Team
- Human Resources Director
- IT Director
- Key Personal
- Teacher and Staff
- Facilities Maintenance and Kitchen Personnel
- Mobile Device participants
- Parents and Community
- Local Law Enforcement Leaders
- Local Emergency Response Leaders

Training sessions provide the following information and strategic direction:

- Review and demo the BluePoint Life Safety Response Platform,
- Review current School Districts policies, strategies, procedures and protocols for armed intruder and other life-threatening emergency events and drills.
- Review strategic placement of BluePoint activation points, strobes and facility wide announcement.
- Identify key personnel to manage and operate the BluePoint System on a daily basis.
- Identify mobile device positions and train personnel.
- Review messaging to communicate to all faculty, staff, student body and their parents or guardians about the installation and integration of the BluePoint System.

In addition, training is provided to local first responders to integrate and coordinate the BluePoint System with their existing procedures and protocols.

Phase 4: Sustainability



Investment

Harvey SD #152:

Riley
 Maya Angelou
 Brooks
 Holmes

Bryant
 Sandburg
 Whittier



The following components include installation, labor, materials, C2 set up, “go live” and training for Administration, Faculty and Staff:

- 7 BluePoint Gateways
- 36 Police Pull Stations
- 14 Medical Pull Stations
- 9 Interior Strobes
- 14 Exterior Strobes
- 35 Mobile Devices
- 7 PA Integrations
- Command & Control Software, Updates and Training
- Initial Comprehensive Training and Manual

The BluePoint Platform can support expansion of the system with more devices in the future.

Equipment Breakout per School	Gway	PPS	MPS	Mobile	I-Strobe	E-Strobe
Riley Elementary	1	4	2	5	1	2
Bryant Elementary	1	6	2	5	1	2
Sandburg Elementary	1	4	2	5	1	2
Whittier Elementary	1	6	2	5	2	2
Holmes Elementary	1	5	2	5	1	2
Maya Angelou Elementary	1	5	2	5	1	2
Brooks Middle School	1	6	2	5	2	2
Total	7	36	14	35	9	14

Includes a \$2,000 allotment for integration, programming and activation of PA system with current vendor. If total project exceeds \$14,000, Dolton-Riverdale SD#148 will be responsible for additional charges.

\$257,075.00

Lease Option:

\$4,984.40 per Month – 5 Years - \$1.00 Out Lease

In addition, the following annual and/or monthly or costs are associated with the BluePoint Life Safety Response Platform:



C2 – Command and Control UL Certified Central Station Monitoring

Includes:

- Five (5) Year Fixed Price Contract
- Eight (7) Facilities
- 24/7/365 Command and Control monitoring
- All Components Supervised 24/7/365
- Testing and System Maintenance - Eight (7) Facilities
- Annual Technical and Strategic Training
- District Wide New Hire and Refresher Training
- Two (2) Drills per School per School Year

Total Investment - \$245.00 per building per month

Investment per Student:

First 5 Years

Components & Software	\$4,984.40
Central Station Monitoring	<u>\$1,715.00</u>

Per Month **\$6,699.40**

Based on 2000 Students

\$3.49 per Student per Month

\$0.11 per Student per Day

After Year 5

Components & Software	\$0.00
Central Station Monitoring, Training, Drills & Maintenance	<u>\$1,715.00</u>

Per Month **\$1,715.00**

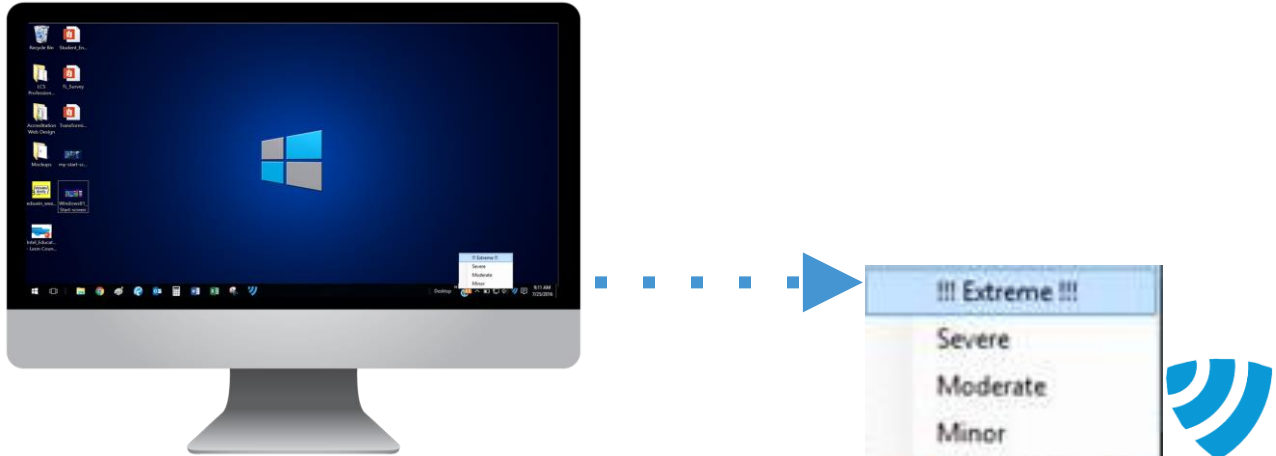
Based on 2000 Students

\$0.85 per Student per Month

\$0.03 per Student per Day

Included One Year Trial: Up to 300 Desktops

Computer Initiation: This program resides in the tray of a computer providing for quick, discreet initiation of either internal electronic notification or a full alarm.



Cost: Yearly License Fee per Computer:

1 to 99	\$84.00 per License per Year
100 to 299	\$72.00 per License per Year
300 to 499	\$60.00 per License per Year
500 and up	\$54.00 per License per Year

(Up to 300) # of Licenses X \$ (Free 1 Year) per License Fee = (\$0.00 One Year)

Carbon Monoxide Detection:

In accordance with Illinois law, Illinois schools must be equipped with carbon monoxide detectors or alarms. Carbon monoxide is an odorless, colorless, and tasteless gas that is near impossible to identify without a proper detector. It is caused by fuels not burning completely, including wood, gasoline, coal, propane, natural gas, gasoline, and heating oil in addition to poor combustionable flue exhaust.

According to Illinois State law and the National Fire Protection Agency (NFPA), carbon monoxide detectors must be located within 20 feet of a carbon monoxide emitting device. Alarms or detectors must be in operating condition and be inspected annually. A school is required to have plans, protocols and procedures in response to the activation of a carbon monoxide alarm or detection system.

The BluePoint Life Safety Platform can support and monitor the BluePoint Carbon monoxide detection sensor.



Cost:

Each Sensor programed and installed is \$845.00.

_____ **# of Sensors X \$845.00 = \$** _____

Included One Year Trial Gun Shot Detection: 7 Sensors

The BluePoint Life Safety Platform can integrate and support AmberBox's gunshot detection technology. AmberBox uses cutting-edge tri-factor authentication to immediately and precisely detect and respond to gunshots.

Tri-Factor Technology consists of:

1. **Percussion** – Detects two distinct audio signatures produced by a gunshot: the muzzle blast and bullet shockwave.
2. **Infrared** - Sense the muzzle flash of a gunshot caused by the combustion of gunpowder mixing with ambient air.
3. **Sound** - Utilizes patented machine learning analysis to compare sounds detected against a database of thousands of gunshot samples, stored on every detector.



Machine Sounding

Cost:

Monthly License Fees per Sensor:

1 Sensor per Facility \$120.00 per Month per Sensor and Gateway.
Installation per Sensor and Gateway \$220

2 to 5 Sensors per Facility \$75.00 per Month per Sensor w/ 1 Gateway per Facility.
Installation per Sensor and 1 Gateway per Facility - \$175 per Sensor

6 or more Sensors per Facility \$60.00 per Month per Sensor w/ 1 Gateway per Facility
Installation per Sensor and 1 Gateway per Facility - \$145 per Sensor

**(1) # of Sensors per Facility X \$ (Free 1 Year) per Sensor = (\$0.00) per Month
(\$0.00) Installation**

IN WITNESS WHEREOF, the parties have executed this Proposal on the day and year first above written.

Seconds Matter Safety Solutions, Inc.

By: Milos Klipic

Its: Executive Director

Date: _____

Signature: _____

and

Harvey School District 152

By: Matt Wilkinson

Its: Business Manager

Date: _____

Signature: _____

BluePoint Reference List

Dolton Riverdale School District 148
708-841-2290
Dr. Kevin Nohelty - Superintendent

Lombard School District 44
630-827-4400
Dr. Ted Stec – Superintendent

Flossmoor School District 161
708-647-7038
Mrs. Fran Labella – Business Manager

Park Forest School District 163
708-668-9475
Mr. David Ricker – Business Manager

Hinsdale Township HS District 86
630-655-6108
Dr. Bruce Law – Superintendent

Lyons Township
708-579-6300
Kevin Brown - Principal

Downers Grove
630-795-8500
Dr. Hank Thiele

Putnam County School District 535
815-882-2800
Mr. Carl Carlson – Superintendent

North Shore School District 112
224-765-3450
Mr. John Fuhrer – Superintendent

Northbrook School District 28
847-805-3401
Mr. Larry Hewitt – Superintendent

Burlington School District 301
847-464-6005
Dr. Todd Stirn

Sycamore School District 427
815-899-8103
Mrs. Kathy Countryman

Lake Villa Community High School District 117
847-395-9001
Mr. Ryan Miles