

# **SECONDS MATTER**

SAFETY SOLUTIONS



**February 25th, 2019**

## **Proposal For:**

**Joliet Township High School District 204**

## **Prepared By:**

Michael Carmine  
Executive Director  
Seconds Matter Safety Solutions, Inc.  
9227 Gulfstream Road  
Suite D  
Frankfort, IL 60423

# Table of Contents

<b>Client Profile</b>	.....	<b>1</b>
<b>Objective &amp; Introduction</b>	.....	<b>2</b>
<b>Best Practice Methodology</b>	.....	<b>3</b>
<b>Phase 1</b>	.....	<b>4</b>
<b>Phase 2</b>	.....	<b>5</b>
<b>Phase 3</b>	.....	<b>9</b>
<b>Phase 4</b>	.....	<b>10</b>
<b>Investment</b>	.....	<b>11</b>
<b>Optional Features</b>	.....	<b>14</b>
<b>Proposal Signature</b>	.....	<b>17</b>

# **Client Profile**

## **Joliet Township High School District #204**

### **District Office**

300 Caterpillar Drive  
Joliet, IL 60453  
815-727-6970

**Prepared for:** Ilandus Hampton  
Assistant Superintendent

### **Facilities:**

Joliet Central High School  
102 East Jefferson Street  
Joliet, IL 60435  
815-727-6750

Joliet West High School  
401 North Larkin Ave  
Joliet, IL 60435  
815-727-6950

Joliet Township High School Transition Center  
131 North Collins Street  
Joliet, IL 60435  
815-727-6807

Joliet Township High School Alternative School/Infant Childcare  
110 Collins Street  
Joliet, IL 60435  
815-727-6998

# **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 existing 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:**

**Provide Joliet Township High School District 204 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 Joliet Township High School District 204:

### **Phase 1: Commitment**

Proactive Responsibility 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 are designed to weave the BluePoint Technology Platform into the districts existing procedures and protocols for faculty, staff and students.

### **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 an annual basis.

## **Phase 1: Commitment**

### **Proactive Responsibility Strategic 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.
- 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.
- Identify key personnel to manage and operate the BluePoint System.
- Identify mobile device positions and personnel.
- Scheduling of district wide training and drills.

## **Phase 2: System Installation**

The following components and software are recommended:

### **BluePoint Gateways:**

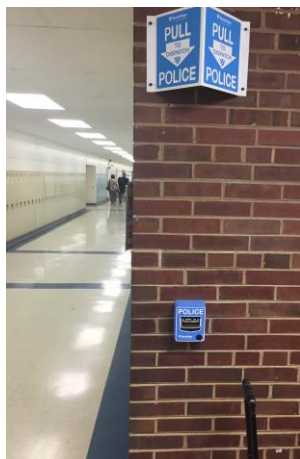
This device controls communications between the onsite systems and C2. It receives the incoming data from the network of pull stations and mobile devices as well as communicates out to the strobe lights upon activation. The Gateway uses supervised redundant communications paths to ensure communications 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:**



**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.

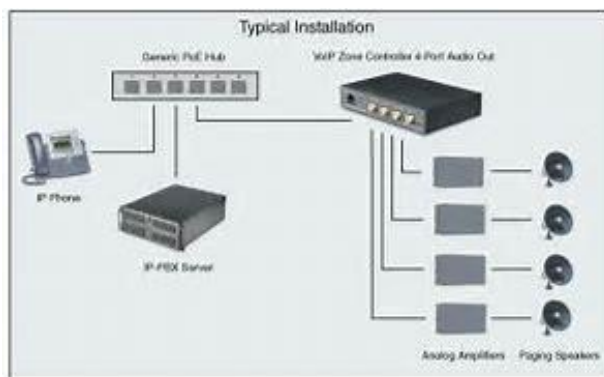


### **Mobile Devices:**

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**

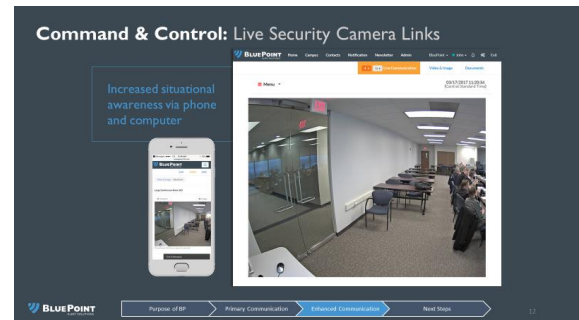
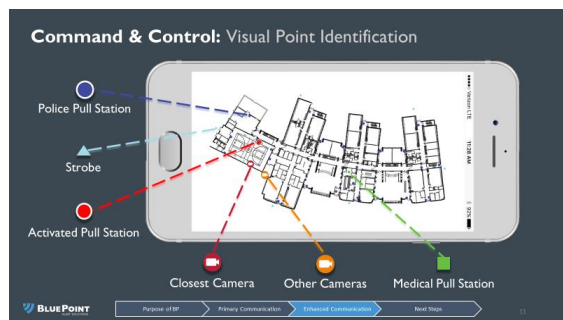
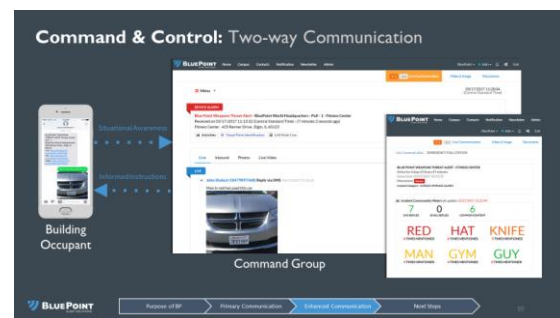
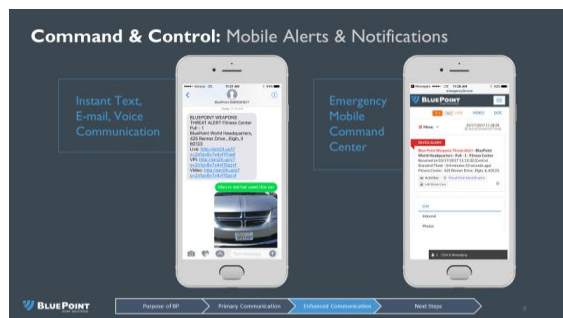
**Text**

**Email**

## Recorded Message

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.



Recipients can respond intuitively and immediately 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**

### **Proactive Responsibility 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.

#### **Recommended Participants:**

- Superintendent
- Board Members
- Safety/Security Director/s
- Safety/Crisis Team
- Human Resources Director
- IT Director
- Teacher and Staff
- Facilities Maintenance and Kitchen Personnel
- Mobile Device participants
- 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.
- 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

## Joliet High School District 204

Joliet Central High School  
Joliet Central High School Transition Center  
Joliet Central High School Alternate School/Infant Child Care  
Joliet West High School



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

- 5 BluePoint Gateways
- 73 Police Pull Stations
- 29 Medical Pull Stations
- 32 Interior Strobes
- 15 Exterior Strobes
- 23 Mobile Devices
- 3 PA Integrations
- Command & Control Software, Updates and Training
- Proactive Responsibility Strategic Sessions and Manual

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

<b>BluePoint Breakout per School</b>	<b><u>Gway</u></b>	<b><u>PPS</u></b>	<b><u>MPS</u></b>	<b><u>Mobile</u></b>	<b><u>I-Strobe</u></b>	<b><u>E-Strobe</u></b>
Joliet Central HS	2	37	17	12	13	8
Joliet Central HS Transition Center	1	1	1	1	1	1
Joliet Central HS Alternate/Infant	1	6	2	2	2	2
Joliet West HS	1	29	9	8	16	4
<b>Total</b>	5	73	29	23	32	15

**\$316,050.00**

### **Lease Option:**

**~\$6,015.60 per Month – 5 Years - \$1.00 Out Lease**

## Annual Costs:

In addition, the following annual 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
- Four (4) Facilities
- 24/7/365 Command and Control monitoring
- All Components Supervised 24/7/365

**Total Investment - \$10,500 Annually**

System Training and System Maintenance:

- Annual Testing School Drill and New Hire / Refresher Training

**Total Investment - \$6,600 Annually**

- Service Calls and Hardware Replacement

**Total Investment - \$125/hour + Parts and Materials**

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

**Seconds Matter Safety Solutions, Inc.**

**By: Michael Carmine**

**Its: Executive Director**

**Date:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**and**

**Joliet Township High School District #204**

**By: Ilandus Hampton**

**Its: Assistant Superintendent**

**Date:** \_\_\_\_\_

**Signature:** \_\_\_\_\_