

**SCHOOL SAFETY &  
EMERGENCY PREPAREDNESS  
PROPOSAL**

Provided by





## Thank You

Thank you for this opportunity to present a solution benefitting school safety at your district. In this document you will find a brief background on our company, details regarding the solution we are proposing and pricing information.

We look forward to working with you and your team as you continue to build a culture of safety. Please contact me directly with any questions.



Focusing solely on emergency preparedness for K-12 schools gives us keen insights into the challenges administrators and staff face. Not to mention, several of us have decades of experience as school administrators ourselves!

Today, it's not a question of if, but a matter of when you or your staff will face an emergency. The outcome of each situation is highly dependent on your level of preparedness. Our goal is to leverage technology as a tool to help schools achieve higher levels of preparedness and give you peace of mind.

To add to your peace of mind, read what some of our customers have to say!

*"They are a partner in this process, helping us provide an environment that is safe, secure and conducive to learning."* **Timothy J. Spinner, Assistant Superintendent, Kings Local School District**

*"NaviGate Prepared was the system we'd been looking for: It was comprehensive, but not overwhelming. And best of all, it would make our process more efficient without adding more work for our staff. We started using it three years ago, and it changed our entire outlook and process."* **Jim McKay, Superintendent, Community High School District #117**

*"You have to prepare for when bad things happen. I've had principals say to me, 'This won't happen to us; we're too rural.' But geography will not save you from tragedy. I know that better than anyone. NaviGate Prepared puts all the information we need at our fingertips. It helps us with our system-wide safety planning, but it has also changed the way we conduct drills."* **Wanda Shelton, Director of Associate Leadership Institute, Tennessee Organization of School Superintendents**

*"Why NaviGate Prepared? It's simple. We selected it because of the different features it provides above and beyond general security. The solution offers a product that can consolidate all of the emergency contingency plans and processes in one place."* **Kevin Richmiller, Director of Technology, City of St. Charles School District**

*"As soon as an emergency call comes in, our first responders and 911 dispatchers can open a school's NaviGate Prepared system and pinpoint exact locations of emergency resources, identified exits and more through the 360-degree photos, which are actually viewable from within the system's building maps and floor plans."* **Orvis Campbell, Sheriff, Tuscarawas County**

These are just a few of our customers leading the way in school safety. Read their complete stories and many more [here](http://www.navigateprepared.com).

## School Safety & Emergency Preparedness Solution

The following represents the primary challenges and goals school districts have when it comes to safety and emergency preparedness.

School District Challenge/Goal	NaviGate Prepared Solution
<b>Achieve timely and accurate submission of drill log information as required by state law or other authorities</b>	<p>The Drill Logs module provides simple drill log scheduling for each building principal ensuring all required drills are scheduled. We strongly recommend scheduling all drills at the beginning of the school year.</p> <p>The state-required data fields are built into your Drill Logs module simplifying and streamlining the process of logging drills as soon as they are complete.</p> <p>Multiple types and formats of reports are easily generated for submission to the appropriate state agency. <i>Note: it is the school district's responsibility to submit reports, NaviGate Prepared is unable to submit any reports or data on your behalf.</i></p>
<b>Gain greater value from drills</b>	<p>The Drill Scenarios built into the Drill Logs module provide two critical ways to build engagement into your drills. First, scenarios help empower your staff to initiate a drill or alarm. Considering staff greatly outnumbers principals in any building, it is far more likely they will encounter an emergency. Therefore, giving them the opportunity and training to initiate an alarm is vital to your preparedness. Drill scenarios are available as text and audio and provide a specific situation for staff to react to and initiate the proper procedure.</p> <p>Secondly, because drill scenarios provide a specific situation, staff and students can put the drill into context making reactions more real rather than simply going through the motions. Everyone is more engaged in the drill and you are better able to assess how they would react in an actual situation.</p>
<b>Ensure everyone has access to the most accurate information regarding our safety plan and procedures. Also, minimize effort associated with updating such documents.</b>	<p>The Safety Plan Wizard includes the state-required (or FEMA) safety plan template. Using a fill-in-the-blank process you and your team can build your safety plan (or upload your existing plan) and the Wizard will place the information in the proper section of the safety plan. Likewise, when something needs to be changed or when you are rolling your plan over from one school year to the</p>

	<p>next, you make the change in one place and the Wizard updates it throughout the document. The safety plan is located in a secure, cloud-based environment and is accessible to those you designate.</p> <p>Derived directly from the Annexes of your safety plan, the emergency procedures form the basis of the Flipchart module within NaviGate Prepared. Available on the mobile app, Flipcharts give your complete staff access to your emergency procedures right at their fingertips. Now you can eliminate printing costs of hard copy flip charts and ensure everyone has accurate, up-to-date information.</p>
<b>Organize all safety documents in a secure location</b>	Outdated procedures and inaccurate information can have a tremendous impact on outcomes of an emergency. The Virtual Binders module provides version control and a single secure storage location for all your safety documents.
<b>Collaborate with local first responders helping to ensure rapid, effective response to emergencies in your district</b>	<p>Interactive maps and floor plans created by our OnSite team provide comprehensive safety information, including location and images of all exits, shut-off valves, lock boxes, life safety equipment and much more. This gives first responders access to valuable data to prepare for and perform tabletop exercises while enhancing their knowledge of your unique school district.</p> <p>Additionally, your own staff benefits from the detailed, interactive maps during safety training and tabletop exercises.</p>
<b>Empower staff during an emergency</b>	From initiating drills to accounting for students, by name, NaviGate Prepared helps empower your staff with critical safety information right in their hands. The Respond module syncs with your Student Information System giving staff direct access to class rosters so they can account for students by name. Knowing exactly who is unaccounted for can save valuable time and resources during an emergency.
<b>Enable critical communication between staff and administrators during a drill or an emergency</b>	Secure text messaging between staff and administrators instills a high level of confidence in decision making and taking action. The Respond module provides this method of communication to facilitate effective response and peace of mind.

Our development team makes regular updates and incorporates new features and functionality into the NaviGate Prepared platform. All customers, in good standing, receive such updates and features as part of the license and renewal contract.



## Onboarding & Customer Success

To help ensure the success of your staff in implementing and integrating NaviGate Prepared into your school safety initiatives, a Customer Success specialist will provide guided instruction via telephone/live webinar training and email support.

Category	Feature	Launch Assist
<b>Basic</b>	Project Management	√
	SIS Integration	√
	Site Setup	√
	Phone Training Hours	4
	Unlimited Email Support	√
<b>Safety Asset Build</b>	Safety Plan – Integrate existing plan	√
	Flipcharts – Create one (1) district-wide flipchart	√
	Drill Requirements – Ensure state and/or district drill requirements are enabled	√
<b>Continued Success</b>	Post-Launch - Monthly 30-Minute Coaching Calls Includes site audits, new features, compliance updates, safety goals, etc.	√
	FREE Access to Camp NaviGate	√
	Summer Safety Academy (\$50 discount per attendee)	√

Upon acceptance of this proposal, our team will work with you to identify next steps and scheduling.

## NaviGate Prepared

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Email: info@navigateprepared.com

## Quotation

**Quote #:** Q-00146  
**Date:** Jan 24, 2018  
**Expires On:** Apr 27, 2018

**Ship To**  
Newport Independent  
301 E Eighth St  
Newport, KY 41071

**Bill To**  
Newport Independent  
301 E Eighth St  
Newport, KY 41071

SALESPERSON	EXT	EMAIL	DELIVERY METHOD	PAYMENT TERMS
Thom Jones	x	thom.jones@lauren.com		Net 30

Scenario Videos will be added at NO Additional Cost

QTY	PART #	DESCRIPTION	UNIT PRICE	DISC (%)	EXTENDED
1.00	HS-OS-1YR	High School OnSite Service	USD 6,000.00		USD 4,000.00
1.00	LIC-1YR	1 Year License for NaviGate Prepared	Included		USD 0.00
2.00	ES-OS-1YR	Elementary/Intermediate/Primary School OnSite Service	USD 3,500.00		USD 6,000.00
2.00	LIC-1YR	1 Year License for NaviGate Prepared	Included		USD 0.00
DISCOUNT:					USD 3,000.00
TOTAL:					USD 10,000.00

### Rewewal Information

Annual Renewal: \$1,500 per building

### Terms & Conditions

OnSite services are available only in conjunction with the NaviGate Prepared license.

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

**Effective Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**Name (Print):** \_\_\_\_\_

**Title:** \_\_\_\_\_

Please sign and email to Thom Jones at thom.jones@lauren.com

**THANK YOU FOR YOUR BUSINESS!**