Pricing Detail and Scope of Work

Price Schedule | Budgetary Proposal

Innovation is never finished. At Status Solutions we pride ourselves on our commitment to providing not only the leading capabilities of today but growing with our customers and working hand in hand to overcome the obstacles ahead, together. The Innovation Program gives districts the opportunity to partner with Status Solutions and provides ongoing access to unlimited software licensing of our newest and most advances solutions, as situational awareness evolved over time. The Innovation Program is an annual subscription agreement which includes all solutions listed below:

SARA (**S**ituational **A**wareness and **R**esponse **A**ssistant) **Software** is an automated alerting platform that integrates disparate alarm and communication systems for centralized monitoring, alerting and reporting. Ensuring that critical data is collected, processed, analyzed and delivered to the right people so they can address an unfolding situation appropriately. Inefficient, stand-alone alarms are converted into real-time, detailed notifications delivered to individuals, select groups/response teams or larger populations via the designated communication end points. Our innovation agreement includes the SARA software which can either be deployed in a virtual environment or Status Solutions can host the software in the cloud.

Because of our expertise in computer-telephony integration (CTI), we can make your existing networks, devices and other software systems work together, to enhance life safety, security, environmental monitoring and mass notification. This interoperability means that legacy technology investments don't have to be ripped out and replaced. In fact, their utility usually is expanded through integration with **SARA**.

SARA Mass Notification – A mass notification application for effective alerting for various notifications to an unlimited number of contacts and alert devices.
- **Quick Messages –** A mass notification capability that enables the creation of emergency alerts or specials announcements that can be scheduled for a future date/time OR sent out immediately to any user device registered in SARA.
- **Clouded Mass Notification Dashboard** is a web-based, mobile-friendly dashboard that allows users to easily send mass notification alerts from anywhere, regardless of the status of your local SARA server.

SARA's eMessenger an advanced alerting capability that extends mass notification to desktops and mobile devices, enabling emergency as well as non-emergency information to be delivered as a browser-based pop-up alert to PCs and smartphones. These pop-up alerts may contain text, audio, video footage or maps and always show up in a window regardless of application use.

Security Awareness Management (SAM) is an interactive management tool for current security systems and cameras. SAM will tie into your existing security systems for easy access, management and viewing. SAM is designed to work with what you already have in place making it easy to enhance and improve safety.
SAM provides:

- o Interactive mapping for door locks, intrusion detection, cameras, access control, and other security and environmental sensors that will display areas in alarm and provide click to "live" camera views
- o Proactive alerts that include alert data, as well as, display user defined items such as response protocols, site maps, evacuation plans, etc.
- o Management tools that log user access to systems and allow post-event evaluation of adherence to response protocols
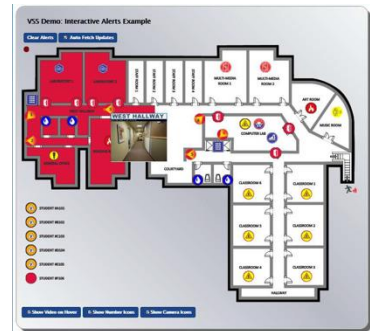

Video Paging allows you to deliver live video from IP-connected cameras to a dashboard view on desktop and mobile devices for eyes on unfolding events to decrease response time and improve staff effectiveness.

As an extension of our SARA platform we also have **MIMI** (Merging Information into Meaningful Insights). **MIMI** incorporates the most relevant data with our solution suite and presents it on an analytics dashboard. **MIMI** provides the right information to the right people at the right time. Data from student attendance, surveys, grades, anonymous reporting, extracurricular activity, and more can all live within **MIMI** for a single dashboard of data.

CATIE (**C**ommunication and **A**ccess to **I**nformation **E**verywhere) **–** CATIE is an all-screen solution that enhances communication, day-to-day efficiencies, safety and data analysis.
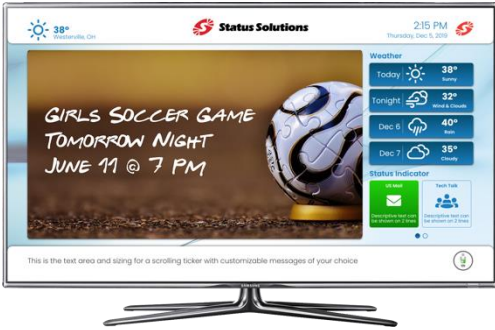
CATIE TV is an electronic bulletin board/digital signage platform that enables content to be pushed to a facility's televisions and/or computer monitors.

CATIE TV includes a carousel to display rotating slides with information and graphics, weather information and status indicators.

CATIE TV can also be utilized as an alert device for real time alerts and notifications


CATIE Web can be accessed from a user's personal computer, smartphone or tablet to view all of the information available through the district.
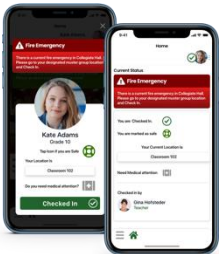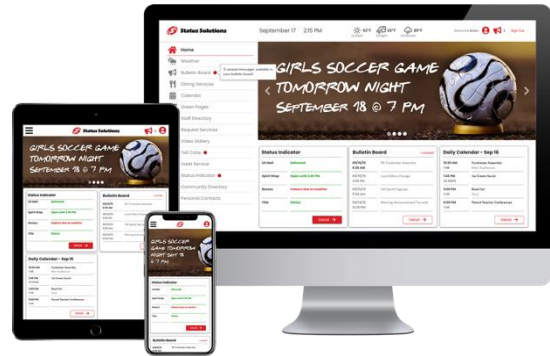
CATIE Mobile for Students enables your students an easy way to communicate their safety in any emergency situation. Being able to check-in, mark current location and safety improvements. **CATIE Mobile for Students** can be used to notify students who are outside of the building away for lunch, at another location for a specific class, etc. **CATIE Mobile** allows student to communicate in real time his/her whereabouts in an emergency situation.

CATIE Mobile for Advisors can track all safety metrics for students and allows them to check-in, mark safety, set location and designate medical assistance for any student across the school.
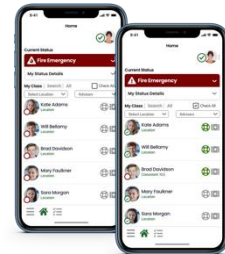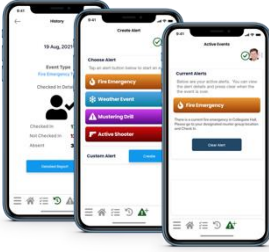
CATIE Mobile for Administrators gives the same tools as the Teacher version but also gives Admins a way to view reports for emergency events. They can even trigger events directly from the mobile application and track safety measures.

The **CATIE Mobile Admin Portal** is your web-based tool to administer the entire CATIE application.

Here you can:
- Add students and users
- Create groups
- Configure servers
- Track current emergency situations in real-time
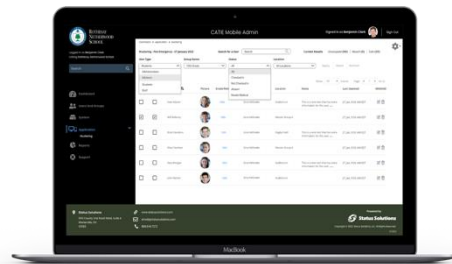
Software Maintenance with the Innovations Program

- Access to Status Solutions' Support Help Desk
    - Priority access to the phone support queue
    - 24/7 accessible help desk
    - Emergency remote assistance
- Remote Monitoring with our in house Network Operations Center
    - Daily programming backups and weekly event history backups
    - Remote system monitoring
    - Active notification of major system error
- Unlimited training sessions with system specialist
    - Software maintenance and upgrades available at least one per year (more if necessary by Status Solutions team)
- Ongoing assessment of technology freshness
- Status Solutions Network Membership
    - Digital representation (if desired) through our Status Solutions Network Directory
- Exclusive invitation to "FYI: for your innovation" members only forum

Innovation Agreement				
Product	**Product Description**	**Qty.**	**Sales Price**	**Total**

SSINNOVATE	Innovation Agreement	1	$ 18,000.00	$ 18,000.00
SSINTEGRATION	Any integration (one time fee)	1	$ 2,795.00	$2,795.00

Additional hardware may be necessary for system integration where system is not connected to the network. If a wearables/hardware is desired, additional fees will occur. Engineering discovery will be required around floor plans, classroom and teacher count, etc for accurate hardware pricing.

Innovate Funding Opportunity for Schools!

For over 22 years, Status Solutions has been a veteran in providing situational awareness technology solutions across the US and Canada. When it comes to k12, its hard to ignore the facts that funding just isn't there. Status Solutions Network is a sister community to Status Solutions; Status Solutions network is a franchise opportunity that takes connectivity one step further by providing communities that care with a way to support schools and other local businesses. The Status Solutions Network empowers communities to support and connect with each other, all from a virtual office. Local businesses, like restaurants, donut shops and doctor's offices in a county/district can sign up for a Status Solutions Network Membership. Much like any chamber of commerce or better business bureau membership, that local business would gain access to a unique advertising opportunity via our digital network directory and parent company Status Solutions. The digital network directory gives members an opportunity to reach a national audience and gain access to advertise to a specific target audience through a technology platform used by organizations throughout their community. 50% (or more) of that membership fee goes directly back to the local school.

Scope of Work

Scope of Work/Proposed Plan

Status Solutions will provide and install comprehensive situational awareness/risk management middleware called Situational Awareness Response Assistant ("SARA"). SARA can run either in the cloud, within a virtual environment or on a physical supported server. SARA enables schools to operate more safely and efficiently by monitoring diverse components and systems within a school building or district.

Specifications for Environment Requirements

- o Virtual Machines ("VMs") must:
    - o Run under a type 1 hypervisor (ie ESXi, Hyper-V, Xen, etc)
    - o Storage Must be fault tolerant
    - o Provide <u>reserved</u> access to VM resources

Minimum *Reserved* Hardware Specifications
SARA Server specs   o 4 cores o 4 GB RAM o 100 GB storage o Operating System: Windows Server 2016 Standard or Windows Server 2019 Standard

Asterisk (SIP) Server specs

- o 1 core
- o 1 GB RAM
- o 20 GB storage
- o Operating System: CentOS 6.5
- o Status Solutions will provide a server image

*NOTES:

• All systems should have Universal Power Supply Battery Backup to prevent sudden loss of power.

• While a site could choose not to use RAID, it is recommended that they use RAID 1 or RAID 10, for respective redundancy, or redundancy and performance gain. Sites should NOT be using RAID 5, the parity that it uses is very bad when it comes to unrecoverable read errors. If a RAID controller is in use, it would be best to use one with cache. As the absence of cache can cause considerable write I/O overhead. Especially with using a type of RAID with parity or mirroring.

At Status Solutions we say that any button can be a panic button, our goal is to work with the tools already available- a panic button can be anything from an application on a phone, hot keys on a computer, an extension on the telephone, a physical button on a wall or a mobile button that a staff member can carry. Every district operates a little differently and through our mass customization model, our intent is to design a solution that works best for the district. By providing instant automated alerting on important events, SARA empowers school officials to act in a timely manner when an event occurs. Monitored events can range from the most mundane events like an overflowing toilet, to events involving life safety.

The Status Solutions engineering team will do discovery with the district, document current situation and desired outcomes, design a solution for seamless delivery. Once the district has approved of designed solution, our engineering and project management teams will work to deploy. For many districts, application and web based virtual panic buttons are desired to meet the recently passed Alyssa's Law mandate. The Status Solutions development team is actively working with single sign-on organizations on an integration for ease of use with teachers and administrators. Our partnership does not stop there, we want to work with districts on developing long term plans to achieve situational awareness.

With much of the solution being software based, our remote connection tools allow the Status Solutions implementation team to do much of the heavy lifting for initial installation. Data collection form the district is crucial for the implementation phase. Student information system integrations can be a benefit in leveraging data for real time data capture. Status Solutions has worked with some, but not all student information systems.

New integrations are evaluated on a case-by-case basis and capabilities.

Alerts from SARA can be reported to a wide variety of communication technologies including (but not limited to) PBX telephones, cell phones, two-way radios, PA systems, PC work stations, digital signage, smart boards and more. It is vitally important that staff receive alerts quickly and reliably. By having the ability to provide alerts in both text, voice and video format, SARA provides tremendous flexibility.

SARA's emergency notification system will monitor, alert, report, and integrate onto various platforms and devices—providing District staff with even more details about a triggering event by incorporating video pages into desktop alerts. SARA's integration platform enables any life safety, security, or environmental alarm to be video-enabled. Therefore, video footage or a floor map can be associated with a triggering event so users can view an unfolding situation to better inform their responses. Alerts messages can be customized, alert groups can be designed and escalation or "call trees" can be put in place depending on the event. With an integration into access control, SARA can automatically lock doors when a lockdown has been initiated.

Status Solutions Network Operations Center
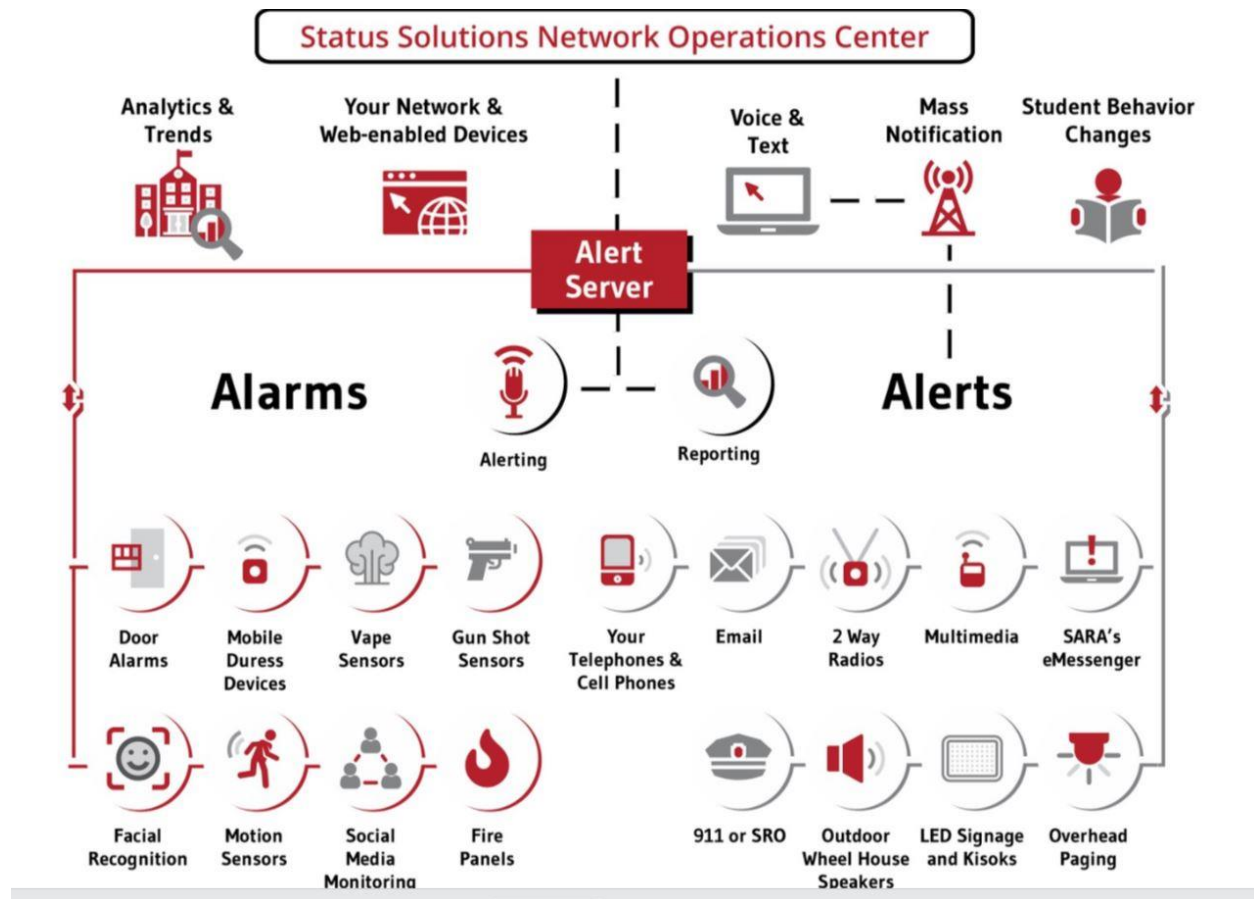
SARA also has the capability of scheduled alerts. This can be very useful to remind staff to preform scheduled maintenance. Changing consumable products such as light bulbs, filters, batteries, cartridges, or other items is often a reactive process. The shift to more preventative maintenance can be facilitated with the alert reminder feature.

Who can benefit?

School boards, Superintendents, Business Managers, Technology Coordinators, Facilities Directors, Safety and Security Directors, Maintenance/Custodial Departments, Principals, Teachers, Students, Bus Drivers, Cafeteria Workers, Parents and more.