SCHOOL SAFETY AND SECURITY | TEA Texas Education Agency

VENDOR DIRECTORY

Spring 2025

Emergency Response Campus Mapping

LEAs are not required to use service providers on this list. This list is provided for informational purposes only.

Emergency Response Campus Mapping Vendor Directory

In accordance with TEC, §48.115(c-1), the Office of School Safety and Security at the Texas Education Agency is providing a directory of approved vendors of school safety technology and equipment that local education agencies may select from when using school safety allotment funds.

Service providers on this list are eligible for inclusion on this list if they provide information to TEA indicating they meet specific requirements and criteria. LEAs that wish to engage any of these service providers should independently verify that the service providers are able to provide the services that the LEA needs.

Emergency Response Campus Mapping - State Requirements

- **School systems must develop and maintain an accurate site layout and exterior and interior door designation document for each instructional facility that identifies all exterior and interior doors in the instructional facility and depicts all exterior doors on a floor plan with an alpha-numeric designation.**
- **The site layout and exterior and interior door designation document should be oriented in a manner that depicts true north.**
- **The site layout and exterior and interior door designation document must be provided to the district in an electronic format.**

Each vendor response includes the following information to assist LEAs in making an informed decision when selecting an Emergency Response Campus Mapping vendor.

Company Background and History - Please provide a profile of your company or organization (no more than two pages) to include the following information:	
☐	Background: Provide an overview of the company's background and history.
☐	Experience: Relevant experience in delivering school safety products and services within Texas.
☐	Current Users: Number of Texas school districts currently using the product.
☐	Service Area: Geographic service areas within Texas.
Product Overview - Please provide product information (five pages or less) that includes the following:	
☐	Product Name
☐	Description: A detailed description of the product, including its main features and capabilities.
Technical Information	
☐	Product Type: Indicate whether the product is software-based, hardware-based, or a combination of both.
☐	Mapping Technology: Details about the technology used.
☐	Integration: Compatibility with existing systems and software.
☐	Data Security: Measures in place to protect sensitive information.
User Experience and Implementation	
☐	Training and Support: Availability of user training, onboarding, and ongoing support.
☐	Customization Options: Ability to tailor the product to specific needs (e.g., district size, site-specific layouts, custom labeling).
☐	Implementation Process: Steps involved in deploying the product, including timelines and support provided during implementation.
☐	Updates: Frequency and process for issue resolution and product enhancements or updates.
Safety and Emergency Features	
☐	Asset Management: If and how the product manages and displays safety assets (e.g., AEDs, fire alarms, first aid kits).
☐	Incident Response: Any features that support rapid emergency response (e.g., real-time location tracking, integration with emergency alerts).
☐	Visitor Management: Capabilities for managing and tracking visitors during emergencies.
Product Pricing - Please provide an overview of your pricing structure (no more than two pages) to include the following information:	
☐	Cost Structure: Pricing model, to include any one-time or ongoing costs.
☐	Licensing Options: Types of licenses available and any associated costs.
☐	Tiered Packaging: Availability of tiered packaging and descriptions of the tiers, including the base package.

Vendors

ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	Aegix Global
Mailing Address:	94 Lone Hollow Sandy, UT 84092
Contact Person who may provide clarification and additional information, if requested.	Jason Hoopes, Regional VP, jhw@aegix.global, 888-597-0181 Jeff Moore, CGO, jeff@aegix.global, 888-579-0181
E-Mail:	info@aegix.global
Phone Number:	888-579-0181

INFORMATION PROVIDED

☒ **Attachment A: Cover Page (This Page)**

☒ **Attachment B: Worksheet**

☒ **Attachment C: Requested Information and Required Order**

ATTACHMENT B: WORKSHEET

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

Aegix Global

Name and Email of Regional or State Representative:
(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Jason Hoopes, Regional VP
jwh@aegix.global
888-597-0181

Jeff Moore, CGO
jeff@aegix.global
888-597-0181

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

[Yes] No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

[Yes] No

What is your geographic service area?

Locally – List Cities All cities

Regionally – List Education Service Center region or regions. All regions

Statewide ✓

Response contains proprietary information?
Yes [No]

Background and History

Background:
Aegix Global: Innovating Safety Solutions
Founded in August 2019 in Salt Lake City, Utah, Aegix Global is a limited liability partnership that unites experts from the education and technology industries to create responsive solutions and safer environments.

With a mission to deliver effective and innovative community-based safety resources, Aegix has forged key partnerships, enabling a wide range of safety integrations and services. This has resulted in a truly comprehensive and unique Safety Management System. To date, over 2.2 million educators have benefited from our team's combined expertise, positively impacting more than 35 million learners.

Led by top senior executives with 30+ years of combined education and technology experience, Aegix developed the Aegix AIM (Active Incident Management) app. This SaaS forms the backbone of our Safety Platform for Enterprise Environment and Safety Management (Aegix SMS), empowering organizations with seamlessly integrated and efficient safety solutions.

Experience:
Aegix has geofenced over 80,000+ indoor and outdoor locations, including most of Utah school campuses, as well as schools in California, Iowa, New Hampshire, and Texas.

Current Users:
The Aegix AIM app is currently being used by the following Texas school districts:

- Waxahachie ISD
- Iraan-Sheffield ISD
- Bryson ISD
- Holy Cross Catholic High School
- Crowell ISD

We have also been listed as an approved vendor in Northside ISD and Humble ISD.

Service Area:
We service all areas of Texas.

Product Overview

Product Name:
Aegix Global's flagship product is the AIM app. This active incident management tool forms the foundation of our Safety Management System.

Description:
The AIM app is an advanced safety and incident management platform designed to enhance emergency response and communication. It integrates patented technologies such as live, dynamic mapping, customizable alerts, and multi-directional communication to provide seamless coordination among administrators, first responders, and other stakeholders.

1. Live School Floor Plans and Campus Mapping: Interactive, real-time maps detail every space—classrooms, offices, gyms, stadiums, and more—down to individual room names and even hallways. Multi-level views provide instant access to layouts, eliminating delays during incidents.

2. Incident Staff Location Mapping: All staff can mark their precise locations, enabling real-time updates for first responders. Alerts prompt status updates (e.g., 'Safe,' 'Unsafe,' or 'Need Medical Attention') to expedite resolutions and reunifications.

3. Responsive Mapping for Exterior Spaces: Patented mapping includes all building levels, parking lots, sports fields, and other exterior spaces, ensuring comprehensive coverage for incidents.

4. Incident Communication for Status and Needs: Users can update locations and statuses (e.g., 'Safe,' 'Need Medical Attention'). Missing personnel can be flagged, with shared updates ensuring first responders have real-time visibility into occupant safety.

5. Incident Updates and Room Clearing: Dynamic maps allow responders to mark rooms as 'cleared' in real time, enhancing visibility for dispatch and special teams. Preloaded safety protocols guide staff actions. The platform also reduces panic by enabling lockdown communication and setting resolution expectations.

Technical Information

Product Type:
Universal Accessibility and Cost-Effective Subscriptions

The Aegix AIM app is a cloud-based safety management SaaS accessed on mobile devices and desktop or personal computers.

Mapping Technology:

Advanced Map Integration

Our technology layers on top of Google Maps, with future 3D enhancements from Mapbox, to deliver dynamic location functionality, route planning, and optional location tracking.

- **Dynamic Locations:** Enables preplanning for outdoor gathering areas (e.g., press, EMS, parents), identification of indoor safety resources, and real-time map updates during active alerts.
- **Routes**: Provides indoor evacuation routes and adapts to obstacles during incidents.
- **Location Tracking**: Prompts users for their location, with smart suggestions based on likely positions if tracking is enabled.

Integration:

To maximize accessibility for the widest possible audience, the AIM app is compatible with both current and previous versions of Android and iOS operating systems up to two prior generations. This ensures that users with older devices can also benefit from the app's features, providing an inclusive and seamless experience for all district users, regardless of their device's operating system version.

If schools use existing software or systems for announcements, access control, rostering, multilingual alerts, or other functions, Aegix can integrate with most systems via APIs or SDKs provided by those companies, creating a truly comprehensive safety system.

Data Security:

Key Data Privacy and Security Measures

1. **Data Encryption:** Client data, is encrypted at rest and in transit using industry-standard protocols to ensure security.
2. **Data Anonymization**: Personal identifiers are removed or anonymized to protect user privacy.
3. **User Consent**: Transparent opt-in/opt-out consent mechanisms inform users about data collection and its purpose.
4. **Access Controls**: Role-based access limits sensitive data to authorized personnel, supported by detailed audit trails for accountability.
5. **Privacy Compliance**: Adheres to regulations like GDPR and CCPA, with regular audits to identify and mitigate vulnerabilities.

6. **Data Minimization**: Collects only essential data to avoid excessive or irrelevant information.
7. **Secure APIs**: APIs follow best practices for authentication and authorization to maintain data integrity and confidentiality.
8. **NIST 800-53-R5 Compliance**: Adherence to controls for managing security and privacy risks, including regular assessments and updates.

User Experience and Implementation

Training and Support:

Digital Training Resources: A user tutorial is provided as part of the AIM onboarding process. As a subscriber, a school or district will also have access to a regularly updated, online learning library. Micro-learning content will provide opportunities for staff to learn and renew knowledge.

Optional Onsite Training: For additional cost, Aegix school safety trainers can provide focused training on the following topics:

- **Crisis Management**: Training on how to respond to various emergencies, including natural disasters, medical emergencies, and threats to safety.
- **Active Shooter Response**: Guidance on procedures for lockdowns, evacuations, and how to act during an active shooter situation.
- **First Aid and CPR**: Basic medical training for staff to handle injuries or health crises until professional help arrives.
- **Emergency Preparedness**: Developing and practicing emergency response plans tailored to the state's specific needs.
- **Threat Assessment**: Techniques for identifying potential threats and how to intervene before they escalate.

Hours of Support:

- Live operator telephone support Monday through Friday 9AM - 5PM MT at (888) 691-0699.
- Chat support, Monday through Friday 9AM - 5PM MT, at https://aegix.global.
- Continuous email support, 24/7 at support@aegix.global.
- Onsite assistance is guaranteed within 72 hours during the business week.
- Support tickets can also be generated within the app.

Customization Options:

Customizability of the AIM App

1. **Alert Types**: Tailored, site-specific alert types are established during onboarding.
2. **Alert Sounds**: Unique sounds can be configured, enhancing accessibility.
3. **Alert Guidance**: Integrate site-specific safety protocols for tailored response actions.

4. **Alert Icons**: The AIM app adheres to "I Love You Guys" standards but allows adjustments for site-specific needs.
5. **Map Details**: Points of interest (e.g., evacuation routes, first aid kits) are customized for each school map.
6. **Integrations**: APIs and SDKs enable expanded functionality, including:
   - AI-based firearm detection
   - Door locks and site access control
   - Bus route monitoring
   - PA system announcements
   - Rostering
   - Wearable panic buttons
   - Video streaming

If existing third-party software lacks integration with AIM, APIs or SDKs can be utilized to establish connectivity.

Implementation Process:

Example Aegix Implementation & Onboarding Steps:

1. Signed Client Service Agreement
2. Project Expectations
3. Client Kick-off Meeting
4. Law Enforcement Partners Kick-off Meeting
5. Onboarding and Implementation Review Meeting
6. Use and Technical Set-up Review
7. Service Offering Review - training, services, client success/QBR
8. Technical Configuration - Single Sign-On, Alert Types, Maps (maps request, digital map creation, map sync to AIM, testing)
9. Configuration Verification Meeting - Administrators
10. Onboarding Tutorial Meeting - School and District Users (usually 1 day / site)
11. Onboarding Tutorial Meeting - Law Enforcement, Dispatch, and EMS
12. Client Site Adoption Completed

Optional, but encouraged, steps:

1. Drills, Training/exercises and Tabletop Plan
2. Client QBR Review

Onboarding a new school client typically takes 2 to 4 months, depending on the availability of staff, supporting agencies, and campus maps.

Updates:

The Aegix AIM methodology is continuous integration, continuous deployment (CI/CD). As new features and updates are developed, AIM will push the update notification. Feature and functionality updates are implemented as needed or completed. The Aegix AIM technology team is consistently enhancing and upgrading the software.

Safety and Emergency Features

Asset Management:

Points of interest, such as fire extinguishers, defibrillators, lock boxes, locked doors, weapon safes, and more, can be fully customized to meet the specific needs of school administrators and stakeholders. Any location or item deemed essential can be added to the map for tailored accessibility and functionality.

Incident Response:

In addition to the mapping features, the AIM app provides the functionality needed for incident preparation, alert initiation, response, and resolution:

1. **Enhanced Communication**: Provides shared visual maps for stakeholders, fostering better coordination and a unified response.
2. **Alert Origination and Connection**: Allows alerts to originate from administration or users, linking directly to first responders or dispatch. Alerts can be tailored to specific teams or individuals.
3. **Direct Communication Channels**: Supports multi-directional chat for real-time updates between law enforcement, dispatch, and on-site personnel, improving response effectiveness.
4. **Unified Platform**: Enables seamless communication among all parties, reducing confusion and enhancing collaboration.
5. **User-Friendly Interface**: Designed for ease of use, allowing even non-technical users to navigate and interpret data effectively under stress.
6. **Role-Based Access**: Provides tailored access to critical channels for law enforcement, ensuring alerts reach the correct recipients.
7. **Chat Time-Stamping and Logs**: Logs incident communication, enabling review and analysis to refine safety protocols.
8. **Historical Data Analysis**: Analyzes past incident data to identify trends and improve strategies, ensuring regulatory compliance.
9. **Comprehensive Data Logging**: Records actions, time-stamps them, and tracks user roles, creating an audit trail for post-incident evaluation.

Visitor Management:

The AIM app has the ability to integrate via APIs or SDKs with the preferred visitor management system.

Product Pricing

Cost Structure:

Aegix AIM Subscription Structure

The Aegix AIM app uses a per-campus license model with unlimited users and devices, plus free subscriptions for district law enforcement, EMS, and dispatch partners. A one-time setup fee covers mapping, onboarding, implementation, and tutorials. Clients often include district offices and approved work experience sites.

Annual Subscription is $3.60 per student
Mandatory One Time Setup Fee (Per Site) is $1,000
Minimum Subscription (Smaller than 542 Students) $1,950
Each school subscription includes free licenses for the first responder partner agencies.

Client Subscriber	One Time Set-up Fee	Annual Subscription
Schools	$1,000.00	$3.60 per student
District Offices	$1,000.00	$3.60 per student
Law Enforcement Partners	No Charge	No Charge
EMS / Fire Partners	No Charge	No Charge
Dispatch	No Charge	No Charge

Example:
Texas average Middle School enrollment of 574:
AIM Set-up Cost is $1,000;
AIM Annual Subscription is $2,066.40;
AIM Five year subscription: $11,332.00

Licensing Options:
Current education client license is annual subscription from 3 to 5 year options, that include Includes Patented Dynamic Mapping, Comprehensive Incident Management, First Responder Licenses, Implementation Tutorials for All Users, Unlimited Devices, Unlimited Users, Online Knowledge Library, Free Updates)

Optional On-site Training: $3,500 per day (includes travel)

Tiered Packaging:
We do not offer any packages at this time.

Request for Information:

RFI 701-25-012

BELFOR ALERT CAMPUS MAPPING

DUE: 03/20/2025 @ 2:00 PM CT

Prepared by:

BELFOR

LEADERSHIP INNOVATION EXPERIENCE RECOVERY

ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	BELFOR USA Group, Inc.
Mailing Address:	185 Oakland Avenue, Suite 150, Birmingham, MI 48009-3433
Contact Person who may provide clarification and additional information, if requested.	BELFOR Houston: Annie Brooks, Account Manager
E-Mail:	annie.brooks@us.belfor.com
Phone Number:	(832-557-1062)

INFORMATION PROVIDED

☒ **Attachment A: Cover Page (This Page)**

☒ **Attachment B: Worksheet**

☒ **Attachment C: Requested Information and Required Order**

Name of Company or Organization:

BELFOR USA Group, Inc.
185 Oakland Ave., Ste. 150,
Birmingham, MI 48009
GLOBAL HEADQUARTERS

BELFOR Houston
8872 Fallbrook Drive,
Houston, TX 77064
LOCAL

Name and Email of Regional or State Representative:
(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Annie Brooks
(832-557-1062)
annie.brooks@us.belfor.com
ACCOUNT MANAGER

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

☒ Yes ☐ No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

☒ Yes ☐ No

What is your geographic service area?

Locally – List Cities

Regionally – List Education Service Center region or regions.

✔ **Statewide** Provided within Attachment C is a map of all BELFOR Texas locations.

Response contains proprietary information?
Yes ☒ No

BELFOR
Houston

8872 Fallbrook Drive,

Houston, TX 77064

Phone: (713-263-1194)

24/7 Emergency Line:
800-856-3333

Account Manager:

Annie Brooks

Account Manager

annie.brooks@us.belfor.com

Cellular: 832-557-1062

BELFOR ALERT

EXPERTISE IN EDUCATIONAL SETTINGS

Since our inception in 1946, BELFOR has worked with institutional and education clients all over the country. We understand the special needs of a school districts and have extensive experience working in many unique, critical areas, including but not limited to:

- ✓ Complete building restoration (roof repair/replacement, mechanical and electrical systems, etc.)
- ✓ Restoring entire libraries, including affected books and media
- ✓ Saving expensive laboratory equipment
- ✓ Restoring on-campus utilities, including power generation and distribution
- ✓ Dehumidifying and saving gymnasium floors
- ✓ Performing restoration and construction activities safely around vivariums and million-dollar research animals
- ✓ Bringing classrooms and dormitories back online quickly around important timelines

This knowledge of the inner workings and priorities of a campus environment, along with the special skills of BELFOR's National Technical Division and Large Loss Division, makes BELFOR a very strong partner in the educational arena.

THE BELFOR PROMISE

To strive to do our very best, every time, to ensure your best interest is always at the forefront, to stand behind our word and to give you our all - every second, every minute, every day.

BELFOR TEXAS OFFICE LOCATION MAP - CLICK HERE
https://maps.espatial.com/maps/_BELFOR-ONLY-LOCATIONS/pages/map.jsp?geoMapId=1544848&TENANT_ID=311756

BELFOR A FULL-SERVICE CONTRACTOR

BELFOR is the technical services leader in disaster recovery and property restoration, as well as a General Contractor, offering the most extensive network of resources for institutional losses in the industry.

Our 79 year history and vast experience over the years has afforded us the opportunity to restore and repair almost every type of structure imaginable. Every year since 2020, BELFOR has performed over 68,000 restoration projects in North America and over 159,000 worldwide. Regardless of the peril or extent of damage, there is no doubt someone in the company who has experienced a similar scenario who can assist or lead the project.

Distribution
With 121 offices in the U.S., 41 in Canada and over 550 around the world, BELFOR is both globally strong and locally focused. BELFOR teams are able to respond immediately in almost every major market in North America and many around the world.

Privately Held
All locations are wholly owned by BELFOR USA Ltd.; there are no franchise locations. This allows us to control quality and consistency of services nationwide and to mobilize resources effectively during area-wide disasters.

Personnel
With over 5,300 full-time employees in North America and more than 10,000 worldwide, BELFOR brings an abundance of talent and ability unequaled in our industry. The experience we bring to each project represents true value to our clients.

Comprehensive Service Line
BELFOR is the worldwide leader in property restoration solutions, offering the most extensive network of resources for institutional losses in the industry.

Our complete line of restoration services, including *reconstruction* and *technical services*, provides the most streamlined and cost-effective path to final restoration and full operational recovery. All types of perils can be addressed including fire, water, wind, and storm damage, hazardous materials and biohazard incidents.

Services include: ▪ Fire, water, wind and storm damage restoration ▪ Emergency response and mitigation, including corrosion control, demolition and site containment ▪ Temporary shoring, board-up & shrink-wrap ▪ Water extraction & dehumidification ▪ Structural decontamination & drying ▪ Deodorization ▪ Mold remediation ▪ Vital records recovery ▪ Electronics restoration ▪ Equipment & machinery reclamation ▪ Contents restoration ▪ Duct cleaning ▪ Reconstruction ▪ Biohazard and crime scene clean-up ▪ Covid-19 cleaning and disinfecting.

BELFOR Environmental Services provides hazmat emergency response services and non-emergency remediation of hazardous materials, lead paint and asbestos.

Equipment
Extensive equipment inventories in all 170 North American locations enable us to respond effectively in local communities around the continent. For large losses and area-wide disasters, BELFOR has strategically developed a mobile fleet of response vehicles that can be deployed anywhere.

Mobile response vehicles include: (75) Mobile Warehouses: 53' tractor-trailers full of auxiliary drying equipment, (14) Tractor-trailers (in addition to hundreds of smaller trucks and vans) to be dispatched for document transportation services, (6) Diesel-powered refrigerated trailers for freezing books and documents, (7) Mobile Vacuum Freeze Drying Chambers – for on-site vital records recovery, (4) Mobile 18,000 CFM HEPA Filtration Trailers, (2) Mobile Electronics Restoration Labs, (2) Mobile Command Centers – each with power generation capabilities, dedicated satellite towers/dishes and, (32) workstations that have computer systems, internet access, and video conferencing. There are over 3,200 vehicles in the U.S. fleet alone.

Additional Equipment Resources
BELFOR retains strong partnership with several national equipment and supply companies, including Lowes, Sunbelt, United Rental, and Aggreko.

Projects Big & Small
BELFOR provides service in the local community for all sized projects. No matter the extent of the problem, we are always available to consult with our clients at no charge on the best course of action for property damage.

Certifications & Licensing
BELFOR maintains required certifications, licensing, bonding capacity, and insurance coverage in all areas, allowing our teams to perform work in compliance with all state and federal regulations. BELFOR also adheres to other various requirements as mandated by both the Occupational Safety and Health Administration (OSHA) and the Environmental Protection Agency (EPA).

Financial Strength
BELFOR is a $2B global entity with a strong balance sheet. We invest in people, equipment, and processes to maintain a consistent level of operations around the world, regardless of major disaster events.

Value
BELFOR is the "best total solution" for the property restoration industry. As a full-service restoration contractor, team members focus on the best solution for each project. We consider the method of recovery as it relates to an entire recovery project, not by a particular service line. The timeliness of our initial response and the ability to fast track any size project equates to an overall smaller loss and minimal property disruption.

A. Product Name:

Response:

B) Description: A detailed description of the product, including its main features and capabilities.

Response:

BELFOR Alert is a cloud-based, virtual emergency response planning and mass notification application, designed to help businesses better prepare for - and respond to - any number of emergency scenarios. By implementing 21st-century emergency response planning technology, BELFOR Alert helps organizations convert their outdated "3-ring binder" plans into digital and immersive cloud-based profiles accessible on any connected device. BELFOR Alert employs the latest in mobile application and 3D scanning technology, making building infrastructure details, emergency operations plans, and BELFOR's 24/7/365 disaster response easily accessible. The end result is the intuitive and efficient mitigation of risk, management of emergency and property loss incidents, and a reduction in overall downtime in the event of a loss or other emergency.

Emergency preparedness is critical. Across all industries, the need for proactive and responsive Emergency Response Planning has never been greater. However, despite this need and the increased frequency of natural and manmade disasters impacting businesses each year, the majority of Americans – to include a large number of businesses across the county - are still not adequately prepared for emergencies. According to the latest national preparedness survey commissioned by BELFOR and conducted by a third-party, only 32% of all respondents had created some sort of emergency preparedness plan.

Being prepared before disaster strikes is far less costly in both time and dollars. BELFOR Alert helps streamline the emergency planning and response processes to ensure every organization has access to up-to-date preparedness plan, that every BELFOR Alert user can become familiar with those plans, and that all users are capable of helping to implement those critical action items when needed.

There-for-you when every second counts. By providing quick and intuitive access to on-the-ground knowledge during any kind of emergency, disaster, or loss, BELFOR Alert is instrumental in helping businesses and their key staff to actively manage and stabilize incidents when every second counts. Customized 'Facility Profiles' provide instant access to details about each building's critical infrastructure, organizational response plans, and allows users to quickly and easily mobilize BELFOR's industry-leading restoration resources. Utilizing BELFOR Alert during emergencies equips businesses to better mitigate risk, reduce response times during incidents, and recover faster from an emergency situation or property loss. BELOR Alert improves a business' ability to prepare for a full range of emergency scenarios, streamline facility management tasks and knowledge continuity amongst staff, and to alert key staff to emergent issues through Push Notification, SMS messaging, and e-mail. All users of the app are able to rapidly access contact information for key partners and service providers – day or night - regardless of location.

The key features of BELFOR Alert are:

- A direct connection to BELFOR's 24/7/365 call center. Report a loss using the app and BELFOR's proprietary job management system automatically receives the pertinent information about the business, affected location, established procedures, and loss details as reported through the app – allowing for quick and seamless mobilization of BELFOR's response to the impacted site(s)
- Mass Notification Engine – broadcast alerts to all users for emergency situations OR to limited groups for more tailored communications
- 'Facility Profiles' are active and of value, regardless of how much or how little information is added, immediately upon account establishment
- Information updates are applied immediately across all users
- The business 'owns' the profiles and can control user permissions and accounts
- All data resides in a U.S.-based cloud environment that employs ISO 27001 cyber security protocols for data/information security with a conversion to SOC2 forthcoming
- Businesses that activate a BELFOR Alert account may add enhanced features to their facility profile(s), including the creation of visually stunning and highly immersive 3D renderings of the entire facility via the Matterport camera system and/or integrate existing live surveillance camera feeds – both features that are accessed directly through BELFOR Alert.

A good disaster recovery plan will save time and money when a loss occurs. A great disaster recovery plan starts with BELFOR Alert - it begins working for you before any emergency occurs, helps you act quickly while events are unfolding, and keeps you moving forward after a loss.

C) Technical Information to Include:

i) **Product Type: Indicate whether the product is software-based, hardware-based, or a combination of both.**

Response:

Software and Web versions available

ii) **Mapping Technology: Details about the technology used.**

Response:

Matterport Camera Systems –

BELFOR owns 200+ Matterport cameras. These cameras are used to replicate 3D virtual top-down floor plans of buildings and disaster sites. Models that are 3D and fully maneuverable allow for walkthroughs that can be accessed on- and or off-site with exact measurements. These models can be shared with the clients representatives to develop detailed plans and estimates that can be provided to the insurance companies. By doing so, this ensures 100% transparency about all damages incurred and the emergency response work that will be provided.

iii) **Integration: Compatibility with existing systems and software**

Response: Yes

iv) **Data Security: Measures in place to protect sensitive information**

Response:

Cloud Infrastructure and Security:

Alert leverages three major cloud providers platforms to deliver user services: Aptible for application hosting, Amazon Web Services (AWS) for backend infrastructure, and Matterport for location scanning and 3-D visualization. Aptible is a secure Platform-as-a-Service (PaaS) company designed to meet the rigorous demands of high-compliance requirements. This is the cornerstone of Alert.

- Security Framework and Policies:
  Our security program is guided by security policies and procedures based on the National Institute of Standards and Technology (NIST) Cybersecurity Framework (CSF). These policies address key areas like access control, incident response, and data security.
- Virtual CISO:
  To ensure continuous improvement and expert guidance, we partner with a Virtual Chief Information Security Officer (VCISO) from the cybersecurity company, Inversion6. This VCISO provides ongoing threat assessments, vulnerability management, and strategic security advice.
- SOC 2 Type 1 Certification:
  Our recent achievement of SOC 2 Type 1 certification demonstrates our commitment to data security and operational controls. This independent audit verified the design and effectiveness of our security controls for managing customer data.

CI) User Experience and Implementation to Include:

i) **Training and Support: Availability of user training, onboarding, and ongoing support**

Response: Yes our dedicated staff will support TEA needs throughout the entire process. Like; initial review, data collection, scanning, data upload, initial onboarding, staff training and long term customer support.

ii) **Customization Options: Ability to tailor the product to specific needs (e.g., district size, site-specific layouts, custom labeling).**

Response: Yes. Including but not limited to; evacuation protocols, emergency response procedures, policies and guidelines, specific user-based controls and limits.

iii) **Implementation Process: Steps involved in deploying the product, including timelines and support provided during implementation.**

Response: Varies based on size and complexity of scan and data upload requests. BA staff will support your needs throughout the entirety of the process, initial review, data collection, scanning, data upload, initial onboarding, staff training and long term customer support.

iv) **Updates: Frequency and process for issue resolution and product enhancements or updates. Response:**

24 hours

E) Safety and Emergency Features to Include:

i) **Asset Management: If and how the product manages and displays safety assets (e.g., AEDs, fire alarms, first aid kits).**
Response: Yes

Including: Alarm panels, major building systems both internal and external to the facility, shutoff locations and directions, knox box information, security systems including live surveillance camera integration, incident command locations, parent and student reunification centers, etc.

ii) **Incident Response: Any features that support rapid emergency response (e.g., real-time location tracking, integration with emergency alerts).**
Response: Yes, there is a built in alert feature.

iii) **Visitor Management: Capabilities for managing and tracking visitors during emergencies.**
Response: No

PRICING GUIDE

	Key Features	What's Included	Costs

	Key Features	What's Included	Costs

	Key Features	What's Included	Costs

Notes:	1 - 3D imaging rates are based on square footage and complexity of site. 2 - Live camera integration also available and rates based on capabilities of existing camera system and complexity of site. 3 - Enterprise pricing available and senior project manager is optional.

BELFOR Alert 833.744.1102 info@belforalert.com belforalert.com

ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

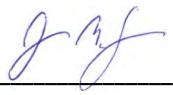
Name of Organization:	34ED, LLC dba CENTEGIX
Mailing Address:	2120 Powers Ferry Rd, Suite 110, Atlanta, GA 30339
Contact Person who may provide clarification and additional information, if requested.	Will Fullerton, SVP, Government Relations
E-Mail:	wfullerton@centegix.com
Phone Number:	512-757-1779

INFORMATION PROVIDED

☒ **Attachment A: Cover Page (This Page)**

☒ **Attachment B: Worksheet**

☒ **Attachment C: Requested Information and Required Order**



Authorized Signer
Jason McCarthy - CFO

ATTACHMENT B: WORKSHEET

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

34ED, LLC dba CENTEGIX

Name and Email of Regional or State Representative:

(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Will Fullerton, SVP, Government Relations, wfullerton@centegix.com

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

(Yes) No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

(Yes) No

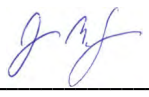
What is your geographic service area?

Locally – List Cities

Regionally – List Education Service Center region or regions.

(Statewide) CENTEGIX services the entire United States with our solutions

Response contains proprietary information?
Yes (No)



Authorized Signer
Jason McCarthy - CFO

Company Background and History

The system has a very sophisticated mapping feature that allows responders to see exactly which room or hallway the emergency is coming from and from whom. In the event of a real active shooter, we could share this information with outside police agencies who may be coming to aid us.

Paul Cordova - Police Chief, Aldine ISD, TX

CENTEGIX® is pleased to submit this response to The Texas Education Agency (TEA). CENTEGIX is the leading provider of rapid response technologies and safety preparedness. Our Safety Platform™ offers a holistic approach, a multi-layered safety solution connecting staff badges, facility maps, strobes, intercoms, and screens to campus first responders and 911 dispatch. Our network empowers users to prevent, prepare for, and instantly respond to any safety incident campus-wide. We are dedicated to our mission of innovating safety solutions to empower and protect people (every day). Our values of empowerment, innovation, and advocacy keep us committed to creating workplaces where all staff feels supported to get help in an emergency, from the every day to the extreme.

CENTEGIX was founded over six years ago in response to concerns that traditional school safety technology didn't reflect the realities of the classroom or draw on the best technologies for moments of crisis. Our conversations with school leaders indicated that school staff needed a way to get help quickly in an incident, and an effective solution for incident response was lacking. Incidents—both the everyday and extreme—will happen, and the faster everyone involved can respond appropriately, the better the opportunity to manage the outcome. In a crisis, every second matters. Those conversations inspired our team to develop an effective solution built on innovative technology.

CENTEGIX is the industry leader and largest wearable safety technology provider for K-12 education with over 700,000 badges in use. The cloud-based CENTEGIX Safety Platform™ initiates the fastest response time for emergencies campus-wide. Leaders in over 14,000 locations nationwide trust CENTEGIX's innovative safety solutions to empower and protect people (every day). CENTEGIX is protecting 4 of the 10 largest and 21 of the 100 largest school districts in the United States. Specifically in Texas, we service the entire state and currently count 131 school districts and charters as customers. This count includes over 1170 school buildings.

The CENTEGIX Safety Platform empowers personnel to manage critical situations every day, from prevention to response, through a multi-layered approach to safety. As a school district leader, your top priority is ensuring the safety of your students, teachers, and staff. The CENTEGIX Safety Platform is a critical component of a multi-layered school safety plan. By incorporating the capabilities of this innovative technology with current security measures, your district will be positioned to address incidents and potential threats rapidly.

- **CRISISALERT™** is an incident response solution that empowers all personnel to get help anywhere on campus with the push of a button. The wearable badge and single-button activation enable a rapid response to emergencies, from the every day to the extreme. For campus-wide alerts, CrisisAlert instantly notifies 911 dispatch with precise location details. Visual and audio notifications are initiated schoolwide.

- **SAFETY BLUEPRINT™** provides a comprehensive map of campus that serves as the foundation for the Safety Platform. The maps are fully customizable and can be "layered" to serve the unique needs and assets of different departments, including facilities, security, and IT. Editing and updating of building features or grounds are managed within the application and are reflected throughout the platform.

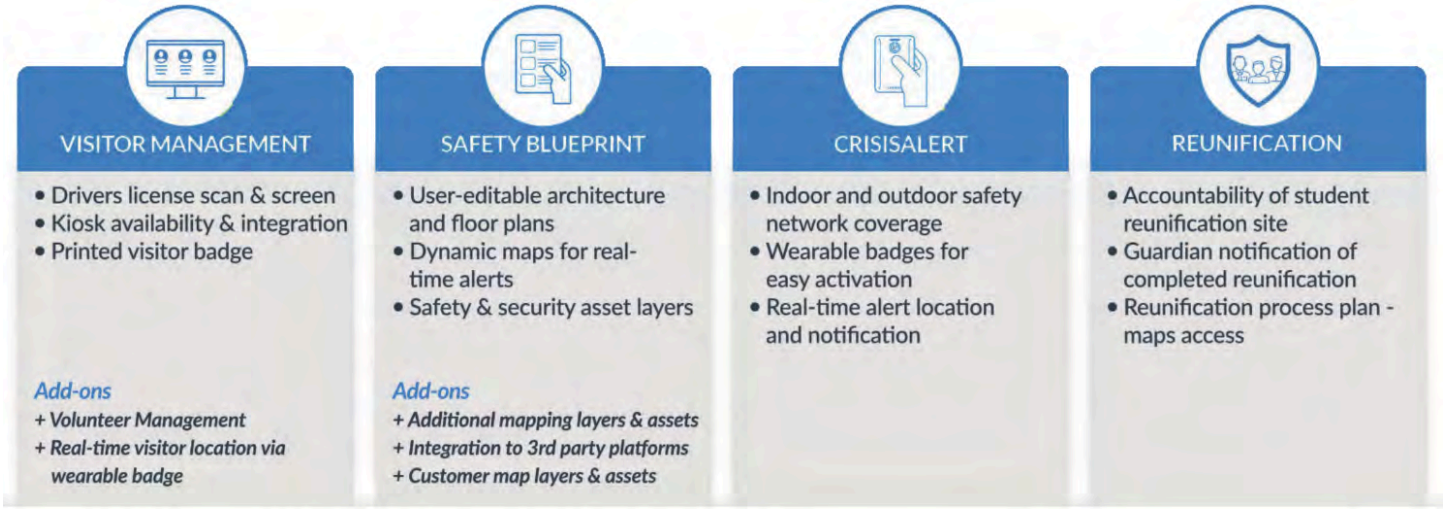
- **VISITOR MANAGEMENT** makes monitoring who's coming in and out of your schools easy, ensuring that only authorized visitors are allowed on campus. Enhanced Visitor Management utilizes the CENTEGIX network and Safety Blueprint to provide a real-time location of visitors while on school grounds.

- **REUNIFICATION** follows the standard response and reunification protocol of the I Love U Guys Foundation. The solution utilizes Visitor Management capabilities to quickly reunite students with their parents or guardians after an emergency.

Our innovative platform enables services that utilize the capabilities of a wearable badge, mapping technology, real-time locating services, and multi-modal notifications.

"CENTEGIX meets the rapid communication needs of school leaders that include responding to crisis events and the emergencies that happen in schools. Our highest priority is keeping our students and staff safe, and this is another step in protecting and fortifying our schools.

-Dr. Telena Wright, Superintendent Argyle ISD



Successful implementation is vital to any project. An assigned Onboarding Specialist, who is the primary point of contact for the project, guides each customer through all phases of implementation. The implementation process for campus mapping has four phases: planning, configuration, tagging & training, testing, and going live. Our team provides training and communication tools to support staff training and communication with your community if desired.

Once fully implemented, ongoing support is provided via Customer Support and our Command Center. The Command Center oversees proactive network monitoring and communicates with the district in the event of any service disruption.

In closing, CENTEGIX is pleased to present our innovative dynamic mapping solution, Safety Blueprint. Our solution is fully compliant with Statute Sec. 37.117 - EMERGENCY RESPONSE MAP AND WALK-THROUGH and RULE §61.1031 - SCHOOL SAFETY REQUIREMENTS. We are confident that we meet and exceed the requirements outlined in the RFI and look forward to cultivating a sustained partnership with the Texas Education Agency (TEA) and all Texas Independent School Districts.

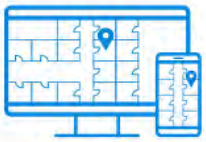
Brent Cobb
CEO
CENTEGIX®

Product Overview

CENTEGIX Safety Blueprint is the proposed product for this RFI. Safety Blueprint is a Digital Critical Incident Mapping Solution for Emergency Response. Digital mapping is the process of creating, storing, and displaying geographical information digitally using specialized software. It converts real-world geographical data into digital representations and is paramount to any organization's safety planning and preparedness process.

Technical Information

CENTEGIX Safety Blueprint is the only dynamic digital mapping solution that empowers users to:



Reduce incident response time. Know the precise location of an incident and where to find the closest life safety devices.

Understand the severity of an incident. Engage cameras at the location of the event to observe an emergency unfold in real time.

Visualize where safety equipment and assets are physically located at any time without digging through multiple spreadsheets.

Reduce the time needed to manage inventory, maintenance, and requisition reports.

Track expiration, inspection dates, serial numbers, notes, photos, for every piece of safety equipment.

Utilize alerts to take action on assets due for maintenance or replacement.

Expand capabilities to include additional map layers and related assets to serve IT and facilities needs.

Meet—and exceed—legal requirements for maintaining critical incident maps.

CENTEGIX Safety Blueprint is a fully software-based solution. The primary benefits of our Software-as-a-Service product are:

- Safety Blueprint customers own their maps, Safety Blueprint is available in printable, digital file formats, and online digital format. View-only access can be provided to local first responders and emergency personnel by assigning roles in the user Active Directory and also expressed via RapidSOS to first responders.
- CENTEGIX does not require public safety organizations to purchase additional software or require a fee to view or access any mapping data.
- Mapping data is owned by the customer. The customer retains all rights to disseminate this data to any organization without approval from CENTEGIX.
- CENTEGIX deploys emergency, and public safety technology for thousands of customers today, including mapping customers. We are aware of the range of potential platforms that would require mapping data.
- CENTEGIX also makes mapping data easily exchanged with 3rd party vendors at the request of our customers - all without the need for 3rd party licensing, costs, or prohibitive requirements around derivative works usage.
- CENTEGIX also does not have “vendor lock” policies related to the importation/exportation of data. Mapping data is owned by our customers, not the property of CENTEGIX.

CENTEGIX has several methods to express map information to assist responders. In coordination with the customer, digital maps can be routed directly to first responders and 911 Public Safety Answering Points (PSAP) without charge to view or access the data. The designated responder(s) immediately receive the alert notification with a campus map showing who needs help and their precise room/hallway, floor level location, or outside location. The map can also highlight the main entry points and the location of safety assets that may be needed in the response, such as first aid kits, AED devices, etc. If the PSAP utilizes RapidSOS, our key information can be relayed to/through RapidSOS, providing the key information of who needs help and their internal location. In addition, CENTEGIX can integrate with other CAD (Computer Aided Dispatch) applications utilized at PSAPs and 911 centers.

CENTEGIX performs automatic backups of all customer and system data to protect against catastrophic loss due to unforeseen events that impact the entire system. An automated process will back up all data to a separate zone in the same country (e.g. US East A to US EAST B). Our backup policy is tested yearly with our Disaster Recovery Plan and Business Continuity Plan to ensure, in the event of a disaster or failure, we can maintain a Recovery Time Objective of 1 hour, a Recovery Point Objective of 4 hours, and a maximum downtime of only 4 hours.

CENTEGIX hosts on AWS in the East region by default. Data is replicated across multiple regions for redundancy and disaster recovery. By default, data will be backed up hourly. The backups are encrypted in the same way as live production data. Backups are monitored and alerted by CloudWatch. Backup failures trigger an incident by alerting the Security Officer.

CENTEGIX will ensure the proper management of assets to maximize information security. We currently have Drata Asset Management Policy to manage, classify the asset, manage assets, and the lifecycle to retirement/disposal of the device. This policy also addresses the maintenance of all assets and the hardening standards. We continue to improve security practices to ensure our customers can be confident in our solutions. This includes live monitoring of our internal infrastructure and policies.

Customer data is logically separated at the database/datastore level using a unique identifier for the customer. The separation is enforced at the API layer where the client must authenticate with a chosen account and then the customer's unique identifier is included in the access token and used by the API to restrict access to data to the account. All database/datastore queries then include the account identifier. This policy transfers to all logs as well.

User Experience and Implementation

Below are the responsibilities around the training of Safety Blueprint.

Implementation and Training	
CUSTOMER	• Provide the information necessary to enable Active Directory syncing (if applicable). • Configuration of the Safety Blueprint™ system, with reasonable guidance from CENTEGIX. • Conduct site safety equipment (Blueprint assets) review, with guidance from CENTEGIX to ensure “Blueprint assets” have been verified. • Identifying individuals who can deliver end-user training for the organization on how to use Safety Blueprint.
CENTEGIX	• Provide remote training for system configuration. • Provide the requirements for user access to the Safety Blueprint map features. • Provide remote training for Safety Blueprint asset and map management. • Recommend other optional services that are available to assist with deployment.

Safety Blueprint customers will also receive access to on-demand/self-paced training modules at no additional cost. Training modules include asset locating, map editing, and reporting features.

As a SaaS solution, Safety Blueprint can easily accommodate districts of any size and configuration, regardless of number of schools or building size.

Key steps involved in deploying the product, including standard timelines, are highlighted below.

Planning	Configuration	Training & Tagging	Tagging / Go Live
• Kickoff • Data Collection • Map Collection • Map Rendering	• Role assignments • Active Directory configuration, if applicable • Data field configuration training or set up	• Asset manager training on how to tag assets • Asset tagging	• Submit training documentation • Sites ready to tag

		PLANNING				PLATFORM CONFIGURATION & MAP DRAWING										TRAINING / GO LIVE	
		MONTH 1				MONTH 2				MONTH 3				MONTH 4			
TASK	ASSIGNED TO	WK 1	WK 2	WK 3	WK 4	WK 5	WK 6	WK 7	WK 8	WK 9	WK 10	WK 11	WK 12	WK 13	WK 14	WK 15	WK 16
Provide site maps *(if maps are not received by week one the timeline will be extended)*	Customer																
Return fully executed P.O. and Order Acknowledgement	Customer																
Kick-off meeting	Customer & CENTEGIX																
Confirm site list	Customer																
Data Collection Discussion	Customer & CENTEGIX																
Complete system set-up *(Roles/Active Directory and asset field setup)*	Customer (CENTGIX Support)																
Asset Tagging Training	Customer & CENTEGIX																
***Map Drawing**	CENTEGIX																
***Site Tagging**	Customer & CENTEGIX																
Conduct Customer Verification *(review asset placement for approval)*	Customer																
Go Live!	Customer																

**Timeline varies based on project size, number of sites, number of assets and size of site*

CENTEGIX has an in-house technical support team. Schools are serviced remotely, which is included in the life of the contract. Should you encounter any issues, CENTEGIX has a US-based tech support team available Monday - Friday, 7:00 am to 10:00 pm EST toll-free at 800-950-9202 or at support@centegix.com. In addition, online support is always available, including an operations manual, knowledge base, and online videos, as well as monthly newsletters.

Priority (Severity)	Description	Target Response Time	Target Resolution Time*
1	Urgent	1 Hour	2 Hour
2	High	2 Hours	4 Hours
3	Normal	8 Hours	10 Hours
4	Low	12 Hours	ICB **

Both software updates and upgrades are automatically released. Most updates are minor and may be released without the customer noticing any changes and without interruption. In the case of major upgrade releases with new features, an email is first sent to all customers with the changes, additions, and new features. Then, typically the upgrade is released during non-peak hours. Almost all updates will be completed without the need for physical assistance.

Safety and Emergency Features

Safety Blueprint is a real-time dynamic mapping system that allows for any label, area, or map asset to be dynamically defined and placed on the map. This information is published and instantly available to any responder without the need to involve vendor resources or incur additional costs. Site labels are included with Safety Blueprint and can be applied and

edited in real-time by the customer. Users with the asset manager role can apply small, medium, and large-size labels to their maps and any user can dynamically change the map view by toggling one or more of these labels on or off on the live map. See available sample assets below.

Safety and Security
- AED
- Biohazard
- Bleed Control Kit
- Eye Wash
- First Aid
- Health Clinic
- Fire Alarm
- Fire Alarm Control Panel
- Fire Department Connection
- Fire Extinguisher
- Fire Hydrant
- Fire Pull
- Electric Shutoff
- Gas Shutoff
- Knox Box
- Water Shutoff
- Emergency Exit
- Card Reader
- Metal Detector
- Security Alarm Panel
- Security Camera
- Emergency Overdose Kit
- Security Desk
- Visitor Check-In

All
- Photo
- Note

Safety and Security Enhanced
- Emergency Vehicle Access
- Evacuation Chair
- Annunciator Panel
- Fire Alarm Extender Panel
- Fire Hose
- Fire Sprinkler Riser
- Fire Suppression
- Post Indicator Valve
- Sprinkler Zone Valve
- PA System
- Storm Shelter
- Acute Toxicity/Poison
- Aquatic Hazard
- Area Clear
- Carcinogen/Aspiration
- Corrosive
- Explosive
- Flammable
- Gas Under Pressure
- Oxidizer
- Safer Space
- Toxic/Irritant

Information Technology
- Access Point
- Cable/Headend
- Communication Tower
- Desktop Computer
- Landline Phone
- Network Closet
- Printer
- Projector
- Server Room
- Smart Board

Facilities
- Agriculture
- Chiller Plant
- Dumpster
- Emergency Generator Panel
- Freezer
- Fuel Station
- Gate
- Generator
- Generator Connection
- Helicopter Landing Zone
- Livestock
- MSDS Book
- Polling Area
- Roof Access
- Signal Amplifier
- Water Supply

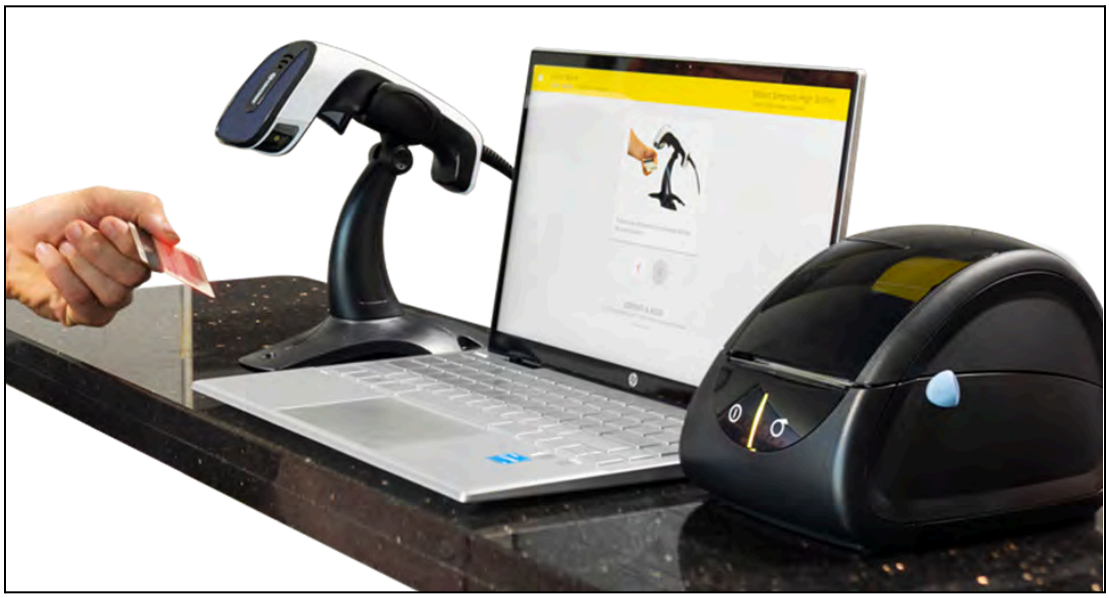
CENTEGIX CrisisAlert is a Wearable Mobile Panic Button for rapid incident response. Unlike app solutions and static wall buttons, CrisisAlert™ provides every employee with a wearable badge from which an alert can be discretely initiated by simply clicking a button. Our CrisisAlert™ badge not only empowers every employee to request individual help (Staff Alert), but it ensures all employees can initiate a lockdown (Campus Alert). The CrisisAlert™ badge offers two types of alerts from the same badge. A Staff Alert is an alert that should be used for everyday emergencies such as medical, fights, and elopement (runners). A predetermined and designated Crisis Team is identified at each campus. When a Staff Alert is activated with 3 clicks on the badge, the Crisis Team for that location will be notified via our mobile or desktop responder application.

"I Need Help" Staff Alert
Medical, Fight, Elopement

Lockdown Campus-wide Alert
School/District Issue, Campus-wide Threat

Our CrisisAlert solution exceeds the new Texas SPAT and Safety Standards, enabling 100% adoption via a wearable badge. Our badge functions anywhere on campus, both indoors and outdoors, with real-time location tracking, and integration with emergency alerts via 911 integration. We designed our CrisisAlert solution to avoid multiple steps and potential delays, especially when an emergency reduces your ability to think and function normally. Just click the button on the badge, and help is summoned. CrisisAlert equips staff with an easy and discreet tool in stressful emergencies, exceeding TX requirements.

CENTEGIX Visitor/Volunteer Management combines software and hardware to facilitate efficient visitor management. It checks in guests, verifies their ID, screens against the sex offender registry, issues visitor badges, and puts staff at ease.



The CENTEGIX Safety Platform provides all the functionality discussed above for a layered safety plan, empowering rapid incident response and more, including dynamic digital mapping, an easy-to-use wearable mobile panic button, and visitor management and safe reunification capabilities.

Product Pricing

CENTEGIX offers a Hardware-as-a-Service model for our product offerings. This subscription model is typically a 3 or 5-year contract with the customer. Safety Platform from CENTEGIX includes CrisisAlert, Safety Blueprint, Visitor Management, and Reunification. The following pricing sheet includes all product platform pricing, including any applicable one-time fees. Pricing is based on the number of sites (schools, administration offices, transportation buildings, etc) within a district. Volume-based discounts are available based on a significant number of sites within a district.

Extremely large sites could incur additional costs. Additionally, small districts/single-site campuses could incur minimum charges for installation ($5k/site) and training ($1,500/site)

While districts can purchase our Safety Blueprint digital campus mapping solution alone, Safety Blueprint is provided as part of a Safety Platform purchase. This comprehensive solution includes full compliance with Sec. 37.117 and RULE §61.1031 and also complies with the Silent Panic Alert Technology (SPAT) Grant.

CENTEGIX Price List					
No.	**Product Category - Crisis Alert Management**	**Product Description**	**Unit of Measure**	**Price / Price Range**	**Comments**
District-Wide Volume Discount Pricing					
1	Safety Platform	Includes bundle of CrisisAlert, and core versions of Visitor Management, Safety Blueprint, and Reunification.	Per Site / Per Year	Range of $7,000 - $14,000	3 Year term required. 5 year preferred. In rare circumstances with extremely large site, per site pricing could be higher than the range listed.
2	Visitor Management - Enhanced	Enhanced visitor/volunteer management with real-time locating. Must have CrisisAlert to utilize.	Per Site / Per Year	$1,000.00	3 Year term required. 5 year preferred.
3	Visitor Management - Standalone Enterprise License	Core visitor and volunteer management solution. Included with Safety Platform or sold separately.	Per Site / Per Year	$695.00	3 Year term required. 5 year preferred.
4	Safety Blueprint - Enhanced (with Safety Platform)	Digital and dynamic mapping to add and update basic and advanced safety resources.	Per Site / Per Year	$1,000.00	3 Year term required. 5 year preferred.
5	Safety Blueprint - Enhanced (standalone)	Digital and dynamic mapping to add and update basic and advanced safety resources.	Per Site / Per Year	$1,000.00	4 Year term required. 5 year preferred.
6	Safety Blueprint - Standalone	Digital and dynamic mapping to add and update basic safety resources.	Per Site / Per Year	$1,000.00	3 Year term required. 5 year preferred.
7	Reunification - Enhanced	Facility emergency reunification process, used in conjunction with visitor management - enhanced.	Per Site / Per Year	$1,000.00	3 Year term required. 5 year preferred.
8	Safety Platform/CrisisAlert Shipping	Shipping of all hardware components to the district.	Per Site	$400.00	One-time fee

	Description	Regular Price or Rates
Installation	Installation. Also applies to uninstall or reinstall (Safety Platform/CrisisAlert)	Up to $5,000 per site
	Centegix Gateway Cabling & Installation (Safety Platform/CrisisAlert)	$2,000/site
	Shipping (Safety Platform/CrisisAlert)	Varies per order
	Remote Installation (Visitor Management with Safety Platform)	Included
	Remote Installation (Visitor Management Standalone)	$100/site
	Remote Installation (Safety Blueprint)	Included

	Description	Regular Price or Rates
Implementation	Implementation (Safety Platform/CrisisAlert)	Up to $5,000 per site
	Wireless Backup Service (Safety Platform/CrisisAlert)	$200/site per year
	PowerSchool Integration (Visitor Management)	$500 site/per year
	OneRoster Integration (Visitor Management)	$500 site/per year
	Volunteer Management App (Visitor Management)	$100/site per year
	Volunteer App Setup (Visitor Management)	$2000/one time
	Remote Training (Visitor Management Standalone)	$100 per site
	SIS/API Integration Setup (Visitor Management)	$250 per site
	Implementation of Enhanced Safety Blueprint	$500 per site
	Site mapping with approved drawing- (Safety Blueprint Standalone)	$500 per site
	Basic Asset Identification - Core (Safety Platform or Safety Blueprint Standalone)	$1000 per site, optional
	Advanced Asset Identification - Enhanced (one time)	$1500 per site

Training	On-site Responder Training (Safety Platform/CrisisAlert)	$1,500 per day plus travel expenses
	Visitor Management Training (Remote with Safety Platform)	Included
	Visitor Management Training (Standalone)	$100/site
	Enhanced Visitor Management Training (Remote)	$500/site
	Enhanced Safety Blueprint Training (Remote)	$500/site

ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	Critical Response Group, Inc.
Mailing Address:	200 American Metro Blvd #113, Hamilton Township, NJ 08619
Contact Person who may provide clarification and additional information, if requested.	Lee Culpepper State of Texas Director of Sales and Implementation
E-Mail:	lculpepper@crgplans.com
Phone Number:	(910) 459-0128

INFORMATION PROVIDED

☐ **Attachment A: Cover Page (This Page)**

☐ **Attachment B: Worksheet**

☐ **Attachment C: Requested Information and Required Order**

ATTACHMENT B: WORKSHEET

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

Critical Response Group, Inc.

Name and Email of Regional or State Representative:

(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Lee Culpepper
State of Texas Director of Sales and Implementation
lculpepper@crgplans.com
(910) 459-0128

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

Yes No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

Yes No

What is your geographic service area?

Locally – List Cities

Regionally – List Education Service Center region or regions.

Statewide

[redacted] contains proprietary information?
No

This sheet is redacted.

Part 1 – Company History and Background

Background:

Critical Response Group was founded in 2016 by decorated veteran U.S. Military Special Operators to apply lessons learned overseas to improve incident responses at schools. Critical Response Group is unique because our leadership team has spent thousands of hours using maps under stress to communicate during complex operations; **no other company has similar experience using maps to support tactical and emergency operations domestically**. Our team of decorated veterans and former public safety executives work directly with first responder leaders and school administrators to implement the solution sought in this RFI.

No other company has completed and implemented close to the amount of emergency response mapping as Critical Response Group. We have mapped over 20,000 K-12 schools from California to New Hampshire, and tens of thousands of other infrastructure buildings across the county, including the Texas Capital Complex. We conducted statewide emergency response mapping of the public and private schools in New Jersey, public schools in Virginia, public schools in Delaware, public and private schools in Wisconsin and Michigan, most of the public schools in Florida, and some of the largest districts in Texas. Our mapping is endorsed as best practice by 18 state-level Police Chief or Sheriff's professional organizations, including the Texas Police Chiefs Association.

Our team builds accurate mapping data for schools and interfaces with supporting public safety agencies to ensure full implementation. Critical Response Group has 185 employees and maintains an approximately 90-member cartography/GIS shop and 75-member operations and implementation team, which includes an on-site team which regularly visits 700-1000 sites per month across the country. **Critical Response Group is the only indoor mapping company that exists with this production and this site visit capability.** Our project management and implementation teams work simultaneously during the life cycle of every project. The implementation team engages public safety agencies to ensure our school maps can be integrated into software systems used by first responders, and the operations team works directly with schools to coordinate site visits, mapping revisions and final map approval. Our team of decorated military special operators facilitate training events for school districts weekly around the country to support our map implementation.

CRG is led by decorated veterans who have used maps to communicate during complex operations, and who specialize in implementing maps with school districts and public safety

Experience:

Critical Response Group mapped its first school in East Texas in 2018 and has mapped approximately 3000 campuses in Texas since then. Our clients range from large districts like Dallas ISD, Austin ISD, and Houston ISD, to small single school districts like Ozona ISD and Gradford ISD. Critical Response Group's attention in Texas has been focused on delivering accurate maps to school districts while ensuring those maps are accessible to public safety agencies that support those schools. We are the only school mapping company to have integrated in the diverse public safety software systems in the State of Texas, including TX Map, Android Advanced Tactical Awareness Kit, DroneSense, CRIMES CAD, AXON/FUSUS, RapidSOS, Rapid Deploy, Intrado, Motorola, and dozens of other systems.

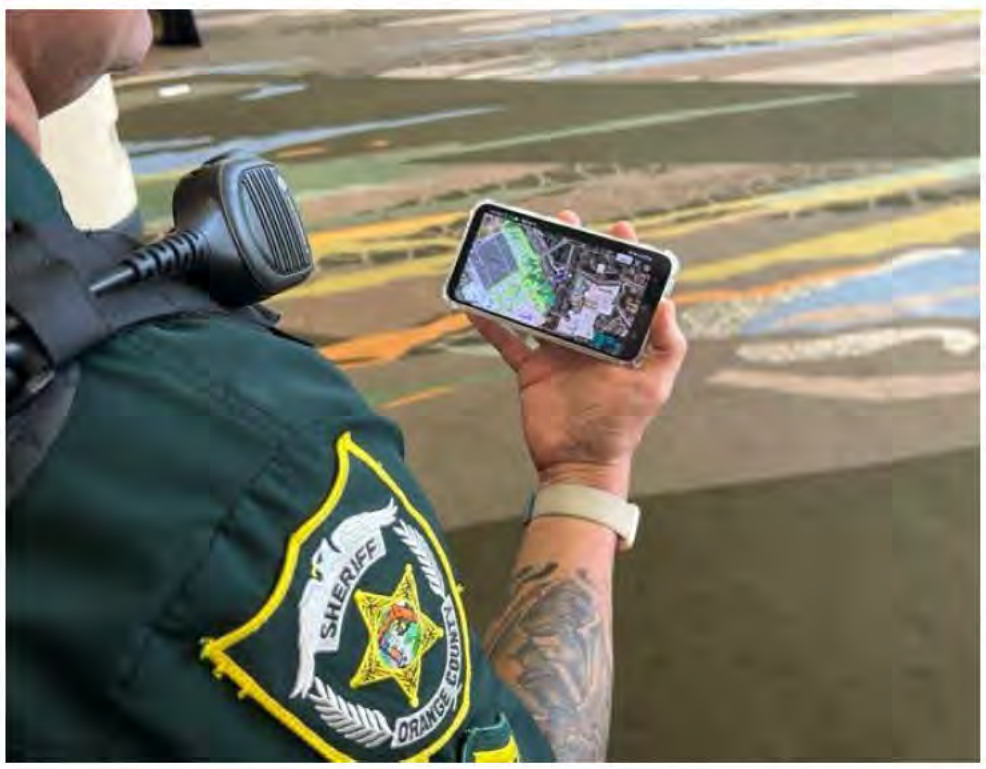
Current Users:

Critical Response Group has mapped or is mapping approximately 120 districts in Texas, including: Poth, La Vernia, Comal, Texarkana, Mount Pleasant, Red Water, Harts Bluff, Mount Vernon, Cooper, Bastrop, KI Charter, San Marcos, Eanes, Leander, Texas School of the Blind, Austin, Round Rock, Hyde Park, Pflugerville, New Braunfels, Aransas Pass, Freer, Bryan, Oakwood, Monahans-Wickett-Pyote, Gatesville, Belton, Oglesby, Copperas Cove, Sterling City, Water Valley, Jacksonville, Spring Hill, Kilgore, Henderson, Brownsboro, Longview, Fruitvale, Carthage, Mineola, Palestine, Bullard, Nacogdoches, Midway, Carrizo Springs, Prairie Valley, Wichita Falls, Columbia-Brazoria, Barbers Hill, Texas City, Spring Branch, Clear Creek, Tomball, Huffman, Cleveland, Boling, Galena Park, Warren, Needville, Aldine, Arrow Academy, Klein, ESC 4 HQ, Buna, Kountze, Ballinger, Clyde, ESU 15 HQ, Sharyland, San Benito, Raymondville, Rio Grande City Grulla, IDEA Public School, Bells, Denison, Zavalla, Prosper, Collin County Community College, Dallas, Highland Park, Irving, Duncanville, Grand Prairie, Northwest, Pilot Point, Red Oak, Midlothian, Tolar, Bland, Quinlan, Venus, Burleson, Crowley, Graford, Aledo, Birdville, Chapel Hill, Fort Worth Christian, Keller, Lake Worth, Lewisville, Mansfield, White Settlement, Kennedale, HEB, GC, Eagle Mountain, Alvord, Bridgeport, Lyford, and Houston.

Service Area

Critical Response Group has completed mapping statewide in all 20 Education Service Centers regions. We have mapping in various Council of Government, Development Council, and Planning Commission Regions, including the Alamo Area Ark-Tex, Capital Area, Coastal Bend, Brazos Valley, Permian Basin, Central Texas, Concho Valley, East Texas, Heart of Texas, Middle Rio Grande, Nortex, Houston-Galveston, South East Texas, West Central Texas, Lower Rio Grande Valley, TEXOMA, Deep East Texas, and North Central Texas.

We are the only mapping company to integrate into the systems used by Texas Department of Public Safety, including, TX Map, ATAK, DroneSense, and AXON/FUSUS



CRGs are compatible with any software system that allows the layering of real-time tracking and deployment data

Part 2 – Product Overview

a. Product Name: Micro and MACRO Collaborative Response Graphics (CRG)

b. Description: Collaborative Response Graphics, or "CRGs" were designed to solve the problem presented in this RFI and were adapted from a mapping technique used by the U.S. Military to plan and communicate during counter-terrorism missions. CRGs are emergency response maps that combine floor plans, asset locations, high resolution campus imagery, and a gridded overlay together into one useable map. These unique files are then converted into a variety of industry standard file types that allow the CRGs to be ingested into preexisting public safety software applications, including computer-aided dispatch (CAD) platforms, geographic information systems (GIS), emergency management and notification applications, camera management systems, mobile applications, and other software that increases situational awareness for first responders. Critical Response Group builds CRGs, distributes them to school districts and public safety, and provides the necessary training to ensure full implementation.

c. Technical Information:

i. Product Type: Critical Response Group provides a software-based system. We create emergency response campus maps in a variety of geo-spatially relevant industry file types, which allow CRGs to be uploaded as an independent layer in software used by both schools and public safety. CRGs are currently published as one integrated map a **GeoPDFs, KMZs/KMLs, GeoTIFFs, MBTILEs, JPEGs, PNGs and others.** The derivative data for CRGs (walls, hallways, doors, rooms, asset locations, and other site-specific labeling) can also be published in a variety of vector formats, including **shapefiles, SVGs, GeoJSONs, GeoPackages, CSVs,** and others. Published mapping data is hosted within a cloud-based GIS Web server, which allows us to stream current mapping data to various software platforms through a secure Application Programming Interface (API). Mapping data is separated into various "buckets" that allow different software systems and different public safety agencies access to specific mapping data.

ii. Mapping Technology: Critical Response Group builds two types of emergency response maps:

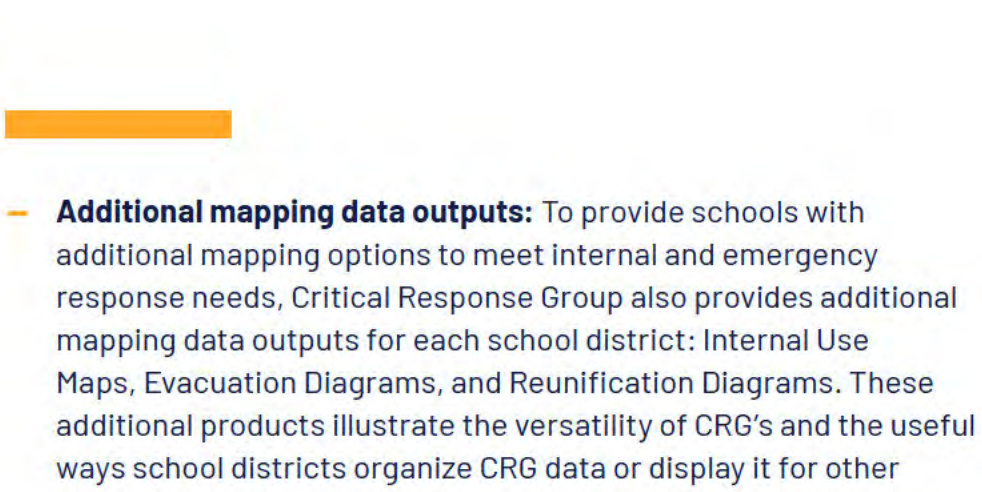
- **Micro CRGs** are built for each floor of a structure, combining scaled floor plans, a gridded overlay, and high-resolution imagery together into one map. Micro CRGs include customized, site-specific details that a first responder needs to coordinate an emergency response inside a structure. This can include room labels, interior doors, hallway names, external door/stairwell numbers, locations of hazards, key utility locations, security cameras, key boxes, AEDs, evacuation routes, trauma kits, and other pertinent information and nomenclature that is unique to each facility.
- **MACRO CRGs (large-scale)** are built for a structure's overall campus or grounds. MACRO CRG's combine a gridded overlay and (current) large-scale aerial imagery with accurate labeling for parking areas, athletic fields, surrounding roads, and neighboring properties. First responders and building administrators use a MACRO CRG to coordinate crisis response outside a structure, including inner and outer security perimeters, first responder vehicle staging areas, command posts, traffic control points, etc.

Micro Collaborative Response Graphics are built for each floor of a structure

MACRO Collaborative Response Graphics are built for each campus

- **Additional mapping data outputs:** To provide schools with additional mapping options to meet internal and emergency response needs, Critical Response Group also provides additional mapping data outputs for each school district: Internal Use Maps, Evacuation Diagrams, and Reunification Diagrams. These additional products illustrate the versatility of CRG's and the useful ways school districts organize CRG data or display it for other emergency response planning.
- **Vector outputs:** Critical Response Group also creates various vector outputs for each CRG when requested by public safety agencies supporting a Texas school district. This includes the location of all assets, attributed grids, walls, rooms, doors, and other labeling. This allows county or state-level GIS personnel to manipulate interactive vector data within common GIS platforms like ESRI's ArcGIS product line.

iii. Integrations: Critical Response Group is the **only** emergency response mapping company that ensures school maps are integrated into the pre-existing software platforms school districts and local, county, state, and federal public safety agencies use as part of a normal daily business practice, **without requiring new software or charging a fee.** We work with each school district to assess what public safety agencies will respond to an emergency at the district, and then liaise with each public safety agency to ensure they receive the mapping files in formats that integrate with their existing software systems. The following is a non-exhaustive list of software systems we currently integrate maps into:



CRG integrated into FUSUS/AXON

CRG integrated into Motorola Command Aware

A CRG Evacuation Diagram.

A vector CRG accessed through ArcGIS Online

- **Emergency Management/Panic Button/Alert Technology:** CrisisGo, Verkada, Kokomo 24/7, Rave, MutualLink, EverBridge, Guard 911, Intrado, Saferwatch, Raptor, 911 Cellular, Single Wire, Centegix, Navigate 360, and more
- **Camera and Camera AI companies:** Avigilon, Milestone, Genetec, OmniAlert, ZeroEyes, Scylla, and more
- **NextGen911/Geo-location Software:** RapidDeploy, RapidSOS, Intrado, and more
- **Real Time Crime Center Software:** TX Maps, Fusus/Axon, Motorola Command Aware, Drone Sense, Strax, LiveEarth, Everbridge, and more
- **Computer Aided Dispatch Software:** Motorola, Hexagon, Tyler Technologies, CentralSquare, CSI, Eventide, CRIME CAD, and others
- **Blue-Force Tracking / Mobile Application software:** ATAK, GXP OnScene, DragonForce and others
- **GIS Software:** ARCGIS / ESRI products QGIS, Google Earth, and others

iv. Data Security: Critical Response Group segregates project data within a secure intranet, compartmentalized at the "School District" level. We utilize Google Workspace with two-step verification and Google Cloud Platform (GCP) to store floor plans received from school districts. The GCP uses AES-256 encryption to protect both data at rest and in transit. Each workstation we utilize requires biometric access, and the data is purged from each workstation at the end of day. No data is stored on a workstation outside of working hours. All CRG team members are fingerprinted and undergo an annual criminal background check. Data access is limited to active CRG team members based on their project involvement, with permissions restricted to sub-folders to minimize data exposure. Access is automatically revoked for employees once a project moves down the production line, and former employees lose access privileges immediately to maintain data security. CRG continuously tracks and monitors access to project data to detect and prevent unauthorized or unnecessary exposure. All employee accounts require 2-factor authentication, and data access is restricted to authorized CRG accounts with endpoint security and monitoring. Microsoft Intune manages and secures devices, enforces compliance policies, and enables remote wiping capabilities if necessary. We utilize WebRoot Antivirus and a Managed Detection and Response Service provided by Shock I.T. Support to monitor our network, 24/7/365, to detect any potential compromises, threats, or attacks. Upon detection of an incident, any affected computer is immediately isolated from both the internet and the network to prevent any further damage or data loss. CRG utilizes Amazon Web Services (AWS) to host approved and published emergency response mapping data for access by approved public safety agencies. Data is stored in AES-256 encrypted S3 buckets with strict access controls, including Identity and Access Management (IAM) policies that enforce least-privilege principles. This service maintains comprehensive audit logs to track all file activities and respond to anomalies promptly.

d. User Experience and Implementation

i. Training and Support: Upon delivery of digital CRGs, we share an online training module that can be incorporated into district or agency Learning Management Systems (LMS). We provide model policies for use at the district, municipal, county, and state levels for implementation of emergency response maps. We also provide virtual or in-person training at no cost to school districts and public safety agencies on best practices for implementation, and meet with the public safety agencies (police, fire, EMS, 911, SWAT) supporting each district to ensure they can access and utilize maps. Our implementation representatives will attend large drills or exercises to ensure CRGs are being implemented properly in the training. Finally, one of our former Special Operations Officers will facilitate a tabletop drill for each district upon completion of the mapping. Our tabletop exercise is modeled after the pre-mission rehearsals of US Special Operation Forces. The purpose of the tabletop drill is to gather representatives from school district leadership and the public safety community together to utilize their maps to communicate during an active threat scenario. At the completion of the exercise, participants are familiar with communicating using their emergency response maps and have improved emergency action planning and collaboration based on discussions from the tabletop drill.

SWAT officer locations depicted on a CRG at school incident in Seminole County, Florida

Critical Response Group leads a comprehensive tabletop drill with a school district and public safety partners

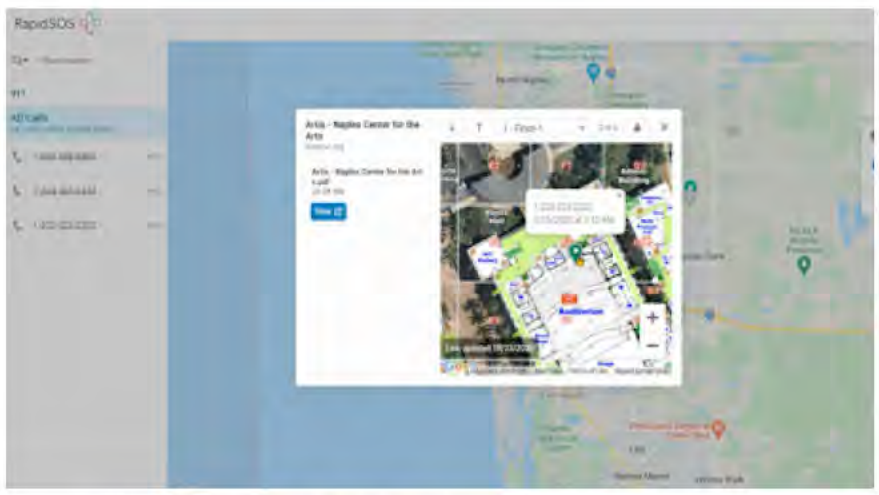
ii. Customization Options: As no two schools are alike, Collaborative Response Graphics are fully customizable and undergo a rigorous review from both individual school district and their public safety partners. After we complete a site visit, we share working drafts with the school district as well as their immediate law enforcement and fire partners. This allows us to get feedback on both the labeling and appearance of mapping data, as well as include any pre-plan information that school leaders or local first responders would like to include on the maps. Depending on the preferences of the school district and law enforcement, we often re-size maps, change grid-square sizing, change coloring, and add additional data to make the maps more useful. Finally, we provide school districts with "internal-use maps" that are derived from their Collaborative Response Graphics. School districts can use these maps to label anything they need, from fire alarm pull stations to WiFI hotspots, that might otherwise clutter an emergency response map.

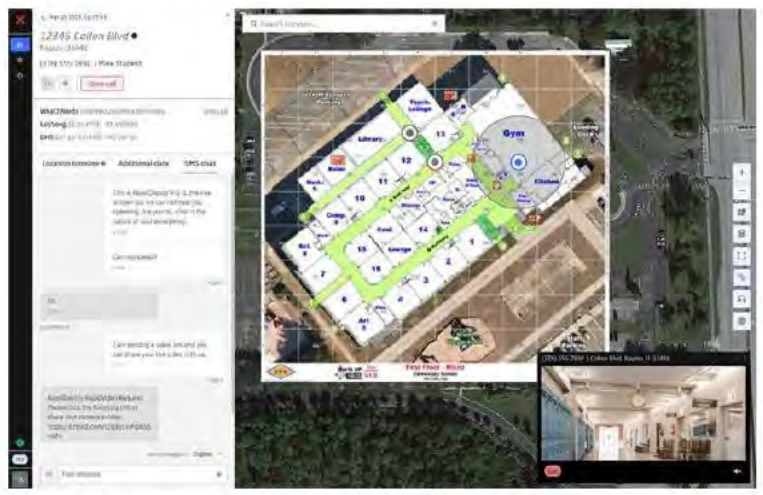
iii. Implementation Process: Gathering Floor Plans: To begin a project, we gather the floor plans a district currently has on file. Though plans are stored in a multitude of formats, we can accommodate any floor plan we receive, whether it is a scan of a rolled-up physical "blueprint" or a .dwg file from AutoCAD software. If no floor plan exists, we utilize LiDAR scanners to map the interior building to generate a floor plan.

CRG integrated into ZeroEyes Gun Detection Software

- **Proof Creation:** We create initial Micro and Macro proofs of the facility by combining baseline interior floor plans with high-resolution overhead imagery of the site.
- **Site Walk-Through:** Our experienced on-site specialists walk each school with a CRG proof to create an accurate map. Our site-visit process allows us to update or verify floor plan accuracy (both in the structure and labeling of buildings), capture site-specific terms used for locations at a facility, and identify and label unique features for each structure. The site-visit is unobtrusive to school operations. Z-Axis data for the structure is also captured during the site visit.
- **Drone Flights:** During our onsite, we will conduct an ortho-imagery (drone) flight to capture accurate imagery of the site when required.
- **CRG Approval:** We update CRG proofs based on data we collect during site visits and submit them to a site point-of-contact for feedback. First responders are also consulted for modifications. Once we finalize proofs, building managers approve them for final publishing.
- **Final Publishing:** We overlay a grid on each CRG so first responders can quickly and easily orient to any location. The CRG is published in a variety of geo-spatially relevant industry file types. This allows each CRG to be uploaded as a distinct layer in disparate platforms.
- **Integration:** CRG meets with the 911 center, regional first responders, and the school district to ensure all pre-existing software platforms are identified. CRGs are then integrated into these systems by our implementation team, while working directly with a representative from each agency and district.

First responder locations depicted on CRG at an incident in Orange County, Florida





CRGs integrate with software in 911 centers including RapidDeploy, RapidSOS, Intrado, Motorola Vesta, and others

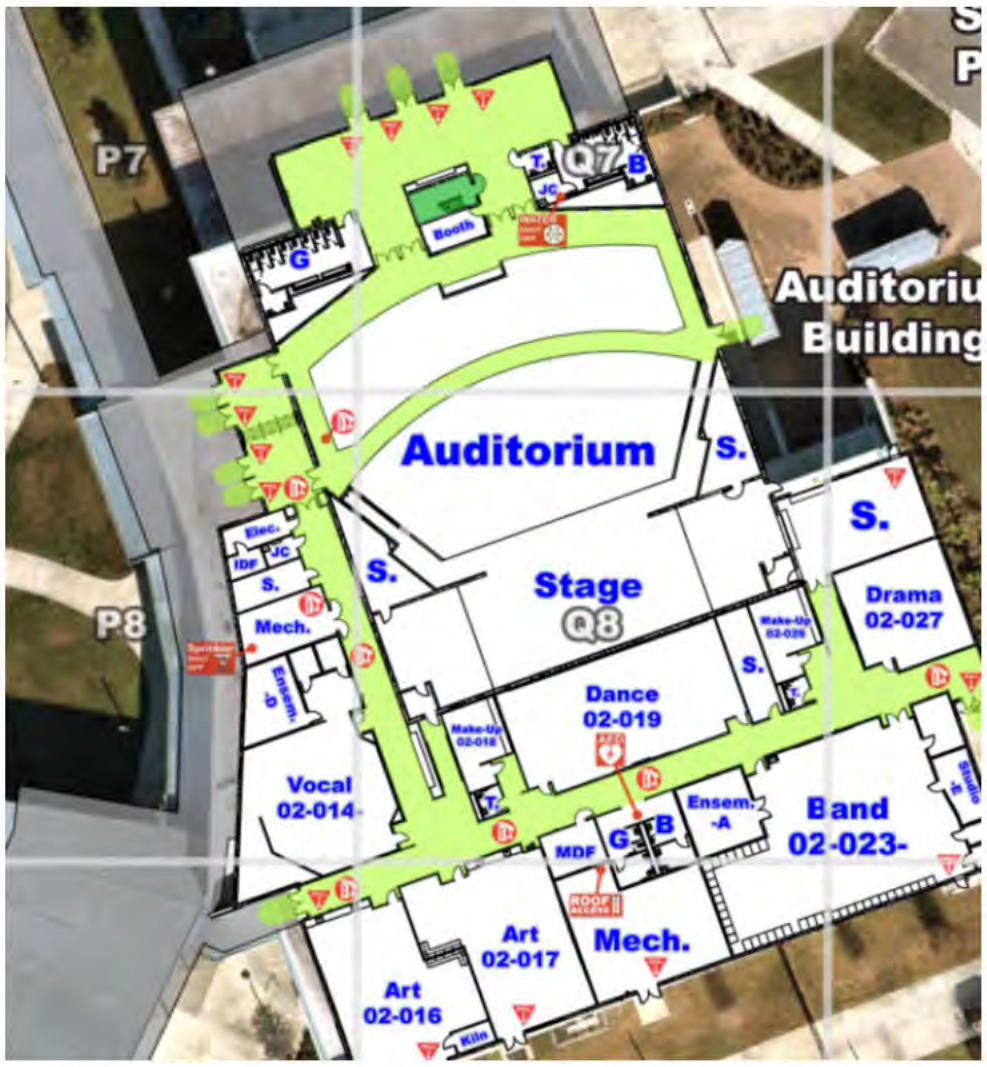
iv. Updates: Critical Response Group updates each district's maps on an annual basis. 85% to 90% of districts that work with us participate in our flexible maintenance and implementation plan, which allows each district to keep accurate maps distributed to public safety agencies. A district that has no changes may choose to contact us in future years to make changes and is not obligated to participate in our maintenance plan. We contact each district annually to schedule a site-visit of each of school and can also receive changes virtually, as necessary, through a client portal. Once the site-visit is complete, any changes are shared with the school district for approval, and new maps are shared with public safety. Old maps are removed from our servers, so that public safety agencies have access to the most current, accurate map of a school. Included in these updates is the enduring relationship and training we provide schools and public safety agencies, as new personnel are hired, and technology systems are replaced year to year.

e. Safety and Emergency Features

i. Asset Management: During our site-visit, a company representative confirms and locates all required assets. These assets are labeled on CRGs, and includes AEDs, trauma/stop-the-bleed kits, fire extinguishers, fire pull stations, cameras, and other safety assets relevant to the school district. These asset types and locations can also be provided as separate layers for schools to manipulate in pre-existing software systems.

ii. Incident Response: CRGs are produced in a variety of geo-rectified file formats that permit the layering of real-time tracking and deployment data, such as the Government-developed Android Team Awareness Kit (ATAK), which is used by the Texas Department of Public Safety to access mapping data. CRGs are also compatible with existing software systems that provide tracking and deployment data. This includes panic buttons, cameras, door sensors, cell phones, body cameras, and other devices that require a map to overlay tracking and deployment data.

iii. Visitor Management: CRGs can be used as the baseline mapping layer for any software systems that allow the tracking of visitors in a school. As CRG produces mapping data in a variety of geo-rectified raster and vector mapping formats, it can integrate into any pre-existing software like a visitor management system.



Asset locations for fire alarm pull stations, AEDs and fire extinguishers overlaid on a CRG

Illustration depict a zoomed in view of a Micro CRG integrated into a school camera system. The CRG identifies all existing camera locations, and their directional orientation, inside the structure.

Part 3 - Pricing

This section includes a detailed breakdown of Critical Response Group's pricing methodology and is specifically protected from disclosure under Sec. 552.1101(a)(1)(F) of the Texas Public Information Act. The section includes all the subcomponents that Critical Response Group considers in formulating the pricing for its products. This information is not publicly available, and disclosure would give an advantage to competitors of Critical Response Group.

A. Cost Structure:

Products	Unit Type	Total
Micro and MACRO Collaborative Response Graphics (CRG) -Each level of a school gets a Micro CRG -Each school campus gets a MACRO CRG. Schools that are in close vicinity may share a MACRO CRG -Print quality GeoPDF, GeoTIFF, JPEG, PNG, MBTile, and any other geo-rectified format required by school district, public safety agencies, or State	Per Map	[redacted]
Site Visit, Implementation, and Integration Fee -Detailed site visit to ensure accurate structure and labeling of every map -Meet with every police department, fire / medical department, 911 center, and tactical (SWAT) team supporting district -Integration into district-based emergency alert / mass notification software, camera management systems, and any other software required by each unique district -Integration into software systems utilized by the PSAP/911-Center that serves each unique school district -Integration into software systems used by police, fire, EMS, and tactical teams that serve each school district, including CAD/RMS software, interactive mobile applications, and situational awareness software in Fusion Center or Real-Time Crime Centers, at the local, county, State, and Federal-level -Dedicated GIS Web Server with secure API enabling integration into any pre-existing software system across the State	Per Building/Site	[redacted]

Optional Fees	Unit Type	Total
Unmanned Aerial Ortho-imagery Flight -Drone flight to capture accurate and current imagery of school campus when commercial imagery unavailable by licensed pilot	Per Building/Site	[redacted]
Floor plan Generation (LIDAR) Service -For schools that have no floor plans to start project	Per Building/Site	[redacted]
Camera Mapping Service -Locating and labeling all cameras in district, including orientation	Per Building/Site	[redacted]
Evacuation Diagram (CRG-E) and Internal Use Maps -Internal use map - printer-friendly maps that support customized use by school districts for any data management purposes, including room assignments and technology management -Evacuation diagram derived from each CRG including storm shelters and other safety locations	Per Building/Site	[redacted]
Vector Mapping Services -Vector Data Outputs (SVGs, shapefiles, GeoJSONs, GeoPackage, etc.) for district including attributed grids, walls, hallways, doors, stairwells, and other critical features as required by supporting public safety agencies	Per Building/Site	[redacted]
Reunification Mapping -Reunification pre-planning visually overlaid on top of CRGs	Per Building/Site	[redacted]
Pricing matches CRG pricing found on TIPS Contract Number: 200203		

b. Licensing Fees: There are no licensing fees for Collaborative Response Graphics. Each school owns a perpetual license to their emergency response mapping data. For maintenance of mapping data, each school is charged the Site Visit, Implementation, and Maintenance fee listed above if changes are required.

c. Tiered Services: The baseline package for a school district includes a Micro CRG for each floor of a school, and a MACRO CRG for a campus. Each school is assessed a Site Visit, Implementation, and Maintenance fee. All other fees are optional and listed above.

ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	DATAMARK Technologies
Mailing Address:	810 Hesters Crossing Road, Suite 163, Round Rock (Austin), TX, 78681
Contact Person who may provide clarification and additional information, if requested.	Robert Murphy, ENP Vice President, Business Development DATAMARK
E-Mail:	Robert.Murphy@mbakerintl.com
Phone Number:	561-812-6422

INFORMATION PROVIDED

☒ **Attachment A: Cover Page (This Page)**

☒ **Attachment B: Worksheet**

☒ **Attachment C: Requested Information and Required Order**

ATTACHMENT B: WORKSHEET

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

DATAMARK Technologies

Name and Email of Regional or State Representative:
(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Brian Dunkle, Business Development Manager III

810 Hesters Crossing Road
Suite 163
Austin/Round Rock, TX 78681

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

Yes No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

Yes No

What is your geographic service area?
DATAMARK Technologies' service area is nationwide anywhere in the United States. Our services can be implemented in any city, region, or state in the U.S.

Response contains proprietary information?

Yes **No**

I. Company Background and History

A. Background

DATAMARK Technologies (DATAMARK) is the Public Safety GIS team of Michael Baker International, Inc. (Michael Baker). Michael Baker is a national firm with an 85-year legacy, 4,500+ employees, and nearly 100 offices nationwide. **With almost 200 professionals working from our offices in Austin, Dallas, Houston, and San Antonio, we are proud to be part of your community.** As a leader in interoperable solutions for public safety location services for many agencies and users nationwide, DATAMARK provides expert-level services for 9-1-1 and field responder workflows and technologies. DATAMARK's INSIDE for Schools is a subscription-based, cloud-native, software-as-a-service solution that requires no additional hardware or software license to function; based on regularly updated GIS data with responsive geospatial layers, INSIDE for Schools is a Web-based product that can be accessed multiple ways, including directly in clients' existing CAD and call handling equipment.

DATAMARK's INSIDE for Schools is the proud recipient of Frost & Sullivan's 2024 New Product Innovator Award in the North American Indoor Mapping Industry.

"Frost & Sullivan commends DATAMARK for its innovative approach to real-time GIS data management and integration, significantly enhancing decision-making and response times in public safety operations. The company sets a new standard for data accuracy and interoperability in the indoor mapping market by leveraging advanced technologies and ensuring comprehensive, scalable, and secure solutions."

Brent Ladarola, Vice President, Frost & Sullivan

Our solution provides 9-1-1 telecommunicators, first responders, schools, and facility stakeholders with the power to see and manage indoor data. Our cloud-native, software-as-a-service solution embeds itself into the emergency response workflow through a mobile-friendly interface accessed online or through seamless integration with CAD and CHE maps. INSIDE for Schools transforms indoor data into digitally available and actionable indoor GIS, empowering school officials, 9-1-1, and field users with actionable maps wherever they are connected.

For the first time, school districts, public safety dispatch, and emergency response teams can precisely locate indoor incidents and collaborate through a single pane of glass. Features like real-time CCTV integration, 360-degree imagery, and geolocated safety asset locations combined with 2D and 3D indoor maps provide unparalleled situational awareness and more efficient experiences for schools, 9-1-1 callers, and stakeholders.

B. Experience

Our INSIDE for Schools integration is available nationwide from five leading public safety providers, with more active conversations. This includes integrations with Tyler Technologies, CentralSquare Technologies, RapidDeploy, RapidSOS, and Motorola Solutions. We are actively pursuing and in advanced discussions with several Texas public safety and independent school districts to provide school safety indoor mapping solutions.

Additionally, we provide NG9-1-1 and public safety GIS services to multiple entities in the state. This portfolio includes North Central Texas 9-1-1 ECD (NCT9-1-1), Gulf Coast Regional ECD (GCRECD), Potter Randall County

ECD, El Paso County, and San Patricio County Emergency Management. **Our public safety and NG9-1-1 GIS services support more than 3.1 million Texans.**

C. Current Users

At the time of this response, no Texas school districts use our school safety indoor mapping products. However, we are working with our sister company to support four large Independent School Districts in the Houston metropolitan region. After finalizing contracts, we expect to onboard these clients in the next 90 days.

D. Service Area

Our service area extends statewide across Texas.

II. Product Overview

A. Product Name

INSIDE for Schools: A Comprehensive Indoor Mapping Solution

B. Description

INSIDE for Schools is a cloud-native SaaS solution for creating, storing, maintaining, sharing, and integrating indoor mapping data with school and public safety technologies.

When accurate static floor plans are available, DATAMARK converts them into accurate geospatial indoor mapping data. Due to historical inaccuracies, conduct on-site verification to identify key public safety information like ingress/egress points, AEDs, fire extinguishers, and emergency action plan information.

When floor plans are unavailable or insufficient, DATAMARK offers comprehensive 360° collection. With four decades of experience, our scalable process creates all relevant geospatial information and immersive imagery, and room level attribution.

Key Features of DATAMARK's INSIDE for Schools

- Empower users to update indoor data on demand with secure role-based user access
- Identify and maintain key safety assets (ingress/egress points, AEDs, fire extinguishers) for emergencies
- Integrate with CCTV cameras to display real-time location of human capital
- Seamless integration with 9-1-1 computer aided dispatch (CAD), call handling equipment (CHE), visitor management solutions (VMS), internet of things (IoT), and more
- Aggregate disparate school maps into a single database to enhance interoperability
- Supplemental data management to store evacuation and reunification plans, class lists, EAPS, etc.

DATAMARK's INSIDE for Schools solution uniquely offers state or regional data aggregation capabilities. Local authorities can securely access and edit their data in real time, ensuring interoperability during large-scale events. Aggregated data allows stakeholders to view and interact with multiple school maps with simplified user provisioning based on jurisdiction and state or regional administrator approval.

C. Technical Information

i. Product Type

DATAMARK's INSIDE for Schools is a software-based solution with optional professional services for data conversion and/or collection services, all of which can be purchased together or separately.

ii. Mapping Technology

INSIDE for Schools Platform

As an ESRI Gold Business partner, our INSIDE for Schools SaaS offering extends the ArcGIS Enterprise technology using the ArcGIS Indoor Information Model. INSIDE for Schools ensures consistent and compatible data across applications, improving mapping efficiency, and accuracy. The solution securely stores school mapping data in an AWS cloud environment with automated daily backups, requiring no additional investment in specialized equipment or software licensing.

Data Conversion Services

Our data conversion services involve collecting available school maps, such as CAD files or PDFs, and verifying their accuracy to ensure all necessary information is included. Due to building changes, many files are inaccurate. We conduct site inspections to document up-to-date attribution and the geospatial location of key public safety assets such as ingress/egress locations, door numbers, fire extinguishers, and AEDs, capturing any changes to walls, doors, and windows. All data is stored in the Esri ArcGIS Indoors Information Model and the CLDXF schema for NG9-1-1. Each map is configurable to meet your needs, with printable/digital files available.

360-Degree Collection Services

DATAMARK's 360° camera technology is crucial for data collection, verification, and response operations. With four decades of experience, we have created over 55 million square feet of indoor mapping data for schools, airports, government buildings, financial institutions, and other mass gathering locations.

Our teams, equipped with 360° cameras, systematically capture high-resolution images of every room and space within a building. These images provide a detailed and accurate geometric representation of the environment. They serve as comprehensive data points that can correlate with existing plans to identify and correct discrepancies, ensuring data integrity. A single DATAMARK team can cover up to eight buildings per day, and data collection for an average elementary school takes less than an hour. Our advanced object detection capabilities quickly identify key assets like AEDs, fire and security panels, and fire extinguishers.

These 360° images enhance quality assurance and provide stakeholders with DATAMARK's Virtual View, offering an inside look into the school during data collection. This is crucial during emergencies, as it supports situational awareness and cross-functional use cases like facilities and construction projects.

iii. Integration

INSIDE for Schools integrates with school and public safety systems like panic buttons, VMS, CAD, and CHE. Integrations are accomplished through technology partners or direct access using any device with a secure browser connection. Leading providers such as CentralSquare Technologies, Tyler Technologies, RapidDeploy, RapidSOS, and Motorola Solutions host successful INSIDE for Schools' integrations with more ongoing partnerships.

Our extensive experience deploying indoor mapping for MDTs highlights the need for a holistic, customized integration approach for public safety. INSIDE for Schools includes real-time CCTV feeds, 360° imagery, and key public safety asset locations. Our GIS-based data is compatible with various school and 9-1-1 systems and in-vehicle MDTs, ensuring cohesive emergency response and real-time data sharing among units.

Integrating floor plans with existing systems streamlines emergency operations, enhancing Texas systems for schools, 9-1-1, and field responders. Our integrations eliminate the need for additional technologies or mobile apps, reducing technology fatigue, and improving the user experience.

DATAMARK offers a comprehensive library of data formats to meet diverse stakeholder needs within a single school, including PDFs for SWAT teams, Esri GIS data for PSAPs, and GeoJSON for school safety platforms' real-time updates. Other formats we provide include, but are not limited to, the following:

- MBTILES
- GeoJSON
- GeoTIFF
- PDF
- Shapefile
- GDB
- REST
- Vector Tiles

iv. Data Security

Regular security audits and vulnerability assessments collectively enhance security, reliability, and integrity.

Data Ownership and Export Rights: Clients retain full ownership of all data and any derivative products, with complete control over their data, ensuring that they can access, manage, and export information securely.

Separation of Mapping Data: Dedicated hosting instances and robust aggregation workflows ensure client data is isolated, with access restricted to authorized personnel.

Methods of Securing Data and Systems: Developed following industry-standard practices, including NIST standards, using role-based authentication and robust encryption protocols for data at rest and in transit.

System/Data Backup: Deployed in redundant US-based AWS Multi-Availability Zones with daily automated backups, requiring no additional hardware or software.

D. User Experience and Implementation

i. Training and Support

DATAMARK's training and support are essential to our mission. We offer trainings virtually, in-person, or pre-recorded as needed to improve your knowledge base, covering topics like editing and interacting with 360° imagery and floor plans. Our goal is always to empower clients to be self-sufficient by providing education and support. We prioritize tailoring training materials, including slides and job aids, to your specific needs.

ii. Customization Options

All data collected will include common public safety assets as detailed in the Data Conversion and Collection Services sections. The INSIDE for Schools SaaS solution offers easy-to-use maintenance tools for managing these assets over time. Changes made by users are dynamically rendered in school, 9-1-1, and public safety integrated technologies. Additional required assets can be discussed during contracting.

iii. Implementation Process

1. **Project Setup and Configuration (1-2 weeks):** Our team leads the initial project setup and coordination, ensuring that the project coordination and access align with customer goals.
2. **Data Collection and Mapping (Variable, up to 8 buildings/day with a single team):** We offer comprehensive 360° data collection using optimized indoor mapping technology, minimizing reliance on existing floorplans, and architectural changes reducing project delays. Our support team coordinates with school stakeholders to schedule data collection.
3. **Data Conversion and Integration (15 hours/building):** When accurate floor plans are available, and data collection is complete, our team converts and integrates the data into the INSIDE for Schools

platform. Using the latest automation and ML processes, we ensure accuracy and efficiency, allowing for a seamless transition from raw data to actionable insights.

4. **Training and Onboarding (1 week):** We offer comprehensive training for all INSIDE for Schools users, ensuring proficiency with the platform. This may include virtual instructor-led or hands-on training, user manuals, and access to our support team for ongoing questions or assistance.
5. **Ongoing Support and Maintenance (Continuous):** We provide ongoing support and maintenance to ensure the INSIDE for Schools platform and data quality meet your growing needs. Each client has a dedicated Client Success Manager for customer satisfaction and program sustainability, including regular updates, troubleshooting, and access to our customer support team.

iv. Updates

Software updates are performed quarterly; INSIDE for Schools users have the ability to update map data as needed within the tool. Our issue escalation process logs and assigns issues with DATAMARK software to team members, tracking them to resolution. The process creates an escalation path driven by problem classification and keeps feedback channels open. The process sets expectations for resolution times and escalation to higher management. The table below outlines severity descriptions, response times, and escalation policies for responding to issues reported to our Technical Support team, with priority levels defined by their impact on the system, data, and operations.

Level	Definition	Expected Response	Response Time
Priority 1	**Critical System Issue**	Support team takes ownership of problem and implements emergency plan. System monitoring is in place internally.	4 hour maximum
Priority 2	**Major Impact** Impact to the Client's Business	Problem is worked on, on a workday basis, continuously until it is resolved.	8 hour maximum
Priority 3	**Large Impact** Significant Inconvenience to customers where a workaround might be implemented	Work is expected to continue on a workday basis until a more permanent solution is in place.	24 hour maximum
Priority 4	**Small to Minor Impact** Minor to small inconvenience	Resolution is worked into a planned project list and schedule, or it can be deferred until there is time allowed in the project schedule.	Initial response within 72-hour maximum, ongoing weekly updates
Priority 5	Reported bugs or requested enhancements	Bugs are fixed if they are impacting clients' business. Enhancements are evaluated and added to development sprints as prioritized.	Quarterly, unless bug fix is critical to clients' business

i. Asset Management

All data will include public safety assets described in the data conversion and collection section, among others. Our INSIDE for Schools solution provides maintenance tools to allow authorized users to update and maintain such assets as they change. We recommend that Texas agencies adopt the NAPSG symbology for a

standardized and uniform look. However, custom symbology and labeling are available and will be reviewed during client discussions.

ii. Incident Response

Our INSIDE for Schools solution integrates accurate school mapping data with existing systems that consume school mapping data, streamlining emergency operations. It enhances base map capabilities within those systems to display real-time location tracking and emergency alert locations.

iii. Visitor Management

INSIDE for Schools integrates with existing VMS solutions. It provides a single source of truth for mapping, allowing all visitor management, school safety, and public safety solutions to view the same map.

III. Product Pricing

DATAMARK products like INSIDE for Schools are offered as an annual subscription fee based on tier and the number of users. All products are subject to annual or biannual price escalation, subject to market and price index. Escalation discounts are offered for multiple-year agreements and bundled solutions. DATAMARK does not charge for product integrations, ongoing product maintenance, enhancements, or product support.

DATAMARK's professional services, including our Data Conversion and 360° Collection services, are variable costs based on total square footage and complexity. Our professional services include all associated costs to deliver projects, such as labor, travel, lodging, and technology.

A. Cost Structure

Product/Service	Frequency	Low Price	Mid Price	High Price
Data Conversion Services	One-time	$0.0056 per square foot	$0.01 per square foot	$0.02 per square foot
360° Collection Services	One-time	$0.025 per square foot	$0.045 per square foot	$0.09 per square foot
INSIDE for Schools	Annual	$10,000 per school district	$25,000 per school district	$90,000 per school district
INSIDE for Schools Additional Users	Annual	$72 per user per year	$107 per user per year	$215 per user per year

Data Conversion Services

Data Conversion Services pricing varies based on source data accuracy and completeness. Price incentives are available based on volume.

360° Collection Services

360° Collection Services pricing varies based on collection technology (360° collection, LiDAR, SLAM, or UAV) and volume.

B. Licensing Options

INSIDE for Schools includes annual license types and functionalities.

Product	User	Type	Functionality
INSIDE for Schools	Infrastructure	Platform	• Data Storage • Data Management • 3rd Party Data Integration (PSAP and School Solutions)
Additional User	Administrator	Named User	• System Admin • Data Management • User Credentialing and Provisioning
Additional User	Observer	Named Users	• View school mapping data directly from the solution

			• Add observations that need to be added, removed, or modified
Additional User	Viewer	Named User	• Secure access to view school mapping data within an integrated solution
Additional User	Viewer	Terminal User	• Secure access to view school mapping data within an integrated solution

C. Tiered Packaging

INSIDE for Schools is offered in the following packages to meet client needs.

Package	**Annual Price**	**INSIDE for Schools Users**	**Viewer Users**
Silver (Base)	$10,000	4	0
Gold	$20,000	10	20
Platinum	$30,000	20	30
Diamond	$45,000	50	50
Enterprise	$90,000	100	250
Regional or State	Custom	Custom	Custom

Incentive pricing is available for product volume and multi-year agreements. INSIDE for Schools is typically implemented at the school district level and includes all schools within the district. Regional or Statewide deployments are available and can be discussed if desired.

We also offer incentivized pricing for data conversion and collection services. Incentive pricing is available when the scope of work encompasses the following thresholds: one million square feet, three million square feet, five million square feet, and more than ten million square feet. DATAMARK can provide detailed pricing models for volume pricing as requested.

March 17, 2025

Information for Approved List of Vendors for Emergency Response Campus Mapping

Prepared for:

Kem David

Texas Education Agency
Contracts and Purchasing Division

TEASolicitations@tea.texas.gov

RFI 701-25-012

Esri Contact:

Jonathan Doherty

Account Manager, Local, State, and Provincial Government

+1 210.394.7255

jpdoherty@esri.com

Esri # P25-33644

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Attachment A: Cover Page

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	Environmental Systems Research Institute (Esri)
Mailing Address:	380 New York Street Redlands, California 92373
Contact Person who may provide clarification and additional information, if requested.	Jonathan Doherty Account Manager, Local, State, and Provincial Government
E-Mail:	jpdoherty@esri.com
Phone Number:	+1 210.394.7255

INFORMATION PROVIDED

☒ **Attachment A: Cover Page (This Page)**

☒ **Attachment B: Worksheet**

☒ **Attachment C: Requested Information and Required Order**

Attachment B: Worksheet

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

Environmental Systems Research Institute (Esri)

Name and Email of Regional or State Representative:

(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Jonathan Doherty
Account Manager, Local, State, and Provincial Government
+1 210.394.7255
jpdoherty@esri.com

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.

(Section 1.4 of the RFI provides details of those requirements.)

(Yes) No

Does your product meet the security requirements of Texas Government Code 2054- 516?

(Section 1.5 of the RFI provides details of those requirements.)

(Yes) No

What is your geographic service area?

Locally – List Cities

Esri has an office in San Antonio, Texas.

Regionally – List Education Service Center region or regions. Statewide

The Esri Regional Office in San Antonio, Texas covers all levels of government in Texas, Louisiana, Mississippi, and Oklahoma.

Response contains proprietary information?

Yes (No)

1.1 Company Background and History

Please provide a profile of your company or organization (no more than two pages) to include the following information:

a. Background: Provide an overview of the company's background and history.

Esri, the global market leader in geographic information system (GIS) software, location intelligence, and mapping, helps customers unlock the full potential of data to improve operational and business results. Founded in 1969 in Redlands, California, USA, Esri software is deployed in Over 650,000 customer organizations, including 90% of Fortune 100 companies, most national governments, 30,000 cities and local governments, all 50 US states, and 12,000 universities. Esri has regional offices, international distributors, and partners providing local support in over 100 countries on six continents. With its pioneering commitment to geospatial technology and analytics, Esri engineers the most innovative solutions that leverage a geographic approach to solving some of the world's most complex problems by placing them in the crucial context of location.

b. Experience: Relevant experience in delivering school safety products and services within Texas.

Esri is proud to have the Texas Education Agency as a customer since 2006 and the State of Texas since the 1990s. Esri's San Antonio regional office has supported all levels of government in Texas for 30+years. Esri business partners leverage the ArcGIS platform to create and maintain school safety maps that comply with Texas House Bill 3 (HB 3) to requiring schools to provide accurate maps of their campuses and buildings to emergency responders. While Esri does not create these maps for schools we are advising the state Geographic Information Officer on the creation of standards (data model) that schools and their vendors can use to create and maintain compliant school safety maps.

c. Current Users: Number of Texas school districts currently using the product.

a. Currently, we estimate that 297 school districts in Texas license ArcGIS products. At the time of this response, we cannot determine how many school districts are using ArcGIS for school safety mapping. It is important to note that Esri may have more than one customer account within a Texas ISD (i.e. Austin ISD has 5 Esri customer accounts). Service Area: Geographic service areas within Texas.

b. Product Overview

Esri currently provides software and services to State of Texas agencies under an active contract with the Department of Information Resources (DIR-CPO-4699). Esri services the entire State of Texas with the following products and services:

ArcGIS Enterprise—the complete software system for all your geospatial needs—make maps, analyze geospatial data, and share results to solve problems.

ArcGIS Pro—the premier desktop geographic information system (GIS) application.

ArcGIS Online—a secure mapping and spatial analysis software as a service (SaaS) platform that empowers your organization to unlock geospatial insights.

ArcGIS Platform—location services offered as a platform as a service (PaaS).

ArcGIS Image—quickly integrates imagery into all your workflows.

ArcGIS Reality—photogrammetry software products designed to enable reality capture workflows for sites, cities, and countries. Create a key component of your 3D digital twin with ArcGIS Reality. Turn drone, aerial, and satellite imagery into visually stunning and highly accurate maps and 3D models.

ArcGIS Indoors—build an indoor geographic information system (GIS) and put the power of indoor mapping, wayfinding, and space management software into everyone’s hands.

ArcGIS Living Atlas of the World—provides always-up-to-date content in the form of maps, apps, and data layers.

Esri's ArcGIS products seamlessly share data and visualizations whether they run in the cloud, on mobile devices, or on desktops. Our tools and services help you apply location-based analysis, visualize and analyze your data to gain new insights, then share these insights with others through apps, maps, and reports.

1.2 Product Overview

Please provide product information (five pages or less) that includes the following:

a. Product Name

Esri currently provides software and services to State of Texas agencies under an active contract with the Department of Information Resources (DIR-CPO-4699). Esri services the entire State of Texas with the products and services listed in response to A.1.c above

b. Description: A detailed description of the product, including its main features and capabilities.

Refer to the response in item d. below. Additional information about Esri's products and their capabilities is available online at:

- https://www.esri.com/en-us/arcgis/products/index
- https://www.esri.com/en-us/capabilities

c. Technical Information to Include:

i. Product Type: Indicate whether the product is software-based, hardware-based, or a combination of both.

Esri ArcGIS software is hardware agnostic.

d. Mapping Technology: Details about the technology used.

Esri uses its ArcGIS technology to map school buildings. ArcGIS is a comprehensive geographic information system (GIS) that allows users to create, analyze, and share maps and spatial data. For schools, Esri provides several tools and resources to support mapping and facility management:

ArcGIS Online: This cloud-based platform allows schools to create and share maps and apps. It includes tools like Map Viewer, Scene Viewer (3D), and various analysis tools.

ArcGIS Indoors: This tool helps create interactive indoor maps of buildings, which can be used for facilities management.

ArcGIS StoryMaps: This tool helps create interactive stories with maps, which can be used for educational purposes and to engage with Administrators, faculty, and students.

ArcGIS Survey123: A form-centric data collection app that can be used to gather information about school facilities.

ArcGIS Dashboards: This tool provides real-time data visualization and monitoring, which can be useful for school administrators.

ArcGIS Pro: An advanced desktop GIS application for 2D and 3D mapping and analysis.

ArcGIS Drone2Map: This tool processes drone imagery to create high-resolution maps and 3D models of school campuses.

Esri also supports the development of standards and data models for school mapping to ensure accuracy and consistency. They work with partners and educational institutions to create high-quality school maps that can be used for facility management, asset management, and public safety2.

i. Integration: Compatibility with existing systems and software.

- ArcGIS is an enterprise-class application platform that supports a system-of-systems pattern. This ecosystem approach supports foundational SDIs and mission-focused topical initiatives, such as climate resilience, disaster response, and sustainable development. From local to global, organizations produce, publish, collaborate, share, use and reuse, and interconnect trusted ready-to-use content in a federated system of systems.

- Engage your community through open data, maps, apps, programs, and initiatives. Shared maps and apps, such as dashboards and stories, inform those who are working to address today's important issues and challenges.

ii. Data Security: Measures in place to protect sensitive information.

In accordance with the DIR Contract and Master Agreement, Esri publishes its security capabilities at https://trust.arcgis.com/en/security/security-overview.htm.

e. User Experience and Implementation to Include:

i. Training and Support: Availability of user training, onboarding, and ongoing support.

Esri offers training, workforce development planning, and adoption strategy consulting resources to help our users succeed with ArcGIS. Esri training teaches GIS professionals and other knowledge workers how they can use ArcGIS to maximize their productivity, better understand their business, and make more effective decisions. Our goal is to provide resources that allow organizations to achieve the full business benefits of their investment in ArcGIS.

Esri training options are designed to meet diverse GIS training needs, learning styles, and budgets. They include:

- **Instructor-led courses—**Ideal for those who need an introduction to GIS and experienced technical staff who need to apply ArcGIS best practices. The classroom format emphasizes hands-on practice, group activities, discussions, and peer-to-peer learning. Instructor-led courses are taught in person at facilities throughout the United States, at client sites, and online through the Esri Instructor-Led Online Classroom.
- **Self-paced e-Learning—**Massive open online courses (MOOCs), web courses, labs, training seminars, videos, teacher resources, and other e-Learning resources are available on demand through the Esri Academy website (esri.com/training). The e-Learning design promotes learner engagement, and resources cover geospatial

concepts and a wide variety of ArcGIS topics. Customers with a current maintenance subscription receive unlimited access to all self-paced e-Learning at Esri Academy.

- **Workforce development planning**—Esri training consultants provide complimentary planning services to help organizations ensure skills are in place to achieve their GIS-enabled goals. Consultants provide course recommendations for individuals, short-term plans for project teams, and long-term workforce development plans tailored to your organization's geospatial strategy, timelines, and workflows.
- **Adoption strategy consulting**—Esri's adoption strategy consultants are certified experts in applying people-focused change management concepts and strategies to drive adoption of new technology and technology-enabled workflows. Through a tailored mix of activities, consultants help organizations achieve the adoption needed to maximize business impacts of their GIS technology investment.

More information about Esri training options is available at esri.com/training.

ii. Customization Options: Ability to tailor the product to specific needs (e.g., district size, site-specific layouts, custom labeling).

ArcGIS is highly flexible and customizable allowing it to be employed in a variety of businesses, industries, and all levels of government.

iii. Implementation Process: Steps involved in deploying the product, including timelines and support provided during implementation.

Implementation process varies according to the software products purchased. Esri has several options to provide implementation assistance including, jump start programs, Advantage Plans, and Professional Services.

iv. Updates: Frequency and process for issue resolution and product enhancements or updates.

Product Updates

Esri releases ArcGIS updates three to four times each year. Every update includes fixes as well as targeted enhancements and new features. Releasing updates throughout the year allows us to rapidly innovate and quickly deliver new capabilities to our users. Updates are available to all users who are current on software maintenance.

Every 12 months or so, we release a major update that affects nearly all ArcGIS components. This major release includes new functionality, workflows, and capabilities as well as substantial quality and performance improvements. This update also tightens the integration between ArcGIS components, so you can more easily create, share, discover, and edit maps and other content.

On a case-by-case basis, we also build special patches for individual customers when major issues arise. We deliver these "hot fixes" to a small set of customers (or even a single customer) between releases.

Technical Support Process – Overview

All incidents reported by customers to Technical Support are logged and identified as cases. Whether someone is looking for best practices, help to troubleshoot a software issue, or to report a bug in the software, all interactions begin as a case.

Once a case is logged, our routing system will look for available analysts with the appropriate technical skillset to help the customer. As the analyst works on the case, they are supported by a robust network of roles, tools, and training to narrow down the issue and find the best resolution for the customer.

Product Enhancements

Esri is committed to providing our customers with the best software, services, and support possible. To accomplish this, we collect feedback and enhancement requests directly from our user community at user group meetings, conferences, and other events. We also collect feedback from other areas that interact with users including technical support, software beta programs, and holistic testing programs. This information shapes the direction of our products and enriches the quality of Esri software and services.

Esri also maintains a website called ArcGIS Ideas, available at ideas.arcgis.com, which provides a focused place for feedback and new ideas for Esri products. ArcGIS Ideas lets you post your ideas and enhancement requests online, discuss and refine ideas posted by other users, and vote on the ideas that are most important to you. You can also create workspaces to collaborate on new ideas with other users. We are actively listening to this feedback and routinely incorporate your ideas into future product releases.

f. Safety and Emergency Features to Include:

i. Asset Management: If and how the product manages and displays safety assets (e.g., AEDs, fire alarms, first aid kits).

ArcGIS® IPS™ provides indoor mapping tools and apps to enable workplace resource management and use. It does this by extending the ArcGIS Platform with tools to construct indoor datasets and maps. It also offers a web and native mobile app with capabilities that directly support optimal use of workplace resources by visitors, students, and employees through indoor mapping, way-finding, location sharing, incident reporting, and asset tracking.

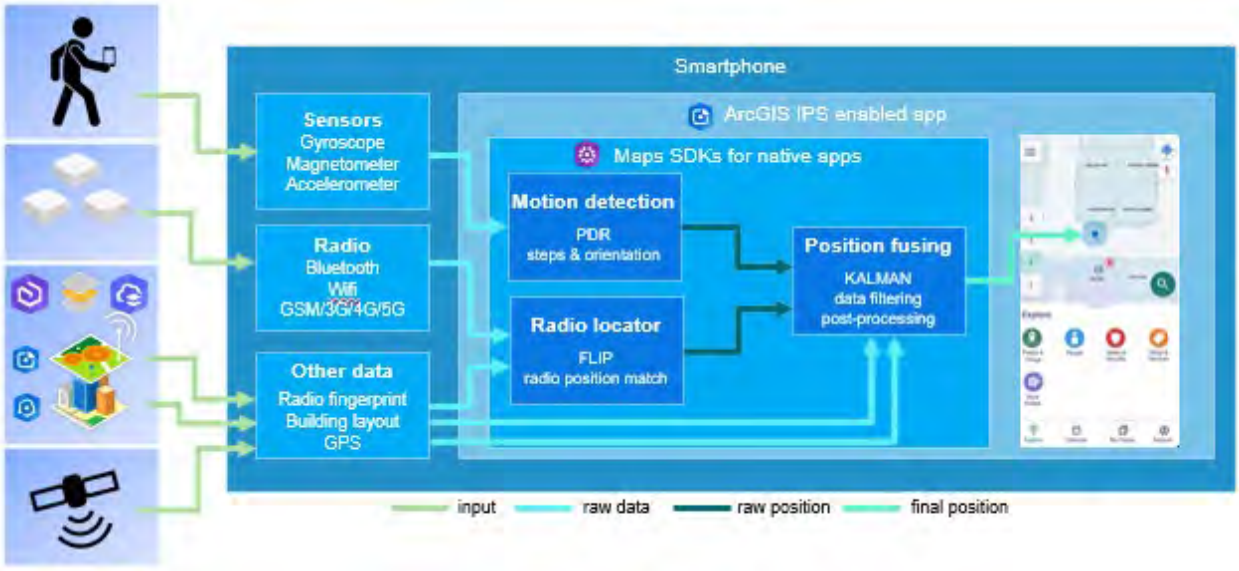
ii. Incident Response: Any features that support rapid emergency response (e.g., real-time location tracking, integration with emergency alerts).

ArcGIS IPS software is an indoor positioning system that allows you to locate yourself and others inside a building in real time. Similar to GPS, it puts a blue dot on indoor maps and uses location services to help you navigate to any point of interest or destination. Real-time indoor navigation, location sharing, and location tracking empower employees, students, and visitors. Indoor data collection provides critical information for security personnel and first responders.

iii. Visitor Management: Capabilities for managing and tracking visitors during emergencies.

Use ArcGIS IPS to allow employees, contractors, and visitors to better orient themselves inside their facilities and navigate to people, assets, and places in real time.

Enable indoor location sharing for your employees and mobile workers to facilitate collaboration and monitor operations with complete transparency and visibility. Effectively coordinate and dispatch the right resources to do the right job at the right place inside the building.



1.3 Product Pricing

Please provide an overview of your pricing structure (no more than two pages) to include the following information:

a. Cost Structure: Pricing model, to include any one-time or ongoing costs.

Esri currently provides software and services to State of Texas agencies under an active contract with the Department of Information Resources (DIR-CPO-4699). Esri's pricing model has shifted from a perpetual license with software maintenance fees to a term subscription model.

b. Licensing Options: Types of licenses available and any associated costs.

Esri currently provides software and services to State of Texas agencies under an active contract with the Department of Information Resources (DIR-CPO-4699). Esri is the sole provider of ArcGIS software. Esri licenses software products for the Desktop, Server, and SaaS, and mobile apps.

c. Tiered Packaging: Availability of tiered packaging and descriptions of the tiers, including the base package.

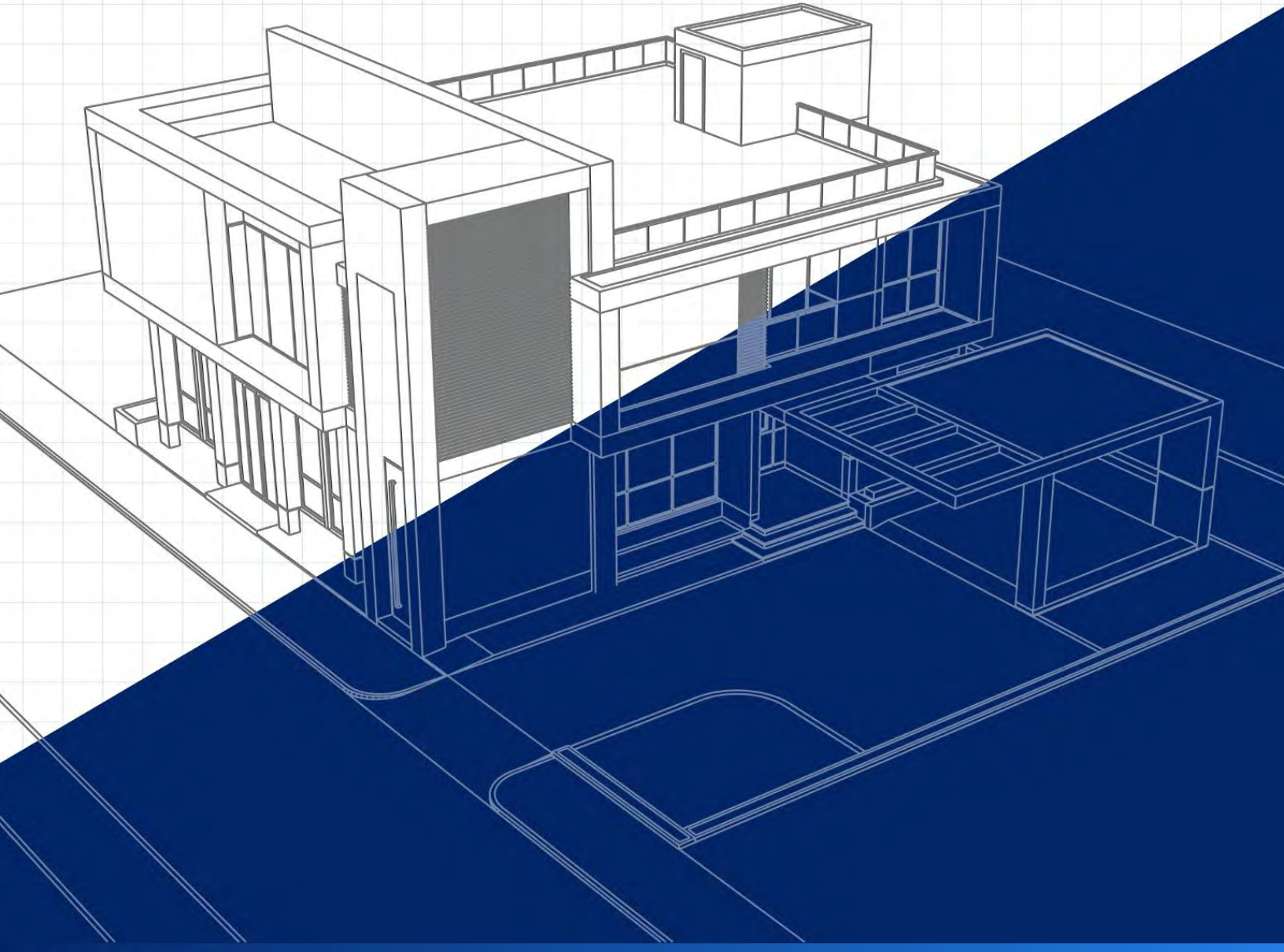
Esri offers different tiers of ArcGIS products at varying price points that provide a distinct set of features and functionalities. Esri ArcGIS tiers range from a basic tier (Desktop & SaaS) to a premium tier (Advanced, Professional Plus), allowing customers to choose the level that best suits their needs.

GEOCOMM

RFI 701-25-012
Approved List of Vendors for Emergency Response Campus Mapping

Response for Texas Education Agency

March 20, 2025



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ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	Geo-Comm, Inc. (GeoComm)
Mailing Address:	1100 W. Saint Germain Street, Suite 300, St. Cloud, MN 56301
Contact Person who may provide clarification and additional information, if requested.	Matthew Hayes
E-Mail:	salesoperations@geocomm.com
Phone Number:	(320) 281-2178

INFORMATION PROVIDED

☑ **Attachment A: Cover Page (This Page)**

☑ **Attachment B: Worksheet**

☑ **Attachment C: Requested Information and Required Order**

ATTACHMENT B: WORKSHEET

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

Geo-Comm, Inc. (GeoComm)

Name and Email of Regional or State Representative:
(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Name: Larry Warner, Territory Sales Manager

Email: lwarner@geo-comm.com

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

(Yes) No

GeoComm complies with the mapping requirements listed in section 2 in 19 TAC §61.1031 and the paragraphs in TEC Sec 37.117 added from HB3. In addition, GeoComm builds data compatible with other systems compatible with the remaining requirements.

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

(Yes) No

What is your geographic service area?

Locally – List Cities

Regionally – List Education Service Center region or regions.

(Statewide)

Response contains proprietary information?
Yes (No)

GeoComm Company Background and History

Background: Provide an overview of the company's background and history.

GeoComm was founded in Minnesota on May 18, 1995, to provide local governments with turnkey emergency 9-1-1 software and Geographic Information Systems (GIS) services. Over the last nearly 30 years, GeoComm has been a proven and trusted partner for local, regional, statewide, and military agencies in every state, helping protect more than one hundred million people. Over the years, our team has successfully completed twenty-three statewide GIS projects across the country and countless projects at the local and regional level.

Today, GeoComm has a national reputation as a leading provider of public safety GIS systems, including mission critical systems to route emergency calls to the appropriate 9-1-1 call center, map the caller's location on a call taker or dispatcher map, and guide emergency responders to the scene of the accident on mobile displays within police, fire, and ambulance vehicles.

More recently, GeoComm has been focused on the development and delivery of indoor maps for public safety and school safety. With the development of patented processes and state-of-the-art delivery systems to ensure fast, reliable and up to date indoor maps and critical incident maps, we can put these maps in the hands of the correct people, during both high consequence events and daily operations.

To date, GeoComm has mapped over 400 million square feet of indoor space, with over 300 million square feet of K-12 space. Our team is creating and securely managing indoor maps for key buildings across communities, including schools, universities, government buildings, hospitals, and many other building types.

In addition, GeoComm has built technology to create a dispatchable location from z-axis measurements at any location in the United States. These GeoComm technologies enable enhanced situational awareness for first responders and safety professionals by creating a visual representation of indoor locations.

Esri Partnership

In 2011, GeoComm became a Platinum Partner program member in the Esri Partner Network (EPN). Platinum Partners, the highest tier of the partner programs, are recognized for developing and delivering industry-leading GIS solutions and services on the ArcGIS software platform. As one of the 19 Platinum Partners worldwide out of over 2,800 global partners, GeoComm maintains a high level of collaboration with Esri and it allows us to be involved with the direction of their future product.

In addition, GeoComm has achieved several Esri specialty designations. To achieve this, GeoComm had to demonstrate that we have gone the extra mile to keep pace with Esri and ArcGIS software and have demonstrated a continued commitment to advancing location intelligence ensuring customer success. GeoComm had to carry out successful ArcGIS software deployments and delivered capability presentations to Esri subject matter experts. With these specialties, you can be assured that GeoComm has and continues to make the investment in staying aligned with Esri technology and have a track record of successful implementations. Specifically, the Indoor GIS Specialty designation from Esri recognizing our expertise in indoor mapping and location analytics, along with our implementation of solutions and services using ArcGIS Indoors. Utilizing our patented data conversion process as part of our school map building process, GeoComm will produce indoor maps of building such as schools

quickly and efficiently in the Esri ArcGIS Indoors data model, and ensure the maps are compatible with new and emerging 9-1-1 caller location systems that now include indoor mapping and z-axis (vertical) measurements.

Experience: Relevant experience in delivering school safety products and services within Texas.

GeoComm has a strong relationship with law enforcement and other school districts through our nearly 30-year history working in the public safety and school safety market.

To highlight our experience within the State of Texas, GeoComm has created indoor maps for 434 K-12 public schools throughout the Denco Area 9-1-1 District, TX (Denco 9-1-1). This project addressed the challenges of locating 9-1-1 callers indoors by utilizing GeoComm Indoor Maps and Denco 9-1-1's GIS data to extend Emergency Communication Centers mapping capabilities. Through establishing an indoor mapping program, Denco 9-1-1 now has a visual representation of indoor spaces within schools, providing 9-1-1 actionable location information for improved emergency response situational awareness.

To further demonstrate GeoComm's experience with developing indoor maps for education providers and law enforcement, GeoComm recently delivered over 1,400 school maps to the Iowa Department of Education to implement critical incident mapping (CIM). As part of this project, GeoComm's School Safety Solution staff conducted site visits to verify the accuracy of provided floor plan resources, scan school buildings, and collect locations of public safety points of interest in and around schools. This solution is being delivered for planning and responding to emergencies occurring on school properties by providing detailed indoor maps of schools and surrounding grounds.

In addition to the specific project examples listed above, GeoComm has other active customers with ongoing projects within the State of Texas. These projects are inclusive of the GeoComm School Safety solution which is detailed in the product overview section on the following pages. It is through these projects that the creation of detailed GIS maps of schools, including indoors, and mapping software for use during emergency incidents will allow school and emergency responders to visualize emergency incidents and other critical information on a digital map.

Current Users: Number of Texas school districts currently using the product.

GeoComm currently works with seven (7) school districts using solutions proposed in this response. These districts include Brooks County ISD, Center Point ISD, Fort Worth ISD, Mercedes ISD, Pampa ISD, Pittsburg ISD, and San Felipe Del Rio CISD. In addition, GeoComm has produced indoor school maps for 434 K-12 public and private schools mapped in the Denco Area 9-1-1 District.

Service Area: Geographic service areas within Texas.

GeoComm's service area is inclusive of the entire State of Texas.

Product Overview

Product Name: GeoComm School Safety Solution Standard

Description: GeoComm School Safety is a digital mapping solution designed to support faster response to school emergencies. This solution provides detailed indoor maps of schools and surrounding grounds, along with critical information needed by school safety authorities, public safety agencies, and first responders for streamlining and reducing response times to emergencies inside schools. School Maps created by GeoComm include the layout of the school along with surrounding school grounds, while incorporating key information needed by emergency first responders to plan for and respond to an emergency. GeoComm School Safety combined with our partner network, is a game changer for schools by enabling locations of a 9-1-1 call or the press of a panic button to be displayed on a detailed map of the school. GeoComm School Safety is a digital mapping solution designed to support faster response to school emergencies. GeoComm School Safety includes the following with descriptions to follow:

- GeoComm School Maps
- GeoComm School Map Data Manager
- GeoComm School Map Viewer

GeoComm School Maps

GeoComm School Maps are GIS maps built using the ESRI Indoors schema for maximum interoperability, and while typically used in 2D views, the maps are built 3D ready. Features in the school map include:

- Interior room polygons identified by name/number, and color coded by use type
- Locations of elevators, escalators, stairs, and interior doors
- Additional point locations for emergency response such as Automated External Defibrillator (AED), fire extinguisher, fire riser, and security camera locations
- GIS Data attribution for points, lines, and polygons that includes address data formatted to comply with Next Generation 9-1-1 GIS requirements
- Building footprints, with exterior entrances and exits clearly defined

GeoComm School Maps are produced by converting floor plans, usually accessed via the building engineer, facilities department, or architect. These files are then processed with GeoComm technology that is protected with the following patents.

- SYSTEM AND METHODS FOR THREE-DIMENSIONAL VOLUMETRIC INDOOR LOCATION GEOCODING (US10,928,202)
- SYSTEM AND METHODS FOR LARGE SCALE AUTOMATED INDOOR MAP DATA GEOREFERENCING (US11,190,902)

These patented inventions enable GeoComm to produce high quality indoor maps of buildings such as schools quickly, and ensures the maps are compatible with new and emerging 9-1-1 caller location systems that now include indoor mapping and z-axis (vertical) measurements. GeoComm supports processing the following file types when resources are available:

- DWG or other Computer Aided Drawing (CAD) based file
- PDF, PNG, or JPG files created from CAD or other engineering software that are drawn to scale and show all building lines/features to be digitized
- LiDAR scan outputs created through GeoComm's Floor Plan Creation Service

With a subscription to GeoComm School Safety, school maps can be updated via requests made through the School Map Data Manager with updates made monthly to the map.

GeoComm School Map Data Manager

GeoComm School Map Data Manager is an easy-to-use drag-and-drop interface that enables end users to provide new public safety points of interest, indicate required changes to the map, rename rooms, and upload new source materials, ensuring the sustainability of indoor mapping as buildings change.

With the School Map Data Manager, the individuals closest to the changes will be able to quickly request changes that are efficiently made available to public safety, without requiring a new school map build or GeoComm to come back onsite. Scenarios where quick turnaround on changes will be important is when entrances are renumbered, or new points of interest are installed. In the Map Data Manager, users can filter points of interest to specific types of data, such as reviewing the location of all camera locations across a site. Ultimately, this tool enables a lower overall cost for maintaining the maps and ensures that individuals onsite are empowered to request changes as soon as they happen. Access to the Map Data Manager and authority to request map updates is maintained by the contracting School District, private school administration or public safety agency. The number of users is unlimited.

GeoComm School Map Viewer

GeoComm School Map Viewer is a web-based application that end users can employ to view and interact with the School Map, which enables schools to take advantage of the GIS data in the School Map. Some features included in the School Map Viewer are:

- **Map Navigation:** Users can navigate to specific indoor maps using a building selector with a list of sites and facilities, or by panning around the map. The maps enable dynamic display, with layers and labels being shown and hidden at specific zoom levels to ensure readability and utility of the data. The data has the option to be displayed over background layers including Esri World Imagery Service and Open Street Maps.
- **Search and Filter:** Users can query the map using the Search function to quickly identify and highlight the locations of key aspects of the School Map Data, such as room numbers, points of interest, etc.
- **Shared Markup**: Used to share geographic locations along with notes and attachments, visible to all other users of the Map viewer. This feature enhances situational awareness for all users. Examples include adding images of key areas of a building such as photos of an exterior entrance, marking safety equipment needing repair, marking hazard locations, or marking temporary events.

Product Name: GeoComm School Safety Solution Advanced

Description: The advanced subscription for GeoComm School Safety includes the following additional components to further enhance situation awareness with additional data points.

- **Add Incidents:** Users can indicate the location of incidents at school sites and add additional information such as notes and photos. When an incident is created, the system automatically uses the indoor dataset to create a dispatchable location for the incident, which is a complete address with sub-address elements that public safety can use to reach an incident as quickly as possible.
- **9-1-1 Integration**: With participation from local 9-1-1 authorities, the Advanced Map Viewer supports displaying the location of 9-1-1 calls that were placed within mapped sites. This enables onsite safety staff, including SROs to be made aware of incidents occurring in the school to improve response time for all types of emergencies.

Product Name: Floor Plan Creation Services

Description: When there are no current or accurate resources available, the customer can select the Floor Plan Creation service. During Floor Plan Creation services, GeoComm will use LiDAR scanning and other available technology to create an accurate floor plan that will be converted to an indoor map.

During data collection, GeoComm uses photo attribution to identify Public Safety point of interest locations that will be applied to the map data.

Product Name: Floor Plan Verification Services

Description: When the Floor Plan Verification service is selected, GeoComm will work on the indoor site to verify submitted floor plan data and ensure that the final map accurately reflects features in and around the building. During verification, the most common items that the team notes onsite include changes to entrance and exit labels, room label changes, notation of additional spaces, small scale mobile LiDAR scans for multi-room remodels, and additional points of interest. A few examples of items not typically included in the original floor plans are fire extinguishers and AEDs. Instead of opting for this service, customers can lower project costs by choosing to use the School Map Data Manager to verify and submit changes to the map.

Product Name: Indoor Conversion Services

Description: GeoComm Indoor Conversion Service efficiently converts digital floor plan resources into indoor maps. The resulting indoor maps include the primary buildings, along with critical information needed by safety and security staff, public safety agencies, and first responders for streamlining and reducing response times to emergencies inside indoors. GeoComm Indoor Maps combined with our partner network, can be a game changer for indoors by enabling locations of a 9-1-1 call or the press of a panic button to be displayed on a detailed map of a building.

Technical Information

Product Type: Indicate whether the product is software-based, hardware-based, or a combination of both.

The products included in this RFI response are software-based, SaaS solutions.

Mapping Technology: Details about the technology used.

The technology used for each product is listed under the product descriptions above, starting on page 7 through page 9. You will find details of how the maps are built and features included.

Integration: Compatibility with existing systems and software.

GeoComm School Maps for School Safety are maps built using the ESRI Indoors schema for maximum interoperability. GeoComm makes the data available to first responders via Application Program Interface (API) and by providing files to the customer in standard GIS formats to load into their software. Maps can also be printed or saved as a PDF from the Map Viewer interface.

Data Security: Measures in place to protect sensitive information.

GeoComm has built a cloud-native platform leveraging state-of-the-art technology that is designed to meet the unique needs of our customers. The security of our solutions and the data entrusted to us is paramount. GeoComm does the following:

- Employs industry best practices to ensure the security of systems and data
- Protects our customers' data through robust security and data privacy controls that meet the National Institute of Standards and Technology (NIST) standards
- Leverages both internal and external teams to proactively asses and mitigate risk.

All GeoComm employees have robust background checks, and are required to annually perform certification to access the FBI's Criminal Justice Information System (CJIS), and complete training for the Family Educational Rights and Privacy Act (FERPA).

User Experience and Implementation

Training and Support: Availability of user training, onboarding, and ongoing support.

GeoComm provides remote training opportunities for users and administrators and will additionally provide training and implementation support for active use of the data for school districts and local public safety agencies. GeoComm also hosts training opportunities for customers via hosted webinars planned for school districts and first responders.

Customization Options: Ability to tailor the product to specific needs (e.g., district size, site-specific layouts, custom labeling).

After the initial map build, the map is configured based on feedback from the customer. The software itself is not built custom for customers but is built to flexibly meet the needs of customers.

Implementation Process: Steps involved in deploying the product, including timelines and support provided during implementation.

GeoComm would work with the customer during the project kickoff meeting to determine an agreed upon timeline. Below is a sample of an implementation. Customer timelines may be adjusted depending on the floorplan quality available.

Updates: Frequency and process for issue resolution and product enhancements or updates.

The GeoComm team is constantly in communication with customers to understand their needs and will adapt software requirements to meet market needs. Software updates are rolled out seamlessly following thorough testing every two weeks.

Safety and Emergency Features

Asset Management: If and how the product manages and displays safety assets (e.g., AEDs, fire alarms, first aid kits).

The school maps built by GeoComm are built in a GIS format following the ESRI Indoors data model, which enables interoperability with mapping applications across public safety, supports multiple use cases, and is designed to be updated frequently as the buildings change.

Available Layers for these maps include sites (polygon), facilities (polygon), levels (polygon), walls (line), rooms (Polygon), and points of interest (Point). The scope of the school map build consists of the following, but not limited to, types of points of interest.

- AEDs
- Electrical Shutoff
- Elevators
- Emergency Exits
- Exterior Entrance Locations
- Fire Alarm Control Panels
- Fire Department Connections (FDCs)
- Fire Extinguishers
- Fire Hydrant

- Fire Risers
- First Aid Kits
- Gas Main
- Hazardous Material Storage Locations
- Key Box
- Keycard Readers
- Restrooms
- Roof Access Points
- Security Camera Locations
- Stairs
- Water Shutoff Valve

During maintenance, there are additional types of points of interest that can be requested via the 'Add POI' tools in the School Map Data Manager.

Incident Response: Any features that support rapid emergency response (e.g., real-time location tracking, integration with emergency alerts).

GeoComm School Maps are built to be compatible with multiple layers of data in mapping software systems used in schools and by first responders. Data is delivered as georeferenced PDFs, GIS data export files such as a mobile map package (MMPK), and Esri Indoors file geodatabase. Wide compatibility is accomplished through secure API access via GeoComm's Public Safety Content Library and File Exports. Available exports include formats that can be opened with standard open-source file readers. GeoComm will support data integration activities with local agencies' current application providers by providing a path to connect to the GeoComm Indoor Maps API or by providing the appropriate file exports. Examples of public safety applications integrated with the Public Safety Content Library include RapidSOS, Intrado, RapidDeploy, and GeoComm Maps. With integrations in these mapping systems, GeoComm School Maps are made available to Public Safety Answering Points. With these integrations, GeoComm School Maps support display of real-time tracking information on top of the school map and are used to create a visual representation with a safety plan.

Example applications that customers have integrated files into include video management systems, panic button applications, computer aided dispatch, and several other systems. GeoComm is compatible with many of the school safety applications and emergency alert systems commonly in use, including Raptor, CrisisGo, Centegix, Saferwatch, and ZeroEyes. School Safety applications that integrate into the Public Safety Content Library extend the GeoComm School Safety solution to further enhance the security position of a school. One example includes ZeroEyes, an AI based gun detection system. When combined with GeoComm's School Maps, the system provides pinpoint, rich data on the location of a threat. A second example is CrisisGo. CrisisGo provides the iResponse system for Alerting and Crisis Communications by leveraging GeoComm's School Maps, panic press locations, safety check-ins, and other features are enriched with detailed location data, which enables more efficient and effective protocols for school safety. GeoComm staff are ready to support additional integrators should there be applications in use by local public safety agencies or school safety officials that are not yet integrated.

Visitor Management: Capabilities for managing and tracking visitors during emergencies.

For visitor management, through the School Map Data Manager, customers have the ability to draw primary and secondary evacuation routes for printing and sharing. In addition, information found on emergency action plans, including pre-planned meeting locations, can be added to the map as points of interest. Maps also are available in multiple formats and can be used offline for support during emergencies.

Product Pricing

Cost Structure: Pricing model, to include any one-time or ongoing costs.

Please find below the list of products GeoComm has included in this RFI response with a detailed pricing breakdown for each.

Product Name	Description	Units Description	Pricing	Contract Minimum
GeoComm School Safety Standard: Initial Year	Includes School Map Build, GeoComm School Map Viewer Subscription, GeoComm School Map Data Manager Subscription.	Per Student	$5.50	$3,000.00
GeoComm School Safety Standard: Subscription Years	Includes GeoComm School Map Viewer Subscription, GeoComm School Map Data Manager Subscription.	Per Student	$3.00	$2,000.00
GeoComm School Safety Advanced: Initial Year	Includes School Map Build, GeoComm School Map Viewer Subscription, GeoComm School Map Data Manager Subscription.	Per Student	$8.50	$4,500.00
GeoComm School Safety Advanced: Subscription Years	Includes GeoComm School Map Viewer Subscription, GeoComm School Map Data Manager Subscription.	Per Student	$6.00	$3,000.00
GeoComm School Safety: Floor Plan Verification Services	Includes onsite map verification from a field professional.	Per Student	$5.50	$6,000.00
GeoComm School Safety: Floor Plan Creation Services	Includes floor plan creation services and floor plan verification services when no resources are available for school safety map build.	Per Student	$7.50	$6,000.00
GeoComm Indoor Conversion Service	Includes converting digital floor plan resources into indoor maps	Per Floor of Site (50 K Sq Ft)	$900.00	$4,500.00

In addition, GeoComm has included our hourly rates chart for projects that require additional services outside of the pricing metrics listed above. This is for custom project requests.

GeoComm Hourly Rates

Labor Category	2025 Hourly Rates (No Travel Required)	2025 Hourly Rates (If Travel Required)
GIS Specialist	$158	$208
GIS Project Manager/ Project Coordinator	$236	$286
Project Manager	$284	$336
Senior GIS Project Manager	$312	$362

Licensing Options: Types of licenses available and any associated costs.

GeoComm prices include all necessary licenses, with no additional costs. The data can be used in software systems in use by public safety agencies, and by the customer. The system does not require additional purchase of software by the customer.

Tiered Packaging: Availability of tiered packaging and descriptions of the tiers.

GeoComm offers tiered packaging through standard and advanced options, as detailed in the pricing table given on page 14.

ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	Langan Engineering and Environmental Services, LLC
Mailing Address:	9606 N. Mopac Expressway, Suite 110, Austin, TX 78759
Contact Person who may provide clarification and additional information, if requested.	Jon Hoebelheinrich
E-Mail:	jph@langan.com
Phone Number:	817.313.9496

INFORMATION PROVIDED

☑ **Attachment A: Cover Page (This Page)**

☑ **Attachment B: Worksheet**

☑ **Attachment C: Requested Information and Required Order**

B

Attachment B
Emergency Response Campus Mapping Worksheet

ATTACHMENT B: WORKSHEET

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

Langan Engineering and Environmental Services, LLC

Name and Email of Regional or State Representative:
(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Jon Hoebelheinrich - jph@langan.com - 817.313.9496

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

Yes No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

Yes No

What is your geographic service area?

Locally – List Cities

Regionally – List Education Service Center region or regions.

Statewide

Response contains proprietary information?
Yes No

C

Attachment C
Requested Information and Required Order Checklist

I. COMPANY BACKGROUND AND HISTORY

a. Background: Overview of Company Background and History

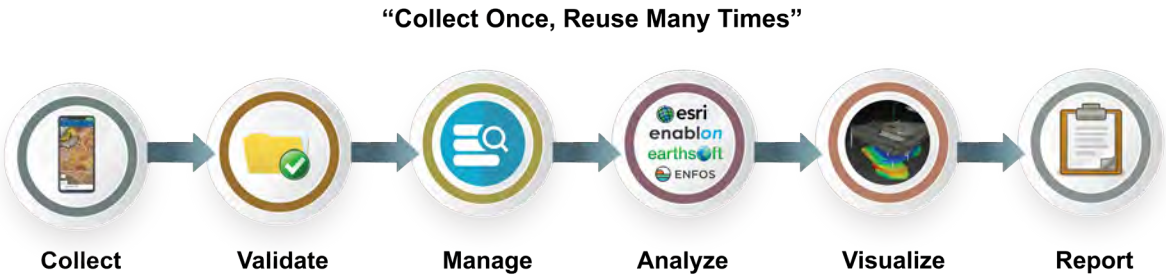
Langan Engineering and Environmental Services, LLC (Langan), is an international full-service engineering and environmental consulting firm. In addition to our core services of comprehensive geotechnical, site/civil, and environmental engineering, our technical services extend to include Digital Solutions focusing on data and analytic solutions, Geographic Information Systems (GIS), asset and facility management systems, enterprise system integrations, desktop/web/mobile application programming and software development. Langan was founded in 1970 and currently has over 1,750 employees spread over 50 offices including six offices in the state of Texas – Dallas, Celina, Tyler, Houston, Austin, and San Antonio.

A summary of our **Digital Solutions Practice** is provided below and at www.langan.com/digital-solutions.

Langan's 150-plus-person Technology Team takes a holistic approach to technology deployment, development, maintenance, and support. From desktop, web, and mobile applications to enterprise systems integration and technical support, Langan's Technology Team provides the expertise and tools necessary to help clients undergo digital transformations to solve the problems that challenge their business and enhance operational performance. Langan is an Esri Gold level business partner with the ArcGIS System Ready, Indoor GIS, and Network Management Specialties.

Advanced Digital Solutions – Tools to Fuel Decision-Making

Our Digital Solutions technology team works to develop and deliver advanced tools to facilitate informed decision-making and data sharing. These tools help remove workflow redundancies and ensure that Langan's client objectives are met in the most cost-effective manner while maintaining data. Langan's standardized process for data management uses industry-leading applications including advanced enterprise-level relational databases and web-based project portals for data retrieval. The firm's standardized process integrates the following critical steps:



b. Experience: Relevant Experience in Delivering School Safety Products and Services within Texas

Langan has provided multidisciplinary, integrated engineering services and school safety products for K-12 schools across the country. From rural public schools to urban charter schools, Langan possesses the skills and experience to ensure a collaborative approach with clients that results in a realistic end-result for the educational system. In the state of Texas, our relevant experience is highlighted by our work with the Tyler Independent School District (TISD), where we have successfully implemented products that enhance school safety.

In 2023 Langan worked with TISD on a facility mapping pilot project where five campuses, comprised of approximately 500,000 gross square feet (GSF) were selected to demonstrate Esri's ArcGIS technology use for facility management driven by legislative mandates in Texas House Bill 3. A simple web mapping application and dashboard were configured as a part of this project.

Following the pilot project, Langan expanded its services with TISD in late 2023 to implement ArcGIS Indoors for the school district comprising over 40 buildings and approximately 4 million GSF. As a part of this project, TISD chose to purchase and enable the ArcGIS Indoor Maps extension for ArcGIS Online (AGOL). Enabling ArcGIS Indoors provides the district with enhanced facility mapping capabilities such as Esri's floor-picker widget supported across the entire ArcGIS Enterprise platform. The floor-picker enables users to easily filter, find, and query sites, facilities, levels, and units (rooms) as well as associated door locks (access control points), HVAC, life safety, security, and technology assets within web maps and web mapping applications including mobile apps.

c. Current Users: Number of Texas School Districts Currently Using the Product

Currently, TISD is our primary client in the state of Texas utilizing our school safety products. While we have extensive experience providing multidisciplinary, integrated engineering services and school safety solutions for K-12 schools across the country, our digital solutions facility mapping efforts within Texas are exemplified by our successful collaboration with TISD. This partnership underscores our capability to deliver effective and reliable facility mapping and safety solutions tailored to the needs of educational institutions within the state. Additional client qualifications for the use of our school safety solutions and services in other US states can be provided upon TEA request.

d. Service Area: Geographic Service Areas within Texas

We have an experienced, Texas-based team comprised of 170 employees located across 6 regional offices located in Dallas, Celina, Tyler, Houston, Austin, and San Antonio. The Texas team is supported by an additional 150+ employees on our Digital Solutions team, allowing Langan to confidently serve the entire State of Texas. We routinely mix our local knowledge with the firm's national expertise to provide the best possible solution for our client's challenges.

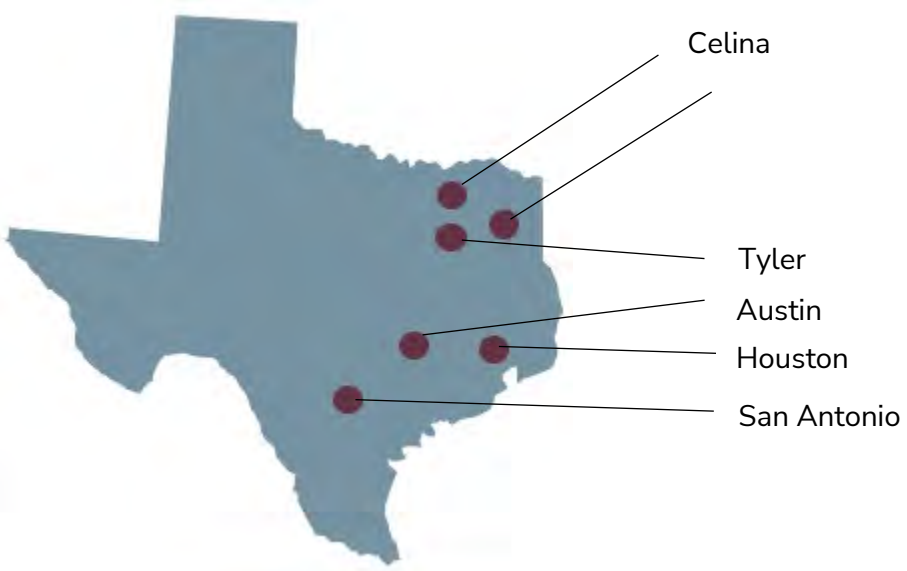


Figure 2: Langan Texas office locations

II. PRODUCT OVERVIEW

Product Name: Langan's Critical Incident Response System

Description: Langan delivers a comprehensive set of tools for Critical Incident Response, leveraging Esri ArcGIS products to meet the specific needs and goals of each organization. Utilizing ArcGIS Experience Builder, Dashboards, and ArcGIS Indoors, we tailor our approach to comply with 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117 while offering the flexibility to add additional functions such as ties to an asset management system, integrated 360 photos, ortho imagery, and more. Utilizing ArcGIS as a centralized data hub, serving as a reliable repository for essential information across multiple organizations including the first responder, computer aided dispatch (CAD), and public safety answering point (PSAP) communities.

Langan's approach provides real-time data access, fosters collaboration, enhances decision-making, and supports K-12 district requirements to address the challenges of public safety data management. As well as leverage these resources for space planning and assignment, room reservations, capacity management, and safety and security operations. Applications are configured for various users ranging from first responders to facilities planners and on-site maintenance teams to principals conducting space utilization surveys and faculty or students reserving rooms. The implementation encompasses not only the building indoor environment but also site-specific data, such as gates, parking, utilities, and easements, as made available to designated team members, securely. Information is accessible through web apps, mobile apps, and dashboards, for seamless, enterprise-wide distribution. Our deliverables are dynamic, evolving alongside any district's physical growth and increasing GIS needs.

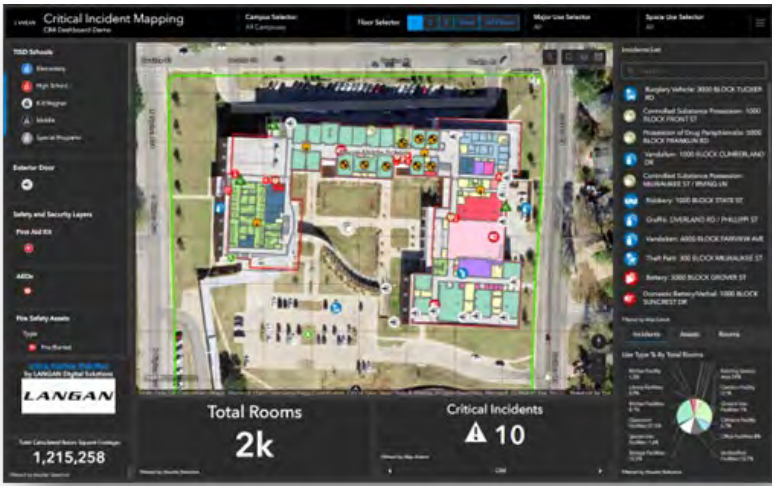


Figure 3: Langan's - Critical Response Dashboard

Key Features and Capabilities:

Langan's Critical Incident Response System can be broken down into three main categories of applications for end users: situational awareness, decision support, and reporting (see figure 4 below for examples). Each application is an easy-to-access web or mobile application that graphically displays and quantifies multiple interactive layers (and floor levels) of building and facility space, as well as public safety and security asset information in real-time. This information is available on-demand to support the K-12 district staff. Additional capabilities include:

- Mapping incident locations symbolized by type and status
- Integration with local city web services and school reporting tools (e.g., crime and related unplanned event web services).
- Detailed site, building, room, interior and exterior access points, door numbers, and asset mapping

- Use of satellite or aerial imagery
- Mapping of safety and security assets
- Use of industry-recognized symbols and labels
- Map orientation to true north
- Gridded reference system for first responders, usable in both digital and printed formats
- Mobile application readiness with the ability to export to PDF
- Functionality in both connected and disconnected environments
- Security Zones Editor to establish and assign zones as “Hot, Warm, Cold” for on-scene commanders
- Orthomosaic imagery with the ability to toggle high-resolution, georeferenced aerial views of the site (interior and exterior)

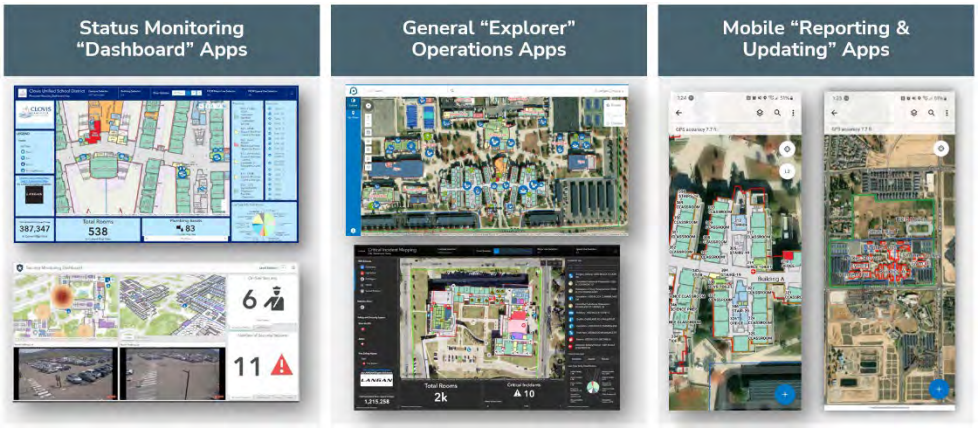


Figure 4: Application examples

Technical Information:

Product Type: Langan’s Critical Incident Response System is a software-based solution designed to integrate seamlessly with existing GIS infrastructure.

Mapping Technology: Esri, the global leader in GIS technology, provides powerful tools for mapping and spatial analysis. Langan’s system leverages Esri products to deliver advanced capabilities:

- **ArcGIS Experience Builder:** Create configurable web applications without writing code, accessible on any device.
- **ArcGIS Dashboards:** Real-time data visualization for monitoring and analyzing critical incident data through interactive dashboards.
- **ArcGIS Indoors:** A complete indoor mapping system for smart building management, converting CAD floor plans into detailed floor-aware maps for indoor positioning, wayfinding, facility operations, and space management.
- **ArcGIS Online:** Cloud-based mapping and analysis for creating, sharing, and analyzing maps and data, enabling collaboration across organizations.
- **ArcGIS Enterprise:** A comprehensive platform for deploying and managing GIS services, data, and applications on-premise or in the cloud.

Integration: Esri's ArcGIS platform supports seamless integration with existing systems and software, enhancing interoperability across various platforms:

- **APIs and SDKs:** Custom integrations and extensions using REST APIs, JavaScript APIs, and mobile SDKs.
- **Interoperability with Enterprise Systems:** Interoperability with ERP, CRM, camera/security, visitor and asset management systems (e.g., Verkada, Raptor Technologies, Rapid SOS, etc.) for integrated critical incident mapping workflows.
- **Data Integration and ETL Tools:** Esri offers tools for data integration and ETL (Extract, Transform, Load) processes, enabling seamless data exchange between ArcGIS and other systems. This includes support for industry-standard data formats and protocols.
- **Web Services and Connectors:** The platform supports integration with web services and connectors, allowing organizations to connect ArcGIS with other cloud-based and on-premises systems. This includes integration with public safety tools, local city web services, and school reporting tools.
- **Geospatial Data Standards:** ArcGIS adheres to industry geospatial data standards, ensuring compatibility and interoperability with other GIS and mapping systems.

Data Security: Data security is a top priority for Langan's Critical Incident Response System, which employs multiple layers of protection to safeguard sensitive information. The system uses industry-standard encryption protocols to secure data both in transit and at rest and implements role-based access controls (Esri User Types) to ensure that only authorized personnel can access sensitive data. It adheres to stringent industry standards and regulations for data security and privacy. Hosting options include on-premises, cloud, or Esri ArcGIS Online, each one benefiting from Esri's robust security measures such as physical security, network security, and regular security audits. Continuous monitoring and real-time alerts are in place to detect and respond to potential security threats promptly.

Compliance with Texas HB8 (85R): Using Esri products ensures that its platforms and applications meet these requirements by conducting regular vulnerability and penetration testing, and promptly addressing any identified vulnerabilities to maintain a secure environment for data processing.

Secure Connections: Esri's platforms will be configured to adhere to the established security protocols (HTTP-only, with HTTP Strict Transport Security (HSTS)), utilizing Transport Layer Security (TLS) version 1.2 or higher to ensure data integrity and protection during transmission. This ensures that communications between users and the system are encrypted and secure, preventing unauthorized access and data breaches.

Secure Configuration Guidelines: Esri provides secure configuration guidelines that fully describe security-relevant configuration options and their implications for the overall security of the software. These guidelines include a comprehensive description of dependencies on the supporting platform, such as the operating system, web server, and application server, and detailed instructions on how they should be configured to maintain security. This ensures that the system is set up in a secure manner, minimizing potential vulnerabilities and ensuring the integrity of the data.

For more information on Esri's comprehensive security measures, please visit the ArcGIS Trust Center. By leveraging these advanced security practices, Langan's Critical Incident Response System ensures the reliable and secure management of critical incident data for K-12 districts.

User Experience and Implementation:

Training and Support: Langan offers **c**omprehensive user training, onboarding, and ongoing support to ensure seamless adoption and usage. Langan offers training sessions for various user groups, including first responders, facilities planners, maintenance teams, principals, and faculty. Please reference table 1 in the product pricing section of this document.

Customization Options: The system is highly customizable to meet the specific needs of each district. Customization options include site-specific layouts, custom configuration, labeling, and the ability to add addition services and filtering options.

Implementation Process: Langan follows a comprehensive 5-step implementation process to ensure the successful deployment of the Critical Incident Response System. First, we capture data and imagery by scanning K-12 facilities using intelligent 360 cameras referenced to a real-world coordinate system. This includes delivering orthomosaic imagery for high-resolution, georeferenced aerial views (both interior and exterior), 360° panoramic images (see figure 5 below) for easy navigation within the ArcGIS Indoors platform, and generating digital as-built facility floorplans and ArcGIS Indoors Information Model (AIIM) data layers. We also capture defined public safety points of interest such as fire extinguishers, cameras, AEDs, door numbers, door swings, and exits.

Next, we integrate this data by creating ArcGIS Indoors Information Model data layers for buildings, floors, and spaces. This is followed by feature mapping, where we capture public safety points of interest. For the deployment of Esri solutions, we collaborate with the client to determine the best hosting solution for critical data. We then deploy the Critical Response System and associated web and mobile tools to support public safety mapping for emergency operations. Finally, we provide ongoing support and updates to ensure the system evolves with the district's growth and needs.

Updates: Langan provides regular updates for routine maintenance, updates, security patches, user support and enhancing product features. This process includes direct user engagement to gather feedback to ensuring the system remains dynamic and responsive to user needs support through optional maintenance plans designed to fit each organization specific needs. (See Table 1.)

Safety and Emergency Features

Asset Management: Langan's solution manages and displays safety and security assets such as Camera's, AEDs, fire alarms, trauma kits, first aid kits, and more. These assets are mapped using industry-recognized symbols and labels, accessible via web and mobile applications. With additional capabilities such as the ability to toggle each layer on and off as well as search for individual assets, filter and select the desired public safety assets to gather additional information.

Figure 5: Oriented 360 Imagery

Incident Response: Key incident response features include real-time location tracking, mapping incident locations by type and status, and establishing security zones for on-scene commanders. The system supports connected and disconnected environments, ensuring functionality during emergencies. Integration of 360 imagery and CCTV camera feeds providing enhanced situational awareness.

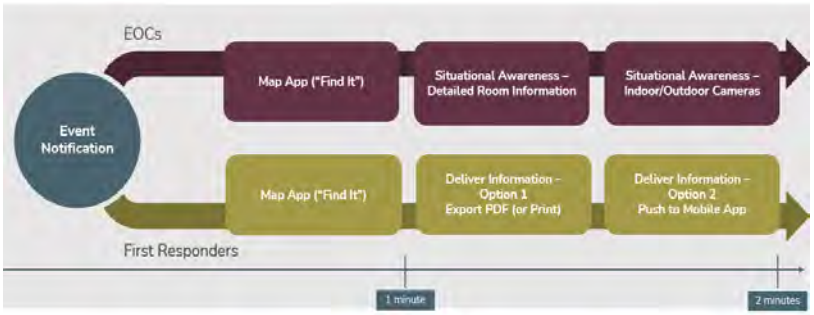


Figure 6: Unplanned Event Response - Support the EOC & First Responders

Visitor Management: Leveraging the Esri ArcGIS platform, Langan's critical incident mapping solution is designed with specific capabilities for managing and tracking visitors during emergencies for enhancing overall safety and security. The ArcGIS platform is capable of integrating with industry-leading visitor management systems, ensuring a seamless and comprehensive approach to monitoring and controlling visitor access. This integration allows for real-time updates and accurate tracking of visitor movements, providing critical information to first responders and security personnel during emergency situations. By leveraging these advanced capabilities, our system ensures that individuals within the facility are accounted for, further enhancing the safety and security of the environment.

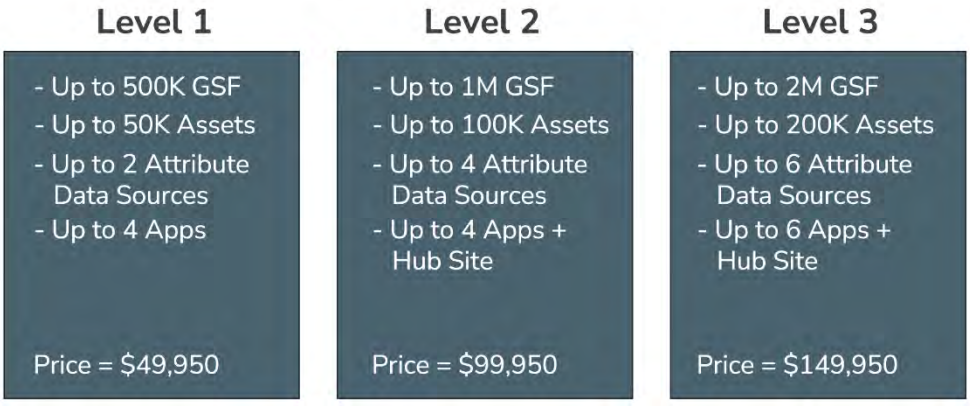
Figure 7: Esri Enterprise Integration examples

III. PRODUCT PRICING

Langan offers a comprehensive and flexible cost structure for our Critical Incident Response System services, designed to meet the varying needs and budgets of K-12 districts. Our approach includes support for three levels based on the size of a school districts facility portfolio (building facilities gross square footage or GSF and number of assets), Esri licensing options, and ongoing maintenance and support rates.

Each Level Includes:

1. ArcGIS Indoors Implementation (ArcGIS Enterprise or ArcGIS Online)
2. LOD 200 Digital CAD .DWG Floorplans Well-Formed for AIIM (ArcGIS Indoors Information Model)
3. AIIM Geodatabase + Floorplan Data Maintenance Plan (Floorplan Editor and/or ArcGIS for AutoCAD)
4. Asset feature mapping for public safety and security points of interest
5. 2D + 3D Data Visualization (Layers, Maps, & Apps)
6. Building Indoor Travel Network + A to B Routing Tool (ArcGIS Enterprise Only)
7. Oriented 360 Imagery Integration
8. At least one of each of the following ArcGIS apps – Explorer, Dashboard, & Mobile
9. Building scanning via oriented 360 imagery (LOD 200) or LiDAR (LOD 300+) equipment
   a. If using LiDAR scanning equipment (and processing point cloud data), the price of each level is 2X the price per each level shown below.
   b. Both LOD 200 and LOD 300 scanning include oriented 360 imagery data capture.
10. Extensive feature mapping and detailed site, building, and room mapping
11. Deployment of advanced interactive critical response dashboards with mobile application readiness
12. Integration with industry-leading visitor management systems
13. Comprehensive training and support for district users



Esri Licensing: The cost of Esri licensing through their K-12 administrative use program can be provided or scoped separately based on the specific needs and requirements of the district. This ensures that districts have the flexibility to choose the most suitable licensing options for their unique circumstances.

Ongoing Maintenance and Support Rates: Langan offers competitive rates for ongoing maintenance and hourly time and material (T&M) work. Our maintenance packages ensure that the system remains up-to-date and evolves with the district's growth and needs. We provide continuous support, regular updates, training, and prompt response to any issues that may arise.

	Minimal	Standard	Medium	High
Annual Maintenance				
Total Maintenance and Support Hours	100	200	300	400
Review & Routine Maintenance **- Annual Hours** **- Review Frequency**	50 Quarterly	100 Monthly	150 Weekly	200 Daily
General Troubleshooting & Support Hours	50	100	150	200

Table 1: Langan Maintenance Packages

For a detailed quote and to discuss the specific needs of a specific district, please contact our team. We are committed to providing a secure, reliable, and cost-effective solution to enhance the safety and security of school facilities. Langan's T&M rate table is below.

Langan Time & Material Rate Table:

Project Personnel	Hourly Rate	Project Personnel	Hourly Rate
Project Director	$300	Solutions Developer	$165
Project Manager and QA/QC Lead	$225	Senior GIS Analyst	$170
Lead Solutions Architect/ Developer	$200	CAD Specialist/ GIS Analyst	$145
Senior GIS Consultant	$250	Administrative	$80

Additional Langan fee items are as follows:

- Travel costs such as tolls, airfare, train fare, or parking will be expensed at cost.
- Mileage will be billed at the standard government rate for the state of Texas.
- Any shipping costs will be billed at cost.
- Any software or hardware purchases will be billed at cost.
- Langan reserves the right to make adjustments for individuals within these classifications as may be necessary by reason of promotion and to increase our hourly billing rates due to annual salary increases.

ATTACHMENT A: COVER PAGE

RFI 701 25 012, School Safety and Security Mapping Technology Vendors	
Name of Organization:	Mi-Tech Services, Inc
Mailing Address:	
Contact Person who may provide clarification and additional information, if requested.	Dean Kaderabek, GIS Manager
E-Mail:	DKaderabek@mi-tech.us
Phone Number:	920.883.2361

ATTACHMENT B: WORKSHEET

RFI 701 25 012, School Safety and Security Mapping Technology Vendors
Name of Company or Organization:
Mi-Tech Services, Inc
Name and Email of Regional or State Representative: (This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)
Name: Dean Kaderabek Email: DKaderabek@mi-tech.us

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

☑ Yes ☐ No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

☑ Yes ☐ No

What is your geographic service area?
Locally – No Texas Cities
Regionally – No Education Service Center region or regions in Texas.
Statewide – None in Texas
Response contains proprietary information?

☐ Yes ☑ No

ATTACHMENT C: REQUESTED INFORMATION AND REQUIRED ORDER

RFI 701 25 012, School Safety and Security Mapping Technology Vendors

Company Background and History

Background

Mi-Tech is a national firm that has been pioneering innovative new technologies for more than six decades, growing into one of most diversified firms in North America.. Mi-Tech is dedicated to supporting America's infrastructure with expertise and proven experience in school safety and district facility security mapping, geographic information systems (GIS), telecommunications design, power distribution design, storm damage assessment, land surveying, easement and right-of-way management, utility pole inspection, fiber optic splicing, and more. Mi-Tech is more than 200 people strong, supporting the telecom, electric, gas, drilled foundations, pipeline, directional drilling, tunneling, and wind energy industries. Mi-Tech has become an innovator and recognized leader in the utility service's marketplace. Mi-Tech was formed in 1985 as Data-Tel Communication Services, primarily serving the telecommunications industry and incorporating as Mi-Tech Services, Inc. in 2001. Mi-Tech currently operates under the Michels Corporation umbrella of companies, performing work throughout the United States. Our services are constantly growing and evolving to meet customers' needs and to provide them with solutions to complex problems.

The Industries We Serve

Experience

Mi-Tech Services has a full-time staff of highly trained professionals that are dedicated to exceeding our customer's expectations and these individuals are led by a manager with over twenty (25) years of experience supporting Public Service Answering Points (PSAPs) Dispatch Centers throughout the country with critical data in their 911 dispatch centers and patrol squads/fire engines with school safety products and services. Our solution recently created to enhance security and increase situational awareness for first responders and the school districts within Texas has not been implemented; however, we are excited to have the opportunity to introduce and implement our solution here. In addition to our diverse experience, our operational excellence and depth of resources allow us to complete the entirety of the work under one family of companies guided by a unified commitment to safety, environment, quality, schedule, and value.

Current Users

Our solution has been implemented within various school districts throughout the country. While our recent solution has not been incorporated in Texas, we are excited to offer our product with site-specific critical incident mapping data that will enhance security and increase situational awareness for first responders and the school districts of Texas. We are currently working on the maintenance phase for the third largest school district in Wisconsin utilizing our solution.

Service Area

Following the tragic school shootings, many states have enacted new enhanced school safety requirements to strengthen safety at public and private schools across the country. According to some of the requirements, each school district and public charter school will be required to provide floor plans for all school buildings to state officials and each local law enforcement agency with jurisdiction annually. While our recent solution is not utilized in Texas, Mi-Tech Services, Inc. stands ready to assist the school districts of Texas to comply with Texas Education Code, §37.117, which states schools must have an accurate map of each district campus and school building, to include site and floor plans, access control, and exterior door numbering.

Product Overview

Product Name

Inside Out Public Safety Access (IO-PSA)

Description

Our solution was created to enable collaboration between public safety officials, schools and facility stakeholders with access to accurate and up to date inside out data for every school district in the country. Let's get the right location information, on the right map, for the right people, at the right time, in order to respond to emergency calls faster.

School districts need floor plan maps of each district building created to ensure security staff and emergency responders have precise information to locate and evacuate individuals from any building. Accurate imagery and overlay maps are created for all school district buildings. Both large-scale campus maps and small-scale floor plan maps are produced, with small-scale maps detailing entry and exit points, hallways, electrical, and other essential emergency equipment. These maps will meet the local regulations and can be uploaded to the Public Safety Answering Point (PSAP) Dispatch Centers that support each school district.

Finally, we combine the finished product into one, centralized web-based mapping application for a single building or the entire school district. Floor plans for each school building with imagery and gridded overlay maps will be produced to help staff and first responders coordinate to a crisis response. Large-scale maps provide detail

that allow responders to coordinate with factors outside the structure, such as routes and parking areas, while small-scale maps identify emergency equipment and evacuation routes. These maps accessed via web browser or file share as multipage Portable Document Files (PDF's) will allow for more effective emergency response, creating a safer environment for students and District staff.

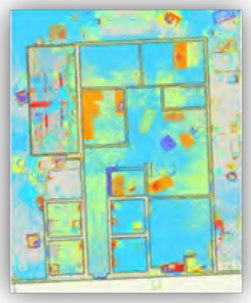
Technical Information

Product Type

Our solution is built upon the ArcGIS Indoors Information Model which is part of Esri's collection of ArcGIS Solutions. ArcGIS Solutions are free and fully supported industry-specific configurations for ArcGIS and have been widely adopted. Using this data model as the foundation to capture and create accurate digital mapping of the facility buildings-security in the school district will save cost and time.

The Mi-Tech solution uses ArcGIS Pro Software in coordination with an ArcGIS Online Organizational site to communicate in real time with stakeholders while delivering enterprise-wide data access and facilitates collaboration internally and externally. Our solution also allows performance monitoring with easy-to-use dashboards. For real-time data access, Mi-Tech Services, Inc. will set up a group and member accounts for stakeholders to access and join our ArcGIS Online Organizational site, which is a secure and cloud-based Esri environment. This will allow internal and external authenticated users to access web maps and dashboards in real time to view our progress on your project, such as building numbers, floors, suite designations, room numbers, GPS field data collection, and floor details information. These web maps and dashboards accessed via a web browser will be configured to comply with your data and schema requirements. No licensed software required.

Mapping Technology



Mi-Tech Services, Inc. will send a data collection team onsite to your facility to gather detailed floor plan information using ArcGIS Field Maps accessed on an iOS device connected to high accuracy GPS units. Field Maps features drop-down attribute selection to efficiently record data such as building numbers, floors, suite designations, room numbers, and floor details information with prompts relevant to this project. An on-site inventory of each school building will be conducted by highly qualified and trained employees of Mi-Tech.

We compare the collected data to existing floor plan information. Existing computer aided drawings (CAD), blueprints or other facility plans of the buildings can be scanned and used to create raster images. Scanned maps will be georeferenced using distinct objects in the photos and applying real world X and Y coordinates to them. This will create an accurate image suitable to be used as a floor plan.

When presented with no existing floor plans, another step needs to be added. Luckily, collecting data is a lot easier these days with the use of 2D-3D mobile laser scanning/data collection equipment. These units can be used to capture floor plans with a simple process of collecting the scan data, extracting the data from the device, processing the data, and then

georeferencing the data. This web-based mapping system will replace the organizations paper maps and improve transparency across your organization.

Integration

The data and solution can be incorporated into most modern public safety or facility software applications. The multipage pdf's can be associated to a "Common Place" point during address validation often referred to as Premise Hazard maps. Public safety or facility software applications can connect directly to the current and authoritative hosted feature service. The web-based solution with site-specific critical incident mapping data will enhance security and increase situational awareness for first responders and the school district officials.

Data Security

ArcGIS Online is a secure, reliable geographic information system (GIS) delivered using the software-as-a-service (SaaS) model. ArcGIS Online services are elastic, available on demand, managed by Esri, and accessed by clients running on a wide range of platforms. They can be shared and utilized by many customers and offer security benefits.

Esri's security strategy is based on an industry-standard, defense-in-depth approach that provides security controls at every level, for every user, including the application, network, and facilities. Adherence to these security principles helps ensure that ArcGIS Online provides confidentiality, integrity, and availability of data.

ArcGIS Online utilizes cloud infrastructure providers that are ISO 27001, FedRAMP, and SSAE 16 SOC1 Type2 compliant. User identity is established through a login process that always takes place over HTTPS to ensure industry-standard encryption of sensitive information.

User Experience and Implementation

Training and Support

Training and support will be provided in-person or remote on the web-based solution to key staff members identified by the school district or charter school officials. Up to eight (8) hours of training on the web-based solution will be provided to staff upon request.

Customization Options

Assets collected during on-site inspection and layouts with gridded overlay large-scale aerial campus maps and small-scale floor plans depicting classrooms, entry and exit points, hallways, electrical and other utilities, and emergency equipment locations are items that can be customized. Representatives from the school district or charter school and Mi-Tech will mutually agree to layout and items in the legend for the maps.

Implementation Process

The implementation progress begins with the implementation of a modern, real-time, field-to-office mapping system developed within the Esri platform. Our solution incorporates Global Navigation Satellite System (GNSS) receivers with high accuracy and laser range finders to map building and floor level assets, campus maps viewable in the field and office, and collaboration with other district users. By leveraging precise indoor mapping and positioning

technology, school officials can get access to the information they need to help stakeholders and first responders to make better decisions and respond quickly to issues, with the right information in the right moment. This web-based mapping system will replace the organizations paper maps and improve transparency across the organization.

First, Mi-Tech Services, Inc. will acquire and convert any existing paper maps into a scanned raster image. The scanned maps will be georeferenced by using well-defined objects within your images. By associating the features on the scanned maps with these control points (real world x and y coordinates), we can transform the raster image so it can then be used as an overlay for digitizing purposes. If no paper maps can be found, Mi-Tech will construct a building footprint utilizing a Trimble DA2 GNSS receiver to conduct a GPS site survey. This will provide the basic framework of district buildings and establish an initial ArcGIS map. Upon which, floor plans can be constructed.

For real-time data collection, Mi-Tech Services, Inc. will create a map for mobile workers to use in the ArcGIS Field Maps mobile app. Field Maps features drop-down attribute selection for fields, along with the capability of working in an offline mode in spotty cellular coverage areas. In areas where the GPS signal is blocked or your asset is inaccessible, laser offset measurements will be used to accurately locate and capture these features. ArcGIS Field Maps accessed on an iOS device connected to a Trimble DA2 GNSS high accuracy receiver utilizing a Catalyst subscription. An on-site inventory/verification of each building will be conducted by highly qualified and trained employees of Mi-Tech.

Next, Mi-Tech Services, Inc. will set up a group and member accounts for school district or charter school officials to access and join our ArcGIS Online Organizational Site, which is a secure and cloud-based Esri environment. This will allow the school district or charter school officials to view web maps and dashboards in real time to view our progress on your project, such as building numbers, floors, suite designations, room numbers, GPS field data collection, and floor details information. These web maps will be configured using the Indoors Database Schema and ArcGIS Indoors Information Model. The data model uses site-specific critical incident mapping data along with apps that are designed to work together as a system, enhance security, and increase situational awareness for first responders.

The final step will be to set up a Hub site which will enable collaboration between public safety officials, schools and facility stakeholders with access to accurate and up to date inside out data within the school district or charter school. This Hub site provides a single authoritative source of inside out facility information to create a common operating picture for public safety, school and facility management stakeholders when responding to an incident (access to the web maps and applications are secure and will require username and password).

The timeline for implementation and project completion are dependent upon the following factors:

- Access to facilities
- Size and number of facilities

Updates

Mi-Tech's quality team is committed to implementing the methods and procedures for documenting and tracking quality compliance. On every Mi-Tech project, the quality control process includes quality control audits performed on a regular basis. The frequency of each audit is determined based on the project size and scope. During an audit, the quality control process is broken down into sections, allowing for a more granular approach and assuring quality. Once an area or segment is completed, the project is reviewed by a project lead or manager for adherence to client requirements and specifications. Any discrepancies found during the quality control process are addressed immediately, and re-training of personnel and/or clarification of the specifications and process ensue as necessary.

Mi-Tech Services shall provide Project Management to oversee and manage all aspects of the Project and Customer Specifications. The Project Management process shall include:

- Develop Project schedules, budgets, and associated updates.
- Attend coordination meetings throughout the project phases with any and all jurisdictional agencies (i.e., state, county, city, railroad, and others).
- Provide weekly production reports, host meetings, identifying all aspects of the Project including but not limited to GPS field data collection and GIS data development.
- Notify the Customer Representative of any jeopardy to schedule milestones or budget.
- Prepare weekly reports to be provided to Customer upon request.

Safety and Emergency Features

Asset Management

Our solution manages and displays safety assets (e.g., AEDs, fire alarms, first aid kits) using feature templates along with arcade expressions to capture facility id, floor and asset type domains to enforce data integrity.

Incident Response

The web-based solution contains the Esri My Location widget (also known as the Locate button) which allows users to find and zoom to their current location on a map within the facility map viewer, using the browser's Geolocation API. It can also highlight the location and show the direction the user is facing.

Visitor Management

The current Mi-Tech services web-based solution does not have capabilities for managing and tracking visitors during emergencies; however, we are exploring this feature for future enhancements with our existing customers.

Product Pricing

Cost Structure

Pricing is available upon request and based on the number and size of facilities within the school district or charter school.

Licensing Options

No licensing is required to implement our web-based solution for School Safety and Security Mapping.

Tiered Packaging

Mi-Tech Services, Inc does not offer tiered packaging to implement the modern, real-time, field-to-office mapping system developed within the Esri platform.

ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	nSide, Inc.
Mailing Address:	4031 Parkway Drive Ste B Florence, AL 35630
Contact Person who may provide clarification and additional information, if requested.	Robert Nall, CEO
E-Mail:	robert@nside.io
Phone Number:	1-800-604-1822

INFORMATION PROVIDED

☑ **Attachment A: Cover Page (This Page)**

☑ **Attachment B: Worksheet**

☑ **Attachment C: Requested Information and Required Order**

ATTACHMENT B: WORKSHEET

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

nSide, Inc.

Name and Email of Regional or State Representative:
(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Robert Nall, robert@nside.io

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

Yes No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

Yes No

What is your geographic service area?

Locally – List Cities

Regionally – List Education Service Center region or regions.

Statewide

Response contains proprietary information?
Yes No

Attachment C: Requested Information and Required Order

I. Company Background and History:

A. Background: Provide an overview of the company's background and history.
Answer: nSide, Inc. has cemented relationships across education and government over the last decade, in which all partners have overseen a very successful school safety initiative for K-12 schools, community colleges, and four-year universities across the United States. With our partners, nSide strives to recognize the ever-evolving needs of our users and the threats they face. We continually engage to assess needs and what functionality we can provide to address those needs. This approach has provided the organizations with which we partner a continually evolving system from campus safety that is flexible for a diverse group of end-users, while still providing consistency for campus-to-campus interactions throughout regions.

With over a decade of experience, nSide has developed a comprehensive, cloud-based platform that allows schools and emergency responders to access highly accurate digital campus maps, integration of security technology, emergency response plans, and school data in one centralized platform. Our expertise spans GIS (Geographic Information Systems), digital mapping, software development, school safety, and emergency management, ensuring that every institution we serve is equipped with the most accurate, up-to-date, and accessible safety data.

nSide currently supports over 3,500 schools and 300+ districts, providing statewide school safety solutions in Alabama and Mississippi while expanding operations in Texas and other states such as Tennessee, North Carolina, Indiana, and Oklahoma. Our Platform and data facilitate integrated emergency response across first responders, 911 dispatch, and emergency management.

We remain committed to empowering schools with cutting-edge technology, ensuring that students, teachers, and staff are protected through proactive planning, collaboration, and secure information sharing.

B. Experience: Relevant experience in delivering school safety products and services within Texas.
Answer: nSide has successfully delivered school safety solutions in Texas, demonstrating our ability to implement comprehensive emergency response mapping and security integration. We worked with Corrigan-Camden ISD, where we mapped 270,530 square feet, documenting 1,795 safety features with 6,926 pictures and attachments while capturing 589 high-resolution 360-degree images

to create a detailed virtual walkthrough for emergency preparedness. As part of the project, nSide also facilitated the installation of 230 surveillance cameras, 37 video intercoms, 17 audio gateways, and 22 environmental sensors, ensuring a fully integrated security infrastructure with the nSide Platform.

Beyond Texas, nSide holds two statewide contracts supporting school safety initiatives in Alabama and Mississippi, where we provide emergency response mapping, digital safety planning tools, and security technology integration across thousands of schools. Our Platform is currently deployed in Alabama, Mississippi, Tennessee, North Carolina, Indiana, Texas, and Oklahoma, reinforcing our expertise in multi-state implementation and large-scale school safety projects. As Texas is within our serviceable footprint, we are well-positioned to support additional districts across the state, leveraging our proven track record in school safety technology.

C. Current Users: Number of Texas school districts currently using the product.
Answer: nSide is currently deployed in one Texas school district, Corrigan-Camden ISD, where we have implemented comprehensive emergency response mapping, security infrastructure, and situational awareness tools. While our presence in Texas is growing, we have extensive experience supporting statewide school safety initiatives in Alabama and Mississippi, along with deployments in Tennessee, North Carolina, Indiana, and Oklahoma. As Texas is within our serviceable footprint, we are actively expanding our reach to support more districts across the state with scalable school safety solutions.

D. Service Area: Geographic service areas within Texas.
Answer: With experience implementing our Platform in Texas, including our work with Corrigan-Camden ISD, we are actively expanding our presence to partner and serve districts across the state. Our cloud-based technology, remote support capabilities, and on-site deployment teams enable us to deliver highly scalable, customizable emergency response mapping and security integration to schools throughout all regions of Texas. Our team is equipped to support districts in urban, suburban, and rural areas, tailoring solutions to meet the unique safety and security needs of each campus.

II. Product Overview: Please provide product information (five pages or less) that includes the following:

A. Product Name:
Answer: nSide - The School Safety Platform™

B. Description: A detailed description of the product, including its main features and capabilities.
Answer: nSide - The School Safety Platform™ is a comprehensive, cloud-based emergency response and school safety solution designed to enhance situational awareness, crisis preparedness, and emergency coordination for K-12 schools, districts, and first responders. The Platform supports highly accurate digital mapping and emergency planning tools, while integrating with video surveillance, access control, and communication systems, ensuring that schools and public safety agencies can effectively prepare for, respond to, and recover from emergencies.
The nSide Platform mapping capability provides high-accuracy emergency response mapping, ensuring accurate georeferenced campus maps with real-world spatial accuracy. It includes detailed interior and exterior mapping, displaying room and door labels, hallways, exits, stairwells, and true north orientation for easy navigation. The Platform facilitates identifying locations for critical infrastructure assets, such as AEDs, fire alarms, surveillance cameras, key boxes, and emergency exits, offering a comprehensive view of school safety infrastructure. Additionally, gridded X/Y coordinates (US National Grid, MGRS, and GPS-based navigation) enhance rapid emergency response and tactical planning for first responders and school administrators.

The nSide Platform also enhances emergency planning and response coordination by providing a centralized system for digital Emergency Operations Plans (EOPs), ensuring compliance with state and federal regulations. The Platform includes tactical planning tools that enable law enforcement and school administrators to pre-plan emergency actions such as evacuation routes, staging areas, and command posts. Additionally, it supports automated alerts and mass notification systems through the nSide|Lockdown™ app, allowing for immediate crisis communication to ensure a swift and coordinated response during emergencies.

Lastly, the nSide Platform enhances real-time situational awareness by integrating directly with cloud-based surveillance systems (nSide|Live™), allowing for live camera monitoring to improve security and emergency response. Additionally, its integration with cloud-based access control (nSide|Edge™) monitors door status and displays secured entry points and controlled access

locations, ensuring that school administrators and first responders have visibility into campus security measures for effective incident management.

C. Technical Information to Include:
   1. Product Type: Indicate whether the product is software-based, hardware-based, or a combination of both.
      Answer: The nSide Platform is a software-based solution that provides cloud-hosted emergency response mapping, real-time situational awareness, and security coordination for schools and first responders. While data within the Platform can integrate with existing hardware systems, such as surveillance cameras and access control systems, and vice versa, it does not require hardware to function.

   2. Mapping Technology: Details about the technology used.
      Answer: The nSide Platform utilizes advanced GIS-based mapping technology to create highly accurate, georeferenced digital campus maps for emergency response and situational awareness. The Platform integrates high-resolution aerial imagery, and 360-degree facility imaging to provide detailed interior and exterior layouts, including room labels, hallways, exits, and security assets. It supports gridded X/Y coordinates using US National Grid (USNG), Military Grid Reference System (MGRS), or localized alphanumeric grids, ensuring a common operating picture for first responders. The system is scalable, with the ability for users to add unlimited information to mapping features, such as text and pictures. Further, the mapping data is exportable into printable maps or Open Geospatial Consortium (OGC) file types for use in other systems.

   3. Integration: Compatibility with existing systems and software.
      Answer: VSaaS (Video Surveillance as a Service) solutions and cloud-based access control systems integrate with the nSide Platform, allowing real-time monitoring and control directly within the nSide interface. Additionally, nSide's mapping data is highly flexible and compatible with external platforms, as it supports Open Geospatial Consortium (OGC) file types, ensuring seamless integration with 911 dispatch systems, CAD software, GIS platforms, and public safety networks. This approach ensures that schools, first responders, and emergency management agencies can access, update, and share critical safety data.

   4. Data Security: Measures in place to protect sensitive information.
      Answer: The nSide Platform employs security measures to protect sensitive school safety data from unauthorized access, breaches, and cyber threats. All data is encrypted at rest and in transit using AES-256 encryption and TLS 1.2+ protocols, ensuring secure storage and transmission. The Platform utilizes role-based access controls (RBAC) and

multi-factor authentication (MFA) to restrict access to authorized personnel only. Additionally, nSide follows CJIS, NIST, FERPA, and HIPAA compliance standards, ensuring that school districts and emergency responders can securely store and manage critical safety information. Regular penetration testing, automated backups, and real-time system monitoring further enhance data integrity, ensuring that all security assets, emergency plans, and response maps remain protected, accessible, and up to date.

D. User Experience and Implementation to Include:

1. Training and Support: Availability of user training, onboarding, and ongoing support.
   Answer: nSide provides comprehensive training and ongoing support to ensure that school administrators, safety personnel, and first responders can effectively utilize the system. Our onboarding process includes hands-on training, virtual workshops, and guided implementation support tailored to each district's needs. Users have access to nSide|Academy™, an online learning management system with self-paced courses, certification programs, and video tutorials. Additionally, we offer live webinars, in-person training sessions, and support tabletop exercises to reinforce Platform usage and overall emergency response planning. For ongoing assistance, nSide provides 24/7 customer support, a dedicated help desk, live chat, and regular software updates, ensuring that users always have the guidance and resources needed to maximize the Platform's capabilities.

2. Customization Options: Ability to tailor the product to specific needs (e.g., district size, site-specific layouts, custom labeling).
   Answer: The nSide Platform and its mapping capabilities offer extensive customization options to meet the unique needs of each school district, regardless of size or complexity. Schools can tailor site-specific layouts, including custom room and feature labels, emergency asset placements, and security infrastructure overlays to match their exact campus configurations. The Platform supports district-wide standardization while allowing individual campuses to customize maps and safety plans based on their specific needs and requirements through mapping extensive layer and style configurations. Additionally, administrators can define custom access permissions, integrate localized emergency procedures, and configure mapping layers to highlight critical safety elements such as evacuation routes, staging areas, and hazard zones. This flexibility ensures that each district receives a fully optimized and scalable solution that aligns with its safety protocols and operational needs.

3. Implementation Process: Steps involved in deploying the product, including timelines and support provided during implementation.

Answer: The implementation of nSide follows a structured, phased approach to ensure seamless deployment and district-wide adoption. The process begins with an initial assessment and data collection phase, where our team gathers existing floor plans, security infrastructure details, and emergency protocols. This is followed by on-site mapping and verification, including 360-degree imaging and geospatial data collection to create accurate, up-to-date campus maps. Once the mapping is complete, the data is uploaded, processed, quality checked, and ingested into the nSide Platform, with support for district-wide configurations and system interoperability. Schools then receive comprehensive onboarding, training sessions, and hands-on support, ensuring that staff, administrators, and first responders are fully equipped to use the Platform and its data effectively. A dedicated project manager and technical support team provide continuous guidance, system customization, and troubleshooting throughout the implementation process. Implementation timelines typically range from a few weeks to a few months, depending on district size and data availability, with ongoing support and updates to maintain accuracy and system reliability.

4. Updates: Frequency and process for issue resolution and product enhancements or updates.
   Answer: nSide provides regular product updates, security enhancements, and continuous system improvements to ensure schools have an optimal system to update safety information. Users of the Platform have the capability to make manual edits to their maps through the map editing functionality and can regularly update their emergency operations plans. Additionally, users can request real-time updates through the nSide Platform, ensuring that floor plans, emergency assets, and access points remain current. Our technical support team actively monitors system performance, providing routine software updates, feature enhancements, and security patches to maintain optimal functionality and compliance with state and federal regulations. If issues arise, we offer 24/7 customer support, live troubleshooting, and rapid-response service requests, ensuring seamless issue resolution and continuous Platform reliability for all users.

E. Safety and Emergency Features to Include:
   1. Asset Management: If and how the product manages and displays safety assets (e.g., AEDs, fire alarms, first aid kits).
      Answer: The nSide Platform provides comprehensive asset management, allowing schools to map, track, and update over 100 different critical safety and infrastructure assets such as AEDs, fire alarms, first aid kits, security cameras, access control points, hazardous materials, and emergency shutoffs. Each asset is geolocated and visually represented on the digital campus map, ensuring that school personnel and first responders can

quickly locate essential safety resources during an emergency. The nSide Platform supports unlimited attachments and attributes in its mapped features, including text descriptions, photos, maintenance records, and procedural notes, providing a detailed and interactive asset database. Users can update asset information directly through the interface or by requesting a data edit, ensuring that all safety assets remain accurate, accessible, and up to date as school facilities evolve.

2. Incident Response: Any features that support rapid emergency response (e.g., real-time location tracking, integration with emergency alerts).
   Answer: The nSide Platform enhances incident response and real-time situational awareness by integrating tools that support rapid emergency coordination. When first responders are granted access to the Platform, they can utilize nSide|Views™, an interactive 360-degree virtual walkthrough, to gain immediate visual context of the school environment, improving response efficiency. The Platform also works seamlessly with our nSide|Lockdown™ app, our emergency alert system that distributes push notifications and emails to key personnel while displaying real-time incident locations on the digital campus map. This ensures that school staff, law enforcement, and emergency responders are operating from a shared, up-to-date information source. Additionally, printable maps provide offline access to critical safety data, allowing all responders to remain aligned during crisis situations, even in areas with limited connectivity. Further, our secure API allows integration with third-party systems to overlay critical incident data.

3. Visitor Management: Capabilities for managing and tracking visitors during emergencies.
   Answer: The nSide Platform enhances visitor management and tracking during emergencies by access control systems and video surveillance integrating with the Platform to monitor entry points, visitor movements, and security status in real-time. Security hardware that supports automated access logging integrates with the Platform, allowing schools to track who is on campus and restrict or grant access as needed. Many of these video surveillance systems feature facial recognition and crowd detection technology, enabling schools and first responders to identify and monitor visitors, unauthorized individuals, and large gatherings during an emergency. These capabilities provide critical situational awareness, ensuring that response teams can quickly locate and account for all individuals on campus while implementing safety protocols and emergency response actions.

III. Product Pricing: Please provide an overview of your pricing structure (no more than two pages) to include the following information:

A. Cost Structure: Pricing model, to include any one-time or ongoing costs.
    1. **Answer: We offer the nSide Base Platform as a flexible and scalable pricing model designed to meet the diverse needs of school districts, with options that accommodate district-wide implementations or individual campus deployments with additional modules. Our cost structure includes one-time implementation fees for initial mapping, data ingestion, and training, along with annual subscription pricing for Platform access, updates, and ongoing support. We also offer multi-year licenses such as 1, 3, or 5 years. This pricing is based on the number of schools in a district.**

B. Licensing Options: Types of licenses available and any associated costs.
    1. **Answer: nSide offers multi-year licensing in 1, 3, or 5 years. For 3 years, there is a 10% discount per unit, and for 5 years, there is a 12.5% discount per unit.**

C. Tiered Packaging: Availability of tiered packaging and descriptions of the tiers, including the base package.
    1. **Answer: Our base offering is the nSide Base Platform, which includes access to mapping, school safety plans, contact management, and document management. For other nSide modules, such as nSide|Lockdown™ (mass emergency notifications), nSide|Assess (behavioral threat assessment case management system), nSide|Live™ (video surveillance integration), nSide|Edge™ (access control monitoring integration), and nSide|Fleet™ (fleet tracking integration), these can be added on as needed. Each is offered in a 1, 3, or 5-year license for access, updates, and ongoing support.**

ATTACHMENT A: COVER PAGE

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Organization:	Surveying And Mapping, LLC
Mailing Address:	4801 Southwest Parkway, Building Two, Suite 100, Austin, TX 78735
Contact Person who may provide clarification and additional information, if requested.	Mark Hanna
E-Mail:	mark.hanna@sam.biz
Phone Number:	463-269-9703

INFORMATION PROVIDED

☑ **Attachment A: Cover Page (This Page)**

☑ **Attachment B: Worksheet**

☑ **Attachment C: Requested Information and Required Order**

ATTACHMENT B: WORKSHEET

RFI 701-25-012, School Safety and Security Mapping Technology Vendors

Name of Company or Organization:

Surveying And Mapping, LLC

Name and Email of Regional or State Representative:
(This contact information may be used for the verbal verification of requirements. Ensure the information is correct.)

Mark Hanna

mark.hanna@sam.biz

Does your product meet the requirements of 19 TAC §61.1031, School Safety Requirements and TEC Sec 37.117.
(Section 1.4 of the RFI provides details of those requirements.)

(Yes) No

Does your product meet the security requirements of Texas Government Code 2054-516?
(Section 1.5 of the RFI provides details of those requirements.)

(Yes) No

What is your geographic service area?

Locally – List Cities

Regionally – List Education Service Center region or regions.

(Statewide)

Response contains proprietary information?
Yes (No)

Company Background and History

Background: Provide an overview of the company's background and history.

Founded in 1994 and employing more than 1,700 professionals, SAM has grown to become one of the largest most technically advanced professional geospatial and inspection solution firms in North America, providing intelligent spatial data for decision-making. SAM offers a complete suite of Managed Geospatial Services, including Building Information Modeling (BIM), professional land surveying, terrestrial LiDAR, Geographic Information Systems (GIS), Subsurface Utility Locating, aerial mapping, and photogrammetry. Combined with a senior leadership team that has more than 450 years of collective professional experience and the capacity to field more than 280 crews, SAM is uniquely positioned as a highly capable service provider that is continuously prepared to mobilize quickly, perform reliably, and consistently provide quality deliverables.

To meet The Texas Education Agency's goal of providing emergency response campus mapping services that comply with Texas state standards, SAM is proud to present our qualifications showing our ability and experiences to provide these services.

SAM is committed to staying on the leading edge of technology advancements. Over the last decade we have strategically expanded our technology to support the latest developments in the profession, including new services related to digital aerial mapping, GIS, terrestrial scanning, mobile and airborne LiDAR, SUE, and construction phase services. We leverage the latest technology to deliver precision surveying and mapping products for a wide range of client needs, project types and market sectors. SAM's complete geospatial approach gives us the tools and skills to develop efficient and customized solutions for projects of any scale. This gives our clients the benefit of a single point of contact for a comprehensive set of surveying and mapping products. The size of our available workforce means we are able to use these tools effectively to accomplish even large-scale projects on accelerated schedules. Our market expertise includes rail and roadway, oil and gas, electric, gas distribution, telecommunications, water, public sector, and federal experience, and our project portfolio demonstrates a proven track record for a wide variety of clients.

Experience: Relevant experience in delivering school safety products and services within Texas.

SAM was one of the earliest competitors in the Building Information Modeling (BIM) field and has extensive experience in terrestrial HDS scanning for clients in multiple markets. Through our industry experience, SAM has the capacity to provide laser scanning and 3D imaging services to a broad range of industries and professionals.

Our team is one of the leaders in the laser scanning and 3D imaging profession, with over 30 years of survey and laser scanning experience on projects of all sizes and complexities. **To date, we have scanned over 100 million square feet of interior and exterior surfaces.** The SAM team works to continually improve and expand laser technology and 3D imaging applications.

KANSAS 911 COORDINATING COUNCIL: In 2024, the Kansas 911 Coordinating Council launched a statewide indoor mapping pilot project to determine the most effective method for indoor mapping to aid emergency services, helping first responders navigate complex buildings quickly and efficiently. The SAM team was tasked with laser scanning Central Elementary, a two-story school in Lyons, KS, to document approximately 130,000 square feet of space. SAM received DWG and JPG files of the school, along with a list of desired points of interest. To ensure comprehensive data collection, SAM conducted an on-site visit for additional details. Using advanced laser scanning technologies, including the NavVis VLX and Trimble S7 survey control, technicians meticulously documented the building. The Kansas NG911 team coordinated the SAM team's site visits with the local Public Safety Answering Point (PSAP) and the school district. Our dedicated 3D modelers and GIS professionals continuously push the boundaries of BIM and GIS integrated software solutions, creating ArcGIS Indoors geodatabases for the data to be easily viewed and analyzed.

CASE WESTERN RESERVE: Over two years, Case Western Reserve University successfully completed a comprehensive 3D laser scanning project, digitizing 6.2 million square feet of interior space across roughly 300 buildings of the campus. This ambitious undertaking aimed to generate accurate 2D CAD floor plans for enhanced space planning and improved safety considerations. The project was strategically executed in phases, minimizing disruption to campus activities. High-resolution laser scanners captured detailed point cloud data, which was subsequently processed to create precise floor plans. These plans accurately depict architectural elements, including walls, doors, and structural components. The resulting CAD deliverables provide a valuable resource for space optimization, facility management, and emergency response planning. This initiative establishes a robust digital foundation for future BIM integration. The project's success ensures a comprehensive and up-to-date digital record of the university's interior spaces, supporting efficient and informed decision-making. Ultimately, this project significantly enhances the university's ability to manage its facilities effectively and prioritize the safety of its occupants.

SCHOOL DISTRICT U46 ELGIN IL: In a focused three-month initiative, U47 Elgin School District successfully completed a comprehensive 3D laser scanning project covering 68 schools, encompassing 2.5 million square feet. The primary objective was to generate accurate 2D CAD floor plans, crucial for both space planning and enhanced safety protocols across the district. High-resolution laser scanners were deployed to capture precise point cloud data of each school's interior. This data was then meticulously processed to produce detailed 2D floor plans, accurately reflecting architectural features and room layouts. These CAD models provide essential tools for optimizing space utilization, facilitating efficient facility management, and improving emergency response planning. The project's rapid execution ensured minimal disruption to school operations, delivering valuable digital assets within a tight timeframe. The resulting floor plans offer a critical resource for the district to effectively manage its facilities and prioritize student and staff safety. This project serves as a testament to the efficient application of 3D scanning technology in educational facility management.

3D SCANNING SERVICES FOR THE TEXAS FACILITIES COMMISSION: SAM has been awarded a contract by the Texas Facilities Commission (TFC) to provide comprehensive 3D scanning services for state-managed buildings across Texas, with a primary focus in Austin. As one of three firms selected for this contract, SAM achieved the highest evaluation score among all bidders, demonstrating our industry-leading expertise in 3D building scanning, mapping, and digital modeling. Under this contract, SAM will develop detailed and highly accurate 3D models of TFC's building inventory, capturing all structural components, systems, finishes, equipment, and furnishings. These models will play a crucial role in enhancing facility management, maintenance, and future renovations. Our deliverables will be fully compatible with TFC's existing platforms, including Autodesk Construction Cloud (ACC) and Autodesk Tandem, and will adhere to the agency's BIM Standards.

By leveraging our advanced scanning technology and expertise, SAM will provide TFC with a data-rich, scalable, and efficient solution for managing its facilities. These models will serve as a valuable resource for operational planning, lifecycle management, and stakeholder collaboration, ultimately improving efficiency and long-term cost savings. We are proud to partner with TFC on this initiative and look forward to delivering innovative solutions that support the future of state facility management.

Current Users: Number of Texas school districts currently using the product.

SAM has worked with hundreds of school districts and college campuses, including Case Western Reserve University and U47 Elgin School District in Chicago, where SAM scanned 95 schools and delivered 2D plans in 3 months. SAM has scanned 2.5 million SF, creating education-oriented space plans that can lead to emergency planning creation and implementation.

Service Area: Geographic service areas within Texas.

Based in Austin with 6 additional offices – Cedar Park, Dallas, The Woodlands, Houston, Midland, and Tyler - distributed across the state and employing more than 700 Texas residents, SAM is well positioned to offer TEA one of the highest-qualified survey and geospatial firms sitting in its backyard. **SAM is well positioned to serve TEA across all its schools, districts, and education service centers (ESCs) by providing intelligent spatial data for decision support.**

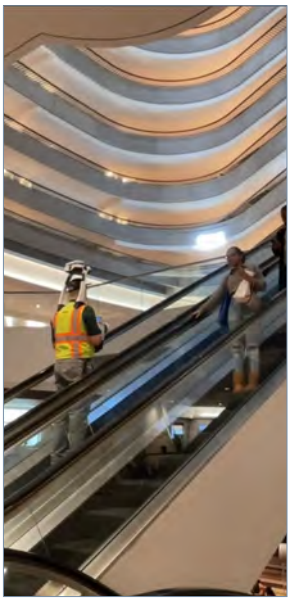
Product Overview

Product Name

SAM will use the RapidScan powered by NavVis, a backpack indoor mapping system ensuring high accuracy and denser scanning that can be integrated into multiple deliverable platforms including ArcGIS Indoors, Revit, and AutoCAD.

Description: A detailed description of the product, including its main features and capabilities.

SAM understands there is often more than one approach or set of tools that can be used to accomplish surveying of existing conditions at large facilities. The assessment of all alternative methods that can be used assures that SAM will provide the best approach and methodologies to accomplish the stated requirement in the most expedient, safest and cost-efficient manner.



SAM owns and operates state-of-the-art 3D technology and the latest computer hardware, software to meet client schedules and project specifications. We regularly upgrade our systems and software ensuring our clients benefit from the efficiency and accuracy of the latest enhancements. SAM's Leica P50, P40, RTC360 laser scanners and the newest NavVis VLX (shoulder mount) mobile scan system are advanced terrestrial laser scanning systems that allow us to unobtrusively deliver data of high quality and accurate detail in a significantly shorter project cycle. Our team of experts deploy this technology in a wide variety of high-definition surveying applications, including civil, mechanical, electrical, architectural and archaeological projects.

In addition to SAM's 3D technology, SAM's geospatial data acquisition capabilities include fixed wing photogrammetry and LiDAR, UAS photogrammetry and LiDAR, surveying, Subsurface Utility Engineering (SUE) and mobile and terrestrial LiDAR. These capabilities combine to make SAM the largest Managed Geospatial Services™ (MGS) firm in the nation.

SAM's preferred instrument, the Leica RTC360 laser scanner, makes 3D reality capture faster than ever before. With a measuring rate of up to 2 million points per second and capable of capturing the necessary detail of TEA Facilities at (6mm@10m, max range 130m) to high-resolution (3mm@10m, max range 65m), the Leica HDS solution provides an effective solution compatible in Autodesk Revit BIM software.

Over the past four years, SAM has successfully established new workflows incorporating the new NavVis instruments working in conjunction with the Leica RTC360 laser scanner. The NavVis VLX utilizes SLAM (simultaneous localization and mapping) technology and concurrent collection of 360° high-definition imagery. The VLX can scan hundreds of thousands of square feet per day, to centimeter-level precision. The point clouds that were combined using the Cyclone software and the NavVis Simultaneous Localization and Mapping (SLAM) post processing workflow, provided a solution for our clients that need to optimize scanning operations to achieve the required data completeness and quality while minimizing site interferences and data quality.

The optimal goal moving forward would be to minimize data collection time, while ensuring that the captured data quality requirements of all objects are satisfied. The relationship between scanning methodology, instruments and data density would be determined and based on the physical features and geometry of the facility.

3D documentation with the utilization of laser scanning is now widely accepted and seen throughout all industries, as the solution to establish quality as-built conditions and asset management systems. Clients are understanding and being educated that quality 3D data collection can and will be the foundation to move facilities and companies into the future of a true Digital Twin Model.

SAM adopted the use of Unmanned Aerial System (UAS) technology since its introduction to the commercial market and we envisioned it as an advanced tool to support all of our aerial mapping and surveying projects. Our UAS systems are equipped with digital cameras, LiDAR, thermal imaging, and other sensors to support various client applications. SAM's Aviation Safety Management System (ASMS) adheres to all FAA regulatory requirements, while aligning with SAM's core values of placing "Safety First". All Certified Air-persons hold Remote Pilot Certificates and are highly experienced.

Technical Information

Product Type: Indicate whether the product is software-based, hardware-based, or a combination of both.

SAM's suggestion provides a combination of both a software and hardware-based product. SAM's online viewer provides an advanced 3D mapping solution that helps schools improve facility management and emergency response. Using high-resolution laser scanning, it creates a detailed digital twin of the campus, allowing administrators, security teams, and first responders to access up-to-date building layouts. This enables faster navigation during emergencies, better planning of evacuation routes, and improved coordination with law enforcement and fire departments.

Mapping Technology: Details about the technology used.

VLX: The NavVis VLX is a wearable mobile mapping system designed for fast and accurate reality capture of built environments, both indoors and outdoors. It utilizes advanced SLAM technology and dual 16-layer LiDAR sensors to deliver survey-grade point cloud quality and exceptional accuracy. The system captures 360° panoramic images simultaneously with point clouds, streamlining the data acquisition process. A built-in touchscreen provides real-time scanning feedback, ensuring complete coverage during data collection. The NavVis VLX is engineered for versatility, capable of handling complex indoor spaces, construction sites, and roadways. Its innovative folding design allows for easy transportation and setup by a single operator.

Trimble GPS and Total Stations: Trimble makes tools that help people measure the world accurately. Their GPS systems, like the R12i, use satellites to pinpoint your location precisely, even in tough spots where signals are weak. This lets surveyors and construction workers know exactly where they are. Trimble also makes total stations, which are like high-tech measuring tapes. These devices use lasers to measure distances and angles, helping to map out land and buildings. Trimble's software connects these tools, making it easy to share information between the field and the office. Basically, Trimble helps professionals get very accurate measurements for building roads, bridges, and other important projects.

Integration: Compatibility with existing systems and software.

SAM's online viewer also integrates with security systems, allowing users to mark critical areas such as exits, fire suppression systems, and safe zones. With web-based access, schools can easily share real-time data, enhancing situational awareness and preparedness. Indoor GIS takes the amazing capabilities of traditional GIS and applies them to indoor assets and space. SAM's team of geospatial experts can help your organization implement indoor location technologies to provide increased visibility to asset locations, perform analysis to see and understand space utilization, and see better ways to interact with your built environments.

SAM has experience implementing, maintaining, and integrating leading indoor technologies from Esri, Autodesk, Trimble, and others. As an Esri Business Partner we are well versed in the capabilities found in ArcGIS Indoors, ArcGIS Pro, ArcGIS Enterprise and ArcGIS Online to provide easy access to indoor data in a familiar environment via desktop, web, and mobile applications.

Data Security: Measures in place to protect sensitive information.

To support our technology services, SAM owns and operates a high performance and high-capacity environment. All our services and operations are backed by an enterprise-class network, computing, and data storage system. We use both local, distributed, and cloud computing systems for computing throughput and efficiency and comprehensive data management practices provide additional security for your data. Our IT infrastructure provides availability, security, integrity, and storage for all of our data. Also, it features secure offsite replication at our disaster recovery site for complete data protection. SAM's system meets comprehensive industry audit standards for data security and availability.

Our operating environment currently consists of 55 physical hosts and over 550 virtual servers, as well as over 650 high performance workstations and laptops, and more than 230 "ruggedized" field tablets with multiple cellular connections for efficient data collection and submission. Our dedicated data processing nodes include over 225 cores in the primary data center alone and our network handles over 1.5 Petabytes of data flow every day.

The enterprise is managed with best-in-class tools and practices to ensure the protection of all data. What's more, our IT systems are monitored around-the-clock and supported by an internal IT team with an extensive depth of experience. All of these evolving technologies produce an enormous amount of data that needs to be managed and stored in a secure environment with no offshore entity involvement. SAM does not utilize international resources that can compromise your data and investments have been made to assure the most efficient and secure systems are in place as noted above.

User Experience and Implementation

Training and Support: Availability of user training, onboarding, and ongoing support.

Our approach includes user training, onboarding, and ongoing assistance to help administrators, facility managers, and first responders effectively navigate and manage the system. During onboarding, we provide step-by-step guidance on accessing and interacting with the SAM's online viewer, ensuring users can confidently explore 3D building models, annotate key areas, and integrate security features. Our hands-on training sessions cover best practices for managing school layouts, updating digital assets, and optimizing the platform for emergency response and facility planning. Beyond initial training, SAM offers ongoing support, including troubleshooting, software updates, and continued education on new features and applications. Whether through virtual assistance, in-person workshops, or detailed user guides, our team is dedicated to ensuring schools maximize the benefits of SAM's online viewer for improved safety, security, and facility management.

Customization Options: Ability to tailor the product to specific needs (e.g., district size, site-specific layouts, custom labeling).

SAM can tailor the deliverables to address district size, site-specific layouts, and custom labeling, enabling emergency response teams to enhance preparedness, safety, and response efficiency across school districts. The SAM team can integrate all campuses into a single model, providing district-wide emergency strategies that are standardized and easily accessible by emergency responders. For districts with multiple schools, indoor mapping ensures consistency in emergency protocols while allowing customization for each campus's specific needs. While school buildings may vary in layout, the core emergency protocols—such as shelter-in-place locations—can remain consistent across the district, reducing confusion during large-scale emergencies. Furthermore, models can be accessed in real time, giving emergency responders the most up-to-date information, including changes to building layouts, access points, safety features, or equipment availability.

SAM is pleased to be a part of the Esri Partner Network, including the ArcGIS System Ready Specialty that recognizes SAM for staying current with Esri technology. Although we focus most of our GIS development, customization, and implementation efforts on Esri-based applications, we can easily handle data from, interface with, and deliver data to other GIS and CAD systems. SAM is also finalizing the processes for the State and Local Government Specialty, demonstrating SAM's expertise and experience in working with city, county and state governments.

We provide precise, site-specific layouts for each campus, detailing not only building structures but also critical evacuation routes, emergency exits, stairwells, and assembly areas. This allows emergency responders to easily visualize each school's layout and identify the quickest, safest evacuation paths, especially in complex multi-story or large buildings. Site-specific indoor mapping models can incorporate essential infrastructure elements like fire hydrants, emergency lighting systems, security cameras, alarm systems, and first-aid stations. This level of detail ensures that emergency responders can quickly locate vital resources during an emergency. In the case of natural disasters or other crises, indoor mapping can be integrated with sensor systems to provide live updates on building conditions, such as structural integrity, power status, and fire risks, enabling responders to make informed decisions swiftly.

Indoor mapping models can also include custom labeling systems tailored to emergency response needs. Labels may cover evacuation routes, emergency exit markers, locations of fire extinguishers, defibrillators (AEDs), gas shut-off valves, electrical panels, and fire alarms. These labels can be color-coded or dynamically updated to indicate status, such as blocked exits or malfunctioning systems. Custom labeling allows for flexibility based on the needs of different stakeholders—school administrators may require labels for classroom capacities, while emergency responders may need labels for access points, utility shutoffs, or hazardous material storage areas. By tailoring these labels, indoor mapping ensures that every stakeholder has the relevant information at the right time. In the event of building modifications or renovations, indoor mapping ensures that all updates to the campus are immediately reflected in the emergency response mapping system.

Implementation Process: Steps involved in deploying the product, including timelines and support provided during implementation.

SAM has significant experience in indoor mapping implementation on large, complex projects as well as on small and cost-sensitive projects. SAM has developed effective and efficient approaches for indoor mapping implementation and management that are considered the state of the art in indoor mapping technology, as well as the point of departure for a given project team. A collaborative indoor mapping-based coordination process, is critically important to balance demanding indoor mapping requirements with the realistic learning capabilities of the team, and if needed, complement the capabilities of the team with external services. These considerations are especially important when it comes to indoor mapping implementation in a multi-disciplined construction project context. In the past 10 years, SAM has lead indoor mapping implementation efforts in North America and worked with local and international designers, contractors and indoor mapping service providers. Our client's projects benefit from this experience and our network of international and local indoor mapping enabled collaborators (e.g. drafting and engineering firms).

Facility Asset Development: Our indoor mapping modeling team, composed of Autodesk Revit-certified professionals, specializes in SCAN-to-BIM existing conditions workflows. As early adopters since 2009, we have pioneered modeling methods by leveraging point cloud feature extraction software that uses algorithms to precisely model common shapes, shortening modeling time and ensuring a ±1/8" modeling tolerance from the point cloud. Furthermore, we will adhere to the United States Institute of Building Documentation (USIBD) standards for accuracy and completeness, of which SAM has been a member since 2011, to ensure that measured and represented tolerances are consistently maintained throughout the indoor mapping model creation process.

SAM will prioritize planning by establishing an Indoor Mapping Execution Plan aligned with TEA guidelines. Upon contract award, we'll work with TEA to finalize this plan, ensuring all project goals are met through efficient indoor mapping workflows.

Data Integration: Following the completion of the indoor mapping models SAM will work with TEA to develop a plan on linking the relevant asset information into the indoor mapping model. This includes equipment information, such as make, model, serial number, maintenance records, and operations manuals.

QA/QC: SAM will perform a thorough Quality Assurance and Quality Control review of the Revit model to ensure accuracy, completeness, and compliance with project standards. This includes checking for errors, inconsistencies, and verifying correct modeling of all elements. To accomplish this, SAM will utilize two industry software programs as part of our rigorous QA, Cintoo and EdgeWise. These advanced computer vision algorithm as-built modeling programs excel at comparing point clouds to modeled elements for both deviation from the point cloud in order to ensure a +- 1/8" modeling tolerance and identification of model element omissions. In our experience, these QA tools allow for efficient resize and adjustment of poorly fitted elements improving the accuracy of the modeled elements.

Updates: Frequency and process for issue resolution and product enhancements or updates.

SAM is committed to maintaining a cutting-edge cloud viewing experience. To that end, our environments receive regular software updates, at a minimum of annually, incorporating the latest features, security patches, and performance enhancements.

Safety and Emergency Features

Asset Management: If and how the product manages and displays safety assets (e.g., AEDs, fire alarms, first aid kits).

SAM's online viewing environment provides a 3D digital twin of a facility, enabling virtual navigation and instant access to asset information, facilitating renovation planning, enhancing security through access point monitoring and personnel tracking, aiding emergency response, streamlining remote inspections, and transforming facility management from reactive to proactive, improving efficiency and reducing costs.

Incident Response: Any features that support rapid emergency response (e.g., real-time location tracking, integration with emergency alerts).

SAM offers advanced visitor management capabilities, including routing and real-time location services, powered by IoT beacons. These features can be seamlessly integrated into your deliverables. Due to the complexity and customization involved, a detailed consultation is required to accurately assess your specific requirements and provide a tailored pricing solution. This consultation will allow us to fully understand the scope and magnitude of your request.

Visitor Management: Capabilities for managing and tracking visitors during emergencies.

We will consult with you to develop a tailored solution that meets your specific emergency visitor management needs. IoT sensors can be strategically placed to gather data on visitor presence and movement within a facility. This information is then relayed to an online platform, offering a real-time overview of visitor distribution. Access points can be monitored to track entry and exit, aiding in headcount management. As well, environmental sensors can provide critical data about the surrounding environment, triggering alerts when necessary. SAM can help TEA implement wearable devices that may be incorporated to track individual locations, supporting targeted guidance. The platform can display a dynamic map, highlighting safe areas and potential hazards, while integration with communication systems allows for timely notifications.

Product Pricing

Cost Structure: Pricing model, to include any one-time or ongoing costs.

SAM will provide the services as detailed in the RFI for a FIXED FEE and per the Terms and Conditions listed below. Estimates are subject to change if project specifications are changed or costs for services change before a contract is executed.

Licensing Options: Types of licenses available and any associated costs.

Minimum Project Size: 100,000 Square Feet

Services & Pricing:

1. 3D Laser Scanning:
    - **Price:** $3,800 or $0.038 per square foot ($0.038/SF)
    - **Description:** High-resolution 3D laser scanning to capture accurate spatial data.

2. 2D Architectural Floor Plans:
    - **Price:** $6,500 or $0.065 per square foot ($0.065/SF)
    - **Description:** Creation of detailed 2D architectural floor plans for safety map creation from scan data.

3. SAM's Online Viewer Hosting Subscription:

Price: $2,500 or $0.025 per square foot annual subscription ($0.025/SF)

- **Description:** Secure online hosting of project data on an immersive viewer platform, featuring accurate geospatial point cloud data and orthophotography for immersive facility walkthrough and safety planning.

4. Esri Geodatabase File (Ready for Client Upload):
    - **Price:** $6,000 or $0.06 per square foot ($0.06/SF)
    - **Description:** Generation of an Esri geodatabase file, formatted for direct upload to the client provided Esri account.

5. Visitor tracking solutions - incorporating routing and real-time location services, require a tailored approach. Due to the unique complexities of each building and operational need, pricing for visitor tracking solutions is determined through a detailed consultation. Our SAM services offer advanced capabilities, including:
    - **Routing:** Optimized pathways for visitors, enhancing efficiency and experience.
    - **IoT Beacons:** Real-time tracking of visitor movement within your facility.

Tiered Packaging: Availability of tiered packaging and descriptions of the tiers, including the base package.

Minimum Project Size: 100,000 Square Feet

Tier 1: Basic Scanning

Description: This tier provides high-resolution 3D laser scanning to capture accurate spatial data of your facility. It's ideal for clients who require precise point cloud data for space and safety planning.

- **Services:**
  - 3D Laser Scanning
- **Price:**
  - $3,800 or $0.038 per square foot ($0.038/SF)

Tier 2: Scanning & Immersive Hosting

Description: This tier includes everything in Tier 1, plus secure online hosting of your project data on our immersive viewer platform. This allows for immersive walkthroughs of your facility using accurate geospatial point cloud data and orthophotography.

- **Services:**
  - 3D Laser Scanning
  - SAM's online viewer hosting (Immersive Viewer Platform)
- **Price:**
  - $6,300 or $0.063 per square foot ($0.038/SF + $0.025/SF)

Tier 3: Scanning, Hosting & 2D Floor Plans

Description: This tier builds upon Tier 2 by adding the creation of detailed 2D architectural floor plans from the scan data. This provides clients with comprehensive documentation for safety management and planning.

- **Services:**
  - 3D Laser Scanning
  - SAM's online viewer hosting (Immersive Viewer Platform)
  - 2D Architectural Floor Plans
- **Price:**
  - $12,800 or $0.128 per square foot ($0.038/SF + $0.025/SF + $0.065/SF)

Tier 4: Comprehensive Geospatial Package

Description: This tier offers the most comprehensive solution, including laser scanning, 2D floor plans, and the creation of an Esri geodatabase file. This package provides clients with a complete geospatial dataset ready for integration into their client provided Esri system.

- **Services:**
  - 3D Laser Scanning
  - 2D Architectural Floor Plans
  - Esri Geodatabase File (Client Upload Ready)
- **Price:**
  - $16,300 or $0.163 per square foot ($0.038/SF + $0.065/SF + $0.06/SF)