Subject: [EXTERNAL EMAIL]School Visitor Management System
Date: Thursday, June 13, 2019 at 12:39:47 PM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Stephen Pechinsky

Good morning Stephen,

As schools across the country are looking for ways to improve safety and security for the next school year, SafeHiring Solutions wants to introduce you to our Visitor Management System, **SafeVisitor Solutions!**

We understand you are being flooded with "security experts" trying to sell you everything under the sun. We want to take this opportunity to show you how we set ourselves apart!

We are a team that prides ourselves on educating our clients and potential clients on what is needed in the school's security tool kits. Our goal is to partner with schools and parents across the country, giving everyone an opportunity to voice their fears, but more importantly offering solutions to those fears.

Our Advisory board with **SafeVisitor Solutions** is a team of former law enforcement, U.S. Secret Service, FBI, Navy Seals, DoD, NSA, School Security and Private Security experts, and many School Superintendents that are engaged with school security nationwide. We also believe that schools should take a deep breath and not rush into unnecessary purchases. Please take the opportunity to check out our website!

We are sure you have many questions, and we want to hear from you! Please feel free to contact our team at your convenience. We will be happy to assist you!

We would also like to set up a demo/consultation at your convenience to showcase our Scan In/Scan Out visitor management system! Please see the link below to select a date and time that works best for you!

DEMO/CONSULTATION LINK: CLICK HERE

We look forward to hearing from you!

Have a wonderful day,

Claudia

Claudia Hurt | **Director of Marketing** | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.745.6946 | Fax 317.745.6947 claudia.hurt@safehiringsolutions.com | http://www.safehiringsolutions.com

Sent to: spechinsky@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [EXTERNAL EMAIL]Arizona schools to give vision screenings to students
Date: Wednesday, June 12, 2019 at 5:09:22 AM Eastern Daylight Time
From: DA Daily Newsletter
To: cokeefe@reverek12.org

The Two-Minute Briefing for K12 Leaders
DA Daily logo

Published by District Administration
06/12/2019

View as web page

Trending on DA

Why American education pales—and fails—on the global stage

DA

In this Q&A, Marc Tucker, president and CEO of the National Center on Education and the Economy, discusses how to create a high-performance education system. Read more>>

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Web seminar: How to Use Your Data to Drive Instruction

Sponsored by Renaissance

How can "big data" help you have regular, meaningful conversations with your students about their specific learning needs? Watch this research-based web seminar for practical tips and essential insights. Read more>>

Are you asking the right questions about your assessments?

DA

When you're embarking on assessment audits, it's all about asking the right questions and identifying the most valuable data. Read more>>

Top News

Some Arizona kids will soon get free vision screenings at school

Arizona Republic

New legislation signed by Gov. Doug Ducey requires schools to give vision screenings to students just entering school, who receive or are being considered to receive special education services, whose teachers have requested a screening, and who are not reading at grade level by third grade. Read more>>

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Video creation is for every grade level and subject

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WeVideo on Google Chromebooks unleashes creativity in all classrooms with video editing, screencasting, green screen, podcasting and voice-over projects. Create deeper learning experiences today. Read more>>

Governor signs Texas school funding overhaul into law

Houston Chronicle

A massive overhaul of how Texas funds public education was signed into law as Republican Gov. Greg Abbott trumpeted the $11 billion program that will mean an increase pay for teachers and lower property taxes. Read more>>

Mayor announces new diversity plans for NYC schools

New York Daily News

The New York City Department of Education will adopt 62 of 67 proposals recommended by a diversity advisory group, including the implementation of a “culturally responsive” curriculum and targeting schools with poor students for special attention. Read more>>

Air conditioning in Massachusetts schools is a hot button topic

CommonWealth Magazine

Under a proposed bill, a commission would study minimum and maximum allowable air temperatures in public school classrooms and facilities. The Massachusetts bill would also require the commission to assess the number of air conditioned public schools in the state, installation processes and indoor air quality. Read more>>

Tennessee’s sweeping literacy initiative in jeopardy as funding dries up

Chalkbeat Tennessee

Tennessee’s statewide network of literacy coaches is being dismantled this month after funding for that program was not renewed in the budget proposed by Gov. Bill Lee and approved by the legislature. Read more>>

Opinion & Analysis

Cost of college has the attention of more high school students, survey shows

Pittsburgh Post-Gazette

In its annual survey, College Savings Foundation found the highest percentage ever of high school sophomores, juniors and seniors who said costs will be a deciding factor in which college they attend or whether they end up going at all. Read more>>

The path to reading requires quality curriculum

Getting Smart

We cannot continue to allow students to reach high school unable to read, especially when we have the knowledge and the tools to make a difference. We must work together to empower teachers with high-quality content and professional learning opportunities to ensure these tools come alive in the classroom. Read more>>

Requiring asthma screenings for school children

Penn Live

Improving our air is a must. Yet there are steps we can take now to counter the negative health effects that come with poor air quality. One of those actions would be to mandate asthma screenings for all school children in the state. It would help to identify problems early and improve student health and educational outcomes. Read more>>

Industry News

Bolstering school security solutions with acquisition

Raptor Technologies

Raptor Technologies has acquired LobbyGuard Solutions, LLC, a visitor management and front office automation system provider. LobbyGuard software and products increase building security and reduce workload on front desk personnel by using the self-service convenience of kiosk and smartphone-based applications. Read more>>

Personalizing learning for Colorado agency's teachers

2gnoMe

The Colorado River BOCES and 2gnoMe are creating a custom environment that informs the development of a tailored improvement plan and personalized

professional learning experiences for educators, education administrators and system-level leaders. This portal will be based on the Colorado Teacher Quality Standards. Read more>>

★ ★

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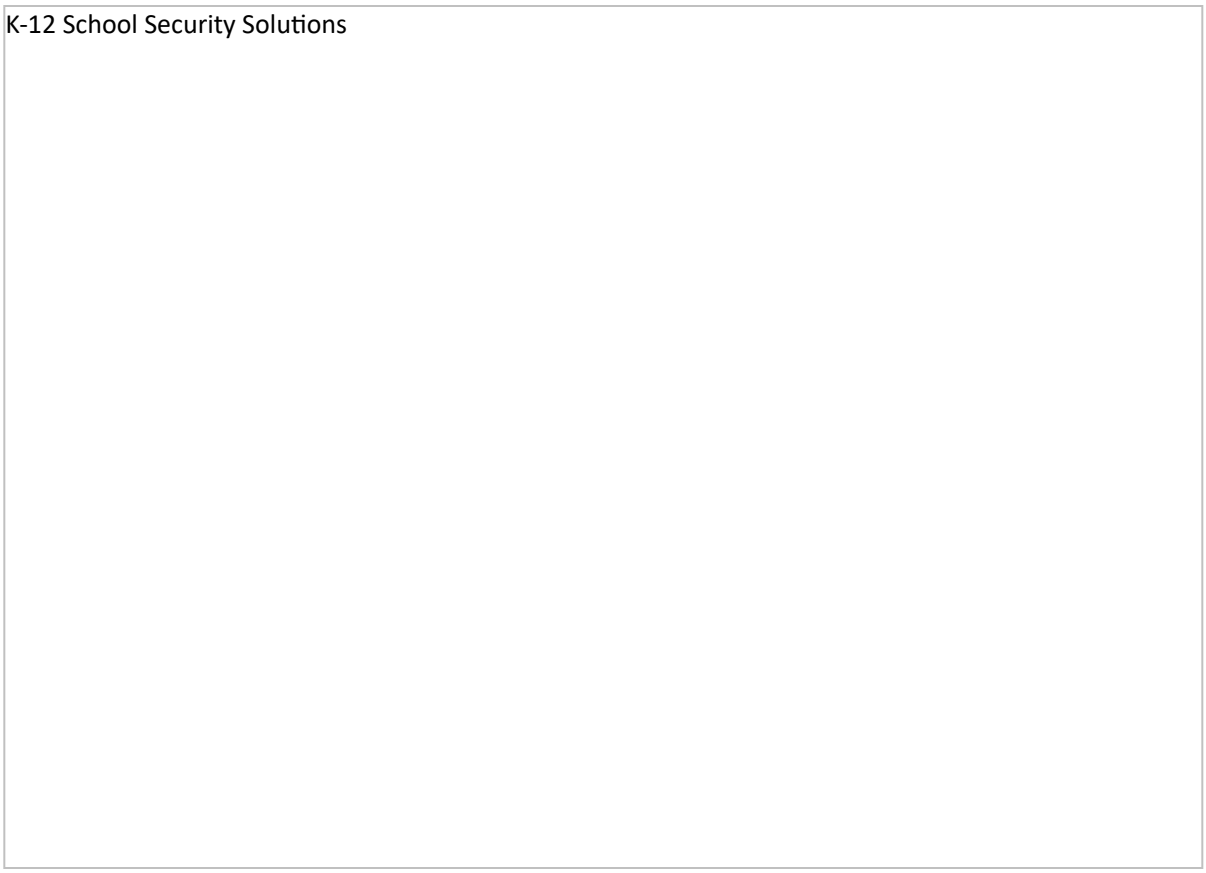
35 Nutmeg Drive, Suite 205
Trumbull, CT, 06611

Subject: [EXTERNAL EMAIL]K-12 School ID & Security Solutions
Date: Monday, June 10, 2019 at 11:02:30 PM Eastern Daylight Time
From: ISG Marketing
To: ccoutts@reverek12.org



According to security experts, an important part of a school safety plan is for **EVERYONE** in the school to have and wear a visible photo ID. Your nationwide network of ISG dealers offers the very best Photo ID Card and Visitor Management Systems, and at prices within your budget.

Our school ID and visitor solutions can be integrated with your existing systems to make things much easier to implement. ISG dealers are local to your community and provide on-site sales, service and support.

If you want to know more about our various K-12 solutions, or wish to speak with your local ISG expert about your school or district's specific needs, just reply to this email, visit our website below, or call us directly at **888-964-6482**.

ISG school ID solutions

Identification Systems Group, 13851 W. 63rd Street, Suite 372, Shawnee, KS, USA, 66216.

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Subject: [EXTERNAL EMAIL]K-12 School ID & Security Solutions
Date: Monday, June 10, 2019 at 11:02:30 PM Eastern Daylight Time
From: ISG Marketing
To: dmargossian@reverek12.org

K-12 School Security Solutions

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To: Stephen Pechinsky

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Sent to: spechinsky@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [EXTERNAL EMAIL]8th Largest School District Adopts SafeVisitor
Date: Monday, June 3, 2019 at 3:52:28 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Stephen Pechinsky

Good afternoon Stephen,

Hillsborough County Public Schools in Tampa, FL has selected SafeVisitor as their new visitor management system which will also be integrated with CrisisAlert to provide a comprehensive visitor management system and crisis management solution.

SafeVisitor can provide more than 30 different integrated background checks that also include industry leading ArrestAlert which is a real-time alert system if one of your volunteers, contractors or employees is arrested in the U.S.

Using a different visitor management system? Ask us about our "no hardware" conversion option which can save you tens of thousands of dollars each year.

Learn more about SafeVisitor:

Schedule Demo

Or

Register for Weekly Demo

Have a great day.

Mike McCarty

Mike McCarty | CEO | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.451-4070

Sent to: spechinsky@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [EXTERNAL EMAIL]What to Look For and Avoid In a Visitor Management System
Date: Thursday, May 30, 2019 at 10:05:50 AM Eastern Daylight Time
From: Campus Safety Magazine
To: MCogliandro@Reverek12.org

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CS Logo

May 30, 2019

What to Look for in a Visitor Management System — And What to Avoid

What to Look for in a Visitor Management System — And What to Avoid

Looking to invest in an electronic visitor management system? Here's how you can convince hesitant stakeholders.

Planning for Volunteers and Donations After a Mass Violence Incident

The flood of volunteers and donations that come in immediately after a mass violence tragedy can be overwhelming. Here's how you can manage them more effectively.

Cal High to Install More Security Cameras After Receiving Threats

The threats included several hand-written graffiti messages that warned the school of shootings that would take place on specific dates.

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5 Most Common Digital Workplace Security Myths Busted

Endpoint security has become an important strategy for protecting business data assets, but there are a number of common misconceptions about it.

Enter the 2019 Campus Safety BEST Awards

Attention vendors! Enter the 2019 BEST (Best Electronic Systems Technologies) Awards to have your product honored at Campus Safety Conference East on August 7.

How to Choose the Right Public Safety and Security Technology

A systematic approach will help to ensure your organization makes the right public safety and security technology purchasing decisions.

CSHQ: Increasing School Safety through a Security Bond Project

RESOURCE

Higher Education Learns How to Optimize Operations with Video Technology

Download this free report to learn how new developments in video surveillance networking and integration, based on open platform IP technology, are helping colleges and universities make it easier to improve safety and security.

WEBCAST

Top Priorities for Hospital/Healthcare Physical Security Executives in 2019

Addressing security challenges facing hospitals and healthcare organizations. What's working and what's not.

Campus Safety Conference 2019 Banner

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111 Speen St Framingham, MA 01701

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Subject: RE: [EXTERNAL EMAIL]Camera Additions
Date: Tuesday, May 28, 2019 at 12:58:04 PM Eastern Daylight Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

Yes so true and spending money. Peter tells me that every time I go there. But yes, we feel lucky it's in.

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, May 28, 2019 12:57 PM
To: Callahan CIV Kathleen
Subject: RE: [EXTERNAL EMAIL]Camera Additions

That stinks, but at least it is in. Par for the course when boats are concerned.

From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, May 28, 2019 12:55 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: [EXTERNAL EMAIL]Camera Additions

Yes. On Saturday we got it and we were lucky to have Sunday to enjoy.

However, we go there on Saturday and they launched for us. Went to steer the boat and Michael couldn't move it. Turned out one of the power steering lines had leaked and no fluid. We waited 2 hours on the boat while they fixed it. We definitely need a bigger boat though. Good luck launching?

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, May 28, 2019 12:50 PM
To: Callahan CIV Kathleen
Subject: Re: [EXTERNAL EMAIL]Camera Additions

Nope. Still have a bunch of things to do. Yours?

Please pardon brevity of emails and responses as well as obvious spelling and grammatical errors. Speech to text. Sent by mobile phone.

On May 28, 2019, at 12:47 PM, Callahan CIV Kathleen <kcallahan@reverepolice.org> wrote:

> Yes, very surprised to hear we only had a week. But I agree no rush on the grant. I think it more important to take our time and be thorough.
>
> Is your boat in?

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, May 28, 2019 12:38 PM
To: Callahan CIV Kathleen
Subject: RE: [EXTERNAL EMAIL]Camera Additions

Me too. That threw me into a tail spin for some projects that need to take precedence here. July 20th it is, then. I can't get everything done before Friday and something has to give.

From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, May 28, 2019 12:31 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: [EXTERNAL EMAIL]Camera Additions

Hi Jonathan,

I just found out that requisitions need to be in by Friday for the current fiscal year. I know you were making some changes on the BCM quote for the cameras(even after the updated one you sent 5/17/19). Also, on the memo we received from Auditing it indicated that if you don't need the goods or services until FY20 they asked for us to wait until July 16th to put in requisitions. Not sure of your time frame. And are we updating the quote for the License Plate Readers? I wasn't sure if they were American made. What about the visitor management system? Is that American made? Thank you.
Kathy

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Friday, May 17, 2019 8:14 AM
To: Callahan CIV Kathleen
Subject: FW: [EXTERNAL EMAIL]Camera Additions

Cathy

This came in and got buried in my email. The only other 4-way camera manufacturer that is headquartered and manufactured in the US has filed bankruptcy. I would prefer to go with the other unit but I will do whatever we need to do to get the cameras in.

Jon

From: Fecteau, Robert [mailto:fecteaur@bcmcontrols.com]
Sent: Wednesday, May 1, 2019 9:05 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: [EXTERNAL EMAIL]Camera Additions

Good Morning Jon,
As a follow up to our discussion of last Friday, attached is the revised pricing that you requested for the camera additions being considered under your grant application.

Per your request, we have replaced the previously quoted Axis cameras with Arecont units manufactured in the US; despite our concerns with Arecont's recent bankruptcy filing, product performance and overall compatibility with your existing video management system.

Should you have any questions, or wish to discuss this matter further, please do not hesitate

to contact me at (781) 879-9554.

Thanks,
Bob

BOB FECTEAU
VICE PRESIDENT - STRATEGIC BUSINESS
(781) 897-5152 DIRECT
(781) 879-9554 MOBILE

This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed. If you have received this email in error, please notify the system manager. This message contains confidential information and is intended only for the individual named. If you are not the named addressee, you should not disseminate, distribute or copy this email. Please notify the sender immediately by email if you have received this email by mistake and delete this email from your system. If you are not the intended recipient, you are notified that disclosing, copying, distributing or taking any action in reliance on the contents of this information is strictly prohibited. This email is the property of the Revere Public School Department.

Subject: RE: [EXTERNAL EMAIL]Camera Additions
Date: Tuesday, May 28, 2019 at 12:57:01 PM Eastern Daylight Time
From: Jonathan Ferrara
To: 'Callahan CIV Kathleen'

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(781) 897-5152 DIRECT
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<image001.png>

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VICE PRESIDENT - STRATEGIC BUSINESS
(781) 897-5152 DIRECT
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<image002.png><image003.png><image004.png>

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Subject: Re: [EXTERNAL EMAIL]Camera Additions
Date: Tuesday, May 28, 2019 at 12:49:36 PM Eastern Daylight Time
From: Jonathan Ferrara
To: Callahan CIV Kathleen
Attachments: image001.png, image002.png, image003.png, image004.png

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From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Friday, May 17, 2019 8:14 AM
To: Callahan CIV Kathleen
Subject: FW: [EXTERNAL EMAIL]Camera Additions

Cathy

This came in and got buried in my email. The only other 4-way camera manufacturer that is headquartered and manufactured in the US has filed bankruptcy. I would prefer to go with the other unit but I will do whatever we need to do to get the cameras in.

Jon

From: Fecteau, Robert [mailto:fecteaur@bcmcontrols.com]
Sent: Wednesday, May 1, 2019 9:05 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: [EXTERNAL EMAIL]Camera Additions

Good Morning Jon,
As a follow up to our discussion of last Friday, attached is the revised pricing that you requested for the camera additions being considered under your grant application.

Per your request, we have replaced the previously quoted Axis cameras with Arecont units manufactured in the US; despite our concerns with Arecont's recent bankruptcy filing, product performance and overall compatibility with your existing video management system.

Should you have any questions, or wish to discuss this matter further, please do not hesitate to contact me at (781) 879-9554.

Thanks,
Bob

<image001.png>

BOB FECTEAU
VICE PRESIDENT - STRATEGIC BUSINESS
(781) 897-5152 DIRECT
(781) 879-9554 MOBILE
<image002.png><image003.png><image004.png>

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Subject: RE: [EXTERNAL EMAIL]Camera Additions
Date: Tuesday, May 28, 2019 at 12:47:06 PM Eastern Daylight Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara
Attachments: image001.png, image002.png, image003.png, image004.png

Yes, very surprised to hear we only had a week. But I agree no rush on the grant. I think it more important to take our time and be thorough.

Is your boat in?

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, May 28, 2019 12:38 PM
To: Callahan CIV Kathleen
Subject: RE: [EXTERNAL EMAIL]Camera Additions

Me too. That threw me into a tail spin for some projects that need to take precedence here. July 20th it is, then. I can't get everything done before Friday and something has to give.

From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, May 28, 2019 12:31 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: [EXTERNAL EMAIL]Camera Additions

Hi Jonathan,

I just found out that requisitions need to be in by Friday for the current fiscal year. I know you were making some changes on the BCM quote for the cameras(even after the updated one you sent 5/17/19). Also, on the memo we received from Auditing it indicated that if you don't need the goods or services until FY20 they asked for us to wait until July 16th to put in requisitions. Not sure of your time frame. And are we updating the quote for the License Plate Readers? I wasn't sure if they were American made. What about the visitor management system? Is that American made? Thank you.
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Sent: Friday, May 17, 2019 8:14 AM
To: Callahan CIV Kathleen
Subject: FW: [EXTERNAL EMAIL]Camera Additions

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To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: [EXTERNAL EMAIL]Camera Additions

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Thanks,
Bob

COMFORT SYSTEMS USA
BCM Controls Corporation

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Subject: RE: [EXTERNAL EMAIL]Camera Additions
Date: Tuesday, May 28, 2019 at 12:37:35 PM Eastern Daylight Time
From: Jonathan Ferrara
To: 'Callahan CIV Kathleen'
Attachments: image001.png, image002.png, image003.png, image004.png

Me too. That threw me into a tail spin for some projects that need to take precedence here. July 20th it is, then. I can't get everything done before Friday and something has to give.

From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, May 28, 2019 12:31 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: [EXTERNAL EMAIL]Camera Additions

Hi Jonathan,

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To: Callahan CIV Kathleen
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Subject: RE: [EXTERNAL EMAIL]Camera Additions
Date: Tuesday, May 28, 2019 at 12:30:39 PM Eastern Daylight Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara
Attachments: image001.png, image002.png, image003.png, image004.png

Hi Jonathan,

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Subject: [EXTERNAL EMAIL]4 Things You Might Not Know About Visitor Management Systems
Date: Wednesday, May 22, 2019 at 9:04:42 AM Eastern Daylight Time
From: Eric Chaplin
To: jferrara@reverek12.org

Image

Image

4 THINGS YOU MIGHT NOT KNOW

ABOUT VISITOR MANAGEMENT SYSTEMS

Just as students are swapping paper and pencils for iPads and laptops, many schools are replacing outdated sign-in sheets and nametags with sophisticated visitor management systems. Aside from the obvious benefits of improved safety and increased efficiency, these new systems offer some surprising features.

Automated systems are simple yet powerful solutions that streamline the visitor sign-in process, increase security and improve record keeping. They also send a message to parents, staff, students and the community that safety is a top priority for your school.

READ MORE

Image

TRENDS THAT ARE REVOLUTIONIZING SCHOOL SAFETY

Listening to the news can be a harrowing experience, especially as it relates to the safety of our children. Unfortunately, when it comes to keeping children safe, shootings are not the only problem schools have to think about and prepare for these days. As if these concerns weren't enough, schools must also take precautions for emergencies such as severe weather and natural disasters.

While our nation's schools are expected to be, and usually are, safe environments for learning, security and safety issues must be addressed. Community leaders, parents, schools and private industry are taking matters into their own hands and making changes to help keep our kids safe. As a result, several trends have emerged to improve safety in our schools.

LEARN MORE

Image

5 BENEFITS OF AUTOMATED VISITOR MANAGEMENT SOFTWARE

Times have changed. Technology has become a natural part of our everyday routines, from smartphones and laptops, to virtual home assistants and vehicles with driver-aided features. And yet, studies show that approximately 80% of K-12 schools still rely on handwritten sign-in sheets to manage visitors.

Not only are these outdated “pen and paper” logs time consuming and cumbersome, they also poise an unnecessary security risk for schools. Meanwhile, effective automated visitor management software can easily remedy the complications of handwritten sign-in sheets, while offering a number of benefits for your school, your staff and your students.

If you’re still using antiquated handwritten sign-in sheets in this digital age, isn’t it time to make an upgrade and take advantage of the benefits automated visitor management software offers?

LEARN MORE

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Subject: [EXTERNAL EMAIL]Has Your Visitor Management System Stopped Working?
Date: Monday, May 13, 2019 at 10:38:45 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Stephen Pechinsky

Good morning Stephen,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System, SafeVisitor Solutions.

We understand you are being flooded with "security experts" trying to sell you everything under the sun. We want to take this opportunity to show you how we set ourselves apart.

We are a team that prides ourselves on educating our customers on what is needed in the school's security toolkit, and to provide the best customer care and IT support at no additional charge. Our goal is also to partner with schools and parents across the country, giving everyone an opportunity to voice their fears and concerns, but more importantly offering solutions to those fears.

SafeVisitor has a solution for all of your Visitor, Vendor, Volunteer needs!

- Learn how to manage and monitor your visitors, vendors, volunteers, and employees.
- Learn more about how SafeVisitor Solutions is integrated with a comprehensive background screening company, SafeHiring Solutions.
- Learn about our Badge system.
- Learn about our additional services within SafeVisitor Solutions.
- Learn about upcoming development.

Why settle for someone else?

We look forward to you joining our discussions and your questions!

To join our webinar: CLICK HERE

If you would prefer a one-on-one demo/consultation our team will be happy to host this for your team as well. Please use the link below to sign up for a date and time that is convenient for you!

DEMO/CONSULTATION: CLICK HERE

Have a wonderful day,

Claudia

Claudia Hurt | **Business Development Specialist** | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.745.6946 | Fax 317.745.6947 claudia.hurt@safehiringsolutions.com | http://www.safehiringsolutions.com

Sent to: spechinsky@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [EXTERNAL EMAIL]Video Surveillance Systems Are Getting Better, but Challenges Remain
Date: Wednesday, May 8, 2019 at 4:25:18 PM Eastern Daylight Time
From: Campus Safety Products
To: MCogliandro@Reverek12.org

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Campus Safety Magazine eNews

Survey: Video Surveillance Systems Are Getting Better, but Challenges Remain

According to the CS 2019 Video Surveillance Survey, campus protection pros are more satisfied with their camera coverage and quality, but maintenance and integration still pose problems.

- Ensuring Your Video Surveillance Systems Work When You Need Them
- Cameras Continue to Be an Integral Part of Campus Security
- High-Performance Cameras, AI-Driven Solutions Make Campuses Safer

Sponsored Products

Avigilon Appearance Search Technology

Product

Avigilon Appearance Search™ technology is a sophisticated deep learning AI search engine that can sort through hours of recorded video with ease to quickly locate a specific person or vehicle of interest across all cameras on a site. This technology can save time and effort during critical investigations as it intelligently analyzes video data, helping to track a person's route and identify previous and last-known locations. Users can initiate a search for a person by selecting certain specific physical descriptions, including gender and clothing color, offering enhanced speed and flexibility when conducting a search.

Learn more.

Pivot3 Large-Scale Surveillance Solution

Product

This year at ISC West, Pivot3 highlighted its newest large-scale surveillance solution, which provides the performance, resiliency, scalability and ease of use that is required for large-scale environments. Designed to support video surveillance and IoT security deployments requiring 500TB or more, the Pivot3 solution supports more cameras and delivers longer video retention times, while helping to lower operational costs by offering a reduced footprint and the best price point of any video surveillance solution on the market.

Learn more.

Product

Lockdown At The Speed Of Light

Locking down external doors quickly is essential in threatening situations and can be a serious challenge. Manual lockdown can take thirty minutes or more, but Detex's lockdown system makes it happen with the push of a button located in the administrative offices, saving critical minutes. Making sure that unauthorized people can't enter and allowing exit in an emergency are accomplished rapidly with central control.

Learn more at www.detex.com/lockdown

Product

Say no to crime! Teach RTBAV to your campus.

Refuse To Be A Victim® teaches methods to improve your personal safety by increasing awareness while avoiding and preventing dangerous situations. Topics include social media, time on campus, student life, and more!

RTBAV on your campus:
• Empowers students to maintain awareness on and off campus
• Create a safety plan and be alert to potential incidents
• Fulfill your commitment and possible state requirements to providing a safe atmosphere for your students

Free!
All training and materials are provided FREE.
Contact us at refuse@nrahq.org!

Product

Vanderbilt SMS - Enterprise Security Management

The Vanderbilt Security Management System, or SMS, is designed for large, multi-site or global organizations. With fully scalable support for cardholders and readers, SMS delivers a powerful, single source solution for integrating a facility's access-control, digital video, visitor management and alarm monitoring systems. For those with more advanced integration needs, our VI Connect product eliminates the need for manual updates and cumbersome

import and export processes. This integration is a popular solution in higher education and enterprise organizations.

Learn more.

Easier Security and Fire Evacuation Mapping Solutions

Product

Are your Security and Fire Evacuation maps up-to-date? Why Not? Most campus safety administrators would say that they are too busy or don't have the trained personnel to keep their campus maps up-to-date.

Our professional mapping services are a long-term, permanent solution to trying to maintain your Security and Fire Evacuation maps, in-house.

Logo

See why schools and universities are choosing the Building Maps alternative.

Easy-to-Create. Easy-to-Update. Always safe.

Learn more.

Free webinar! TOMORROW 5/9 @ 2:00 EST

Is your campus prepared to face today's tough emergency scenarios?

Find out if you are up to the challenge by attending Ace Your Campus Safety Final. This interactive free webinar will challenge you with some of the difficult scenarios facing today's higher education institutions, while also providing strategic recommendations for these challenges.

Even if you can't make it, sign up anyway!
We'll send you the recording.

This email was sent to MCogliandro@Reverek12.org by Campus Safety
111 Speen St Framingham, MA 01701

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Subject: [EXTERNAL EMAIL]Has Your Visitor Management System Stopped Working?
Date: Monday, May 6, 2019 at 10:15:41 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Stephen Pechinsky

Good morning Stephen,

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DEMO/CONSULTATION: CLICK HERE

Have a wonderful day,

Claudia

Claudia Hurt | **Business Development Specialist** | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.745.6946 | Fax 317.745.6947 claudia.hurt@safehiringsolutions.com | http://www.safehiringsolutions.com

Sent to: spechinsky@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Trends That Are Revolutionizing School Safety
Date: Monday, April 22, 2019 at 2:53:38 PM Eastern Daylight Time
From: Eric Chaplin
To: jferrara@reverek12.org

Image

Image

TRENDS THAT ARE

REVOLUTIONIZING SCHOOL SAFETY

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LEARN MORE

Image

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If you're still using antiquated handwritten sign-in sheets in this digital age, isn't it time to make an upgrade and take advantage of the benefits automated visitor management software offers?

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LET'S GET STARTED

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Subject: You are invited to join SafeVisitor Solutions Weekly Webinar
Date: Thursday, April 18, 2019 at 10:12:34 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Stephen Pechinsky

Hello Stephen,

SafeVisitor Solutions is focused on Safety and Security and we would like to invite you to join us, as we showcase our visitor management system in our weekly webinar!

- Learn how to manage and monitor your visitors, vendors, volunteers, and employees
- Learn more about how SafeVisitor Solutions is integrated with a comprehensive background screening company.
- Learn about our Badge system.
- Learn about our additional services within SafeVisitor Solutions.

We look forward to you joining our discussions and your questions!

To join our webinar: CLICK HERE

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Sent to: spechinsky@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 11, 2019 at 9:59:15 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Stephen Pechinsky

Good morning Stephen,

There is still time to register for today's webinar on SafeVisitor Solutions, security focused visitor management system.

To Learn more about SafeVisitor Solutions scan in/scan out visitor management system, join our weekly webinar!

- Learn how to manage and monitor your visitors, vendors, volunteers, and employees
- Learn more about how SafeVisitor Solutions is integrated with a comprehensive background screening company.
- Learn about our badge system.
- Learn about our additional services within SafeVisitor Solutions.

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Sent to: spechinsky@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Security Focused Visitor Management System: SafeVisitor Solutions
Date: Tuesday, April 9, 2019 at 9:53:10 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Steven Magno

Hello Steven,

What are you looking for in a visitor management system?

- Are you needing a solution that is integrated with your Student Information System?
- Are you looking for a solution for checking in your visitors?
- Are you looking for a management tool for managing and monitoring the background screening rechecks for your visitors, volunteers, vendors, and employees?

We are SafeVisitor Solutions and we want to hear from you!

We pride ourselves on our customer care and strive to make our solutions the best solution for our customers and potential customers. As we continue to focus on safety and security, we want to make sure we are meeting your needs!

Please provide us any feedback you would like and if you would be interested in a demo/consultation of our visitor management system and our other solutions that are currently available, please use the link provided below.

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If you would prefer for a team member to give you a call, We will be happy to do so!

Please let me know how we can be of service.

Have a wonderful day,

Claudia

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Sent to: smagno@reverek12.org

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To: Stephen Pechinsky

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Sent to: spechinsky@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Security Focused Visitor Management System: SafeVisitor Solutions
Date: Tuesday, April 9, 2019 at 9:50:15 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Richard Gallucci

Hello Richard,

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- Are you looking for a management tool for managing and monitoring the background screening rechecks for your visitors, volunteers, vendors, and employees?

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We pride ourselves on our customer care and strive to make our solutions the best solution for our customers and potential customers. As we continue to focus on safety and security, we want to make sure we are meeting your needs!

Please provide us any feedback you would like and if you would be interested in a demo/consultation of our visitor management system and our other solutions that are currently available, please use the link provided below.

DEMO/CONSULTATION LINK: CLICK HERE

If you would prefer for a team member to give you a call, We will be happy to do so!

Please let me know how we can be of service.

Have a wonderful day,

Claudia

Claudia Hurt | **Business Development Specialist** | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.745.6946 | Fax 317.745.6947 claudia.hurt@safehiringsolutions.com | http://www.safehiringsolutions.com

Sent to: rgallucci@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Security Focused Visitor Management System: SafeVisitor Solutions
Date: Tuesday, April 9, 2019 at 9:50:15 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Percy Napier

Hello Percy,

What are you looking for in a visitor management system?

- Are you needing a solution that is integrated with your Student Information System?
- Are you looking for a solution for checking in your visitors?
- Are you looking for a management tool for managing and monitoring the background screening rechecks for your visitors, volunteers, vendors, and employees?

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Sent to: pnapier@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Security Focused Visitor Management System: SafeVisitor Solutions
Date: Tuesday, April 9, 2019 at 9:04:55 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Joanne Willett

Hello Joanne,

What are you looking for in a visitor management system?

- Are you needing a solution that is integrated with your Student Information System?
- Are you looking for a solution for checking in your visitors?
- Are you looking for a management tool for managing and monitoring the background screening rechecks for your visitors, volunteers, vendors, and employees?

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Sent to: jwillett@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Security Focused Visitor Management System: SafeVisitor Solutions
Date: Tuesday, April 9, 2019 at 9:04:55 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: John Perella

Hello John,

What are you looking for in a visitor management system?

- Are you needing a solution that is integrated with your Student Information System?
- Are you looking for a solution for checking in your visitors?
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Sent to: jperella@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Security Focused Visitor Management System: SafeVisitor Solutions
Date: Tuesday, April 9, 2019 at 8:57:32 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Jamie Flynn

Hello Jamie,

What are you looking for in a visitor management system?

- Are you needing a solution that is integrated with your Student Information System?
- Are you looking for a solution for checking in your visitors?
- Are you looking for a management tool for managing and monitoring the background screening rechecks for your visitors, volunteers, vendors, and employees?

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Sent to: jflynn@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Security Focused Visitor Management System: SafeVisitor Solutions
Date: Tuesday, April 9, 2019 at 8:41:13 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Donna Bonarrigo

Hello Donna,

What are you looking for in a visitor management system?

- Are you needing a solution that is integrated with your Student Information System?
- Are you looking for a solution for checking in your visitors?
- Are you looking for a management tool for managing and monitoring the background screening rechecks for your visitors, volunteers, vendors, and employees?

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Sent to: dbonarrigo@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Security Focused Visitor Management System: SafeVisitor Solutions
Date: Tuesday, April 9, 2019 at 8:36:30 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: William Coutts

Hello William,

What are you looking for in a visitor management system?

- Are you needing a solution that is integrated with your Student Information System?
- Are you looking for a solution for checking in your visitors?
- Are you looking for a management tool for managing and monitoring the background screening rechecks for your visitors, volunteers, vendors, and employees?

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Sent to: ccoutts@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 11:53:35 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Stephen Pechinsky

Good morning Stephen,

There is still time to register for today's webinar on SafeVisitor Solutions, security focused visitor management system.

To Learn more about SafeVisitor Solutions scan in/scan out visitor management system, join our weekly webinar!

- Learn how to manage and monitor your visitors, vendors, volunteers, and employees
- Learn more about how SafeVisitor Solutions is integrated with a comprehensive background screening company.
- Learn about our badge system.
- Learn about our additional services within SafeVisitor Solutions.

We look forward to you joining our discussions and your questions!
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DEMO/CONSULTATION: CLICK HERE

Have a wonderful day,

Claudia

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Sent to: spechinsky@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 11:53:35 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Steven Magno

Good morning Steven,

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Claudia

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Sent to: smagno@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 11:40:00 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Richard Gallucci

Good morning Richard,

There is still time to register for today's webinar on SafeVisitor Solutions, security focused visitor management system.

To Learn more about SafeVisitor Solutions scan in/scan out visitor management system, join our weekly webinar!

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Have a wonderful day,

Claudia

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Sent to: rgallucci@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 11:36:33 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Percy Napier

Good morning Percy,

There is still time to register for today's webinar on SafeVisitor Solutions, security focused visitor management system.

To Learn more about SafeVisitor Solutions scan in/scan out visitor management system, join our weekly webinar!

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Claudia

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Sent to: pnapier@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 11:09:57 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Joanne Willett

Good morning Joanne,

There is still time to register for today's webinar on SafeVisitor Solutions, security focused visitor management system.

To Learn more about SafeVisitor Solutions scan in/scan out visitor management system, join our weekly webinar!

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Claudia

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Sent to: jwillett@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 11:08:17 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: John Perella

Good morning John,

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Sent to: jperella@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 10:59:59 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Jamie Flynn

Good morning Jamie,

There is still time to register for today's webinar on SafeVisitor Solutions, security focused visitor management system.

To Learn more about SafeVisitor Solutions scan in/scan out visitor management system, join our weekly webinar!

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Sent to: jflynn@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 10:30:58 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: Donna Bonarrigo

Good morning Donna,

There is still time to register for today's webinar on SafeVisitor Solutions, security focused visitor management system.

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Sent to: dbonarrigo@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Still Time to Join today's Webinar: SafeVisitor Scan In/Scan Out Solution
Date: Thursday, April 4, 2019 at 10:26:20 AM Eastern Daylight Time
From: on behalf of Claudia Hurt
To: William Coutts

Good morning William,

There is still time to register for today's webinar on SafeVisitor Solutions, security focused visitor management system.

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Sent to: ccoutts@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: 5 Benefits of Automated Visitor Management Software
Date: Monday, March 25, 2019 at 1:25:48 PM Eastern Daylight Time
From: Brian Allen
To: jferrara@reverek12.org

Image

Image

5 BENEFITS OF AUTOMATED

VISITOR MANAGEMENT SOFTWARE

Times have changed. Technology has become a natural part of our everyday routines, from smartphones and laptops, to virtual home assistants and vehicles with driver-aided features. And yet, studies show that approximately 80% of K-12 schools still rely on handwritten sign-in sheets to manage visitors.

Not only are these outdated “pen and paper” logs time consuming and cumbersome, they also poise an unnecessary security risk for schools. Meanwhile, effective automated visitor management software can easily remedy the complications of handwritten sign-in sheets, while offering a number of benefits for your school, your staff and your students.

If you’re still using antiquated handwritten sign-in sheets in this digital age, isn’t it time to make an upgrade and take advantage of the benefits automated visitor management software offers?

LEARN MORE

LET'S GET STARTED

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Subject: Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:11 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Jamie Flynn

Hello Jamie,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

SafeVisitor VMS offers complex security solutions:

- Skyward Student Pickup
- ArrestAlert- real-time arrest monitoring
- 30+ integrated background checks
- RefLynk automated reference checks
- Facial Recognition
- GeoFencing

Join us for a weekly webinar: Register
Or
Schedule a 1 to 1 demo for your team: Schedule Demo

Have a great day,
Mike
Mike McCarty | CEO | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.451.4070 | Fax 317.745.6947 |
mike.mccarty@safehiringsolutions.com| http://www.safehiringsolutions.com | www.safevisitorsolutions.com | www.reflynk.com | Twitter: @MikeMccartySHS

Sent to: jflynn@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:11 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: William Coutts

Hello William,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

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Have a great day,
Mike
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mike.mccarty@safehiringsolutions.com| http://www.safehiringsolutions.com | www.safevisitorsolutions.com | www.reflynk.com | Twitter: @MikeMccartySHS

Sent to: ccoutts@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:11 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Joanne Willett

Hello Joanne,

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Have a great day,
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mike.mccarty@safehiringsolutions.com| http://www.safehiringsolutions.com | www.safevisitorsolutions.com | www.reflynk.com | Twitter: @MikeMccartySHS

Sent to: jwillett@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:11 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Richard Gallucci

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mike.mccarty@safehiringsolutions.com| http://www.safehiringsolutions.com | www.safevisitorsolutions.com | www.reflynk.com | Twitter: @MikeMccartySHS

Sent to: rgallucci@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:11 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Percy Napier

Hello Percy,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

SafeVisitor VMS offers complex security solutions:

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- 30+ integrated background checks
- RefLynk automated reference checks
- Facial Recognition
- GeoFencing

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mike.mccarty@safehiringsolutions.com| http://www.safehiringsolutions.com | www.safevisitorsolutions.com | www.reflynk.com | Twitter: @MikeMccartySHS

Sent to: pnapier@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:11 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Steven Magno

Hello Steven,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

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Sent to: smagno@reverek12.org

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Subject: Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:11 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Donna Bonarrigo

Hello Donna,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

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Sent to: dbonarrigo@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:11 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: John Perella

Hello John,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

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Sent to: jperella@reverek12.org

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Subject: Only Real-Time VMS Skyward Integration
Date: Friday, March 15, 2019 at 9:34:10 AM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Stephen Pechinsky

Hello Stephen,

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Sent to: spechinsky@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:42 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Jamie Flynn

Hello Jamie,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

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Sent to: jflynn@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:42 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: William Coutts

Hello William,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

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Sent to: ccoutts@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:42 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Joanne Willett

Hello Joanne,

SafeVisitor and Skyward have released the first real-time Skyward Student Information System integration with a visitor management system. SafeVisitor is a complex K-12 visitor management system developed by former law enforcement officers from city and state agencies, Secret Service, FBI, Navy Seals, NSA and School Security Directors.

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Sent to: jwillett@reverek12.org

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Subject: Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:42 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Richard Gallucci

Hello Richard,

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Sent to: rgallucci@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:42 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Percy Napier

Hello Percy,

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Sent to: pnapier@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:42 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Steven Magno

Hello Steven,

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Sent to: smagno@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:42 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Donna Bonarrigo

Hello Donna,

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Sent to: dbonarrigo@reverek12.org

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Subject: [SUSPECTED SPAM] Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:42 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: John Perella

Hello John,

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Sent to: jperella@reverek12.org

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Subject: Only Real-Time VMS Skyward Integration
Date: Monday, March 11, 2019 at 1:02:41 PM Eastern Daylight Time
From: on behalf of Mike McCarty
To: Stephen Pechinsky

Hello Stephen,

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Sent to: spechinsky@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: How to Choose the Right Public Safety & Security Technology
Date: Wednesday, March 6, 2019 at 4:02:31 PM Eastern Standard Time
From: Campus Safety Products
To: MCogliandro@Reverek12.org

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Campus Safety Magazine eNews

How to Choose the Right Public Safety and Security Technology
A systematic approach will help to ensure your organization makes the right public safety and security technology purchasing decisions.

- 4 Colorado School Districts Receive $2.8 Million for School Security
- Butler Community College Plans for a $6M Security Upgrade
- Take the 2019 Campus Safety Video Surveillance Survey!

Sponsored Products

Omnigo Safety and Security Solutions for Your Campus

Product

Nearly 500 colleges and universities ensure the safety of their campuses with Omnigo solutions:

- Integrated incident reporting: Streamline data collection, reporting, and analysis.
- Powerful, built-in analytics: Gain insight into incident trends to bolster prevention.
- Simplified Clery reporting: Easily generate Clery reports – in less then 30 seconds.
- End-to-end visitor management: Manage all visitors entering your Effectively manage and track visitors to your campus.

- Proactive safety and awareness training: Improve prevention with informative video-based online training for students and faculty.

Click here to request a demo.

Product

Lockdown At The Speed Of Light

Locking down external doors quickly is essential in threatening situations and can be a serious challenge. Manual lockdown can take thirty minutes or more, but Detex's lockdown system makes it happen with the push of a button located in the administrative offices, saving critical minutes. Making sure that unauthorized people can't enter and allowing exit in an emergency are accomplished rapidly with central control.

Click here to learn more.

Product

30 Person Lockdown Survival Kit

The 30-Person Survival Lockdown Kit includes emergency supplies needed to sustain teachers, students and employees during an extended lockdown situation. The kit includes enough Food and Water to nourish up to 30 individuals for several hours. Supplies are packaged in a 5-gallon bucket that can be used for emergency sanitation with the snap-on toilet seat. Deodorizing chemicals, toilet paper and bags help maintain hygienic conditions. Tune the radio to receive important news updates. Customizations available. Call 800.277.3727 for special pricing.

Logo

Click here to learn more.

Product

Vanderbilt Enterprise Security Management System

The Vanderbilt Security Management System, or SMS, is designed for large, multi-site or global organizations. With support for an unlimited number of cardholders and readers, SMS delivers a powerful, single source solution for integrating a facility's access-control, digital video, visitor management and alarm monitoring systems. For those with more advanced integration needs, our VI Connect product eliminates the need for manual updates and cumbersome import and export processes. This integration is a popular solution in higher education and enterprise organizations.

Click here to learn more.

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Subject: RE: TIPS purchasing Collaborative
Date: Thursday, February 28, 2019 at 12:44:29 PM Eastern Standard Time
From: Marie Zelandi
To: Jonathan Ferrara
CC: 'Callahan CIV Kathleen', 'Ford Capt Steven'

Jon,

The contract you wish to use appears to be acceptable.

Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Thursday, February 28, 2019 8:32 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: RE: TIPS purchasing Collaborative

Marie,

Just circling back around on this. Have you made a determination?

Jon

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:26 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

I have the link. I need to look at their contract and how they procured it.

Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 11:09 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: RE: TIPS purchasing Collaborative

Here is the link. The company is called Lobbyguard

https://www.tips-usa.com/vendorProfile.cfm?RecordID=6D5D276A66986E2BDF38644139F9CCEF

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:05 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

Do you know which contract you would be using and the name of the vendor?

Thank you, Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 10:13 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: TIPS purchasing Collaborative

Hi Marie

I am looking to purchase a particular product for visitor management for all schools through the SVPP grant that RPS is working on with the RPD. When a visitor arrives at a school, the system will scan their ID against databases to make sure they are not someone that is prohibited on school property. I looked at several products and decided on one in particular based upon it's scalability, longevity in this space and management of the product. I asked if they were on a state contract and they said they were on TIPS collaborative. I had never heard of it and asked for more information. Their rep called me back and said many Massachusetts municipalities are purchasing from it and they directed me to their site to review it. They also sent me a list of other municipalities that use TIPS as a vendor source (list below). Please let me know what you think at your convenience. I am CC'ing Kathy Callahan and Captain Ford as I am working with them on this project. I have also put in a call to Tewksbury and am waiting for call back to ask them about their experience with TIPS. Please let me know what you think when you have a moment.

Thank You

Jon

Amherst Pelham Public Schools	Amherst	MA	1002	09/29/2014
Attleboro (City of)	Attleboro	MA	2703	02/26/2018
Auburn (Town of)	Auburn	MA	1501	06/19/2018
Bedford Ma (Town Of) / Bedford Public Schools	Bedford	MA	1730	06/23/2014
Bridgewater-Raynham Rsd	Bridgewater	MA	2324	02/09/2012
Brockton Public Schools	Brockton	MA	2301	03/18/2013
Cambridge Public Schools	Cambridge	MA	2141	01/24/2013
Canton Public Schools	Canton	MA	2021	06/01/2015
Cape Cod Community College	Hyannis	MA	2668	04/29/2015
Clinton (Town of)	Clinton	MA	1510	08/17/2017
Clinton Ma Public Schools	Clinton	MA	1510	07/02/2014
Dudley (Town of)	Dudley	MA	1571	02/08/2017
East Longmeadow Public Schools	East Longmeadow, Ma	MA	1028	07/18/2013
First Evangelical Lutheran Church (MA)	Brockton	MA	2301	09/26/2018
Foxborough (Town of)	Foxborough	MA	2035	09/19/2018
Foxborough Regional Charter School	Foxborough	MA	2035	02/06/2017
Framingham (Town 0f)	Framingham	MA	1702	01/25/2017
Franklin County Technical School	Turners Falls	MA	1376	11/15/2017
Holyoke (City of)	Holyoke	MA	01040-5836	08/14/2018
Lawrence (City Of)	Lawrence	MA	1840	08/04/2016
Lexington Public Schools	Lexington	MA	2420	01/08/2013
Lowell Housing Authority	Lowell	MA	1853	01/03/2017
Lunenburg (Town of)	Lunenburg	MA	1462	07/25/2017
Mansfield Public Schools	Mansfield	MA	2048	04/01/2013
Medfield Public Schools	Medfield	MA	2052	10/28/2013
Monson (Town of)	Monson	MA	1057	04/04/2017
Monson Public Schools	Monson	MA	1057	03/14/2017
Monson Water & Sewer Department	Monson	MA	1057	03/30/2017
My Father's House	Thorndike	MA	1079	06/21/2017
Needham Public Schools	Needham	MA	2492	05/18/2011
New Bedford (City of)	New Bedford	MA	2746	04/19/2018
Norfolk Ma Public Schools	Norfolk	MA	2056	01/25/2016
North Adams Public Schools	North Adams	MA	1247	07/01/2015
North Attleboro Fire	North Attleboro	MA	2760	09/05/2018
North Attleborough (Town of)	North Attleboro	MA	2760	05/01/2018
Northampton Public Schools	Northampton	MA	1060	06/01/2015
Northbridge Public Schools	Whitinsville	MA	1588	10/13/2015
Northeast Metropolitan Regional Vocational School District	Wakefield	MA	1880	06/18/2018
Norton (Town of)	Norton	MA	2766	02/26/2018
Norton (Town of)	Norton	MA	2766	07/25/2018
Palmer (Town of)	Palmer	MA	1069	06/21/2017

Palmer Public Schools	Palmer	MA	1069	12/04/2018
Pathfinder Regional Vocational Technical HS District	Palmer	MA	1069	06/21/2017
Pioneer Valley Transit Authority	Springfield	MA	1107	06/20/2017
Plymouth Public Schools	Plymouth	MA	2360	06/02/2015
Quest Homeschool Studies	South Yarmouth	MA	2664	04/19/2018
Reading Public Schools	Reading	MA	1867	06/21/2011
Springfield (City of)	Springfield	MA	1104	08/10/2018
St. Peter's Episcopal Church	South Dartmouth	MA	2748	12/13/2018
Sterling (Town of)	Sterling	MA	01564-0537	07/25/2017
Sterling (Town of)	Sterling	MA	1564	09/15/2017
Tewksbury Public Schools	Tewksbury	MA	1876	05/03/2017
The Livestock Institute	Westport	MA	2790	01/31/2019
Town Of Weymouth	Weymouth	MA	2191	11/03/2015
United States Federal Bureau of Investigation	Chelsea	MA	2150	03/28/2018
University Of Massachusetts	Amherst	MA	1003	10/21/2016
Wachusett Regional School District	Jefferson	MA	1522	03/23/2016
Ware Fire Department	Ware	MA	1082	06/26/2017
Whaling City Youth Baseball League Inc	New Bedford	MA	2746	10/16/2018
Wilbraham (Town of) Department of Public Works	Wilbraham	MA	1095	08/16/2017
Wrentham (Town of)	Wrentham	MA	2093	09/28/2018

Jonathan Ferrara
Chief Information Officer

Revere Public Schools
101 School St
Revere, MA 02151
T 781.485.8454
F 781.333.2109

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Subject: RE: TIPS purchasing Collaborative
Date: Thursday, February 28, 2019 at 8:31:55 AM Eastern Standard Time
From: Jonathan Ferrara
To: 'Marie Zelandi'
CC: 'Callahan CIV Kathleen', 'Ford Capt Steven'

Marie,

Just circling back around on this. Have you made a determination?

Jon

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:26 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

> I have the link. I need to look at their contract and how they procured it.
>
> Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 11:09 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: RE: TIPS purchasing Collaborative

Here is the link. The company is called Lobbyguard

https://www.tips-usa.com/vendorProfile.cfm?RecordID=6D5D276A66986E2BDF38644139F9CCEF

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:05 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

Do you know which contract you would be using and the name of the vendor?

Thank you, Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 10:13 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: TIPS purchasing Collaborative

Hi Marie

I am looking to purchase a particular product for visitor management for all schools through the SVPP grant that RPS is working on with the RPD. When a visitor arrives at a school, the system will scan their ID against databases to make sure they are not someone that is prohibited on school property. I looked at several products and decided on one in particular based upon it's scalability, longevity in this space and management of the product. I asked if they were on a state contract and they said they were on TIPS collaborative. I had never heard of it and asked for more information. Their rep called me back and said many Massachusetts municipalities are purchasing from it and they directed me to their site to review it. They also sent me a list of other municipalities that use TIPS as a vendor source (list below). Please let me know what you think at your convenience. I am CC'ing Kathy Callahan and Captain Ford as I am working with them on this project. I have also put in a call to Tewksbury and am waiting for call back to ask them about their experience with TIPS. Please let me know what you think when you have a moment.

Thank You

Jon

Amherst Pelham Public Schools	Amherst	MA	1002	09/29/2014
Attleboro (City of)	Attleboro	MA	2703	02/26/2018
Auburn (Town of)	Auburn	MA	1501	06/19/2018
Bedford Ma (Town Of) / Bedford Public Schools	Bedford	MA	1730	06/23/2014
Bridgewater-Raynham Rsd	Bridgewater	MA	2324	02/09/2012
Brockton Public Schools	Brockton	MA	2301	03/18/2013
Cambridge Public Schools	Cambridge	MA	2141	01/24/2013
Canton Public Schools	Canton	MA	2021	06/01/2015

Cape Cod Community College	Hyannis	MA	2668	04/29/2015
Clinton (Town of)	Clinton	MA	1510	08/17/2017
Clinton Ma Public Schools	Clinton	MA	1510	07/02/2014
Dudley (Town of)	Dudley	MA	1571	02/08/2017
East Longmeadow Public Schools	East Longmeadow, Ma	MA	1028	07/18/2013
First Evangelical Lutheran Church (MA)	Brockton	MA	2301	09/26/2018
Foxborough (Town of)	Foxborough	MA	2035	09/19/2018
Foxborough Regional Charter School	Foxborough	MA	2035	02/06/2017
Framingham (Town 0f)	Framingham	MA	1702	01/25/2017
Franklin County Technical School	Turners Falls	MA	1376	11/15/2017
Holyoke (City of)	Holyoke	MA	01040-5836	08/14/2018
Lawrence (City Of)	Lawrence	MA	1840	08/04/2016
Lexington Public Schools	Lexington	MA	2420	01/08/2013
Lowell Housing Authority	Lowell	MA	1853	01/03/2017
Lunenburg (Town of)	Lunenburg	MA	1462	07/25/2017
Mansfield Public Schools	Mansfield	MA	2048	04/01/2013
Medfield Public Schools	Medfield	MA	2052	10/28/2013
Monson (Town of)	Monson	MA	1057	04/04/2017
Monson Public Schools	Monson	MA	1057	03/14/2017
Monson Water & Sewer Department	Monson	MA	1057	03/30/2017
My Father's House	Thorndike	MA	1079	06/21/2017
Needham Public Schools	Needham	MA	2492	05/18/2011
New Bedford (City of)	New Bedford	MA	2746	04/19/2018
Norfolk Ma Public Schools	Norfolk	MA	2056	01/25/2016
North Adams Public Schools	North Adams	MA	1247	07/01/2015
North Attleboro Fire	North Attleboro	MA	2760	09/05/2018
North Attleborough (Town of)	North Attleboro	MA	2760	05/01/2018
Northampton Public Schools	Northampton	MA	1060	06/01/2015
Northbridge Public Schools	Whitinsville	MA	1588	10/13/2015
Northeast Metropolitan Regional Vocational School District	Wakefield	MA	1880	06/18/2018
Norton (Town of)	Norton	MA	2766	02/26/2018
Norton (Town of)	Norton	MA	2766	07/25/2018
Palmer (Town of)	Palmer	MA	1069	06/21/2017
Palmer Public Schools	Palmer	MA	1069	12/04/2018
Pathfinder Regional Vocational Technical HS District	Palmer	MA	1069	06/21/2017
Pioneer Valley Transit Authority	Springfield	MA	1107	06/20/2017
Plymouth Public Schools	Plymouth	MA	2360	06/02/2015
Quest Homeschool Studies	South Yarmouth	MA	2664	04/19/2018
Reading Public Schools	Reading	MA	1867	06/21/2011
Springfield (City of)	Springfield	MA	1104	08/10/2018
St. Peter's Episcopal Church	South Dartmouth	MA	2748	12/13/2018

Sterling (Town of)	Sterling	MA	01564-0537	07/25/2017
Sterling (Town of)	Sterling	MA	1564	09/15/2017
Tewksbury Public Schools	Tewksbury	MA	1876	05/03/2017
The Livestock Institute	Westport	MA	2790	01/31/2019
Town Of Weymouth	Weymouth	MA	2191	11/03/2015
United States Federal Bureau of Investigation	Chelsea	MA	2150	03/28/2018
University Of Massachusetts	Amherst	MA	1003	10/21/2016
Wachusett Regional School District	Jefferson	MA	1522	03/23/2016
Ware Fire Department	Ware	MA	1082	06/26/2017
Whaling City Youth Baseball League Inc	New Bedford	MA	2746	10/16/2018
Wilbraham (Town of) Department of Public Works	Wilbraham	MA	1095	08/16/2017
Wrentham (Town of)	Wrentham	MA	2093	09/28/2018

Jonathan Ferrara
Chief Information Officer

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Subject: Re: TIPS purchasing Collaborative
Date: Tuesday, February 26, 2019 at 5:29:51 PM Eastern Standard Time
From: Jonathan Ferrara
To: Callahan CIV Kathleen

Just got the additional door access quotes back. Will touch base with you tomorrow on that.

Please pardon brevity of emails and responses as well as obvious spelling and grammatical errors. Speech to text. Sent by mobile phone.

On Feb 26, 2019, at 5:28 PM, Callahan CIV Kathleen <kcallahan@reverepolice.org> wrote:

> No rush since we still need to put in budget modification.
>
> Sent from my iPhone
>
> On Feb 26, 2019, at 5:26 PM, Jonathan Ferrara <jferrara@reverek12.org> wrote:
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> > > Hi Jonathan,
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> > > Did Marie get back to you on this? If she approves using this contract, we will need to verify there is certain contract language

that is included per the award letter. I have been working with solicitor on the ones under MA state contract. If not, we will need to add an addendum once we get to that point. Thanks.
Kathy

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:26 AM
To: Jonathan Ferrara
Cc: Callahan CIV Kathleen; Ford Capt Steven
Subject: RE: TIPS purchasing Collaborative

Jon,

I have the link. I need to look at their contract and how they procured it.

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Sent: Tuesday, February 12, 2019 11:09 AM
To: Marie Zelandi
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Subject: RE: TIPS purchasing Collaborative

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Sent: Tuesday, February 12, 2019 10:13 AM
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Thank You

Jon

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Bridgewater-Raynham Rsd	Bridgewater	MA	2324	(
Brockton Public Schools	Brockton	MA	2301	(
Cambridge Public Schools	Cambridge	MA	2141	(
Canton Public Schools	Canton	MA	2021	(
Cape Cod Community College	Hyannis	MA	2668	(
Clinton (Town of)	Clinton	MA	1510	(
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Foxborough (Town of)	Foxborough	MA	2035	(
Foxborough Regional Charter School	Foxborough	MA	2035	(
Framingham (Town 0f)	Framingham	MA	1702	(
Franklin County Technical School	Turners Falls	MA	1376	1
Holyoke (City of)	Holyoke	MA	01040-5836	(
Lawrence (City Of)	Lawrence	MA	1840	(

Lexington Public Schools	Lexington	MA	2420	(
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Lunenburg (Town of)	Lunenburg	MA	1462	(
Mansfield Public Schools	Mansfield	MA	2048	(
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Jonathan Ferrara
Chief Information Officer

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Subject: Re: TIPS purchasing Collaborative
Date: Tuesday, February 26, 2019 at 5:28:17 PM Eastern Standard Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

No rush since we still need to put in budget modification.

Sent from my iPhone

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> No. I will email her again tomorrow
>
> Please pardon brevity of emails and responses as well as obvious spelling and grammatical errors. Speech to text. Sent by mobile phone.
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> > ---
> >
> > **From:** Marie Zelandi [mailto:mzelandi@revere.org]
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> > **To:** Jonathan Ferrara
> > **Cc:** Callahan CIV Kathleen; Ford Capt Steven
> > **Subject:** RE: TIPS purchasing Collaborative

Jon,

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Thank You

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Jonathan Ferrara
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Subject: Re: TIPS purchasing Collaborative
Date: Tuesday, February 26, 2019 at 5:26:32 PM Eastern Standard Time
From: Jonathan Ferrara
To: Callahan CIV Kathleen

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From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:05 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

Do you know which contract you would be using and the name of the vendor?

Thank you, Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 10:13 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: TIPS purchasing Collaborative

Hi Marie

I am looking to purchase a particular product for visitor management for all schools through the SVPP grant that RPS is working on with the RPD. When a visitor arrives at a school, the system will scan their ID against databases to make sure they are not someone that is prohibited on school property. I looked at several products and decided on one in particular based upon it's scalability, longevity in this space and management of the product. I asked if they were on a state contract and they said they were on TIPS collaborative. I had never heard of it and asked for more information. Their rep called me back and said many Massachusetts municipalities are purchasing from it and they directed me to their site to review it. They also sent me a list of other municipalities that use TIPS as a vendor source (list below). Please let me know what you think at your convenience. I am CC'ing Kathy Callahan and Captain Ford as I am working with them on this project. I have also put in a call to Tewksbury and am waiting for call back to ask them about their experience with TIPS. Please let me know what you think when you have a moment.

Thank You

Jon

Amherst Pelham Public Schools	Amherst	MA	1002	09/29/2014
Attleboro (City of)	Attleboro	MA	2703	02/26/2018
Auburn (Town of)	Auburn	MA	1501	06/19/2018
Bedford Ma (Town Of) / Bedford Public Schools	Bedford	MA	1730	06/23/2014
Bridgewater-Raynham Rsd	Bridgewater	MA	2324	02/09/2012
Brockton Public Schools	Brockton	MA	2301	03/18/2013
Cambridge Public Schools	Cambridge	MA	2141	01/24/2013
Canton Public Schools	Canton	MA	2021	06/01/2015
Cape Cod Community College	Hyannis	MA	2668	04/29/2015
Clinton (Town of)	Clinton	MA	1510	08/17/2017
Clinton Ma Public Schools	Clinton	MA	1510	07/02/2014
Dudley (Town of)	Dudley	MA	1571	02/08/2017
East Longmeadow Public Schools	East Longmeadow, Ma	MA	1028	07/18/2013
First Evangelical Lutheran Church (MA)	Brockton	MA	2301	09/26/2018
Foxborough (Town of)	Foxborough	MA	2035	09/19/2018
Foxborough Regional Charter School	Foxborough	MA	2035	02/06/2017
Framingham (Town 0f)	Framingham	MA	1702	01/25/2017
Franklin County Technical School	Turners Falls	MA	1376	11/15/2017
Holyoke (City of)	Holyoke	MA	01040-5836	08/14/2018
Lawrence (City Of)	Lawrence	MA	1840	08/04/2016
Lexington Public Schools	Lexington	MA	2420	01/08/2013
Lowell Housing Authority	Lowell	MA	1853	01/03/2017
Lunenburg (Town of)	Lunenburg	MA	1462	07/25/2017
Mansfield Public Schools	Mansfield	MA	2048	04/01/2013
Medfield Public Schools	Medfield	MA	2052	10/28/2013
Monson (Town of)	Monson	MA	1057	04/04/2017
Monson Public Schools	Monson	MA	1057	03/14/2017
Monson Water & Sewer Department	Monson	MA	1057	03/30/2017
My Father's House	Thorndike	MA	1079	06/21/2017
Needham Public Schools	Needham	MA	2492	05/18/2011
New Bedford (City of)	New Bedford	MA	2746	04/19/2018
Norfolk Ma Public Schools	Norfolk	MA	2056	01/25/2016
North Adams Public Schools	North Adams	MA	1247	07/01/2015
North Attleboro Fire	North Attleboro	MA	2760	09/05/2018
North Attleborough (Town of)	North Attleboro	MA	2760	05/01/2018
Northampton Public Schools	Northampton	MA	1060	06/01/2015
Northbridge Public Schools	Whitinsville	MA	1588	10/13/2015
Northeast Metropolitan Regional Vocational School District	Wakefield	MA	1880	06/18/2018
Norton (Town of)	Norton	MA	2766	02/26/2018

Norton (Town of)	Norton	MA	2766	07/25/2018
Palmer (Town of)	Palmer	MA	1069	06/21/2017
Palmer Public Schools	Palmer	MA	1069	12/04/2018
Pathfinder Regional Vocational Technical HS District	Palmer	MA	1069	06/21/2017
Pioneer Valley Transit Authority	Springfield	MA	1107	06/20/2017
Plymouth Public Schools	Plymouth	MA	2360	06/02/2015
Quest Homeschool Studies	South Yarmouth	MA	2664	04/19/2018
Reading Public Schools	Reading	MA	1867	06/21/2011
Springfield (City of)	Springfield	MA	1104	08/10/2018
St. Peter's Episcopal Church	South Dartmouth	MA	2748	12/13/2018
Sterling (Town of)	Sterling	MA	01564-0537	07/25/2017
Sterling (Town of)	Sterling	MA	1564	09/15/2017
Tewksbury Public Schools	Tewksbury	MA	1876	05/03/2017
The Livestock Institute	Westport	MA	2790	01/31/2019
Town Of Weymouth	Weymouth	MA	2191	11/03/2015
United States Federal Bureau of Investigation	Chelsea	MA	2150	03/28/2018
University Of Massachusetts	Amherst	MA	1003	10/21/2016
Wachusett Regional School District	Jefferson	MA	1522	03/23/2016
Ware Fire Department	Ware	MA	1082	06/26/2017
Whaling City Youth Baseball League Inc	New Bedford	MA	2746	10/16/2018
Wilbraham (Town of) Department of Public Works	Wilbraham	MA	1095	08/16/2017
Wrentham (Town of)	Wrentham	MA	2093	09/28/2018

Jonathan Ferrara
Chief Information Officer

Revere Public Schools
101 School St
Revere, MA 02151
T 781.485.8454
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Subject: FW: TIPS purchasing Collaborative
Date: Tuesday, February 26, 2019 at 4:50:55 PM Eastern Standard Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

Hi Jonathan,

Did Marie get back to you on this? If she approves using this contract, we will need to verify there is certain contract language that is included per the award letter. I have been working with solicitor on the ones under MA state contract. If not, we will need to add an addendum once we get to that point. Thanks.
Kathy

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:26 AM
To: Jonathan Ferrara
Cc: Callahan CIV Kathleen; Ford Capt Steven
Subject: RE: TIPS purchasing Collaborative

Jon,

I have the link. I need to look at their contract and how they procured it.

Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 11:09 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: RE: TIPS purchasing Collaborative

Here is the link. The company is called Lobbyguard

https://www.tips-usa.com/vendorProfile.cfm?RecordID=6D5D276A66986E2BDF38644139F9CCEF

From: Marie Zelandi [mailto:mzelandi@revere.org]
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To: Jonathan Ferrara <jferrara@reverek12.org>
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Jon

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Jonathan Ferrara
Chief Information Officer

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Subject: Scan In/Scan Out Kiosk with SafeVisitor Solutions
Date: Monday, February 25, 2019 at 1:05:45 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Melissa Lomas

Good Afternoon Melissa,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System.

We understand you are being flooded with “security experts” trying to sell you everything under the sun. We want to take this opportunity to show you how we set ourselves apart!

We are a team that prides ourselves on educating our clients and potential clients on what is needed in the school’s security toolkit. Our goal is to partner with schools and parents across the country, giving everyone an opportunity to voice their fears, but more importantly offering solutions to those fears.

Our Advisory board with SafeVisitor Solutions is a team of former law enforcement, U.S. Secret Service, FBI, Navy Seals, DoD, NSA, School Security and Private Security experts that are engaged with school security nationwide. We also believe that schools should take a deep breath and not rush into unnecessary purchases. Please take the opportunity to check out our website!

We are sure you have many questions, and we want to hear from you! Please feel free to contact our team at your convenience. We will be happy to assist you!

We would also like to set up a demo/consultation at your convenience to showcase our Scan In/Scan Out system! Please see the link below to select a date and time that works best for you!

DEMO/CONSULTATION LINK CLICK HERE

We look forward to hearing from you!

Have a wonderful day,

Claudia

Claudia Hurt | **Business Development Retention Specialist** | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.745.6946 | Fax 317.745.6947 claudia.hurt@safehiringsolutions.com | http://www.safehiringsolutions.com

Sent to: mlomas@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Scan In/Scan Out Kiosk with SafeVisitor Solutions
Date: Monday, February 25, 2019 at 1:05:45 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Jamie Flynn

Good Afternoon Jamie,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System.

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Sent to: jflynn@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Scan In/Scan Out Kiosk with SafeVisitor Solutions
Date: Monday, February 25, 2019 at 1:05:45 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Joanne Willett

Good Afternoon Joanne,

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Sent to: jwillett@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Scan In/Scan Out Kiosk with SafeVisitor Solutions
Date: Monday, February 25, 2019 at 1:05:45 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Richard Gallucci

Good Afternoon Richard,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System.

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Sent to: rgallucci@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Scan In/Scan Out Kiosk with SafeVisitor Solutions
Date: Monday, February 25, 2019 at 1:05:45 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Percy Napier

Good Afternoon Percy,

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Sent to: pnapier@reverek12.org

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Subject: Scan In/Scan Out Kiosk with SafeVisitor Solutions
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From: on behalf of Claudia Hurt
To: Steven Magno

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Sent to: smagno@reverek12.org

Unsubscribe

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Date: Monday, February 25, 2019 at 1:05:45 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: John Perella

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Sent to: jperella@reverek12.org

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From: on behalf of Claudia Hurt
To: Stephen Pechinsky

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We would also like to set up a demo/consultation at your convenience to showcase our Scan In/Scan Out

system! Please see the link below to select a date and time that works best for you!

DEMO/CONSULTATION LINK CLICK HERE

We look forward to hearing from you!

Have a wonderful day,

Claudia

Claudia Hurt | **Business Development Retention Specialist** | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.745.6946 | Fax 317.745.6947 claudia.hurt@safehiringsolutions.com | http://www.safehiringsolutions.com

Sent to: spechinsky@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Scan In/Scan Out Kiosk with SafeVisitor Solutions
Date: Monday, February 25, 2019 at 12:59:49 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Donna Bonarrigo

Good Afternoon Donna,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System.

We understand you are being flooded with “security experts” trying to sell you everything under the sun. We want to take this opportunity to show you how we set ourselves apart!

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Sent to: dbonarrigo@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: Scan In/Scan Out Kiosk with SafeVisitor Solutions
Date: Monday, February 25, 2019 at 12:59:49 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: William Coutts

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Sent to: ccoutts@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:33:53 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Melissa Lomas

Hello Melissa,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System and ArrestAlert!

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Sent to: mlomas@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:33:53 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Richard Gallucci

Hello Richard,

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Sent to: rgallucci@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:33:53 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Percy Napier

Hello Percy,

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Sent to: pnapier@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:33:53 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Steven Magno

Hello Steven,

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Sent to: smagno@reverek12.org

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Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:33:53 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Stephen Pechinsky

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Sent to: spechinsky@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:26:04 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Jamie Flynn

Hello Jamie,

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Sent to: jflynn@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:26:04 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Donna Bonarrigo

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Sent to: dbonarrigo@reverek12.org

Unsubscribe

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Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:26:04 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Joanne Willett

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Sent to: jwillett@reverek12.org

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Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:26:04 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: William Coutts

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Sent to: ccoutts@reverek12.org

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Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 18, 2019 at 12:26:04 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: John Perella

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Sent to: jperella@reverek12.org

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SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: RE: TIPS purchasing Collaborative
Date: Tuesday, February 12, 2019 at 12:17:26 PM Eastern Standard Time
From: Jonathan Ferrara
To: 'Marie Zelandi'
CC: 'Callahan CIV Kathleen', 'Ford Capt Steven'

OK. Thanks

Jon

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:26 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

I have the link. I need to look at their contract and how they procured it.

Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 11:09 AM
To: Marie Zelandi

Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: RE: TIPS purchasing Collaborative

Here is the link. The company is called Lobbyguard

https://www.tips-usa.com/vendorProfile.cfm?RecordID=6D5D276A66986E2BDF38644139F9CCEF

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:05 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

Do you know which contract you would be using and the name of the vendor?

Thank you, Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 10:13 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: TIPS purchasing Collaborative

Hi Marie

I am looking to purchase a particular product for visitor management for all schools through the SVPP grant that RPS is working on with the RPD. When a visitor arrives at a school, the system will scan their ID against databases to make sure they are not someone that is prohibited on school property. I looked at several products and decided on one in particular based upon it's scalability, longevity in this space and management of the product. I asked if they were on a state contract and they said they were on TIPS collaborative. I had never heard of it and asked for more information. Their rep called me back and said many Massachusetts municipalities are purchasing from it and they directed me to their site to review it. They also sent me a list of other municipalities that use TIPS as a vendor source (list below). Please let me know what you think at your convenience. I am CC'ing Kathy Callahan and Captain Ford as I am working with them on this project. I have also put in a call to Tewksbury and am waiting for call back to ask them about their experience with TIPS. Please let me know what you think when you have a moment.

Thank You

Jon

Amherst Pelham Public Schools	Amherst	MA	1002	09/29/2014
Attleboro (City of)	Attleboro	MA	2703	02/26/2018
Auburn (Town of)	Auburn	MA	1501	06/19/2018
Bedford Ma (Town Of) / Bedford Public Schools	Bedford	MA	1730	06/23/2014
Bridgewater-Raynham Rsd	Bridgewater	MA	2324	02/09/2012

Brockton Public Schools	Brockton	MA	2301	03/18/2013
Cambridge Public Schools	Cambridge	MA	2141	01/24/2013
Canton Public Schools	Canton	MA	2021	06/01/2015
Cape Cod Community College	Hyannis	MA	2668	04/29/2015
Clinton (Town of)	Clinton	MA	1510	08/17/2017
Clinton Ma Public Schools	Clinton	MA	1510	07/02/2014
Dudley (Town of)	Dudley	MA	1571	02/08/2017
East Longmeadow Public Schools	East Longmeadow, Ma	MA	1028	07/18/2013
First Evangelical Lutheran Church (MA)	Brockton	MA	2301	09/26/2018
Foxborough (Town of)	Foxborough	MA	2035	09/19/2018
Foxborough Regional Charter School	Foxborough	MA	2035	02/06/2017
Framingham (Town 0f)	Framingham	MA	1702	01/25/2017
Franklin County Technical School	Turners Falls	MA	1376	11/15/2017
Holyoke (City of)	Holyoke	MA	01040-5836	08/14/2018
Lawrence (City Of)	Lawrence	MA	1840	08/04/2016
Lexington Public Schools	Lexington	MA	2420	01/08/2013
Lowell Housing Authority	Lowell	MA	1853	01/03/2017
Lunenburg (Town of)	Lunenburg	MA	1462	07/25/2017
Mansfield Public Schools	Mansfield	MA	2048	04/01/2013
Medfield Public Schools	Medfield	MA	2052	10/28/2013
Monson (Town of)	Monson	MA	1057	04/04/2017
Monson Public Schools	Monson	MA	1057	03/14/2017
Monson Water & Sewer Department	Monson	MA	1057	03/30/2017
My Father's House	Thorndike	MA	1079	06/21/2017
Needham Public Schools	Needham	MA	2492	05/18/2011
New Bedford (City of)	New Bedford	MA	2746	04/19/2018
Norfolk Ma Public Schools	Norfolk	MA	2056	01/25/2016
North Adams Public Schools	North Adams	MA	1247	07/01/2015
North Attleboro Fire	North Attleboro	MA	2760	09/05/2018
North Attleborough (Town of)	North Attleboro	MA	2760	05/01/2018
Northampton Public Schools	Northampton	MA	1060	06/01/2015
Northbridge Public Schools	Whitinsville	MA	1588	10/13/2015
Northeast Metropolitan Regional Vocational School District	Wakefield	MA	1880	06/18/2018
Norton (Town of)	Norton	MA	2766	02/26/2018
Norton (Town of)	Norton	MA	2766	07/25/2018
Palmer (Town of)	Palmer	MA	1069	06/21/2017
Palmer Public Schools	Palmer	MA	1069	12/04/2018
Pathfinder Regional Vocational Technical HS District	Palmer	MA	1069	06/21/2017
Pioneer Valley Transit Authority	Springfield	MA	1107	06/20/2017
Plymouth Public Schools	Plymouth	MA	2360	06/02/2015
Quest Homeschool Studies	South Yarmouth	MA	2664	04/19/2018

Reading Public Schools	Reading	MA	1867	06/21/2011
Springfield (City of)	Springfield	MA	1104	08/10/2018
St. Peter's Episcopal Church	South Dartmouth	MA	2748	12/13/2018
Sterling (Town of)	Sterling	MA	01564-0537	07/25/2017
Sterling (Town of)	Sterling	MA	1564	09/15/2017
Tewksbury Public Schools	Tewksbury	MA	1876	05/03/2017
The Livestock Institute	Westport	MA	2790	01/31/2019
Town Of Weymouth	Weymouth	MA	2191	11/03/2015
United States Federal Bureau of Investigation	Chelsea	MA	2150	03/28/2018
University Of Massachusetts	Amherst	MA	1003	10/21/2016
Wachusett Regional School District	Jefferson	MA	1522	03/23/2016
Ware Fire Department	Ware	MA	1082	06/26/2017
Whaling City Youth Baseball League Inc	New Bedford	MA	2746	10/16/2018
Wilbraham (Town of) Department of Public Works	Wilbraham	MA	1095	08/16/2017
Wrentham (Town of)	Wrentham	MA	2093	09/28/2018

Jonathan Ferrara
Chief Information Officer

Revere Public Schools
101 School St
Revere, MA 02151
T 781.485.8454
F 781.333.2109

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Subject: RE: TIPS purchasing Collaborative
Date: Tuesday, February 12, 2019 at 11:25:51 AM Eastern Standard Time
From: Marie Zelandi
To: Jonathan Ferrara
CC: 'Callahan CIV Kathleen', 'Ford Capt Steven'

Jon,

I have the link. I need to look at their contract and how they procured it.

Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 11:09 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: RE: TIPS purchasing Collaborative

Here is the link. The company is called Lobbyguard

https://www.tips-usa.com/vendorProfile.cfm?RecordID=6D5D276A66986E2BDF38644139F9CCEF

From: Marie Zelandi [mailto:mzelandi@revere.org]

Sent: Tuesday, February 12, 2019 11:05 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

Do you know which contract you would be using and the name of the vendor?

Thank you, Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 10:13 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: TIPS purchasing Collaborative

Hi Marie

I am looking to purchase a particular product for visitor management for all schools through the SVPP grant that RPS is working on with the RPD. When a visitor arrives at a school, the system will scan their ID against databases to make sure they are not someone that is prohibited on school property. I looked at several products and decided on one in particular based upon it's scalability, longevity in this space and management of the product. I asked if they were on a state contract and they said they were on TIPS collaborative. I had never heard of it and asked for more information. Their rep called me back and said many Massachusetts municipalities are purchasing from it and they directed me to their site to review it. They also sent me a list of other municipalities that use TIPS as a vendor source (list below). Please let me know what you think at your convenience. I am CC'ing Kathy Callahan and Captain Ford as I am working with them on this project. I have also put in a call to Tewksbury and am waiting for call back to ask them about their experience with TIPS. Please let me know what you think when you have a moment.

Thank You

Jon

Amherst Pelham Public Schools	Amherst	MA	1002	09/29/2014
Attleboro (City of)	Attleboro	MA	2703	02/26/2018
Auburn (Town of)	Auburn	MA	1501	06/19/2018
Bedford Ma (Town Of) / Bedford Public Schools	Bedford	MA	1730	06/23/2014
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Brockton Public Schools	Brockton	MA	2301	03/18/2013
Cambridge Public Schools	Cambridge	MA	2141	01/24/2013
Canton Public Schools	Canton	MA	2021	06/01/2015
Cape Cod Community College	Hyannis	MA	2668	04/29/2015
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Clinton Ma Public Schools	Clinton	MA	1510	07/02/2014
Dudley (Town of)	Dudley	MA	1571	02/08/2017
	East Longmeadow,			

East Longmeadow Public Schools	Ma	MA	1028	07/18/2013
First Evangelical Lutheran Church (MA)	Brockton	MA	2301	09/26/2018
Foxborough (Town of)	Foxborough	MA	2035	09/19/2018
Foxborough Regional Charter School	Foxborough	MA	2035	02/06/2017
Framingham (Town 0f)	Framingham	MA	1702	01/25/2017
Franklin County Technical School	Turners Falls	MA	1376	11/15/2017
Holyoke (City of)	Holyoke	MA	01040-5836	08/14/2018
Lawrence (City Of)	Lawrence	MA	1840	08/04/2016
Lexington Public Schools	Lexington	MA	2420	01/08/2013
Lowell Housing Authority	Lowell	MA	1853	01/03/2017
Lunenburg (Town of)	Lunenburg	MA	1462	07/25/2017
Mansfield Public Schools	Mansfield	MA	2048	04/01/2013
Medfield Public Schools	Medfield	MA	2052	10/28/2013
Monson (Town of)	Monson	MA	1057	04/04/2017
Monson Public Schools	Monson	MA	1057	03/14/2017
Monson Water & Sewer Department	Monson	MA	1057	03/30/2017
My Father's House	Thorndike	MA	1079	06/21/2017
Needham Public Schools	Needham	MA	2492	05/18/2011
New Bedford (City of)	New Bedford	MA	2746	04/19/2018
Norfolk Ma Public Schools	Norfolk	MA	2056	01/25/2016
North Adams Public Schools	North Adams	MA	1247	07/01/2015
North Attleboro Fire	North Attleboro	MA	2760	09/05/2018
North Attleborough (Town of)	North Attleboro	MA	2760	05/01/2018
Northampton Public Schools	Northampton	MA	1060	06/01/2015
Northbridge Public Schools	Whitinsville	MA	1588	10/13/2015
Northeast Metropolitan Regional Vocational School District	Wakefield	MA	1880	06/18/2018
Norton (Town of)	Norton	MA	2766	02/26/2018
Norton (Town of)	Norton	MA	2766	07/25/2018
Palmer (Town of)	Palmer	MA	1069	06/21/2017
Palmer Public Schools	Palmer	MA	1069	12/04/2018
Pathfinder Regional Vocational Technical HS District	Palmer	MA	1069	06/21/2017
Pioneer Valley Transit Authority	Springfield	MA	1107	06/20/2017
Plymouth Public Schools	Plymouth	MA	2360	06/02/2015
Quest Homeschool Studies	South Yarmouth	MA	2664	04/19/2018
Reading Public Schools	Reading	MA	1867	06/21/2011
Springfield (City of)	Springfield	MA	1104	08/10/2018
St. Peter's Episcopal Church	South Dartmouth	MA	2748	12/13/2018
Sterling (Town of)	Sterling	MA	01564-0537	07/25/2017
Sterling (Town of)	Sterling	MA	1564	09/15/2017
Tewksbury Public Schools	Tewksbury	MA	1876	05/03/2017
The Livestock Institute	Westport	MA	2790	01/31/2019

Town Of Weymouth	Weymouth	MA	2191	11/03/2015
United States Federal Bureau of Investigation	Chelsea	MA	2150	03/28/2018
University Of Massachusetts	Amherst	MA	1003	10/21/2016
Wachusett Regional School District	Jefferson	MA	1522	03/23/2016
Ware Fire Department	Ware	MA	1082	06/26/2017
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Jonathan Ferrara
Chief Information Officer

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Subject: RE: TIPS purchasing Collaborative
Date: Tuesday, February 12, 2019 at 11:08:35 AM Eastern Standard Time
From: Jonathan Ferrara
To: 'Marie Zelandi'
CC: 'Callahan CIV Kathleen', 'Ford Capt Steven'

Here is the link. The company is called Lobbyguard

https://www.tips-usa.com/vendorProfile.cfm?RecordID=6D5D276A66986E2BDF38644139F9CCEF

From: Marie Zelandi [mailto:mzelandi@revere.org]
Sent: Tuesday, February 12, 2019 11:05 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Cc: 'Callahan CIV Kathleen' <kcallahan@reverepolice.org>; 'Ford Capt Steven' <sford@reverepolice.org>
Subject: RE: TIPS purchasing Collaborative

Jon,

Do you know which contract you would be using and the name of the vendor?

Thank you, Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]

Sent: Tuesday, February 12, 2019 10:13 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: TIPS purchasing Collaborative

Hi Marie

I am looking to purchase a particular product for visitor management for all schools through the SVPP grant that RPS is working on with the RPD. When a visitor arrives at a school, the system will scan their ID against databases to make sure they are not someone that is prohibited on school property. I looked at several products and decided on one in particular based upon it's scalability, longevity in this space and management of the product. I asked if they were on a state contract and they said they were on TIPS collaborative. I had never heard of it and asked for more information. Their rep called me back and said many Massachusetts municipalities are purchasing from it and they directed me to their site to review it. They also sent me a list of other municipalities that use TIPS as a vendor source (list below). Please let me know what you think at your convenience. I am CC'ing Kathy Callahan and Captain Ford as I am working with them on this project. I have also put in a call to Tewksbury and am waiting for call back to ask them about their experience with TIPS. Please let me know what you think when you have a moment.

Thank You

Jon

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Canton Public Schools	Canton	MA	2021	06/01/2015
Cape Cod Community College	Hyannis	MA	2668	04/29/2015
Clinton (Town of)	Clinton	MA	1510	08/17/2017
Clinton Ma Public Schools	Clinton	MA	1510	07/02/2014
Dudley (Town of)	Dudley	MA	1571	02/08/2017
East Longmeadow Public Schools	East Longmeadow, Ma	MA	1028	07/18/2013
First Evangelical Lutheran Church (MA)	Brockton	MA	2301	09/26/2018
Foxborough (Town of)	Foxborough	MA	2035	09/19/2018
Foxborough Regional Charter School	Foxborough	MA	2035	02/06/2017
Framingham (Town 0f)	Framingham	MA	1702	01/25/2017
Franklin County Technical School	Turners Falls	MA	1376	11/15/2017
Holyoke (City of)	Holyoke	MA	01040-5836	08/14/2018
Lawrence (City Of)	Lawrence	MA	1840	08/04/2016
Lexington Public Schools	Lexington	MA	2420	01/08/2013
Lowell Housing Authority	Lowell	MA	1853	01/03/2017

Lunenburg (Town of)	Lunenburg	MA	1462	07/25/2017
Mansfield Public Schools	Mansfield	MA	2048	04/01/2013
Medfield Public Schools	Medfield	MA	2052	10/28/2013
Monson (Town of)	Monson	MA	1057	04/04/2017
Monson Public Schools	Monson	MA	1057	03/14/2017
Monson Water & Sewer Department	Monson	MA	1057	03/30/2017
My Father's House	Thorndike	MA	1079	06/21/2017
Needham Public Schools	Needham	MA	2492	05/18/2011
New Bedford (City of)	New Bedford	MA	2746	04/19/2018
Norfolk Ma Public Schools	Norfolk	MA	2056	01/25/2016
North Adams Public Schools	North Adams	MA	1247	07/01/2015
North Attleboro Fire	North Attleboro	MA	2760	09/05/2018
North Attleborough (Town of)	North Attleboro	MA	2760	05/01/2018
Northampton Public Schools	Northampton	MA	1060	06/01/2015
Northbridge Public Schools	Whitinsville	MA	1588	10/13/2015
Northeast Metropolitan Regional Vocational School District	Wakefield	MA	1880	06/18/2018
Norton (Town of)	Norton	MA	2766	02/26/2018
Norton (Town of)	Norton	MA	2766	07/25/2018
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Pioneer Valley Transit Authority	Springfield	MA	1107	06/20/2017
Plymouth Public Schools	Plymouth	MA	2360	06/02/2015
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Springfield (City of)	Springfield	MA	1104	08/10/2018
St. Peter's Episcopal Church	South Dartmouth	MA	2748	12/13/2018
Sterling (Town of)	Sterling	MA	01564-0537	07/25/2017
Sterling (Town of)	Sterling	MA	1564	09/15/2017
Tewksbury Public Schools	Tewksbury	MA	1876	05/03/2017
The Livestock Institute	Westport	MA	2790	01/31/2019
Town Of Weymouth	Weymouth	MA	2191	11/03/2015
United States Federal Bureau of Investigation	Chelsea	MA	2150	03/28/2018
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Wrentham (Town of)	Wrentham	MA	2093	09/28/2018

Chief Information Officer

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Subject: RE: TIPS purchasing Collaborative
Date: Tuesday, February 12, 2019 at 11:04:59 AM Eastern Standard Time
From: Marie Zelandi
To: Jonathan Ferrara
CC: 'Callahan CIV Kathleen', 'Ford Capt Steven'

Jon,

Do you know which contract you would be using and the name of the vendor?

Thank you, Marie

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 10:13 AM
To: Marie Zelandi
Cc: 'Callahan CIV Kathleen'; 'Ford Capt Steven'
Subject: TIPS purchasing Collaborative

Hi Marie

I am looking to purchase a particular product for visitor management for all schools through the SVPP grant that RPS is working on with the RPD. When a visitor arrives at a school, the system will scan their ID against databases to make sure they are not someone that is prohibited on school property. I looked at several products and decided on one in particular based upon it's scalability, longevity in this space and management of the product. I asked if they were on a state contract and they said they were on TIPS collaborative. I had never heard of it and asked for more information. Their rep called me back and said many Massachusetts

municipalities are purchasing from it and they directed me to their site to review it. They also sent me a list of other municipalities that use TIPS as a vendor source (list below). Please let me know what you think at your convenience. I am CC'ing Kathy Callahan and Captain Ford as I am working with them on this project. I have also put in a call to Tewksbury and am waiting for call back to ask them about their experience with TIPS. Please let me know what you think when you have a moment.

Thank You

Jon

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Canton Public Schools	Canton	MA	2021	06/01/2015
Cape Cod Community College	Hyannis	MA	2668	04/29/2015
Clinton (Town of)	Clinton	MA	1510	08/17/2017
Clinton Ma Public Schools	Clinton	MA	1510	07/02/2014
Dudley (Town of)	Dudley	MA	1571	02/08/2017
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First Evangelical Lutheran Church (MA)	Brockton	MA	2301	09/26/2018
Foxborough (Town of)	Foxborough	MA	2035	09/19/2018
Foxborough Regional Charter School	Foxborough	MA	2035	02/06/2017
Framingham (Town 0f)	Framingham	MA	1702	01/25/2017
Franklin County Technical School	Turners Falls	MA	1376	11/15/2017
Holyoke (City of)	Holyoke	MA	01040-5836	08/14/2018
Lawrence (City Of)	Lawrence	MA	1840	08/04/2016
Lexington Public Schools	Lexington	MA	2420	01/08/2013
Lowell Housing Authority	Lowell	MA	1853	01/03/2017
Lunenburg (Town of)	Lunenburg	MA	1462	07/25/2017
Mansfield Public Schools	Mansfield	MA	2048	04/01/2013
Medfield Public Schools	Medfield	MA	2052	10/28/2013
Monson (Town of)	Monson	MA	1057	04/04/2017
Monson Public Schools	Monson	MA	1057	03/14/2017
Monson Water & Sewer Department	Monson	MA	1057	03/30/2017
My Father's House	Thorndike	MA	1079	06/21/2017
Needham Public Schools	Needham	MA	2492	05/18/2011
New Bedford (City of)	New Bedford	MA	2746	04/19/2018
Norfolk Ma Public Schools	Norfolk	MA	2056	01/25/2016
North Adams Public Schools	North Adams	MA	1247	07/01/2015

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North Attleborough (Town of)	North Attleboro	MA	2760	05/01/2018
Northampton Public Schools	Northampton	MA	1060	06/01/2015
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Northeast Metropolitan Regional Vocational School District	Wakefield	MA	1880	06/18/2018
Norton (Town of)	Norton	MA	2766	02/26/2018
Norton (Town of)	Norton	MA	2766	07/25/2018
Palmer (Town of)	Palmer	MA	1069	06/21/2017
Palmer Public Schools	Palmer	MA	1069	12/04/2018
Pathfinder Regional Vocational Technical HS District	Palmer	MA	1069	06/21/2017
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Sterling (Town of)	Sterling	MA	1564	09/15/2017
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Jonathan Ferrara
Chief Information Officer

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Subject: TIPS purchasing Collaborative
Date: Tuesday, February 12, 2019 at 10:13:21 AM Eastern Standard Time
From: Jonathan Ferrara
To: mzelandi@revere.org
CC: 'Callahan CIV Kathleen', 'Ford Capt Steven'

Hi Marie

I am looking to purchase a particular product for visitor management for all schools through the SVPP grant that RPS is working on with the RPD. When a visitor arrives at a school, the system will scan their ID against databases to make sure they are not someone that is prohibited on school property. I looked at several products and decided on one in particular based upon it's scalability, longevity in this space and management of the product. I asked if they were on a state contract and they said they were on TIPS collaborative. I had never heard of it and asked for more information. Their rep called me back and said many Massachusetts municipalities are purchasing from it and they directed me to their site to review it. They also sent me a list of other municipalities that use TIPS as a vendor source (list below). Please let me know what you think at your convenience. I am CC'ing Kathy Callahan and Captain Ford as I am working with them on this project. I have also put in a call to Tewksbury and am waiting for call back to ask them about their experience with TIPS. Please let me know what you think when you have a moment.

Thank You

Jon

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Canton Public Schools	Canton	MA	2021	06/01/2015
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Clinton (Town of)	Clinton	MA	1510	08/17/2017
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North Attleborough (Town of)	North Attleboro	MA	2760	05/01/2018
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Norton (Town of)	Norton	MA	2766	07/25/2018
Palmer (Town of)	Palmer	MA	1069	06/21/2017

Palmer Public Schools	Palmer	MA	1069	12/04/2018
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Reading Public Schools	Reading	MA	1867	06/21/2011
Springfield (City of)	Springfield	MA	1104	08/10/2018
St. Peter's Episcopal Church	South Dartmouth	MA	2748	12/13/2018
Sterling (Town of)	Sterling	MA	01564-0537	07/25/2017
Sterling (Town of)	Sterling	MA	1564	09/15/2017
Tewksbury Public Schools	Tewksbury	MA	1876	05/03/2017
The Livestock Institute	Westport	MA	2790	01/31/2019
Town Of Weymouth	Weymouth	MA	2191	11/03/2015
United States Federal Bureau of Investigation	Chelsea	MA	2150	03/28/2018
University Of Massachusetts	Amherst	MA	1003	10/21/2016
Wachusett Regional School District	Jefferson	MA	1522	03/23/2016
Ware Fire Department	Ware	MA	1082	06/26/2017
Whaling City Youth Baseball League Inc	New Bedford	MA	2746	10/16/2018
Wilbraham (Town of) Department of Public Works	Wilbraham	MA	1095	08/16/2017
Wrentham (Town of)	Wrentham	MA	2093	09/28/2018

Jonathan Ferrara
Chief Information Officer

Revere Public Schools
101 School St
Revere, MA 02151
T 781.485.8454
F 781.333.2109

Subject: RE: LobbyGuard Quote
Date: Tuesday, February 12, 2019 at 9:13:53 AM Eastern Standard Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

Thanks Jonathan.

From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, February 12, 2019 9:14 AM
To: Callahan CIV Kathleen
Subject: Re: LobbyGuard Quote

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Sent: Monday, February 11, 2019 2:36 PM
To: Callahan CIV Kathleen
Subject: RE: LobbyGuard Quote

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8.00	Expiring Badges	LobbyGuard Expiring Badges are available in lots of 1000 and will ensure that no one wears out their welcome. A void warning will appear on these badges after 24 hours which makes identifying reused badges obvious to your security. Exclusive one-piece activation is the easiest expiring badge available. This order includes 1000 Expiring Badges. Note: This product requires a special setting to operate on the LobbyGuard system.	$350.00	$2,800.00	$1,400.00	$1,400.00
9.00	Shipping Kiosk	All LobbyGuard products are shipped Ground and are insured for damage and loss.	$120.00	$1,080.00	$0.00	$1,080.00
8.00	Annual Software Support and Update Subscription	LobbyGuard Visitor Management Software Site License Renewal Yearly Subscription. This fee covers up to 5 LobbyGuard products per physical street address. Unlimited LobbyGuard Data Hosting. Access to LobbyGuard Technical Support. Access to the LobbyGuard Background Checking Services. New Product Features and Releases.	$500.00	$4,000.00	$0.00	$4,000.00
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Attachments: image001.png

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> -----Original Message-----
> From: Callahan CIV Kathleen
> Sent: Tuesday, January 29, 2019 2:54 PM
> To: 'Jonathan Ferrara'
> Subject: RE: LobbyGuard Quote
>
> Okay sounds good. Thanks.
>
> -----Original Message-----
> From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
> Sent: Tuesday, January 29, 2019 2:51 PM
> To: Callahan CIV Kathleen
> Subject: RE: LobbyGuard Quote
>
> OK. I will Look. I thought it was the other way around.. 9 units worth of consumables and 8 devices. I will review Thurs. I am out tomorrow.
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> Jon
>
> -----Original Message-----
> From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
> Sent: Tuesday, January 29, 2019 2:51 PM
> To: Jonathan Ferrara <jferrara@reverek12.org>
> Subject: RE: LobbyGuard Quote
>
> But you have quoted 9 on everything else such as the software, printer, shipping etc. It's only the support and expiring badges that have 8 listed. The 8 on the badges were fine you said since you could share them amongst the schools. If you only want 8 then we should get a quote for only 8 and that would actually free up some money for the door access. Thanks.
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> -----Original Message-----
> From: Jonathan Ferrara [mailto:jferrara@reverek12.org]

> Sent: Tuesday, January 29, 2019 2:33 PM
> To: Callahan CIV Kathleen
> Subject: RE: LobbyGuard Quote
>
> Because we have only 8 monitored entrances (security on location to process visitors) I am going to stick with the 8. If that ever changes, I will get another one out of our regular budget. Thanks for the reminder though.
>
> -----Original Message-----
> From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
> Sent: Tuesday, January 29, 2019 9:41 AM
> To: Jonathan Ferrara <jferrara@reverek12.org>
> Subject: RE: LobbyGuard Quote
>
> Also, just as an FYI, I think you had wanted 9 Annual Software Subscriptions for the Visitor Management System. If so, then I think the quote should reflect this. I believe you said to leave the amount of expiring badges alone since that should be enough for all the schools. Thanks!
>
> -----Original Message-----
> From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
> Sent: Monday, January 28, 2019 1:12 PM
> To: Callahan CIV Kathleen
> Subject: FW: LobbyGuard Quote
>
> Kathy,
>
> The price quote will stay status quo. The original product is being phased out for a newer model/style, but they will honor the original quote; newer model, same price.
>
> Jon
>
> -----Original Message-----
> From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
> Sent: Monday, January 28, 2019 1:08 PM
> To: Jonathan Ferrara <jferrara@reverek12.org>
> Subject: FW: LobbyGuard Quote
>
> Jon,
> Attached you will find a quote for 9 Optio units. The Optio unit is undergoing a design change. As a part of the new design the Optio will be renamed the Versa. You will receive the same pricing presented in the attached quote, Q-14299, when the Versa is released.
>
> Eric Chaplin, M.A.EdL
> Senior Sales Representative
> LobbyGuard Solutions, LLC
> 4700 Six Forks Rd Suite 300
> Raleigh, NC 27609
> 866-905-6229 ext. 518
> www.LobbyGuard.com
>
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Subject: Re: LobbyGuard Quote
Date: Monday, February 11, 2019 at 2:17:40 PM Eastern Standard Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

Thanks but you needed to review the updated quote since it wasn't consistent with the original items. Please see my previous email.
Thanks

Sent from my iPhone

> On Feb 11, 2019, at 2:11 PM, Jonathan Ferrara <jferrara@reverek12.org> wrote:
>
> Hi Kathy,
>
> You should already have the lobby guard information and I am walking the buildings with BCM to get updated door access quotes, etc.
>
> Jon
>

> -----Original Message-----
> From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
> Sent: Monday, February 11, 2019 10:28 AM
> To: Jonathan Ferrara <jferrara@reverek12.org>
> Subject: FW: LobbyGuard Quote
>
> Hi Jonathan,
>
> I just wanted to remind you about this. I know you and Steven are also working on updating the other quotes so we can revisit the budget modification with the Chief.
>
> Thank you.
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> Subject: RE: LobbyGuard Quote
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> Subject: FW: LobbyGuard Quote
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> From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
> Sent: Monday, January 28, 2019 1:08 PM
> To: Jonathan Ferrara <jferrara@reverek12.org>
> Subject: FW: LobbyGuard Quote
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Subject: RE: LobbyGuard Quote
Date: Monday, February 11, 2019 at 2:11:36 PM Eastern Standard Time
From: Jonathan Ferrara
To: 'Callahan CIV Kathleen'

Hi Kathy,

You should already have the lobby guard information and I am walking the buildings with BCM to get updated door access quotes, etc.

Jon

-----Original Message-----
From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Monday, February 11, 2019 10:28 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: FW: LobbyGuard Quote

Hi Jonathan,

I just wanted to remind you about this. I know you and Steven are also working on updating the other quotes so we can revisit the budget modification with the Chief.

Thank you.
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Sent: Tuesday, January 29, 2019 2:54 PM
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Subject: RE: LobbyGuard Quote

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To: Callahan CIV Kathleen
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Subject: RE: LobbyGuard Quote

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Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 11, 2019 at 12:24:27 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Melissa Lomas

Hello Melissa,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System and ArrestAlert!

We understand you are being flooded with "security experts" trying to sell you everything under the sun. We want to take this opportunity to show you how we set ourselves apart.

We are a team that prides ourselves on educating our clients and potential clients on what is needed in the school's security toolkit. Our goal is to partner with schools and parents across the country, giving everyone an opportunity to voice their fears, but more importantly offering solutions to those fears.

Our Advisory board with SafeVisitor Solutions is a team of former law enforcement, U.S. Secret Service, FBI, Navy Seals, DoD, NSA, School Security and Private Security experts that are engaged with school security nationwide. We also believe that schools should take a deep breath and not rush into unnecessary purchases. Please take the opportunity to check out our website!

www.safevisitorsolutions.com

We are sure you have many questions, and we want to hear from you! Please feel free to contact our team at your convenience. We will be happy to assist you!

To Join our upcoming Webinar and learn more about ArrestAlert CLICK HERE

We look forward to hearing from you!

Have a wonderful day,

Claudia

Claudia Hurt | **Business Development Retention Specialist** | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.745.6946 | Fax 317.745.6947 claudia.hurt@safehiringsolutions.com | http://www.safehiringsolutions.com

Sent to: mlomas@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 11, 2019 at 12:24:27 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Jamie Flynn

Hello Jamie,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System and ArrestAlert!

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Sent to: jflynn@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 11, 2019 at 12:24:27 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: William Coutts

Hello William,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System and ArrestAlert!

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Sent to: ccoutts@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 11, 2019 at 12:24:27 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Joanne Willett

Hello Joanne,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System and ArrestAlert!

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Sent to: jwillett@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 11, 2019 at 12:24:27 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Richard Gallucci

Hello Richard,

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Sent to: rgallucci@reverek12.org

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Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 11, 2019 at 12:24:27 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Percy Napier

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Sent to: pnapier@reverek12.org

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Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
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To: Steven Magno

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Claudia

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Sent to: smagno@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 11, 2019 at 12:24:27 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Donna Bonarrigo

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Sent to: dbonarrigo@reverek12.org

Unsubscribe

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Sent to: jperella@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: [SUSPECTED SPAM] SafeVisitor introduces real time arrest monitoring with ArrestAlert
Date: Monday, February 11, 2019 at 12:24:27 PM Eastern Standard Time
From: on behalf of Claudia Hurt
To: Stephen Pechinsky

Hello Stephen,

As schools across the country are looking for ways to improve safety and security, SafeHiring Solutions wants to introduce you to our Visitor Management System and ArrestAlert!

We understand you are being flooded with "security experts" trying to sell you everything under the sun. We want to take this opportunity to show you how we set ourselves apart.

We are a team that prides ourselves on educating our clients and potential clients on what is needed in the school's security toolkit. Our goal is to partner with schools and parents across the country, giving

everyone an opportunity to voice their fears, but more importantly offering solutions to those fears.

Our Advisory board with SafeVisitor Solutions is a team of former law enforcement, U.S. Secret Service, FBI, Navy Seals, DoD, NSA, School Security and Private Security experts that are engaged with school security nationwide. We also believe that schools should take a deep breath and not rush into unnecessary purchases. Please take the opportunity to check out our website!

www.safevisitorsolutions.com

We are sure you have many questions, and we want to hear from you! Please feel free to contact our team at your convenience. We will be happy to assist you!

To Join our upcoming Webinar and learn more about ArrestAlert CLICK HERE

We look forward to hearing from you!

Have a wonderful day,

Claudia

Claudia Hurt | **Business Development Retention Specialist** | **Safe Hiring Solutions** | Toll Free 888.215.8296 | Direct 317.745.6946 | Fax 317.745.6947 claudia.hurt@safehiringsolutions.com | http://www.safehiringsolutions.com

Sent to: spechinsky@reverek12.org

Unsubscribe

SafeHiring Solutions, P.O. Box 295, Danville, IN 46122, United States

Subject: FW: LobbyGuard Quote
Date: Monday, February 11, 2019 at 10:28:02 AM Eastern Standard Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

Hi Jonathan,

I just wanted to remind you about this. I know you and Steven are also working on updating the other quotes so we can revisit the budget modification with the Chief.

Thank you.
Kathy

-----Original Message-----
From: Callahan CIV Kathleen
Sent: Tuesday, January 29, 2019 2:54 PM
To: 'Jonathan Ferrara'
Subject: RE: LobbyGuard Quote

Okay sounds good. Thanks.

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, January 29, 2019 2:51 PM
To: Callahan CIV Kathleen
Subject: RE: LobbyGuard Quote

OK. I will Look. I thought it was the other way around.. 9 units worth of consumables and 8 devices. I will review Thurs. I am out tomorrow.

Jon

-----Original Message-----
From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, January 29, 2019 2:51 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: LobbyGuard Quote

But you have quoted 9 on everything else such as the software, printer, shipping etc. It's only the support and expiring badges that have 8 listed. The 8 on the badges were fine you said since you could share them amongst the schools. If you only want 8 then we should get a quote for only 8 and that would actually free up some money for the door access. Thanks.

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, January 29, 2019 2:33 PM
To: Callahan CIV Kathleen
Subject: RE: LobbyGuard Quote

Because we have only 8 monitored entrances (security on location to process visitors) I am going to stick with the 8. If that ever changes, I will get another one out of our regular budget. Thanks for the reminder though.

-----Original Message-----
From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, January 29, 2019 9:41 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: LobbyGuard Quote

Also, just as an FYI, I think you had wanted 9 Annual Software Subscriptions for the Visitor Management System. If so, then I think the quote should reflect this. I believe you said to leave the amount of expiring badges alone since that should be enough for all the schools. Thanks!

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Monday, January 28, 2019 1:12 PM
To: Callahan CIV Kathleen
Subject: FW: LobbyGuard Quote

Kathy,

The price quote will stay status quo. The original product is being phased out for a newer model/style, but they will honor the original quote; newer model, same price.

Jon

-----Original Message-----
From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
Sent: Monday, January 28, 2019 1:08 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: FW: LobbyGuard Quote

Jon,
Attached you will find a quote for 9 Optio units. The Optio unit is undergoing a design change. As a part of the new design the Optio will be renamed the Versa. You will receive the same pricing presented in the attached quote, Q-14299, when the Versa is released.

Eric Chaplin, M.A.EdL
Senior Sales Representative
LobbyGuard Solutions, LLC
4700 Six Forks Rd Suite 300
Raleigh, NC 27609
866-905-6229 ext. 518
www.LobbyGuard.com

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Subject: RE: LobbyGuard Quote
Date: Tuesday, January 29, 2019 at 2:53:38 PM Eastern Standard Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

Okay sounds good. Thanks.

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, January 29, 2019 2:51 PM
To: Callahan CIV Kathleen
Subject: RE: LobbyGuard Quote

OK. I will Look. I thought it was the other way around.. 9 units worth of consumables and 8 devices. I will review Thurs. I am out tomorrow.

Jon

-----Original Message-----
From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, January 29, 2019 2:51 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: LobbyGuard Quote

But you have quoted 9 on everything else such as the software, printer, shipping etc. It's only the support and expiring badges that have 8 listed. The 8 on the badges were fine you said since you could share them amongst the schools. If you only want 8 then we should get a quote for only 8 and that would actually free up some money for the door access. Thanks.

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, January 29, 2019 2:33 PM
To: Callahan CIV Kathleen
Subject: RE: LobbyGuard Quote

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From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, January 29, 2019 9:41 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: LobbyGuard Quote

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From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Monday, January 28, 2019 1:12 PM
To: Callahan CIV Kathleen
Subject: FW: LobbyGuard Quote

Kathy,

The price quote will stay status quo. The original product is being phased out for a newer model/style, but they will honor the original quote; newer model, same price.

Jon

-----Original Message-----
From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
Sent: Monday, January 28, 2019 1:08 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: FW: LobbyGuard Quote

Jon,
Attached you will find a quote for 9 Optio units. The Optio unit is undergoing a design change. As a part of the new design the Optio will be renamed the Versa. You will receive the same pricing presented in the attached quote, Q-14299, when the Versa is released.

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Subject: RE: LobbyGuard Quote
Date: Tuesday, January 29, 2019 at 2:51:21 PM Eastern Standard Time
From: Jonathan Ferrara
To: 'Callahan CIV Kathleen'

OK. I will Look. I thought it was the other way around.. 9 units worth of consumables and 8 devices. I will review Thurs. I am out tomorrow.

Jon

-----Original Message-----
From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, January 29, 2019 2:51 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: LobbyGuard Quote

But you have quoted 9 on everything else such as the software, printer, shipping etc. It's only the support and expiring badges that have 8 listed. The 8 on the badges were fine you said since you could share them amongst the schools. If you only want 8 then we should get a quote for only 8 and that would actually free up some money for the door access. Thanks.

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, January 29, 2019 2:33 PM
To: Callahan CIV Kathleen
Subject: RE: LobbyGuard Quote

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From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, January 29, 2019 9:41 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: LobbyGuard Quote

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From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Monday, January 28, 2019 1:12 PM
To: Callahan CIV Kathleen
Subject: FW: LobbyGuard Quote

Kathy,

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-----Original Message-----
From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
Sent: Monday, January 28, 2019 1:08 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: FW: LobbyGuard Quote

Jon,
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Subject: RE: LobbyGuard Quote
Date: Tuesday, January 29, 2019 at 2:51:06 PM Eastern Standard Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

But you have quoted 9 on everything else such as the software, printer, shipping etc. It's only the support and expiring badges that have 8 listed. The 8 on the badges were fine you said since you could share them amongst the schools. If you only want 8 then we should get a quote for only 8 and that would actually free up some money for the door access. Thanks.

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Tuesday, January 29, 2019 2:33 PM
To: Callahan CIV Kathleen
Subject: RE: LobbyGuard Quote

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-----Original Message-----
From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, January 29, 2019 9:41 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: LobbyGuard Quote

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-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Monday, January 28, 2019 1:12 PM
To: Callahan CIV Kathleen
Subject: FW: LobbyGuard Quote

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Jon

-----Original Message-----
From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
Sent: Monday, January 28, 2019 1:08 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: FW: LobbyGuard Quote

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Subject: RE: LobbyGuard Quote
Date: Tuesday, January 29, 2019 at 2:33:04 PM Eastern Standard Time
From: Jonathan Ferrara
To: 'Callahan CIV Kathleen'

Because we have only 8 monitored entrances (security on location to process visitors) I am going to stick with the 8. If that ever changes, I will get another one out of our regular budget. Thanks for the reminder though.

-----Original Message-----
From: Callahan CIV Kathleen [mailto:kcallahan@reverepolice.org]
Sent: Tuesday, January 29, 2019 9:41 AM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: RE: LobbyGuard Quote

Also, just as an FYI, I think you had wanted 9 Annual Software Subscriptions for the Visitor Management System. If so, then I think the quote should reflect this. I believe you said to leave the amount of expiring badges alone since that should be enough for all the schools. Thanks!

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Monday, January 28, 2019 1:12 PM
To: Callahan CIV Kathleen
Subject: FW: LobbyGuard Quote

Kathy,

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Jon

-----Original Message-----
From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
Sent: Monday, January 28, 2019 1:08 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: FW: LobbyGuard Quote

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Subject: RE: LobbyGuard Quote
Date: Tuesday, January 29, 2019 at 9:41:10 AM Eastern Standard Time
From: Callahan CIV Kathleen
To: Jonathan Ferrara

Also, just as an FYI, I think you had wanted 9 Annual Software Subscriptions for the Visitor Management System. If so, then I think the quote should reflect this. I believe you said to leave the amount of expiring badges alone since that should be enough for all the schools. Thanks!

-----Original Message-----
From: Jonathan Ferrara [mailto:jferrara@reverek12.org]
Sent: Monday, January 28, 2019 1:12 PM
To: Callahan CIV Kathleen
Subject: FW: LobbyGuard Quote

Kathy,

The price quote will stay status quo. The original product is being phased out for a newer model/style, but they will honor the original quote; newer model, same price.

Jon

-----Original Message-----
From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
Sent: Monday, January 28, 2019 1:08 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: FW: LobbyGuard Quote

Jon,
Attached you will find a quote for 9 Optio units. The Optio unit is undergoing a design change. As a part of the new design the Optio will be renamed the Versa. You will receive the same pricing presented in the attached quote, Q-14299, when the Versa is released.

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Subject: FW: LobbyGuard Quote
Date: Monday, January 28, 2019 at 1:12:16 PM Eastern Standard Time
From: Jonathan Ferrara
To: 'Callahan CIV Kathleen'
Attachments: Q-14299-20190125-1008 Optio.pdf

Kathy,

The price quote will stay status quo. The original product is being phased out for a newer model/style, but they will honor the original quote; newer model, same price.

Jon

-----Original Message-----
From: Eric Chaplin [mailto:eric.chaplin@lobbyguard.com]
Sent: Monday, January 28, 2019 1:08 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: FW: LobbyGuard Quote

Jon,
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Raleigh, NC 27609
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Subject: FW: LobbyGuard Quote
Date: Monday, January 28, 2019 at 1:08:20 PM Eastern Standard Time
From: Eric Chaplin
To: jferrara@reverek12.org
Attachments: Q-14299-20190125-1008 Optio.pdf

Jon,
Attached you will find a quote for 9 Optio units. The Optio unit is undergoing a design change. As a part of the new design the Optio will be renamed the Versa. You will receive the same pricing presented in the attached quote, Q-14299, when the Versa is released.

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Senior Sales Representative
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4700 Six Forks Rd Suite 300
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www.LobbyGuard.com

Subject: Defender quote
Date: Friday, January 25, 2019 at 10:23:59 AM Eastern Standard Time
From: on behalf of Eric Chaplin
To: jferrara@reverek12.org
Attachments: Q-15896-20190125-1021 Defender.pdf

Attached is the Defender quote

Eric Chaplin, M.A.EdL
Senior Sales Representative
LobbyGuard Solutions, LLC
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Raleigh, NC 27609
866-905-6229 ext. 518
www.LobbyGuard.com

Subject: LobbyGuard Quote
Date: Friday, January 25, 2019 at 10:23:23 AM Eastern Standard Time
From: on behalf of Eric Chaplin
To: jferrara@reverek12.org
Attachments: Q-14299-20190125-1008 Optio.pdf

Jon,

Currently, we are phasing out the Optio and replacing it with a newer look and feel, the Versa.
The Versa will not be available until the end of March. The pricing for the Versa would be $500 more per unit.

Currently we only have 12 black Optios.
The quote does say white, but they will need to be black, if you decide to move forward the Optio.
If you desire is the Optio time is of the essence.

I have included a heavily discounted quote for the Defender as well. The Defender has a longer hardware life (6-10 years) compared to the Optio (3-5 years) and comes with a 3 year manufacturer's warranty vs. 1 year warranty.

Give me call when you have a moment to discuss this.

Eric

Eric Chaplin, M.A.EdL
Senior Sales Representative
LobbyGuard Solutions, LLC
4700 Six Forks Rd Suite 300
Raleigh, NC 27609
866-905-6229 ext. 518
www.LobbyGuard.com

Subject: RE: LobbyGuard Checking In
Date: Thursday, January 24, 2019 at 1:15:40 PM Eastern Standard Time
From: Jonathan Ferrara
To: 'Eric Chaplin'

Hi Eric

We are interested. There were some internal meetings about the project we are doing which delayed the project. We are ready to move forward again. They have asked me to get updated quotes. Would you mind sending me an updated quote for everything you quoted me previously?

Jon

-----Original Message-----
From: noreply@salesforce.com [mailto:noreply@salesforce.com] On Behalf Of Eric Chaplin
Sent: Thursday, January 3, 2019 12:30 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: LobbyGuard Checking In

Jonathan,

A while back Revere Public Schools reached out to LobbyGuard regarding our visitor management solution.

I am circling back around to see if you are still interested or would like to learn more about LobbyGuard.

Kindly, let me know.

Regards,

Eric

Eric Chaplin, M.A.EdL
Senior Sales Representative
LobbyGuard Solutions, LLC
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866-905-6229 ext. 518
www.LobbyGuard.com

Subject: RE: LobbyGuard Checking In
Date: Thursday, January 3, 2019 at 12:33:34 PM Eastern Standard Time
From: Jonathan Ferrara
To: 'Eric Chaplin'

Eric

Grant funding has been approved and we are meeting soon (meeting date is TBD) to discuss. I will call you when I know more.

Jon

-----Original Message-----
From: noreply@salesforce.com [mailto:noreply@salesforce.com] On Behalf Of Eric Chaplin
Sent: Thursday, January 3, 2019 12:30 PM
To: Jonathan Ferrara <jferrara@reverek12.org>
Subject: LobbyGuard Checking In

Jonathan,

A while back Revere Public Schools reached out to LobbyGuard regarding our visitor management solution.

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Kindly, let me know.

Regards,

Eric

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www.LobbyGuard.com

Subject: LobbyGuard Checking In
Date: Thursday, January 3, 2019 at 12:30:06 PM Eastern Standard Time
From: on behalf of Eric Chaplin
To: jferrara@reverek12.org

Jonathan,

A while back Revere Public Schools reached out to LobbyGuard regarding our visitor management solution.

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Kindly, let me know.

Regards,

Eric

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