nSide™
PROPOSAL

September 11, 2025

Kentucky Educational Development Corporation

Critical Incident Mapping Platform RFP

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nSide™
THE SCHOOL SAFETY PLATFORM

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🌐 nside.io

September 11, 2025

PurchasePros Cooperative
Attn: Selection Committee

Subject: Response to PV-CIM-2025 – Kentucky Critical Incident Mapping Platform RFP - nSide, Inc

Dear Selection Committee Members,

On behalf of nSide, Inc., I am pleased to submit our proposal in response to the Kentucky Critical Incident Mapping Platform RFP. For more than a decade, nSide has been at the forefront of school safety and critical infrastructure mapping, delivering proven solutions that combine GIS technology, emergency management, and data-driven safety planning into a unified, interoperable platform.

nSide has successfully led statewide implementations across Alabama, Mississippi, and Tennessee, serving thousands of schools and millions of square feet of infrastructure. Collectively, we have mapped over 3,600 campuses nationwide, representing more than 341 million square feet of facilities and 657 million mapping attributes and images. These maps are not static diagrams but operational tools that empower educators, administrators, and first responders with precise, real-time information to plan effectively, respond decisively, and protect students and staff.

We understand the scale and urgency of the Kentucky initiative. Our methodology emphasizes field-verified walkthroughs, geospatial accuracy, standardized labeling, and multi-layer validation to ensure consistency across every campus, while our training programs guarantee that both school personnel and public safety agencies are fully equipped to use the system from day one.

nSide's transparent pricing, commitment to ongoing support, and proven record of statewide, multi-agency coordination uniquely position us to deliver for the Commonwealth of Kentucky. Most importantly, our work is driven by a singular mission: ensuring that every student, educator, and first responder has access to the tools they need to stay safe.

We are honored to present this proposal and look forward to the opportunity to serve Kentucky schools and communities. Should you have any questions, please contact our Primary Point of Contact, Cameron Martin, Vice President of Professional Services, at (256) 648-5116 or cameron.martin@nside.io. Thank you for your consideration.

Sincerely,

Robert Nall
Senior Vice President
nSide, Inc

Table of Contents

a. Company Background

i. Official Registered Name

nSide, Inc

ii. Company History

nSide, Inc. has more than a decade of experience delivering critical infrastructure mapping and school safety solutions across the United States. From our founding, our mission has been to equip schools, districts, and higher education institutions with the tools, data, and expertise they need to prepare for, respond to, and recover from emergencies of any kind. nSide has successfully implemented large-scale, field-verified school mapping projects for K–12 public education systems, schools, and higher education institutions across Alabama, Mississippi, Tennessee, North Carolina, Indiana, Texas, and other states.

Our expertise lies in combining GIS-based mapping, emergency management, and school safety technology into a unified platform that supports both state agencies and local districts. Since 2015, nSide has led the statewide school safety and mapping initiative in Alabama, providing over 1,500 schools across 150 districts with walkthrough-verified floor plans, aerial overlays, and hazard tagging integrated directly into district safety plans. This partnership established nSide as the trusted provider for large-scale critical infrastructure mapping tied directly to statewide safety standards.

Building on that foundation, nSide partnered with the Mississippi Department of Education in 2022 to deliver digital mapping and safety data management for more than 950 schools across 136 districts. This initiative included structure-level mapping of over 110 million square feet, emergency asset classification, and extensive training for 3,100+ personnel. Today, nSide continues to expand these capabilities through partnerships with the Tennessee Board of Regents, providing mapping and safety solutions for community colleges and technical centers statewide.

Collectively, nSide has mapped over 3,600 campuses nationwide, capturing more than 341 million square feet of infrastructure and 657 million mapping attributes and images. These maps are not static diagrams; they are operational tools, empowering school leaders to plan effectively, enabling first responders to navigate campuses with precision, and enhancing preparedness and safety for students and staff.

Our mapping teams bring together GIS analysts, emergency managers, and software engineers, ensuring accuracy, interoperability, and long-term sustainability. We leverage CAD and

architectural drawings, aerial imagery, and field-verified walkthroughs to produce data that meets strict accuracy standards and integrates seamlessly with emergency response platforms.

Through our body of work, nSide has demonstrated the unique ability to execute complex, multi-phase mapping initiatives at the statewide level while maintaining direct, ongoing support for local districts. This track record positions us as a trusted partner to deliver to the schools of Kentucky as a part of the Kentucky Critical Incident Mapping Platform RFP.

iii. An overview of your corporate structure (organizational chart may be attached separately)

nSide is led by a streamlined executive leadership team supported by specialized departments that ensure operational efficiency, innovation, and customer success. The organization is structured to align product development, professional services, sales, and client support under a unified strategy.

At the executive level, two Senior Vice Presidents direct company strategy and oversee all major divisions. The organization is structured into the following departments:

- **Research & Development**
  - Oversees innovation, product development, and fiscal accountability.
  - Includes the Director of R&D and programmers.
- **Professional Services**
  - Ensures high-quality project delivery and client implementation.
  - Includes Mapping, Field Deployment, Project Management, and Quality Control teams.
- **Governmental Affairs**
  - Maintains relationships with state and local agencies.
  - Ensures compliance and alignment with regulatory requirements.
- **Sales and Marketing**
  - Focuses on business development, client engagement, and market outreach.
  - Supported by Account Executives and Marketing Specialists.
- **Customer Success**
  - Provides client training, technical support, and customer experience management.
  - Includes Training Specialists, Customer Success Analysts, and Client Support staff.
- **Finance**
  - Provides strategic oversight of all fiscal operations and accountability
  - Led by the Controller, ensuring accuracy, transparency, and compliance

This collaborative structure enables nSide to deliver high quality results with reliability, accountability, and proven expertise. By aligning leadership, technical precision, and customer

service, we ensure each project is executed efficiently, meets all regulatory standards, and delivers lasting value for our users, backed by a track record of successful performance.

For reference, a comprehensive organizational chart detailing executive leadership, departmental structure, and reporting relationships is included in Appendix A.

iv. Corporate Headquarters and Regional Office

nSide, Inc Headquarters
4031 Parkway Dr Ste B,
Florence, AL, 35630
1-800-604-1822

nSide, Inc Regional Office
2435 1st Ave South
Irondale AL , 35210

v. Formal Business Certifications

At this time, nSide does not hold formal ownership or supplier diversity certifications. However, our organization recognizes the importance of supporting diverse business participation in the marketplace and actively seeks opportunities to engage with minority-owned, women-owned, veteran-owned, and other diverse suppliers.

vi. Dun and Bradstreet (D-U-N-S) number and Federal Employer Identification Number (FEIN)

Federal Registration Numbers
FEIN: 47-2958418
DUNS: 079797891
CAGE: 7K8F8
SAM Entity ID: H24FZ97J7C26

vii. Team Member Bios

The nSide team brings together decades of expertise in school safety, GIS mapping, emergency operations, product development, public safety, and training. Collectively, our team represents a diverse blend of executive leadership, technical innovation, field operations, government relations, and educational services, ensuring that the nSide School Safety Platform is guided by both deep technical knowledge and real-world safety practice.

Our team, spanning backgrounds in geospatial science, law enforcement, homeland security, education leadership, and data-driven technology, has led statewide safety initiatives, developed cutting-edge mapping systems, advanced emergency planning frameworks, and built trusted relationships with schools, communities, and agencies across the Southeast. Recognized with numerous awards for GIS innovation, law enforcement valor, and professional achievement, the team combines academic rigor, applied expertise, and a strong record of public service.

From executive sponsors and technology leaders to field operations and training specialists, each team member contributes specialized qualifications and certifications that directly support safe, well-prepared learning environments. The following biographies highlight the unique skills and experiences of nSide's key personnel who are committed to advancing school safety at every level.

Dr. Steven B. McKinney
- Title: Senior Vice President
- Years of Experience: 25+ years
- Expertise: School safety planning, GIS mapping, emergency operations, systems design, public safety, homeland security
- Background:
    - Founder of the nSide School Safety Platform, building on decades of GIS and safety innovation to create a statewide-adopted school safety system.
    - Over 25 years of experience advancing school safety, emergency planning, and GIS-driven infrastructure for education, government, and public safety agencies.
    - Directed development of integrated systems for school safety and facility mapping in collaboration with the Alabama Department of Homeland Security, leading to the creation of nSide.
    - Guided design and deployment of critical safety tools, including facility mapping, emergency operations planning, and threat assessment platforms.
    - Recognized with multiple GIS industry awards and honored among the Top 40 Under 40 Business People of the Year and Top 50 Most Promising Google Technology Solution Providers.

Robert Nall
- Title: Senior Vice President
- Years of Experience: 15+ years
- Expertise: Data science, geospatial technologies, school safety mapping, emergency operations planning, organizational leadership
- Background:
    - Guided the School Safety Platform through major growth and expansion across multiple states, scaling SaaS solutions for school safety and emergency preparedness.
    - Over 15 years of experience in geospatial science, data management, and mapping, including leadership in data-driven decision making, field mapping, and advanced spatial analytics for school safety systems.
    - Previously served as COO and CDO at nSide, where he directed Data Science, Mapping, and Support teams, driving innovations in emergency operation planning, technical support, and customer success.

- ○ Former Director of Data Management, leading geospatial data science initiatives, emergency plan evaluation models, and mapping tools for education and government clients.
- ○ Honored as the 2019 UNA Geography Alumni of the Year.

Cameron Martin
- Title: Vice President, Professional Services
- Years of Experience: 12+ years
- Expertise: GIS mapping, operational leadership, field implementation, deployment projects, customer success
- Background:
  - ○ Leads implementation, mapping, and deployment projects that directly support school safety and operational readiness. Over a decade of experience managing geospatial initiatives, field mapping operations, and technical deployments for education and government clients.
  - ○ Directed field operations and mapping support teams at nSide, ensuring timely and efficient project execution while aligning with customer safety needs.
  - ○ Former Data Analyst and GIS Analyst, with extensive experience in geospatial data analysis, automation of GIS processes, and development of mapping workflows for critical infrastructure and safety planning.
  - ○ Professional background includes work on NOAA research for tornado warning polygons, cartography for the Department of Defense, and advanced GIS modeling for school and community safety applications.
  - ○ Skilled in GIS, ArcGIS, ERDAS Imagine, and workflow automation for large-scale mapping and deployment projects.

Adrienne Betancourt
- Title: Director, Research and Development
- Years of Experience: 5+ years
- Expertise: Product development, school safety software, data science, GIS-based technology, user-focused design
- Background:
  - ○ Leading the design and development of innovative, user-centered school safety technology that enhances emergency preparedness and operational safety for schools and communities.
  - ○ Over five years of experience implementing scalable solutions in software engineering, product development, and GIS-based data systems for school safety applications.
  - ○ Previously served as Director of Data Science at nSide, overseeing advanced analytics, product testing, and the integration of customer feedback into actionable technology improvements.

- ○ Experienced in developing intuitive software solutions that directly support school safety outcomes, including rapid deployment frameworks, continuous integration, and data-driven emergency planning.
- ○ Prior professional experience includes GIS roles with the Port of Huntsville International Airport and Florence Electricity Department, supporting infrastructure planning and geospatial data management.
- ○ Skilled in modern CI/CD practices, product design, and data visualization, with a strong emphasis on measurable safety impact, usability, and system stability.

Spencer Brown
- Title: Field Mapping Crew Chief
- Years of Experience: 4+ years
- Expertise: School facility mapping, field data collection, GIS, crew leadership, QA/QC processes, customer support
- Background:
    - ○ Leads nSide's field mapping operations as Crew Chief, overseeing data collection and mapping projects across school districts to strengthen school safety planning.
    - ○ Over four years of experience in geospatial data collection, quality assurance, and team coordination, ensuring accurate and reliable safety mapping for educational institutions.
    - ○ Experienced in managing logistics, scheduling, and field teams, while also contributing to technical data validation, analysis, and post-processing to maintain high standards of data integrity.
    - ○ Provides direct client support through multichannel communication, building strong relationships with school district stakeholders and reinforcing nSide's commitment to service and reliability.
    - ○ Skilled in GIS platforms such as Fulcrum and QGIS, with hands-on expertise in field mapping, QA/QC, and workflow optimization for safety-focused mapping initiatives.

Proncey Robertson
- Title: Director of Government Outreach
- Years of Experience: 30+ years
- Expertise: Homeland security, law enforcement, school safety outreach, emergency response, government relations
- Background:
    - ○ Leverages decades of law enforcement and public service experience to strengthen partnerships that support school safety and emergency preparedness.

- Over 26 years of law enforcement service, retiring as a Lieutenant with the City of Decatur Police Department, where he supervised specialized units including School Resource Officers, Homeland Security, and Safety Education.
- Former member of the Alabama House of Representatives (2018–2022), representing District 7 and advancing policies related to public safety and community resilience.
- U.S. Air Force veteran with service during Desert Shield/Storm, and former FBI Joint Terrorism Task Force Officer with Top Secret Security Clearance.
- Extensive leadership experience in SWAT, narcotics, property crimes, and robbery/homicide investigations, including service as a SWAT Team Commander for over two decades.
- Certified Active Shooter Instructor (ALERRT, A.L.I.C.E., "Run, Hide, Fight"), with a strong record of training schools and agencies in advanced threat response and incident management.
- Recipient of multiple honors, including the Medal of Valor (1998), Alabama Officer of the Year (2003), and Morgan County Officer of the Year (2003).

Kimanthi Stewart
- Title: Training and Customer Success Manager
- Years of Experience: 19+ years
- Expertise: School safety training, client relations, mental health and social work, de-escalation techniques, educational program development
- Background:
  - Training and Customer Success Manager at nSide, responsible for ensuring schools and universities are effectively trained to utilize the nSide School Safety Platform and related modules.
  - Nearly two decades of professional experience in mental health and social work, partnering with schools, juvenile probation officers, and courts to address safety and behavioral needs.
  - Former Senior Instructor at nSide, serving as an educational liaison to connect and train districts, support client engagement, and guide product use for safety outcomes.
  - Experienced in developing and delivering training curricula, conducting client outreach, and integrating customer feedback into educational resources and safety solutions.
  - Skilled in life skills education, de-escalation strategies, and substance abuse management, with a focus on applying evidence-based practices to improve school safety and student well-being.

Dr. Marilyn Lewis
- Title: Senior Training Specialist
- Years of Experience: 30+ years

- Expertise: School safety training, curriculum development, educational leadership, student support services, mental health first aid
- Background:
    - Senior Training Specialist at nSide, serving as an educational liaison to design, prepare, and deliver training for schools and districts on the nSide School Safety Platform and related modules.
    - Over three decades of experience in education as a teacher, administrator, district leader, and state-level official, with extensive work in student services, prevention programs, and school safety policy.
    - Former Executive Director at the Alabama State Department of Education, overseeing dropout prevention, alternative schools, character education, bullying prevention, suicide prevention, and school safety planning.
    - Executive Director of the KinderVision Foundation, a nonprofit dedicated to empowering students through peer-to-peer education and victimization prevention.
    - Extensive leadership at the district and school levels, including roles as Director of Student Services, Assistant Principal, and classroom teacher, with a strong focus on curriculum, instruction, and student safety.

viii. Primary Point of Contact

Cameron Martin
Vice President, Professional Services
cameron.martin@nside.io
(256) 648-5116

With over 12 years of experience, Cameron brings deep expertise in GIS mapping, operational leadership, field implementation, deployment projects, and customer success. In his role, he leads implementation, mapping, and deployment projects that directly support school safety and operational readiness. His background includes more than a decade managing geospatial initiatives, field mapping operations, and technical deployments for education and government clients. At nSide, he directs field operations and mapping support teams, ensuring efficient project execution while aligning with customer safety needs. Prior to this, Cameron worked as a Data Analyst and GIS Analyst, specializing in geospatial data analysis, process automation, and the development of mapping workflows for critical infrastructure and safety planning. His professional experience also includes NOAA research on tornado warning polygons, cartography for the Department of Defense, and advanced GIS modeling for school and community safety applications. Skilled in GIS, ArcGIS, ERDAS Imagine, and workflow automation, he brings a proven ability to manage large-scale mapping and deployment projects that advance safety and preparedness goals.

b. Pricing

Our pricing is designed to be transparent, predictable, and equitable, ensuring that districts can plan and budget appropriately. Costs are structured to reflect the actual effort required for different types of mapping work, while minimizing hidden or unexpected charges. Standard services, such as digital file delivery, training, additional safety layers, and travel, are included at no extra cost, allowing districts to maximize value without concern for add-on fees. The following breakdown details the specific costs for structure-level and campus-level mapping, as well as annual maintenance and included services.

i. Cost per structure-level map created from an existing usable map

Rate: $975 per map

When districts provide usable, standards-based source files (e.g., CAD, GIS, or architectural drawings), the cost of developing a structure-level map is reduced. These files still require validation and formatting, but they streamline the mapping process, allowing us to pass along savings to the district.

ii. Cost per structure-level map created for sites lacking an existing usable map

Rate: $1,300.00 per map

For sites without usable source materials, new maps must be created. This involves drafting, validation, and formatting to ensure compliance with mapping specifications, making it the most labor-intensive option.

iii. Cost per campus-level map

Rate: $1,300.00 per map

Campus-level maps require design, integration, and validation comparable to structure-level maps. This ensures accuracy when aligning multiple structures and safety data within a single campus view.

iv. Cost per map to add additional layers (e.g., labeling security cameras or other systems)

Rate: $0.00 (Included)

Additional safety and security layers are included at no extra cost. nSide will confirm what additional layers are to be mapped beforehand. This encourages districts to fully integrate relevant systems (such as cameras or access points) into the maps without concern for additional fees.

v. Cost, if any, to provide data in a digital file format suitable for use in an interactive mobile platform

Rate: $0.00 (Included)

All maps are delivered in digital formats optimized for use on interactive mobile platforms. This functionality is a standard deliverable and not an add-on cost.

vi. Cost, if any, for annual mapping maintenance to ensure continued accuracy

Rate: $650.00 per year

Annual maintenance covers updates and revalidation of maps to account for renovations, structural changes, or updated safety systems. This ensures the maps remain accurate, reliable, and ready for use year after year.

vii. Cost, if any, for annual training

Rate: $0.00 (Included)

Training is included at no additional cost. Our goal is to ensure district staff can confidently use and maintain the mapping tools without incurring recurring training expenses.

viii. Cost, if any, for travel

Rate: $0.00

Travel costs are fully included in the mapping rates. Districts will not incur any additional charges related to travel.

Cost Breakdown

Item	Cost	Notes
Structure-level map (with usable files)	**$975/map**	Reduced rate when district provides standards-based files (e.g., CAD, GIS, architectural drawings) requiring minimal conversion.
Structure-level map (no usable files)	**$1,300/map**	Full drafting and validation required where no usable source maps exist.
Campus-level map	**$1,300/map**	Comparable effort to structure-level maps; integrates multiple structures into one campus view.
Additional layers (e.g., cameras, access points)	**Included**	No additional charge; layering is part of standard service.

Digital file format (mobile-ready)	**Included**	Delivered in interactive digital format at no extra cost.
Annual maintenance	**$650/year**	Covers updates for renovations, structural changes, and safety system updates.
Annual training	**Included**	Training provided at no additional charge.
Travel	**Included**	All travel costs included; no separate billing.

c. Map Construction

Provide a brief overview of your methodology for creating both structure and campus level maps. Your response should outline the tools, data sources, and quality control processes used to ensure accuracy and consistency. Provide sample structure and campus level maps.

nSide's methodology for creating both structure-level and campus-level maps is built on three pillars: precision, interoperability, and sustainability. Our process ensures every institution has a single verified source of mapping data that is accurate, standardized, and perpetually accessible to schools and first responders at no cost.

1. On-Site Data Collection and Verification

- Each engagement begins with a full building and campus walk-through to confirm layouts, access points, utilities, and safety assets.
- Where existing CAD or architectural drawings are incomplete or outdated, our teams capture high-resolution 360° imagery and photogrammetry, generating accurate floor plans from the ground up.
- Annual re-walks ensure maps remain current and responsive to changes in facilities or grounds.

2. Data Integration and Alignment

- All floor plans are digitized, georeferenced, and overlaid on current aerial imagery, ensuring true-to-scale alignment with surrounding roads, athletic facilities, and neighboring properties.

- Each map is oriented to true north and overlaid with a gridded coordinate system (20-yard grids for structures, 75-yard grids for campuses), supporting tactical navigation in real-time response scenarios.

3. Standardized Safety Labeling

- Our maps include detailed, site-specific labeling consistent with statewide specifications, such as:
    - Room labels, hallway identifiers, stairwells, and external doors
    - Critical utilities, hazards, key boxes, AEDs, trauma kits, evacuation routes
    - Parking areas, athletic fields, roads, assembly points, and adjacent properties
- This standardization ensures interoperability across multiple campuses and seamless adoption by public safety agencies.

4. Quality Control and Multi-Layer Validation

- Every map undergoes a multi-phase quality control process, including:
    - Internal GIS and data engineering review for accuracy and consistency
    - Verification by district administrators for facility-specific accuracy
    - Validation by local law enforcement, fire, and EMS to ensure tactical usability
- No map is finalized until approved by both the institution and its responding agencies.
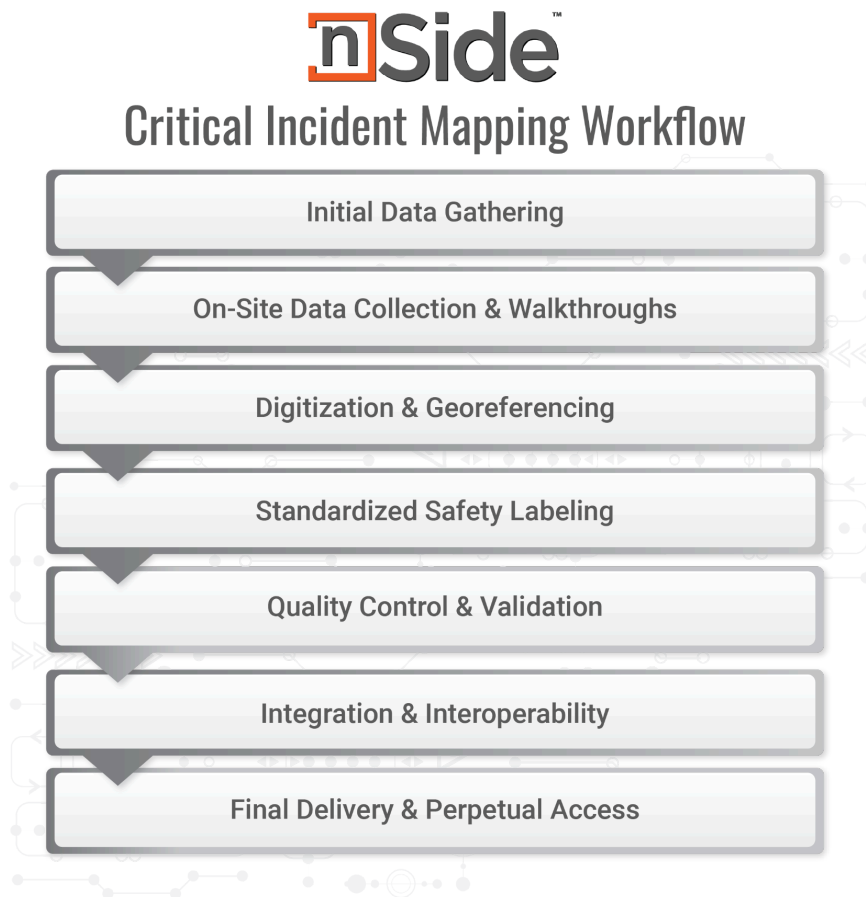
5. Interoperability and Access

- Final deliverables are provided in printable and digital formats, including GIS-compatible file types that integrate with dispatch (CAD), 911 telecommunication, mobile response, and security systems—without requiring additional licenses or fees.
- Data is securely hosted, with perpetual, no-cost access for participating institutions and public safety agencies, ensuring readiness even in offline or degraded environments.

6. Sustainability and Continuous Improvement

- nSide maintains a living dataset—maps are updated whenever a facility changes, and corresponding updates automatically flow to integrated platforms to prevent discrepancies.
- Our long-standing statewide partnerships have proven this model sustainable and scalable across thousands of campuses.

The result is a verified, standardized, and interoperable mapping system that transforms static diagrams into dynamic operational tools. Educators gain a clear, campus-wide view for planning and preparedness, while first responders are equipped with the precise, up-to-date information they need to navigate facilities under pressure. This shared operational picture ensures that all stakeholders—school leaders, law enforcement, fire services, EMS, and emergency managers—are working from the same accurate data in real time. The outcome is improved

coordination across agencies, reduced response times in critical incidents, and, most importantly, a measurable increase in the safety and protection of students, staff, and communities.

nSide™
Critical Incident Mapping Workflow

- Initial Data Gathering
- On-Site Data Collection & Walkthroughs
- Digitization & Georeferencing
- Standardized Safety Labeling
- Quality Control & Validation
- Integration & Interoperability
- Final Delivery & Perpetual Access

Representative samples of both structure-level and campus-level maps are included in Appendix B. These examples are provided for illustrative purposes only and demonstrate nSide's mapping capabilities. Additional safety and infrastructure layers can be incorporated at no additional cost, in accordance with the pricing structure outlined in this proposal.

d. Timeline

Describe your typical timeline from initial engagement with a participating member through to the completion of the site engagement. Your response should include key milestones such as site assessments, planning, implementation, training, and closeout.

nSide follows a structured and repeatable process to guide participating members from initial engagement through completion of the project. Our approach emphasizes clear communication, coordination with stakeholders, and efficient sequencing of activities to keep projects on track. Beginning with site assessments and planning, and continuing through implementation, training, and continued support, we maintain a timeline that is both predictable and adaptable to the specific needs of each institution.

Implementation Schedule (Weekly Milestones)

Earliest Start Date
nSide is prepared to initiate project activities immediately upon contract award. Our internal staffing, infrastructure, and project management processes are fully established, enabling us to mobilize without delay once formal approval is received. This readiness ensures that participating member institutions can begin benefiting from accurate, secure, and standardized mapping data as early as the initial engagement period.

Potential Barriers or Anticipated Delays
While nSide is fully prepared to start at earliest convenience, the following factors may affect early-stage momentum:

- Access Coordination: Timely coordination with school districts to schedule on-site walkthroughs may vary by region, particularly if schools are closed for holidays, breaks, or undergoing renovations.
- Data Availability: Variability in the availability or accuracy of existing floorplans or architectural documentation may extend the data preparation process in certain locations.
- Stakeholder Response Time: Approval cycles or review timelines by school administrators or local emergency personnel may vary and could delay feedback loops in the mapping review phase.
- Weather Events or Facility Access Limitations: Extreme weather or restricted facility access may impact walkthrough scheduling in isolated cases.

Despite these variables, our team is structured to adjust dynamically, working in parallel across regions and proactively engaging stakeholders to minimize potential delays.

Week	Milestone
Week 1	Project kickoff; finalize onboarding plan; receive initial school list
Week 2	Begin stakeholder coordination and scheduling walkthroughs for initial regions
Week 3	Field team walkthroughs begin; aerial imagery and floorplan ingestion starts
Week 4	First school maps drafted and reviewed internally
Week 5	Maps reviewed by district
Week 6	Final map production, QA, and delivery
Week 7	Onboarding and training for admins, users, first responders
Week 8	Project closeout: final deliverables, documentation, and stakeholder feedback

This implementation schedule is fully scalable based on the needs of participating member institutions. Our team is equipped to manage multiple regional engagements in parallel, ensuring efficient progress across diverse sites. Real-time project tracking and progress dashboards will be made available, providing full visibility into milestones and deliverables throughout the contract period.

Closeout and Ongoing Support
At the conclusion of each site engagement, nSide provides a formal closeout package including finalized maps, reports, and documentation of training delivered. District and public safety stakeholders are given the opportunity to provide feedback, which is incorporated into our continuous improvement cycle. Beyond closeout, nSide maintains ongoing support through live chat, update to mapping data requests, and nSide|Academy™, ensuring each institution's mapping remains accurate, interoperable, and fully aligned with safety standards.

e. Training

Detail your training program, including delivery method, schedule, and any supporting materials, for both initial deployment and annual renewals. Training must be provided at both the general user and administrator levels and must be available to both member organization personnel and public safety agency staff. Initial user and administrator training shall be provided at no additional cost.

nSide is committed to ensuring that school personnel and emergency responders are fully equipped to operate and leverage the nSide Platform effectively, both during daily operations and in crisis scenarios. Our training programs are designed to build confidence and competency across all user levels, with content tailored specifically for administrators, law enforcement, and emergency management professionals.

General User Training

- Purpose: Equip non-technical users with the skills to access, navigate, and utilize the mapping system for daily safety planning and emergency response.
    - Target Audience:
        - School administrators and safety coordinators
        - First responders and law enforcement officers
        - District-level emergency management staff
    - Training Format:
        - Virtual instructor-led training
        - Optional in-person sessions (coordinated regionally)
        - Self-paced video modules and step-by-step guides
        - Integrated help documentation within the system
    - Key Topics Covered:
        - Logging into the secure portal and navigating the dashboard
        - Viewing and printing floorplans and site maps
        - Interpreting NAPSG or NFPA compliant map symbols
        - Searching for rooms, doors, and critical safety assets
        - Submitting update requests and uploading documents
    - Deliverables:
        - Quick-start reference sheets
        - Access to a centralized SharePoint Training Hub
        - On-demand recordings for ongoing refresher training

Administrator Training

- Purpose: Enable district-appointed system managers to maintain user access, monitor system activity, and oversee map update workflows.
    - Target Audience:
        - Program administrators
        - IT/security coordinators at the district level
        - Designated mapping supervisors or regional leads
    - Training Format:
        - Dedicated virtual admin training sessions
        - "Train-the-trainer" model for regional scalability
        - Documentation and SOPs for system governance
    - Key Topics Covered:

- User creation, access management, and permission controls
- Reviewing and approving school map updates
- Running reports and exporting data (PDFs, FGDBs)
- Tracking update history and audit logs
- Monitoring overall system usage and district progress
  - Deliverables:
    - Administrative User Manual
    - Access to the Admin Portal and system logs
    - Templates for update approvals and reporting workflows

Ongoing Training and Support

- Initial training at no cost
- Refresher sessions available yearly or upon request
- New user onboarding supported with video and guide resources
- All training resources are mobile-accessible and available 24/7

Training Schedule

nSide will provide comprehensive general user and administrator training immediately following the completion of mapping at each participating institution. Training will be available to both school district personnel and public safety agency staff to ensure seamless adoption across all stakeholders. Our program includes:

- Initial training at no additional cost, covering both user and administrator functionality.
- Annual renewal training is delivered as part of the program at no additional cost, with optional additional sessions available on request.
- Multiple delivery methods, including on-site sessions, live virtual training, and ongoing access to our online learning management system (nSide|Academy™).
- Drill and exercise support, assisting institutions and public safety partners in integrating mapping data into emergency response planning and practice.

Training is delivered immediately following the completion of mapping at each participating institution, ensuring that staff and first responders are equipped to use the system from day one. Initial training for both general users and administrators is provided at no additional cost. To maintain proficiency and align with annual renewal cycles, nSide conducts refresher training sessions each year for both user groups. These trainings are available in multiple formats, on-site, live virtual, and nSide|Academy™, ensuring flexible, ongoing access for all stakeholders. This layered approach guarantees that district personnel and public safety partners remain confident and capable in leveraging the mapping system for both daily operations and critical incident response.

f. References

Provide at least three references from consortiums of equal or larger size that you currently or previously have served in the past five years. Include contact name, phone number, and email address.

nSide provides digital mapping and data management of over 4,000 campuses, integrating GIS-based structure and campus maps with critical infrastructure data, and representing more than 350 million square feet of critical infrastructure. Our proven track record demonstrates the ability to ingest local files, standardize them to statewide specifications, and deploy large-scale, interoperable mapping solutions. These maps are not only technical assets but also operational tools, empowering school leaders to plan effectively, enabling first responders to navigate campuses with precision, and ultimately enhancing preparedness and safety for students and staff.

To illustrate our capacity to deliver on projects equal to or larger than the scope of this RFP, we highlight references that represent:

- **Statewide Implementations:**
    - *Mississippi Department of Education (MDE)* – A statewide deployment of the Mississippi Health and School Safety Platform spanning more than 955 schools across 136 districts. This project included mapping over 110 million square feet of critical infrastructure, integrating more than 4,000 surveillance cameras, and training over 3,100 personnel.
    - *Tennessee Board of Regents (TBR)* – A multi-campus initiative across the state's higher education system, providing emergency planning, critical infrastructure mapping, and integrated security. This project is ongoing with a full statewide implementation expected by the end of 2026 for all 46 community college campuses. Current implementations include TCAT Knoxville, TCAT Harriman, TCAT Jacksboro, TCAT McMinnville, Motlow State Community College, and Roane State Community College.
- **Statewide Partnerships with Local Reach in Alabama**:
    - nSide's ongoing partnership with the Alabama State Department of Education (ALSDE) includes a cross-section of rural, suburban, and urban school districts. These districts rely on nSide for structure-level mapping, campus-level safety planning, and continuous training that supports local readiness while feeding into our statewide platform.

Collectively, these references validate nSide's ability to deliver statewide mapping and safety platforms serving thousands of campuses, while also sustaining local support and training that ensures operational readiness.Each reference reflects outcomes directly aligned to the requirements of the KEDC Critical Incident Mapping Platform RFP.

Representative References

Name	Organization	Position	Email	Address	Phone	ST
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g. Exceptions

Detail any other exceptions to the terms and conditions. Include section number, proposed alternate language, and rationale. PurchasePros is under no obligation to accept exceptions.

nSide has reviewed all terms and conditions outlined in the PV-CIM-2025 RFP. We confirm that nSide has no exceptions to the stated requirements. Our organization agrees to comply fully with all provisions as written.

h. Other Services

Detail any other services offered by your organization that will be of benefit to PurchasePros or its members (this item will not be scored).

In addition to critical incident mapping, nSide offers a comprehensive suite of integrated solutions that strengthen school safety, emergency preparedness, and facility management. Our platform unifies mapping, planning, communication, and data management, providing districts and participating members with dependable resources for both daily operations and emergency response. These services create a cohesive framework that enables schools to effectively address their most pressing safety priorities.

nSide - The School Safety Platform™

The nSide School Safety Platform™ provides schools and districts with a centralized system for managing Emergency Operations Plans (EOPs), drill and training logs, safety procedures, and compliance documentation. Available to all K–12 faculty, staff, and authorized first responders, the platform ensures secure access to critical safety resources and planning tools.

nSide|Assess™

nSide|Assess™ is a digital case management system that helps schools identify, track, and support students in crisis before situations escalate. This centralized tool simplifies Behavioral Threat Assessments by documenting concerns, monitoring interventions, and ensuring students get the resources they need.

nSide|Lockdown™

The nSide|Lockdown™ app ensures fast, reliable communication during emergencies. Predefined alerts allow users to quickly activate the appropriate emergency response for lockdowns, law enforcement needs, medical situations, or fire-related incidents, ensuring swift and precise action. Trigger alerts instantly, provide status updates to responders, and notify 911 without delays. Drills simulating emergency scenarios, help staff and students build confidence in their responses and familiarity with the app's features.

nSide|Fleet™

nSide|Fleet™ allows you to monitor your district's buses, maintenance vehicles, and fleet assets in real-time. The nSide Platform allows authorized users to view live feeds of buses and vehicles via computers or mobile devices, providing secure oversight and control.

nSide|Live™

nSide|Live™ delivers instant access to live camera feeds through the nSide platform. Monitor live feeds from any device, whether at a desk or on the go. The video wall feature lets you view multiple cameras simultaneously for a complete overview of campus activity.

nSide|Edge™

nSide|Edge™ gives you full control over who enters and exits your campus. Manage access to every door with ease, ensuring safety day and night.

nSide|Boost™

nSide|Boost™ amplifies cellular signals from all major carriers, eliminating dead zones throughout your campus. Reliable connectivity is always within reach, maintaining access and notifications, even during wifi and power outages.

nSide|Training™

nSide|Training™ represents a significant investment in empowering school teams with the requisite knowledge and confidence to lead effectively on safety matters. Its primary focus is on developing the skills and establishing the systems necessary to sustain a strong, proactive culture of school safety statewide. Key trainings offerings include:

- Platform Basic Training
  - Maximizing the capabilities of the nSide Platform, including EOP management, map integration, and drill documentation.
- Behavioral Threat Assessment Training
  - Provides in-depth understanding of the Behavioral Threat Assessment and Management (BTAM) process, effective use of nSide|Assess™, and the development of multidisciplinary BTAM teams
- School Safety 101
  - Comprehensive guidance on creating and maintaining effective EOPs.
- De-Escalation Training
  - Builds leadership skills in conflict prevention and de-escalation for safer school environments.

These additional services complement nSide's core mapping capabilities and provide districts and public safety agencies with a comprehensive, integrated framework for school safety and emergency management. Detailed information and examples of these services are provided in Appendix C.
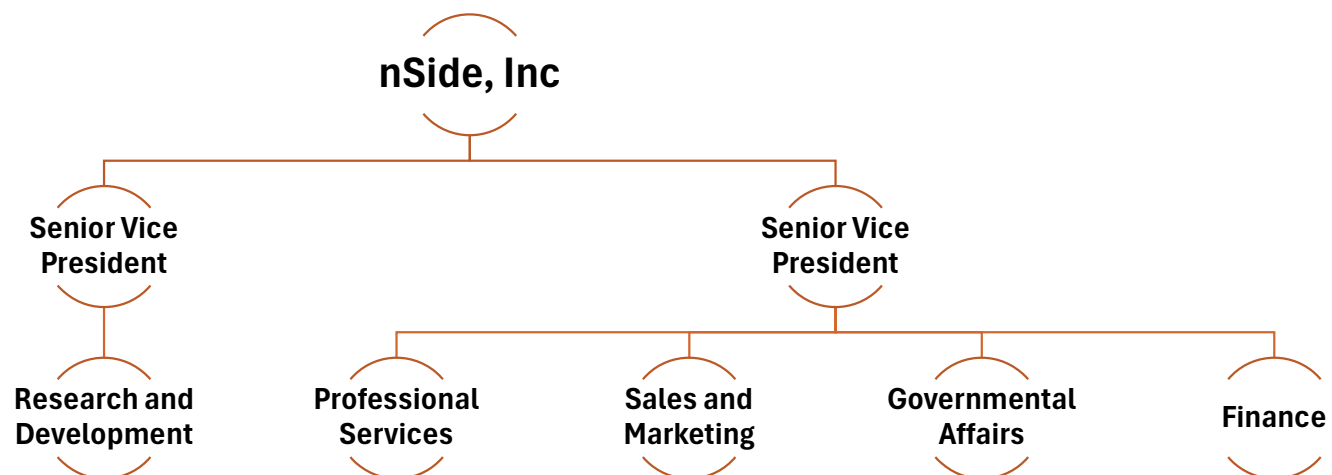
APPENDIX A

nSide, Inc

Senior Vice President

Senior Vice President

Research and Development

Professional Services

Sales and Marketing

Governmental Affairs

Finance

APPENDIX B

Request for Proposal

KENTUCKY EDUCATIONAL DEVELOPMENT CORPORATION

Critical Incident Mapping Platform

nSide
THE SCHOOL SAFETY PLATFORM

CITY HIGH SCHOOL
STRUCTURE MAP

LEGEND

- Gathering Space
- Classroom
- Office
- Bathroom
- Special Use/Storage
- Circulation
- Exterior Door
- Electrical Room
- Mechanical Room
- F Fire Evacuation Area
- B Bomb Evacuation Area
- Severe Weather Area
- Fire Alarm
- Fire Extinguisher
- Fire Hydrant
- Fire Dept. Connection
- FACP Fire Alarm Cont. Panel
- AED
- H Helicopter Landing Zone
- Water Shut-off Valve
- Gas Shut-off Valve
- Hazardous Materials
- Roof Access
- Key Box

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nSide
THE SCHOOL SAFETY PLATFORM

23

LEGEND

- Gathering Space
- Classroom
- Office
- Bathroom
- Special Use/Storage
- Circulation
- Exterior Door
- F Fire Evacuation Area
- B Bomb Evacuation Area
- Severe Weather Area
- Fire Hydrant
- Fire Dept. Connection
- H Helicopter Landing Zone
- Hazardous Materials
- Roof Access
- Key Box

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STUDENT PARKING

RECEIVING

BUS PARKING

STUDENT PICK-UP\DROP-OFF

FACULTY PARKING

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nSide
THE SCHOOL SAFETY PLATFORM

CITY HIGH SCHOOL
CAMPUS MAP

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APPENDIX C

KENTUCKY EDUCATIONAL DEVELOPMENT CORPORATION

Critical Incident Mapping Platform

nSide™
THE SCHOOL SAFETY PLATFORM

nSide™

THE SCHOOL SAFETY PLATFORM

SCHOOL SAFETY SOLUTIONS

1.800.604.1822   help@nside.io   https://nside.io

A COMPREHENSIVE APPROACH TO SCHOOL SAFETY

nSide|Assess

nSide|Edge

nSide|Boost

nSide|Training

nSide|Views

nSide|Live

nSide|Fleet

nSide|Lockdown

PREVENTION

PROTECTION

MITIGATION

RESPONSE

RECOVERY

nSide
THE SCHOOL SAFETY PLATFORM

One Platform for School Safety Management

Ensuring the safety of students and faculty is a top priority, but managing all the moving parts shouldn't feel overwhelming. At nSide, we've created a centralized platform that makes school safety management straightforward, efficient, and collaborative.

With over 15 years of experience in the school safety industry, we leverage expertise and cutting-edge technology to develop products, services, and training designed to make schools safer while reducing the burden on administrators and safety professionals.

How nSide™ Keeps Your School Safe

Plan and Prepare with Confidence

We help schools start strong by focusing on comprehensive planning and preparation:

- Create actionable plans tailored to your school's unique needs.
- Map your campus's interior and exterior, marking critical infrastructure for better crisis management.
- Seamlessly share vital safety details across your organization and with external partners like first responders.

Streamline Your Safety Processes

nSide integrates your existing safety technology into one easy-to-access platform:

- Eliminate fragmentation by consolidating your surveillance, access control, and other safety systems into the nSide Platform.
- Access everything you need from a single, user-friendly dashboard.

Enhance with Additional Technology

Build a robust safety system by expanding your nSide Platform:

- Add surveillance cameras, access control systems, behavioral threat assessment, fleet management, and more.
- Ensure every new module integrates seamlessly with your existing setup for a fully unified solution.

nSide™

THE SCHOOL SAFETY PLATFORM
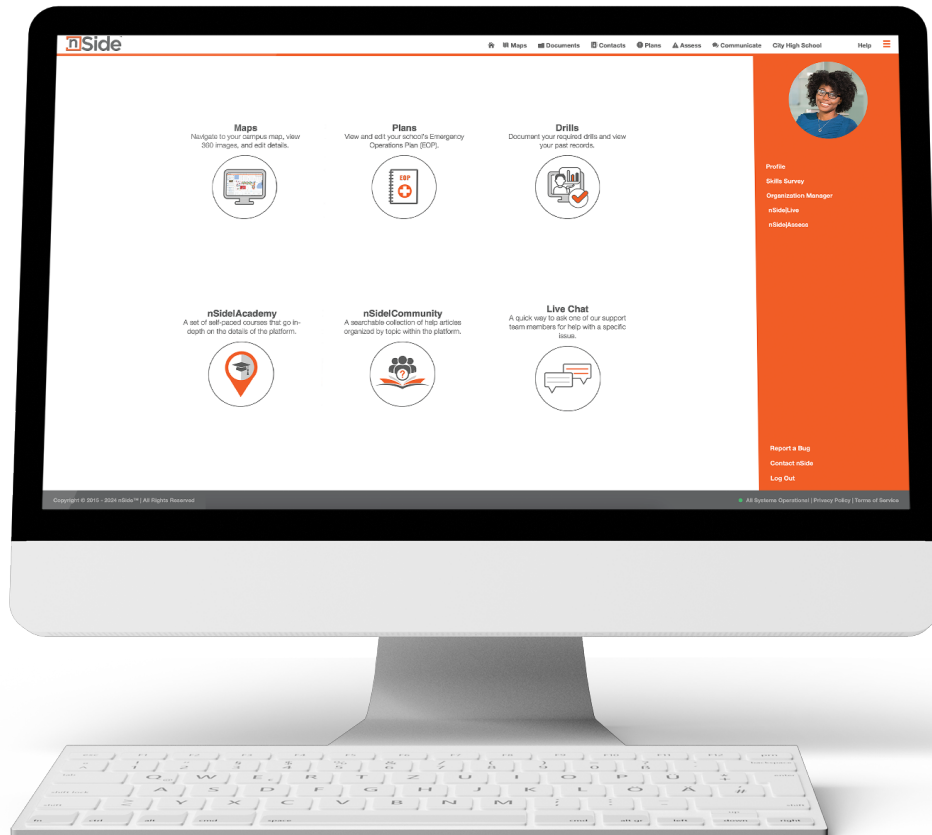
Your comprehensive solution for creating safer schools and equipping staff to confidently manage emergencies. This all-in-one platform helps you:

Proactively Plan for Crises

Stay Compliant with Regulations

Organize Key Contacts

Log Drills Efficiently

Utilize Dynamic Campus Maps

Built to run your entire school safety operation in one place.
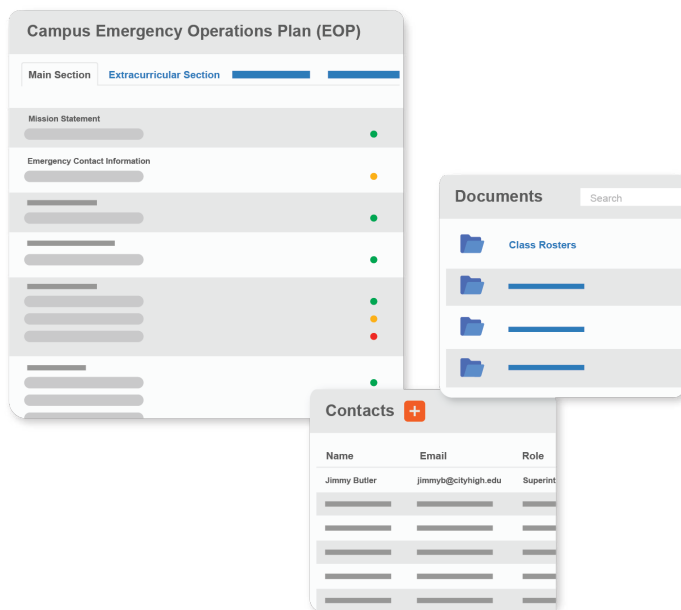
Simplify Planning with Digital Emergency Plans

The nSide Platform provides a single pane of glass for managing the various aspects of school safety.

With nSide, you can build a comprehensive school safety plan, log drills and training, maintain updated key contact lists, and integrate other school safety technology - all in one place.

Virtual Campus Walk-Throughs with 360-Degree Views

nSide's dynamic mapping and virtual campus walk-throughs give users a high level of situational awareness with over 100 critical infrastructure points and reliable 360-degree views in every room and outside every building.

Learn More About Our Dynamic Mapping Process on Page 12.
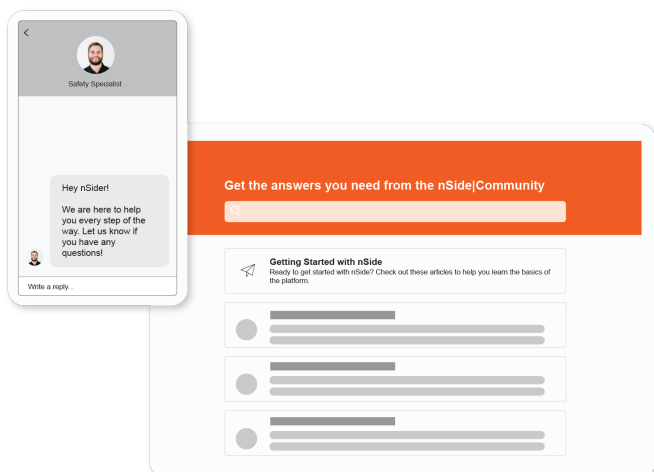
Share Knowledge and Build Confidence

nSide provides expert training, 24/7 technical support, and a resource-filled community to ensure your team is fully prepared.

With nSide, safety planning is simple, collaborative, and effective, giving your school the tools it needs to succeed.
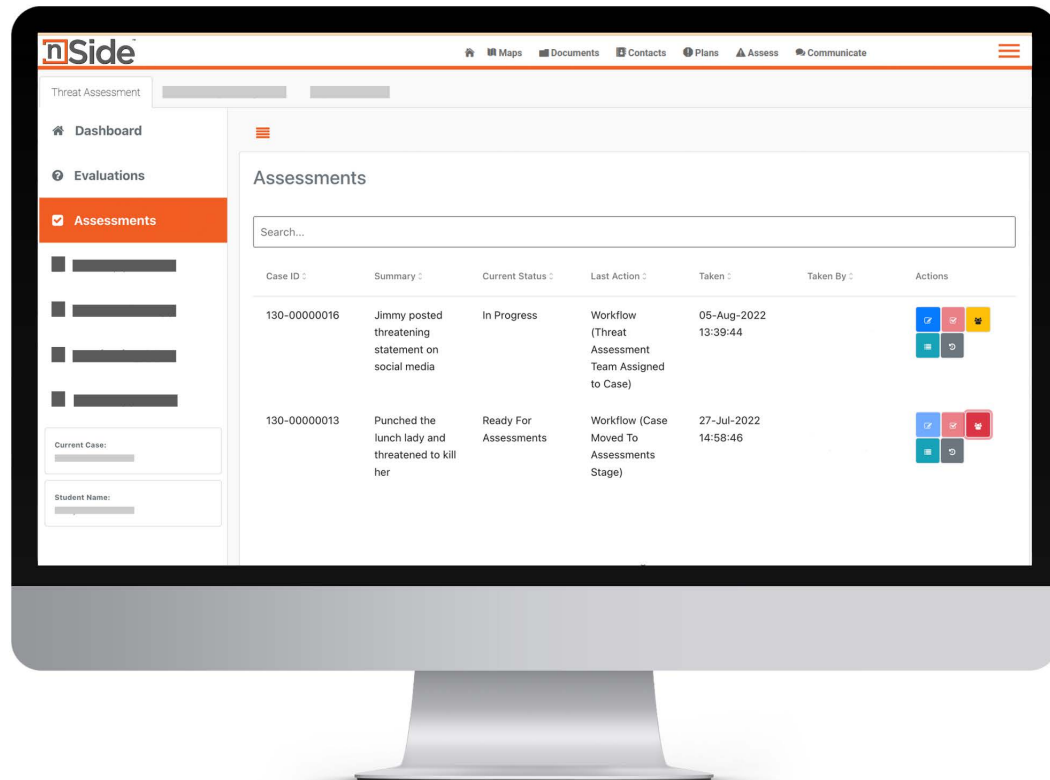
Proactive Safety with nSide|Assess™

In today's schools, staying proactive is essential. nSide|Assess™ is a digital case management system that helps schools identify, track, and support students in crisis before situations escalate. This centralized tool simplifies Behavioral Threat Assessments by documenting concerns, monitoring interventions, and ensuring students get the resources they need.

Whether you're an educator, administrator, or part of a safety team, nSide|Assess™ equips you with the tools to maintain a safer, more supportive school environment.

Unite Your Behavioral Threat Assessment Team

Connect your Behavioral Threat Assessment team to ensure every student gets the care they need.

By fostering collaboration between educators, administrators, and community partners, the platform ensures a seamless, well-rounded approach to managing and preventing potential crises.

Collaborate More Efficiently

Streamline collaboration by connecting educators, counselors, administrators, law enforcement, and social workers.

This secure platform ensures every team member's input is valued, with insights and action plans documented in one accessible case management system, enabling informed decisions and timely responses.

Harness The Power of Information Sharing

Simplify data management with a central hub for student profiles and intervention plans.

Say goodbye to scattered records and focus on what matters most—creating a safe and supportive environment for students.

nSide|Lockdown™

![Download on the App Store] ![Android App on Google Play]

Empower Your Team For Rapid Emergency Response

Streamlined emergency alerts at your fingertips. The nSide|Lockdown™ app ensures fast, reliable communication during emergencies. With real-time alerts, status updates, and connections to school administrators and first responders, staying safe has never been easier.

Specific Alert Statuses for Targeted Responses

Predefined alerts allow users to **quickly activate the appropriate emergency response** for lockdowns, law enforcement needs, medical situations, or fire-related incidents, ensuring swift and precise action.

Flexibility for Real Situations and Drills

The app **adapts seamlessly for real emergencies and preparedness drills**. It enables schools to trigger alerts instantly, provide status updates to responders, and notify 911 without delays. Drills simulating emergency scenarios, help staff and students build confidence in their responses and familiarity with the app's features.

User-Friendly Features

Real-time notifications ensure district-wide communication, while personalized status updates **allow responders to prioritize assistance during critical moments**. Geofencing enhances location accuracy, confirming users' presence in the correct building for precise alerting.

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Advanced Control for Administrators

The nSide|Lockdown™ app is a powerful tool for school administrators, offering advanced features that simplify safety management and enhance emergency response. Designed with oversight in mind, it ensures every user is accounted for, informed, and connected during critical moments. Whether managing a single building or multiple campuses, administrators can rely on nSide|Lockdown™ to maintain control, streamline communication, and coordinate efforts effectively.

Proactively Plan for Crises

Administrators can send updates directly to users or groups without triggering alerts, enabling clear and targeted messaging during emergencies, drills, or routine updates.

Real-Time Status Checks

The app allows administrators to request and monitor users' safety statuses, helping prioritize responses and maintain accountability during emergencies.

Multi-Building Management

Switching between schools is effortless, giving district administrators the ability to oversee alerts and updates across all assigned buildings. Geofencing ensures accuracy by confirming users' locations, while also allowing for cross-building alerts when necessary.

nSide|Fleet™

Safety Beyond the Campus

For many students, the journey to and from school is a crucial part of their day. With nSide|Fleet™, you can ensure safety doesn't stop at the campus gates.

Monitor your district's buses, maintenance vehicles, and fleet assets in real-time, giving you peace of mind that every mile traveled is as safe as possible.

Seamless Installation

Our certified specialists handle everything, from installing advanced fleet trackers to ensuring full functionality tailored to your needs. With installation included in the purchase, your system is ready to go without added hassle.

Easy Viewing Access

Stay connected to your fleet from anywhere. The nSide Platform allows authorized users to **view live feeds of buses and vehicles via computers or mobile devices**, providing secure oversight and control.
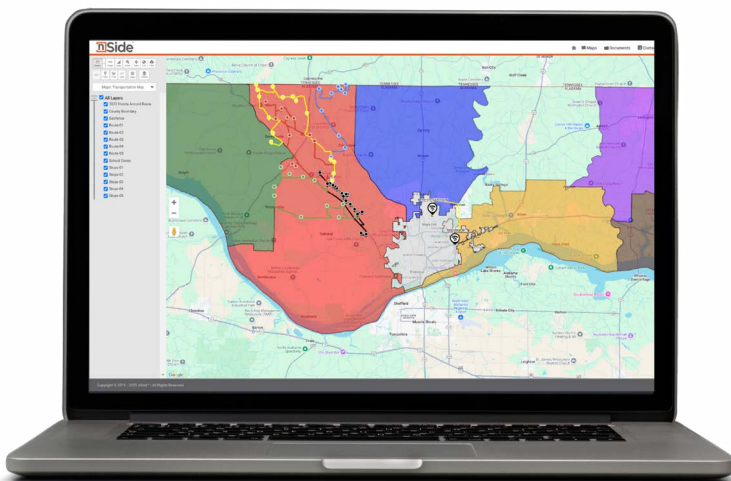
Comprehensive Reporting

Gain actionable insights into your fleet's performance. nSide|Fleet™ delivers **detailed reports on speeding, routes, fuel levels, maintenance needs, geofencing, and more**, empowering data-driven decisions to enhance safety and efficiency.

Take control of your district's transportation safety with nSide|Fleet™ because keeping students safe starts the moment they step on the bus.

nSide|Live ™

Real-Time Campus Awareness at Your Fingertips

When seconds matter, nSide|Live™ delivers instant access to live camera feeds through the nSide platform.

From daily operations to emergency situations, you'll have the tools and resources to make informed, timely decisions that keep your campus safe.

Enhanced Situational Awareness

Awareness drives action. nSide|Live™ **provides real-time data and visuals**, empowering schools to respond quickly and effectively. Whether managing routine activities or unexpected incidents, this tool ensures student and staff safety remains the top priority.

Seamless Setup and Comprehensive Access

Professional installation and ongoing maintenance are included, making setup hassle-free. nSide|Live™ allows users to **monitor live feeds from any device**, whether at a desk or on the go. The video wall feature lets you view multiple cameras simultaneously for a complete overview of campus activity.
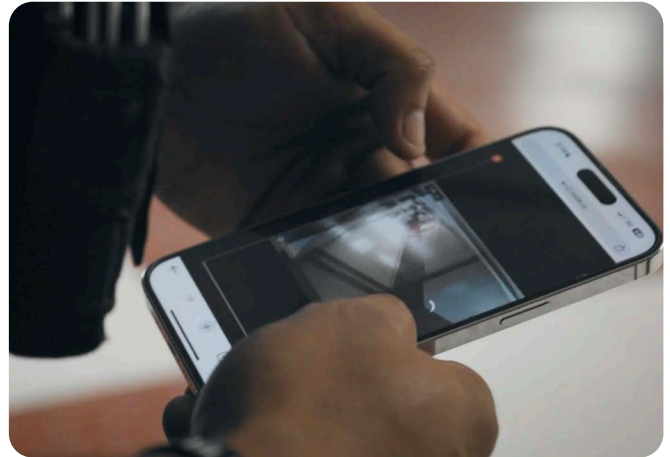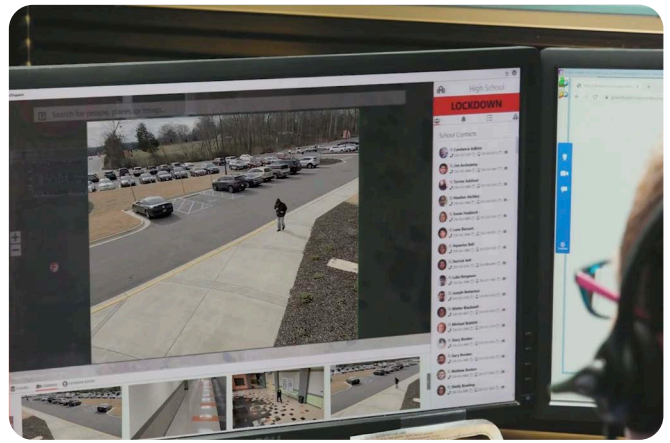
Collaborative Emergency Response

Safety is stronger together. nSide|Live™ **enables schools to share platform access including their cameras with first responders**, enhancing emergency response and training efforts.

Sharing information while maintaining privacy and data security is easy with the nSide Platform and nSide|Live™.

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# nSide|Edge™

Complete Access Control, 24/7

Take charge of your school's security with nSide|Edge™, a system that gives you full control over who enters and exits your campus.

Manage access to every door with ease, ensuring safety day and night. Whether securing facilities or allowing selective access, nSide|Edge™ keeps your campus secure around the clock.

Custom Solutions for Your School

Every school has unique security needs. The nSide team works closely with you to evaluate your facilities and recommend the best doors and access points to manage.

With tailored planning and expert advice, your campus will have **a security solution designed to fit your layout and requirements.**
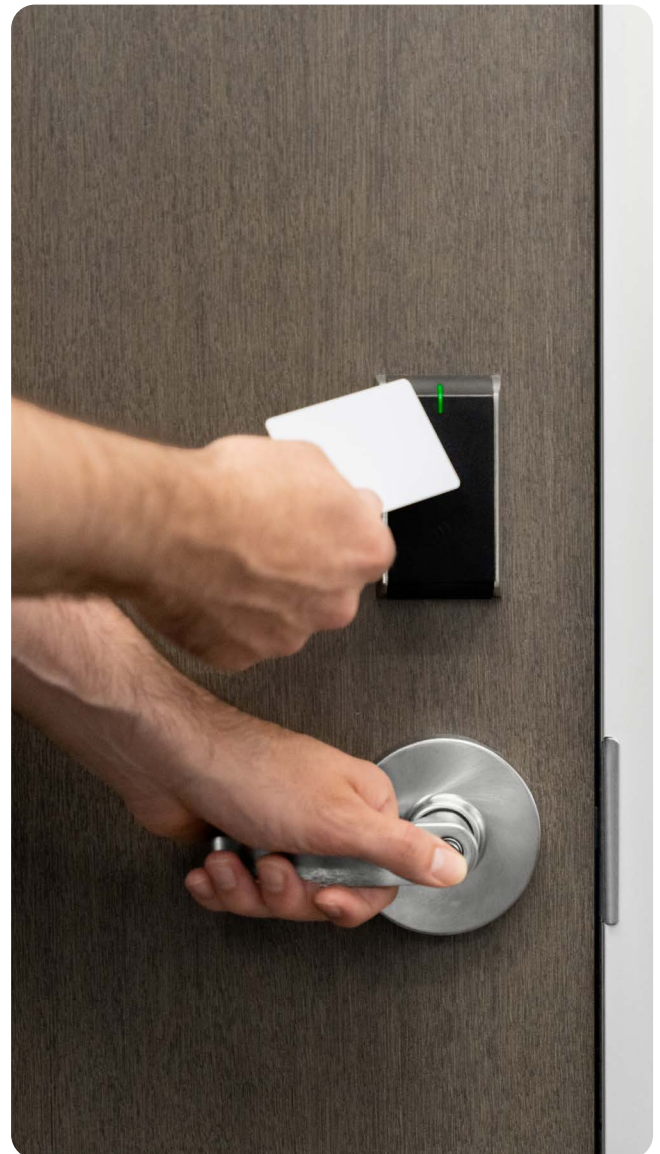
Stress-Free Installation and Support

Our certified installers handle everything from installing advanced door locks to ensuring the system is fully operational.

Experience a seamless setup process and ongoing support, giving you peace of mind knowing your campus is prepared for anything.

Enhance your campus security with nSide|Edge™—because protecting your school starts at the door.

nSide|Boost™

Stay Connected When It Matters Most

In today's world, staying connected is essential for keeping schools safe. Dead zones caused by poor cell reception can delay emergency calls and hinder communication.

With nSide|Boost™, **your campus gains strong, consistent signals** to ensure staff, students, and first responders stay connected.
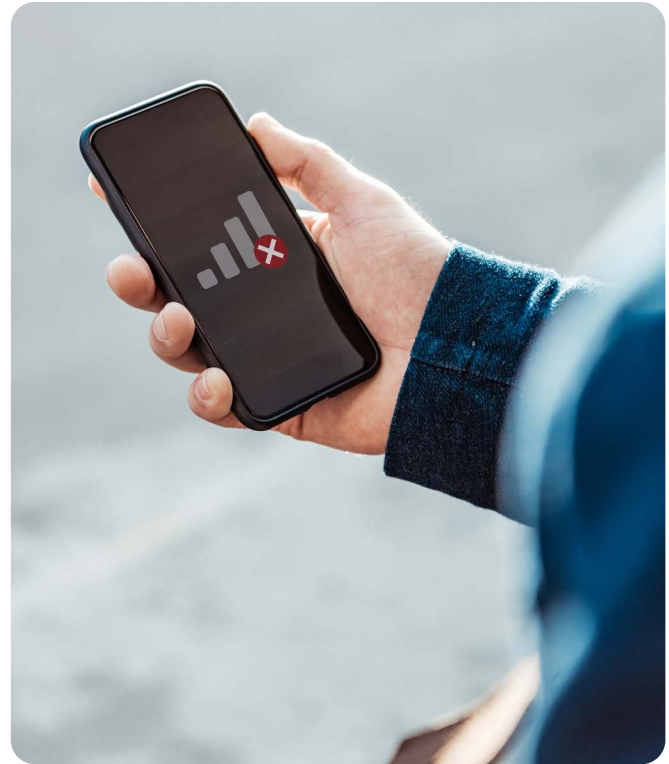
Stronger Signals, Safer Schools

Clear communication saves lives. nSide|Boost™ **amplifies cellular signals from all major carriers**, eliminating dead zones throughout your campus. Reliable connectivity is always within reach, maintaining access and notifications, even during wifi and power outages

Hassle-Free Installation

Our certified experts handle installation from start to finish, integrating the cellular boosting system seamlessly into your campus. Installation is included, so you can focus on safety while we ensure your system works flawlessly.

Universal Compatibility

Compatible with all cellular devices and major carriers, nSide|Boost™ keeps every connection strong—whether it's a smartphone or an emergency system.

Empower your campus with nSide|Boost™, where reliable connectivity meets safety. Because when every second counts, staying connected is non-negotiable.

Platform Basic Training

In-person or Virtual Training Available for This Course

Gain the technical skills and knowledge needed to effectively use the nSide School Safety Platform™. Whether you're a new user or a seasoned pro looking for a refresher, this course equips you with the tools to navigate and utilize the platform with confidence, including the latest updates and features.

What You Will Learn

Safety Contact & Admin Training

- Streamline safety oversight

Organization Manager

- Invite users to the platform
- Set user permissions
- Build and manage user groups

User Training

- Explore the nSide Platform's tools:
  - Updating & managing EOPs
  - Navigating nSide maps
  - Documenting drills
  - Logging & tracking trainings

This foundational course ensures your team is ready to maximize the nSide platform's capabilities.

Behavioral Threat Assessments

In-person or Virtual Training Available for This Course

Empower your school safety team with the tools and knowledge to identify and reduce targeted violence in your school system. This course provides an in-depth understanding of the Behavioral Threat Assessment (BTA) process and how to implement it effectively using the nSide|Assess™ case management solution.

What You Will Learn

- The fundamentals of BTA and Trauma-Informed Care
- Why the BTA process is critical to school safety
- When and how to conduct a BTA
- Building and training a multidisciplinary BTA team
- Hands-on training with the nSide|Assess case management solution

Engage in scenario-based exercises to gain real-time experience, ensuring your team is prepared to apply these strategies effectively.

School Safety 101

Gain a comprehensive understanding of creating and maintaining an Emergency Operations Plan (EOP) using the nSide platform. This training equips administrators and staff with the knowledge and tools to implement best practices in school safety.

What You Will Learn

- Forming a collaborative planning team and assigning roles
- Identifying, assessing, and prioritizing threats and risks
- Setting clear goals and objectives for safety planning
- Developing a plan with detailed courses of action
- Organizing, writing, reviewing, approving, and sharing your EOP
- Implementing and maintaining the plan with stakeholder partnerships

Prepare your team to create an actionable, sustainable plan that keeps your school community safe and ready.

De-Escalation Training

In-person or Virtual Training Available for This Course

Master the art of effective communication in challenging situations with this in-depth course on de-escalation. Learn how to defuse tension and prevent conflicts through empathy, active listening, emotional intelligence, and self-awareness. This training also covers advanced techniques such as affect labeling, paraphrasing, and offering options instead of commands.

What You Will Learn

- Communicating with empathy to diffuse tense situations
- Active listening and building rapport for better understanding
- Enhancing emotional intelligence and self-awareness
- Techniques like affect labeling, paraphrasing, and giving options instead of orders
- Practical strategies to maintain composure and keep "ego" out of conversations

Empower your team to foster calm, build trust, and navigate difficult conversations with confidence.

The Power of nSide™ Technology Integrations

Safety starts with the right tools working together seamlessly. At nSide, we've developed a suite of technology integrations designed to unify all aspects of your school safety strategy. These integrations are grouped into **five core categories**, each complementing the others to create a robust safety ecosystem.

SURVEILLANCE	ACCESS CONTROL	COMMUNICATION	TRAINING	OTHER SOLUTIONS

With nSide, your organization is
always connected, always prepared, and always secure.

APPENDIX D

nSide™

THE SCHOOL SAFETY PLATFORM

Form **W-9**

(Rev. March 2024)

Department of the Treasury
Internal Revenue Service

Request for Taxpayer
Identification Number and Certification

Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give form to the requester. Do not send to the IRS.

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See *Specific Instructions* on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)

nSide, Inc

2 Business name/disregarded entity name, if different from above.

nSide

3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor ☐ C corporation ☑ S corporation ☐ Partnership ☐ Trust/estate

☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . . _____

Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) _____

3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . ☐

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____

(Applies to accounts maintained outside the United States.)

5 Address (number, street, and apt. or suite no.). See instructions.

4031 Parkway Drive, Suite B

6 City, state, and ZIP code

Florence, AL 35630

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I — Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.
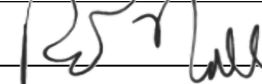
Social security number

| | | | – | | | – | | | | |

or

Employer identification number

| 4 | 7 | – | 2 | 9 | 5 | 8 | 4 | 1 | 8 |

Part II — Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and

2. I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and

3. I am a U.S. citizen or other U.S. person (defined below); and

4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person Date 1/8/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9*.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

Cat. No. 10231X

Form **W-9** (Rev. 3-2024)

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Commonwealth of Kentucky
Michael G. Adams, Secretary of State

Michael G. Adams
Secretary of State
P. O. Box 718
Frankfort, KY 40602-0718
(502) 564-3490
http://www.sos.ky.gov

Certificate of Authorization

I, Michael G. Adams, Secretary of State of the Commonwealth of Kentucky, do hereby certify that according to the records in the Office of the Secretary of State,

NSIDE, INC

, a corporation organized under the laws of the state of Alabama, is authorized to transact business in the Commonwealth of Kentucky, and received the authority to transact business in Kentucky on July 16, 2024.

I further certify that all fees and penalties owed to the Secretary of State have been paid; that an application for certificate of withdrawal has not been filed; and that the most recent annual report required by KRS 14A.6-010 has been delivered to the Secretary of State.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my Official Seal at Frankfort, Kentucky, this 11th day of September, 2025, in the 234th year of the Commonwealth.

Michael G. Adams
Secretary of State
Commonwealth of Kentucky
344024/1379116

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