

# SERVICE CATALOG

---

2024



## Service Descriptions

### Contents

Workplace Violence Prevention Training .....	2
Phase 1 Worksite Inspection, Workplace Violence Plan and Incident Log Implementation .....	3
Phase 2 - Site Specific Workplace Violence Prevention Training Per CA SB 553 .....	4
School Lockdown Training.....	5
School Lockdown Training-Virtual .....	6
School Lockdown Training 2.0 .....	7
Bus Driver Active Shooter Training .....	8
Risk Assessment Report & Secret Shopper Video .....	9
Emergency Operations Plans (EOP) .....	10
Incident Command System (ICS) CA School Districts .....	10
Comprehensive School Safety Plan (CSSP) .....	10
Wildfire Prevention Report.....	11
Professional Consulting Services .....	11
CA SB 390 Campus Security Course .....	11
CA SB 390 8-Hr Update Course .....	12
Communication and De-escalation - “Wolfson Formula” .....	12
Custom Training .....	13
Step1 Device Lockdown Product.....	14

## **Workplace Violence Prevention Training**

\$7,995 for groups up to 125 per site

\$4,995 for groups up to 40 attendees

Our 2, 3, or 4-hour site-specific lockdown training courses are designed for up to 125 individuals (maximum of 32 people per station). The training curriculum will be designed based on the layout of the property as well as the design of the building or area where the employees work. In this training, four subject matter expert instructors will provide specific instruction regarding workplace violence prevention and mitigation. The attendees will learn both evacuation and lockdown best practices and conduct walk through scenarios for various emergency situations. Attendees will learn vital skills such as situational awareness, best practices for response options to workplace violence, and physical response options using a fire extinguisher as an improvised weapon. The conclusion of the training event includes a timed, live drill to help attendees self-evaluate their responses to a mock emergency.

KSL, Inc. is responsible for providing all equipment including fire extinguishers, portable radios, signs in English and Spanish, mobile hand sanitizing stations, training aides, and any other necessary equipment. KSL, Inc. is also responsible for sending subject matter expert consultants to the training to instruct your staff. This site-specific training program is recognized statewide and is being utilized by state, county, and municipal agencies and departments. This program is also utilized by hundreds of California school districts, colleges, public and private organizations, and churches.

At the end of each event, all participants will be given an electronic course survey to complete. The surveys will be compiled into a single after-action report. The report will be provided to the client within 30 days following the training event. The after-action report includes a detailed course evaluation from each attendee and site-specific information and recommendations for each location.

### **Program will include:**

- 2, 3, or 4-Hour Site-Specific lockdown training. Instructors provide lectures, discussions, and role-playing exercises to guide participants in preventing and responding to school violence.
- 4 to 5-member instructor team will develop and provide a custom training outline with multiple site-specific scenario stations to include:
  1. Introduction. Overview of safety solutions to control risk; manage and address an active threat in the workplace. The introduction includes nationally recognized principles when responding to an active threat scenario (RUN, HIDE, FIGHT) and suggestions for responses during and after an incident of workplace violence.
  2. Situational Awareness. Attendees learn how to recognize threats from a distance, implement physical responses through the OODA loop concept, and/or identify available options.
  3. Stop the Bleed. Our instructors teach you using training materials specially developed to teach bleeding control techniques. You will practice three different life-saving bleeding control techniques.
  4. Workspace. Attendees learn how to lock down or evacuate areas at or near the workspace and effectively make public safety announcements. Instructors lead discussions reinforcing best practices for addressing active threats.
  5. Improvised Weapons. Instructors demonstrate how to use available items (i.e., fire extinguishers) as possible improvised weapons. Attendees learn active resistance and other personal survival recommendations. Instructors discuss and demonstrate practical applications.
  6. Live Drill. Attendees will have the opportunity to participate in a live drill to self-assess learned skills.
  7. Law Enforcement Response. Instructors demonstrate local law enforcement procedures, objectives, and physical responses following a report of an active threat in the workplace.

## **Phase 1 Worksite Inspection, Workplace Violence Plan and Incident Log Implementation**

\$6,500 per worksite

Our Risk Control team will be responsible for conducting an on-site inspection related to workplace safety and violence prevention. Once the inspection is completed, KSL staff will prepare a customized workplace violence prevention plan containing the seventeen mandated sections of data required for employees, supervisors and managers.

These sections include but are not limited to:

- Shall include methods to coordinate with other employers.
- Shall contain procedures to accept and respond to reports of workplace violence.
- Shall contain procedures to prohibit retaliation.
- Shall include effective procedures to ensure that supervisory and nonsupervisory employees comply with the plan.
- Shall include communication procedures for employees that include how to report a violent incident, threat or other workplace violence concern to the employer or law enforcement without fear of retaliation.
- Shall include how employee concerns will be investigated.
- Shall include how employees will be informed of the results of the investigation and any corrective actions to be taken.
- Shall include effective procedures to respond to actual or potential workplace violence emergencies.
- Shall include effective means to alert employees of the presence, location and nature of workplace violence emergencies.
- Shall include effective evacuation or sheltering plans that are appropriate and feasible for the worksite.
- Shall contain procedures for how to obtain help from staff assigned to respond to emergencies such as security personnel or law enforcement.
- Shall include procedures used to develop and provide training to employees on workplace violence.
- Shall include procedures to identify and evaluate workplace hazards and scheduling periodic inspections.
- Shall include procedures to correct hazards.
- Shall include procedures for post incident response and investigation.
- Shall include procedures to audit the plan on an annual basis.

Included with the plan will be a separate customized document called the "Workplace Violence Incident log." The log will contain the nine required fields of information per the California Labor Code 6401.9. The log is to be completed after every reported incident of workplace violence.

Our team will also be responsible for providing a virtual training session on the workplace violence plan and logbook to client representatives and management. The training session will include a detailed Q & A session and be approximately thirty minutes in length.

The full plan and incident log will be completed and sent digitally to the client within 15 days after the completion of the worksite inspection.

## **Phase 2 - Site Specific Workplace Violence Prevention Training Per CA SB 553**

\$7,995 for groups up to 125 per site

\$4,995 for groups up to 40 attendees

Our 2-hour site-specific lockdown training courses are designed for up to 125 individuals (maximum of 32 people per station). The training curriculum will be designed based on the layout of the property as well as the design of the building or area where the employees work. In this training, three or four of our subject matter expert instructors will provide specific instruction regarding workplace violence prevention and mitigation. The attendees will learn both evacuation and lockdown best practices and conduct walk through scenarios for various emergency situations. Attendees will learn vital skills such as situational awareness, best practices for response options to workplace violence, and physical response options using a fire extinguisher as an improvised weapon. The conclusion of the training event includes a timed, live drill with simulated gunshots to help attendees self-evaluate their responses to a mock emergency.

KSL, Inc. is responsible for providing all equipment including fire extinguishers, portable radios, signs in English and Spanish, mobile hand sanitizing stations, training aides, and any other necessary equipment. KSL, Inc. is also responsible for sending subject matter expert consultants to the training to instruct your staff. This site-specific training program is recognized statewide and is being utilized by State, County, and municipal agencies and departments. This program is also utilized by hundreds of California school districts, colleges, public and private organizations, and churches.

At the end of each event, all participants will be given an electronic course survey to complete. The surveys will be compiled into a single after-action report. The report will be provided to the client within 30 days following the training event. The after-action report includes a detailed course evaluation from each attendee and site-specific information and recommendations for each location.

### **Program will include:**

- 2-Hour Site-Specific lockdown training. Instructors provide lectures, discussions, and role-playing exercises to guide participants in preventing and responding to school violence.
- 3 to 5-member instructor team will develop and provide a custom training outline with multiple site-specific scenario stations to include:
  1. Introduction. Overview of safety solutions to control risk; manage and address an active threat in the workplace. The introduction includes nationally recognized principles when responding to an active threat scenario (RUN, HIDE, FIGHT) and suggestions for responses during and after an incident of workplace violence.
  2. Situational Awareness. Attendees learn how to recognize threats from a distance, implement physical responses through the OODA loop concept, and/or identify available options.
  3. Stop the Bleed. Our instructors teach you using training materials specially developed to teach bleeding control techniques. You will practice three different life-saving bleeding control techniques.
  4. Workspace. Attendees learn how to lock down or evacuate areas at or near the workspace and effectively make public safety announcements. Instructors lead discussions reinforcing best practices for addressing active threats.
  5. Improvised Weapons. Instructors demonstrate how to use available items (i.e., fire extinguishers) as possible improvised weapons. Attendees learn active resistance and other personal survival recommendations. Instructors discuss and demonstrate practical applications.
  6. Live Drill. Attendees will have the opportunity to participate in a live drill to self-assess learned skills.
  7. Law Enforcement Response. Instructors demonstrate local law enforcement procedures, objectives, and physical responses following a report of an active threat in the workplace.



## **School Lockdown Training**

\$7,995 for groups up to 125 per site  
\$4,995 for groups up to 40 attendees

Our 2, 3, or 4-hour site-specific lockdown training courses are designed for up to 125 school employees (maximum of 32 people per station). The training curriculum is designed based on the layout of the property as well as the design of the building or area where the employees work. In this training, four subject matter expert instructors will provide specific instruction regarding workplace violence prevention and mitigation. The attendees will learn both evacuation and lockdown best practices and conduct walk through scenarios for various emergency situations. Attendees will learn vital skills such as situational awareness, best practices for response options to workplace violence, and physical response options such as using a fire extinguisher as an improvised weapon. The conclusion of the training event includes a timed, live drill to help attendees self-evaluate their responses to a mock emergency.

KSL, Inc. is responsible for providing all equipment including fire extinguishers, portable radios, signs in English and Spanish, mobile hand sanitizing stations, training aides, and any other necessary equipment. KSL, Inc. is also responsible for sending subject matter expert consultants to the training to instruct your staff. This site-specific training program is recognized statewide and is being utilized by state, county, and municipal agencies, and departments. This program is also utilized by hundreds of California school districts, colleges, public and private organizations, and churches.

At the end of each event, all participants will be given an electronic course survey to complete. The surveys will be compiled into a single after-action report. The report will be provided to the client within 30 days following the training event. The after-action report includes a detailed course evaluation from each attendee and site-specific information and recommendations for each location.

### **Program will include:**

- 4-Hour Site-Specific lockdown training. Instructors provide lectures, discussions, and role-playing exercises to guide participants in preventing and responding to school violence.
- 4 to 5-member instructor team will develop and provide a custom training outline with multiple site-specific scenario stations to include:
  1. Introduction. Overview of safety solutions to control the risk; manage and address an active threat in the workplace. The introduction includes nationally recognized principles when responding to an active threat scenario (RUN, HIDE, FIGHT) and suggestions for responses during and after a school crisis.
  2. Situational Awareness. Attendees learn how to recognize threats from a distance, implement physical responses through the OODA loop concept, and/or identify available options.
  3. Classroom. Instructors demonstrate how to lock down a classroom and provide response options. Instructors lead discussion reinforcing best lockdown practices and responses to addressing active threats.
  4. Office. Attendees learn how to lock down or evacuate areas at or near administrative offices and effectively make public safety announcements. Instructors lead discussions reinforcing best practices for addressing active threats.
  5. Improvised Weapons. Instructors demonstrate how to use available items (i.e., fire extinguishers) as possible improvised weapons. Attendees learn active resistance and other personal survival recommendations. Instructors discuss and demonstrate practical applications.
  6. Live Drill. Attendees will have the opportunity to participate in a live drill to self-assess learned skills.
  7. Law Enforcement Response. Instructors demonstrate local law enforcement procedures, objectives, and physical responses following a report of an active threat in the workplace.

## **School Lockdown Training-Virtual**

\$6,995 for groups of up to 125 per session

KSL, Inc. will collaborate with the client to provide a virtual K-12 school lockdown training event, designed to accommodate groups of up to 125 per session. KSL, Inc. uses evidence-based practices to empower your staff to create positive muscle memory reactions through training that creates high stress scenarios with fight or flight responses. KSL, Inc. takes information regarding the layout of a school campus and applies it to real life dangerous events. Our instructors will train school staff on how to conduct a lockdown safely, efficiently, and effectively during an emergency. Our team of law enforcement instructors and role players have extensive training including SWAT, Investigations, Incident Command, Narcotics Task Force, Military, and Corrections backgrounds.

At the end of each event, all participants will be given an electronic course survey to complete. The surveys will be compiled into a single after-action report. The report will be provided to the client within 30 days following the training event. The after-action report includes a detailed course evaluation from each attendee and site-specific information and recommendations for each location.

### **Program will include:**

- 3-Hour customized lockdown training via a virtual platform. Instructors provide lectures, discussions, and role-playing exercises to guide participants in preventing and responding to school violence.
- 3 to 5-member instructor team will develop and provide a custom training outline with multiple site-specific scenario stations to include:
  8. Introduction. Overview of safety solutions to control the risk; manage and address an active threat in the workplace. The introduction includes nationally recognized principles when responding to an active threat scenario (RUN, HIDE, FIGHT) and suggestions for responses during and after a school crisis.
  9. Situational Awareness. Attendees learn how to recognize threats from a distance, implement physical responses through the OODA loop concept, and/or identify available options.
  10. Classroom. In a KSL, Inc.-produced video presentation, attendees learn how to effectively lock down a classroom and give solutions in the event of an intruder or active threat. Following the video, instructors lead discussion reinforcing best practices for addressing active threats.
  11. Office. In a KSL, Inc.-produced video presentation, attendees learn how to lock down areas at or near administrative offices and effectively make public safety announcements. Following the video, instructors lead discussion reinforcing best practices for addressing active threats.
  12. Improvised Weapons. In a KSL, Inc.-produced video presentation, instructors demonstrate how to effectively use readily available items (i.e., fire extinguishers) as possible improvised weapons during an active threat scenario. Attendees learn active resistance and other personal survival recommendations when there is no other option. Instructors discuss and demonstrate practical applications following the video presentation.
  13. Law Enforcement Response. Instructors demonstrate local law enforcement procedures, objectives, and physical responses following a report of an active threat on campus.
  14. Technical Assistance. Following the synchronous training, instructors will remain online and available for a virtual question & answer period. KSL, Inc. instructors will monitor questions in a “chat” function and answer specific safety-related questions from staff regarding their work area or discipline.

## **School Lockdown Training 2.0**

\$7,995 for groups up to 125 per site (Maximum of 32 people per station)

3 or 4-hour, Advanced School Lockdown training 2.0 for up to 125 school employees. The training curriculum will be designed based on the layout of the property as well as the design of the building or area, the employee's work and prior experience in our basic site-specific lockdown course. The training will include four subject matter expert instructors who will provide specific instruction regarding workplace violence prevention and mitigation. The attendees will learn both evacuation and lockdown best practices and conduct walk through scenarios for various emergency situations. Attendees will learn vital skills such as situational awareness, best practices for response options to workplace violence as well as physical response options using a fire extinguisher as an improvised weapon. The conclusion of the training event includes a timed, live drill, to help attendees self-evaluate their responses to a mock emergency.

Knowledge Saves Lives Incorporated is responsible for providing all equipment including fire extinguishers, portable radios, signs in English and Spanish, mobile hand sanitizing stations and any other necessary equipment. This site-specific training program is recognized Statewide and is being utilized by State, County and municipal agencies and departments. This program is also utilized by hundreds of California School Districts, Colleges, public and private organizations, and churches. KSL is responsible for providing all necessary equipment for the event including fire extinguishers, training aides, equipment, and staff.

At the end of each event all participants will be given an electronic course survey to complete. The surveys will be compiled into a single after-action report. The report will be provided to the client within 30 days following the training event. The after-action report includes a detailed course evaluation from each attendee and site-specific information and recommendations for each location.

### **Program will include:**

- 3 or 4-Hour Advanced School Lockdown training 2.0. Instructors provide lectures, discussion, and role-playing exercises to guide participants in preventing and responding to school violence.
- 4 to 5-member instructor team will develop and provide a custom training outline with multiple site-specific scenario stations to include:
  1. Introduction. An overview of safety solutions to control risk, manage and address an active threat on a school campus. The introduction includes nationally recognized principles when responding to an active threat scenario (RUN, HIDE, FIGHT) and suggestions for responses during and after a school crisis.
  2. Situational Awareness. Attendees learn how to recognize threats from a distance, implement physical responses through the OODA loop concept and / or identify available options.
  3. Review of Classroom/Office. Attendees learn how to effectively lock down a classroom/office and response options in the event of an intruder or active threat. Instructors will lead a discussion reinforcing the lock down best practices and responses to addressing an active threat.
  4. Review of Improvised Weapon. Instructors demonstrate how to effectively use readily available items (i.e., fire extinguisher) as possible improvised weapons during an active threat scenario. Attendees learn active resistance and other personal survival recommendations when there is no other option. An instructor leads a discussion with practical application.
  5. Stop The Bleed – Instructors will demonstrate and present scenarios to re-enforce the practical application of Stop the Bleed procedures for mass casualty events.
  6. Outside to Inside Evacuation. Instructors will demonstrate effective techniques and procedures on how to evacuate and move groups of students/staff from outside environments to inside safe environments.
  7. Inside to Outside Evacuation. Instructors will demonstrate effective techniques and procedures on how to evacuate and move groups of students/staff from inside environments to outside safe environments.



## **Bus Driver Active Shooter Training**

\$7,995 Per Course

This 5.5-hour program is designed for up to 35 school bus drivers and up to 50 total attendees to include dispatchers and other transportation department employees. KSL, Inc. Tactical Driving Training Team includes 4 current and retired officers and supervisors from The California Highway Patrol (CHP) with over 100 combined years of experience. This program includes response options for bus drivers to react safely to an emergency both on and off the bus as well as best practices for communication between the bus driver, dispatcher, and a 911 operator. The course also includes a slow speed driving course and the nationally recognized certified training program, "Stop the Bleed."

KSL, Inc. is responsible for providing all equipment including fire extinguishers, portable radios, signs in English and Spanish, mobile hand sanitizing stations, training aides, and any other necessary equipment. KSL, Inc. is also responsible for sending subject matter expert consultants to the training to instruct your staff. This site-specific training program is recognized statewide and is being utilized by state, county, and municipal agencies, and departments. This program is also utilized by numerous California school districts.

At the end of each event, all participants will be given an electronic course survey to complete. The surveys will be compiled into a single after-action report. The report will be provided to the client within 30 days following the training event. The after-action report includes a detailed course evaluation from each attendee and site-specific information and recommendations for each location.

### Program will include:

- 5.5-Hour MOT/Bus Driver Training. Instructors provide lectures, discussions, and role-playing exercises to guide participants in preventing and responding to potential emergencies on or near a school bus.
- 4 to 5-member instructor team will provide a custom training outline with multiple site-specific scenario stations to include:
  1. Introduction. Overview of safety solutions to control the risk; manage and address an active threat in the workplace. The introduction includes nationally recognized principles when responding to an active threat scenario (RUN, HIDE, FIGHT) and suggestions for responses during and after a school crisis.
  2. Stop the Bleed. Our instructors teach you using training materials specially developed to teach bleeding control techniques. You will practice three different life-saving bleeding control techniques.
  3. Situational Awareness. Attendees learn how to recognize threats from a distance, implement physical responses through the OODA loop concept, and/or identify available options.
  4. Bus Stop Scenario. Attendees learn how to effectively respond during an emergency while the bus is at a stop or parked. The attendees learn what response options and resources are best for each situation.
  5. Moving Bus Scenario. This slow speed (less than 15 mph) course gives drivers additional response options to various emergencies, including an armed or violent passenger on the bus while it is in motion.
  6. Improvised Weapons. Instructors demonstrate how to use available items (i.e., fire extinguishers) as possible improvised weapons. Attendees learn active resistance and other personal survival recommendations. Instructors discuss and demonstrate practical applications.
  7. Radio Communications. Drivers and dispatchers will learn best practices for communicating with each other and 911 operators during an emergency.
  8. Live Drill. Attendees will have the opportunity to participate in a live drill to self-assess learned skills.
  9. Law Enforcement Response. Instructors demonstrate local law enforcement procedures, objectives, and physical responses following a report of an active threat on a bus.

## **Risk Assessment Report & Secret Shopper Video**

\$6,500 Per Site

Site risk assessments help identify vulnerabilities and evaluate current policies and procedures related to safety at your business, work site, or campus. With this assessment, we help mirror safety policies and procedures with daily staff routines. We aim to help educate, mitigate risk, and prepare you for the unforeseen future. This service includes an optional “secret shopper” type assessment done by one of our consultants, posing as an everyday visitor on the property to give you the opportunity to better manage expectations of the current policies and see video footage of the interactions of staff and visitors.

After the initial assessment through the lens of a visitor, our consultants will meet with a site representative and tour the campus or property. Our staff will be responsible for gathering data and conducting brief interviews to learn about the workplace culture, safety, security systems, and emergency preparedness procedures currently in place.

Our confidential site safety assessment report is authored in the Federal Emergency Management Agency (FEMA) format and standards. The information can easily be transferred into grants, and other funding opportunity documents and applications. Categories within the report consist of:

- Access control
- Crime Prevention Through Environmental Design (CPTED)
- Perimeter and interior fencing
- Signage
- Visitor policies and procedures
- Mass notification
- DSA/ADA requirements related to emergency procedures
- Emergency preparedness training
- Policies and procedures
- School or workplace climate
- Social media monitoring
- Security staff
- Student supervision procedures (if applicable)
- Lockdown capabilities
- Video surveillance
- Cyber security and server equipment
- Lighting
- After-hours accessibility
- Review of emergency response documents such as CSSP and/or IIPP
- Website review for safety and security information
- Family/employee reunification plans
- Incident Command Systems (ICS) or Continuation of Operations Plan (COOP)
- List of recommendations based on order of importance.

The final phase includes a virtual presentation and Q&A session by our subject matter experts. Our job is to not only identify potential deficiencies and risks but also provide you with cost-effective solutions and options policies, and much more.

KSL, Inc. shall be responsible for working with the client to schedule the risk assessment site visit to the requested location within 10 days of receiving this signed agreement. KSL, Inc. shall provide a written report and presentation to the client within 15 working days from the initial site visit and risk assessment or scheduled at the convenience of the client.

## **Emergency Operations Plans (EOP)**

\$14,995 per agency or district

The development and implementation of an emergency operations plan is required for government agencies or districts for use in the Incident Command System (ICS) protocols. An EOP details what a facility or agency will do during a disaster. The document covers incident command implementation, command center location and activities, specific plans by department and more.

1. KSL will review and update current plans and collect specific organizational data to restructure a new, easy to navigate plan.
  - a) Meetings staff and stakeholders for development and data collection
  - b) Coordination of available resources to be listed in the document from local, State and Federal agencies.
  - c) Review of Memorandum of Understanding (MOU's) with local emergency response agencies.
  - d) Preparation of final materials for board presentation and approval process.
  - e) Up to 8 hours of training on the implementation of the final approved plan for key staff.

## **Incident Command System (ICS) CA School Districts**

\$2995 - \$11,800 (Price range varies from size of class and requested number of sessions)

The purpose of ICS is to provide a common language for both school district staff and first responders to an emergency. ICS helps provide an organizational structure that can grow rapidly in response to the requirements of the emergency. This course will train district staff on how to assign employees with reasonable expertise and training to critical functions without loss of precious time. Districts will learn how to use their Emergency Operations Plan (EOP) to create coordinated responses to various emergency situations. The use of ICS is required for all schools and all school districts receiving emergency preparedness funding including the REMS grant CFDA 84184.4 E program.

Courses are available from entry level/awareness model training progressing up to advanced tabletop workshops and unified command scenarios. We will train your team based on the individual goals of the district. Courses can range from 2 hours to 8-hours in length, based on the needs of the client.

## **Comprehensive School Safety Plan (CSSP)**

\$4,995 per site

The development of a comprehensive school safety plan is mandated by **California Education Code 32281**. This mandate, which was established by Assembly Bill 1747, states that each school's Site Council, or a Safety Planning Committee authorized by the Site Council, shall develop a "safety plan" relevant to the needs and resources of the school. "Safety", in terms of these plans includes aspects of social, emotional, AND physical safety for both youth and adults at all K-12 schools.

1. Comprehensive School Safety Plan (CSSP) review and update
  - a) Meetings staff for development and preparation of safety plan
  - b) Review with staff, Q & A on safety plan and adjust as needed for client/site directors
  - c) 15-30 days average completion time

---

## **Wildfire Prevention Report**

\$2995 Per Site

Our fire prevention team consists of CAL Fire strike team leaders and emergency first responders with more than 40 years of experience. This team will assess your property and build author a comprehensive report identifying risks and outlining the preventive measures that can be taken throughout the year. The report will describe what hazards need to be removed, trimmed, or cleared and what the State Fire Marshall recommends from within 30 feet to 100 feet of your buildings. The client shall be responsible for scheduling the initial site visit with KSL, Inc. staff and ensuring the contractor has access to the exterior of the entire property.

Each report will also contain an interactive Google® map of the property. Each map includes both a list of icons on the map itself and an itemized list on the left-hand side. When you click each icon, you will find a description of what the issue is and what our subject matter expert team has recommended, as well as a photo of the vulnerability itself. The photo icon has a GPS link embedded into it, meaning a smartphone can be used to find the exact location on the map in person. Our team also flags each issue with pink hazard tape to make it easy to find once the clean-up process has begun. The report can be easily shared with maintenance staff or with a third party to manage the cleanup and risk mitigation efforts. Our uniformed consultants can complete the project without any interruption to a site's day to day activity. While on-site we can discuss best practices to mitigate the risks.

## **Professional Consulting Services**

\$295 per hour

Our team of recognized subject matter experts are available for customized projects and detailed consulting services. We specialize in various fields of expertise related to public safety and emergency preparedness. Some of our most popular consulting services include:

- Crime Prevention Through Environmental Design (CPTED)
- Public safety management and recruitment
- Criminal/civil case review and subject matter expert opinion testimony.
- Access control consulting (fencing, key control, video surveillance, and more)
- Policy review, creation, and implementation
- Special event coordination for security and first responders

## **CA SB 390 Campus Security Course**

\$395 per person (20 person minimum)

According to California state law, as of July 1, 2021, all school security employees must undergo a mandatory school safety training course identified under California Senate Bill 390. This KSL, Inc. course is taught by a Peace Officer Standards and Training (POST) certified instructor and is certified by The Bureau of Security and Investigative Services (BSIS). This course meets the certification requirements of Ca Ed Code 38001.5 and CA SB390.

KSL, Inc. shall provide virtually or in-person at the site designated by the client a three-day consecutive (24-hour) training program to meet all requirements of SB390. KSL, Inc. shall be responsible for providing all training material and certificates. The client shall be responsible for providing a clean, safe training room or area with adequate seating for all attendees. All attendees will be responsible for signing a course roster at the beginning of each day of the program. If an in-person course, KSL, Inc. instructors request the use of an additional empty classroom space to be used for scenarios during the program. KSL, Inc. instructors shall arrive at the site approximately one hour prior to the start of the training day to test the equipment and set up.

---

## **CA SB 390 8-Hr Update Course**

\$2995 (50 participant maximum)

This 8-Hour customized continued professional development course is designed specifically for the district's school safety and security employees. KSL, Inc. instructors will travel to the designated site and bring all course materials or provide the course virtually. This course covers more than eight topics including updates to case law, reducing risk and liability, student in crisis recognition, and more. The course is taught by a POST certified instructor and is certified by BSIS. This course meets the standards regarding continued professional development for the certification requirements of CA Ed Code 38001.5 and CA SB390.

KSL shall be responsible for providing all training material and certificates. The client shall be responsible for providing a clean, safe training room or area with adequate seating for all attendees. All attendees will be responsible for signing a course roster at the beginning of the course.

## **Communication and De-escalation - "Wolfson Formula"**

Presented by John Wilson, Internationally Recognized Subject Matter Expert  
\$9,995 (per speaking engagement)

This four-hour customized presentation provides verbal and kinesics tools to accomplish the following safely and effectively: maintain composure, establish rapport, communicate well, establish cooperation, and gain compliance with customers, students, parents, members of the public, peers, and administration. The curriculum will be customized to the attendees and the type of work they do on a daily basis.

Additionally, the presentation provides important insight into understanding crisis, predictability, bias, and body language.

This presentation will educate attendees on an easy-to-employ, highly effective, universal communication system (The Wolfson Formula). It helps professionals maintain their own behavior in stressful and critical situations, gain compliance from difficult people, and achieve cooperation where they might not have been able to do so otherwise without the training. The "Wolfson Formula" has been tested and used effectively for over ten years in many situations, including: public interactions, crises, victim interviews, simple negotiations, consensual encounters, investigations, and other "high stakes" situations.

This course has been taught to thousands of professionals and is quickly becoming the gold stand in understanding and employing communication and de-escalation skills. Attendees will leave with a pocket-sized quick reference guide and access to a small poster-style reference. The course will also cover a highly motivating and inspiring section on employee resilience and the challenges we overcome.

The client shall be responsible for providing a clean, safe training environment with enough seating for the attendees. Special audio/visual support may be required from the client for large events such as 100 or more attendees. KSL shall be responsible for arriving approximately one hour prior to the training for set up and equipment resting purposes. KSL shall also be responsible for any training materials and resources provided during the course.



## **Custom Training**

KSL can customize any professional development course to exceed the client's needs for emergency preparedness and safety training. We offer the following training modules in one-hour sessions so you can choose the topics and customize the length of the training program.

Behavioral Threat Assessment Team Training  
Beyond Every 15 Minutes Program\*  
Campus Security laws and liability  
Clery Act Compliance  
Communication Basics  
Disasters and Emergencies\*  
Dynamics of Student Behavior  
Incident Command Systems (ICS)+  
Mandated Reporting for Campus Security Staff  
Patrol Strategies and Radio Communication\*  
Physical Intervention Techniques (2-hour block of training)  
Report Writing and Mandatory Documentation for School Security  
School Safety Best Practices\*  
Search and Seizure on Campus  
Site Protection through Observational Techniques (FEMA-SPOT)  
Stop The Bleed (National Certified Course)  
Substance Abuse Recognition  
Supervising Campus Security Staff  
Survivor's Mindset (Public & Private Employee Session)  
Warrior's Mindset (First Responder Session)

\*This curriculum is designed specifically for the attendee.

+The ICS course can be provided in 2-, 4-, 8- or 16-hour programs.

## **Step1 Device Lockdown Product**

\$13.95 Per Unit (plus S&H)



The Step1 Device is a lockdown product that affixes to the interior of a classroom door, just above the door handle or mechanism. The Step1 Device keeps a door slightly ajar while allowing the door's locking mechanism to be engaged. In a lockdown situation, the Step1 Device allows you to swiftly allow your door's lock to engage by sliding the Step1 Device in the closed position. When it comes to a lockdown, securing the door needs to be the priority. The Step1 Device helps anyone not only secure the door first but do it faster than any other method. To standardize how schools conduct lockdowns, teachers and staff need to be able to secure the door quickly and efficiently. Replacing door locks is extremely expensive and not always feasible. The STEP1 Device provides a low cost, standardized solution to lockdowns.

### **How the Step1 Device Empowers**

- Allows your door to be secured, and ready for a lockdown situation.
- Green indicator lets the teacher know if the door is ajar.
- The red indicator lets them know the door is closed, and secure.
- Allows teachers to control access to the classroom.
- Keeps the door always locked.
- Serves as a door blocking device.
- Standardizes classroom lockdowns and gives teachers full control of room access
- Will work on any outward opening classroom or office door.

### **Product Specifications**

- **THREE YEAR WARRANTY** Product replacement for up to 3 years of purchase.
- Guarantee if installed properly, the STEP1 Device will not come off the door from everyday use for up to three years after installing it.
- Does not require additional material, such as screws, that can damage a fire rated door.
- Installed to the door with 3M® VHB tape creating the strongest bond.
- The Step1 is a Safety Device that meets both ADA and DSA retrofitting standards in California.
- It comes with a sticker for the door, to let everyone know how to use it and what to do with it in an emergency.
- Made from durable, solid natural rubber.
- Rubber materials allow for reliable finger grip contact when unengaging door from being ajar.
- Designed to be pulled with force, over, and over again without bending or breaking.
- Handles, and silences the roughest attempts at a slammed door.
- Patent pending pull ring design provides "effortless slide" design when engaging, and unengaging door from being ajar.