

From: Logan Pepchinski <lpepchinski@protectiveinnovations.com>
To: Lt. Governor's OfficeLtGov@scstatehouse.gov
CC: Chris Perrinecperrine@protectiveinnovations.com
Christopher Jonescjones@protectiveinnovations.com
Tim Mathisenmathisen@protectiveinnovations.com
Date: 2/28/2018 5:29:42 PM
Subject: Post and Courier Article: Active Shooter Technology

Dear Lieutenant Governor Bryant,

I am following up here as I have not heard from you since my most recent reach out two weeks after the devastating events in Parkland, Florida. I did come across the article you wrote (link at bottom) for the Post and Courier today, 28th of February. Outside of my commitments to Protective Innovations and my knowledge of the security space, I am a concerned resident of Charleston, SC. That being said, as I read your article, I would like to provide my objective POV regardless of the technology we could offer. I am happy and supportive of your efforts to provide funding for public schools in South Carolina to address school safety; however, with all due respect, I must communicate that the strategy you are proposing that schools take is both economically and functionally unsustainable and does not fully address the threat in the event of Active Shooter and/or Hostile Events (ASHERP)—an area that the NFPA has begun to address with the draft NFPA 3000 guidelines that look at preparedness and response to Active Shooter and/or Hostile Events (ASHERP).

I would like to call out the following with respect to your proposed strategy:

1. There are over 98K+ public schools in the United States with over 1200 located across the 103 school districts in South Carolina—this makes the cost of putting security guards economically challenging YoY as we all fight for budget related activities that benefit students and faculty;
2. Even with armed security presence, an active shooter can compromise that security presence at the time of an event—when someone wants to inflict great harm... he / she will find a way;
3. Arming security guards and even faculty doesn't guarantee effective response at the time of an event. Meaning, we can train people for situational events, but when it comes time of an actual situation that arises, people are faced with flight / fight emotions. Only a rare few that have highly skilled training and have experienced these types of situations could be effective... that goes back to affordability and scale especially given the average faculty salary in SC public schools is well under \$50K... highly trained individuals that can be effective in these situations command a cost much greater;
4. As we saw in Parkland, FL, not only did the armed school resource officer fail to respond, but the immediate responding officers that arrived on scene waited for back up to arrive before engaging.
5. With the average US high school at 100K square feet, this creates security holes with armed security personnel being able to effectively alert and cover in the event of an active shooter situation...majority of casualties take place between 2-5 minutes with law enforcement (LE) not being alerted until 5-minutes into the event and taking as long as 18-minutes for LE to arrive on scene—not counting the time needed to set up a central command and locate the assailant(s);
6. A brief analogy here would be if we had a fire expert placed in a building / school, it does not guarantee that in the event of a fire the building occupants will be anymore safe. The fire expert is ineffective if such person sees no smoke or fire—it is the technology of the fire protection system that triggers the first alert. The fire protection system has been around for decades and kept deaths in schools due to fire at zero in the last 20 years.

We are at a point where we must embrace cost-effective technology to ensure building occupants are prepared and can be alerted to an active shooter presence while simultaneously (with no delay) alerting LE / first responders to the exact location of the assailant. I am not saying technology is the end all, but it is a core part of the solution (preparedness and response) just as we have done with fire protection over the years. That being said, we have a cost-effective technology solution (designed with Artificial Intelligence under the DOD) that can help ensure building occupants are protected under the same umbrella as they are with a fire system which we can then build additional protocols. Our product detects gunshots and only gunshots immediately (no separate monitoring component), alerts law enforcement (LE) while signaling building occupants and ensures both LE and building occupants can respond accordingly without significant delay.

Lieutenant Governor Bryant, at the end of your article you provided your contact info and I am reaching out in an effort to

provide information about our product and how we could begin to address this issue holistically. I would very much like the opportunity to speak with you and your staff about our current technology.

https://www.postandcourier.com/opinion/commentary/fire-back-for-safer-schools/article_549de538-1bfe-11e8-801c-f35000b327bf.html

I look forward to hearing from you soon.

Logan Pepchinski
Chief Operating Officer
lpepchinski@protectiveinnovations.com | (914) 755-6182
www.protectiveinnovations.com



From: Logan Pepchinski
Date: Wednesday, February 14, 2018 at 7:54 PM
To: "Lt. Governor's Office"
Cc: Chris Perrine , Christopher Jones
Subject: Re: DOD Developed: Active Shooter Protection System

Good Evening Lieutenant Governor Bryant,

I am reaching out again in an effort to establish a connection. I have since reached out to the Charleston County School District and I am currently awaiting a response. In lieu of the horrific events in Florida today and the two (2) other school shootings in the past few weeks, I would sincerely appreciate any help you could provide to connect our company to the school districts here in SC. As a resident of the Charleston area, the safety of our children is of the utmost importance and that begins with getting ahead with available technology to ensure an effective detection and response of active shooter situations.

From our perspective, the cost-effective solution we can help provide is becoming a necessity across the country. We would love to help you and the state of SC get ahead of this, understanding that decisions must be made at the local level. That being said, we would like the opportunity to discuss our product, share some more information and the benefit it could provide. Please let me know a convenient time to set up a call.

Sincerely,

Logan Pepchinski
Chief Operating Officer
lpepchinski@protectiveinnovations.com | (914) 755-6182
www.protectiveinnovations.com



From: Logan Pepchinski
Date: Thursday, December 14, 2017 at 7:03 PM
To: "Lt. Governor's Office"
Cc: Chris Perrine , Christopher Jones
Subject: Re: DOD Developed: Indoor Gunshot Detection to Address Active Shooter Violence

Good Evening Lieutenant Governor Bryant,

Thank you for your response. Given our technology and the significant impact it can have on saving lives, would you be open to having a 15-30 minute conversation? Not less than a day after I wrote to you below, another horrific incident took place in NYC. Our mission is to ensure both civilians are protected and emergency responders can best address when there is an active shooter situation.

I understand all decisions must be made at the local level, but our objective is to share with you what we have going on and see if there are any opportunities for warm introductions from you to the appropriate contacts (if after learning more about our product you feel comfortable).

Please let me know and I look forward to hearing from you.

Sincerely,
Logan Pepchinski
Chief Operating Officer
lpepchinski@protectiveinnovations.com | (914) 755-6182
www.protectiveinnovations.com

From: "Lt. Governor's Office"
Date: Tuesday, December 12, 2017 at 8:52 AM
To: Logan Pepchinski
Subject: RE: DOD Developed: Indoor Gunshot Detection to Address Active Shooter Violence

Good Morning Logan,

This sounds like interesting technology, and I encourage you contact local governments and school districts to gauge their interests. These decisions must be made on a local level.

Best Regards,
Kevin L. Bryant
Lieutenant Governor
LtGov@scstatehouse.gov
803-734-5280

From: Logan Pepchinski [mailto:lpepchinski@protectiveinnovations.com]
Sent: Sunday, December 10, 2017 4:33 PM
To: Lt. Governor's Office
Cc: Chris Perrine
Subject: DOD Developed: Indoor Gunshot Detection to Address Active Shooter Violence

Dear Lieutenant Governor Kevin Bryant,

I am reaching out in hopes of scheduling time with you to discuss opportunities to provide the State of South Carolina with a cost-effective indoor gunshot detection system to combat the epidemic of active shooter violence—an issue that is increasingly becoming a threat to the public at large. I have recently moved to the Charleston area where the rest of my family resides and it is important that we have the right protections in place.

Protective Innovations, LLC was founded to create technology to combat the epidemic of active shooter violence. Our leading product, Active Shooter Protection System (ASPS), is a plug-and-play add-on to existing fire protection systems which uses advanced digital signal processing and artificial intelligence techniques to detect and identify indoor gunshots. When gunshots are detected, the ASPS sounds an alarm so building occupants can take action to protect themselves while simultaneously alerting law enforcement to the exact location of the emergency (down to the specific room of the most recent gunshot), facilitating an immediate and effective response, and ultimately saving lives. ASPS was developed, tested and patented in cooperation with the United States Air Force Research Laboratory and Department of Defense (DoD). We are currently commercializing the technology for both DoD and commercial use.

The key difference between ASPS and those that are in the market is that ASPS is a plug-and-play with the fire system allowing

for efficient integration with the existing fire alarm systems in practically any building. There is no need to install capital intensive networking cable and switches in a building making the ASPS system cost-effective. Additionally, commercial and institutional fire detection systems are connected to local emergency management dispatch centers allowing for immediate response from law enforcement without the need for any additional hardware, software or dedicated connections. Ultimately, this puts gunshot detection capabilities within reach of many customer types regardless of budget constraints.

In addition to our company advisors that includes (among others), Fire Protection Engineers-Fisher Engineering, a former executive at Monitronics and an engineer from the Defense Advanced Research Projects Agency (DARPA), we have recently partnered with MilTech, a DoD funded non-profit chartered to assist in accelerating the commercialization of technology developed in DoD labs. Additionally, we are currently working to identify customers for pilot installs—the benefit here is reduced cost while having the system installed in your building(s).

Please let us know if you, Lieutenant Governor Bryant, would have interests in starting a dialogue. I look forward to hearing from you.

Logan