

From: Danny Varat <DannyVarat@scstatehouse.gov>  
To: Catherine McNicollCatherineMcNicoll@scstatehouse.gov  
Date: 3/1/2018 6:26:06 AM  
Subject: Re: DOD Developed: Active Shooter Protection System

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None necessary

Sent using OWA for iPhone

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From: Catherine McNicoll  
Sent: Wednesday, February 28, 2018 4:29:31 PM  
To: Danny Varat  
Subject: FW: DOD Developed: Active Shooter Protection System

Please advise

*Best Regards,*  
*Catherine McNicoll*  
*Director of Legal & Legislative Affairs*  
*Lieutenant Governor's Office*  
*CatherineMcNicoll@SCStatehouse.gov*  
*803-734-5292 (phone)*

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From: Logan Pepchinski [mailto:lpepchinski@protectiveinnovations.com]  
Sent: Wednesday, February 14, 2018 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](mailto:lpepchinski@protectiveinnovations.com) | (914) 755-6182  
[www.protectiveinnovations.com](http://www.protectiveinnovations.com)



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From: Logan Pepchinski <[lpepchinski@protectiveinnovations.com](mailto:lpepchinski@protectiveinnovations.com)>  
Date: Thursday, December 14, 2017 at 7:03 PM  
To: "Lt. Governor's Office" <[LtGov@scstatehouse.gov](mailto:LtGov@scstatehouse.gov)>  
Cc: Chris Perrine <[cperrine@protectiveinnovations.com](mailto:cperrine@protectiveinnovations.com)>, Christopher Jones <[cjones@protectiveinnovations.com](mailto:cjones@protectiveinnovations.com)>  
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](mailto:lpepchinski@protectiveinnovations.com) | (914) 755-6182  
[www.protectiveinnovations.com](http://www.protectiveinnovations.com)

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From: "Lt. Governor's Office" <[LtGov@scstatehouse.gov](mailto:LtGov@scstatehouse.gov)>  
Date: Tuesday, December 12, 2017 at 8:52 AM  
To: Logan Pepchinski <[lpepchinski@protectiveinnovations.com](mailto:lpepchinski@protectiveinnovations.com)>  
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](mailto:LtGov@scstatehouse.gov)  
803-734-5280

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From: Logan Pepchinski [<mailto:lpepchinski@protectiveinnovations.com>]  
Sent: Sunday, December 10, 2017 4:33 PM  
To: Lt. Governor's Office <[LtGov@scstatehouse.gov](mailto:LtGov@scstatehouse.gov)>  
Cc: Chris Perrine <[cperrine@protectiveinnovations.com](mailto:cperrine@protectiveinnovations.com)>  
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