

Raptor Technologies Florida DOE Transcript

Hi there, I'm Gray Hall Raptor CEO. On behalf of the company, I'd like to thank the Florida Department of Education for including Raptor in this key initiative to protect schools and for giving us this amazing opportunity to partner with Florida school districts and comply with Alyssa's Law.

Raptor was founded in 2002. Over the past 19 years, we've grown to become the largest company in the United States focused only on providing school safety software and systems to K 12 institutions. Our mission is to protect every child, every school, every day. Raptor is the market leader in school safety. Our products have been adopted by more than 35,000 schools across more than 5,000 districts nationwide. Raptor Emergency Management is our fastest growing product and provides K 12 school districts with the best solution for complying with Alyssa's Law. We partnered with our first Florida school district back in 2005. And over the past 16 years, we've grown to now protect more than 2500 schools across 73% of Florida school districts over nearly two decades of successfully implementing Raptor solutions to make schools safer.

We've earned the trust and confidence of districts nationwide to protect their schools, their students, their staff and their communities.

Our customers demonstrate their trust in Raptor through our long term customer retention rate of 98%. We believe that our broad presence across Florida, combined with the level of trust that we've earned, not just at the district level, but directly with principals, teachers and staff will play a significant factor in ensuring local adoption of the Raptor panic alert system.

It's now my pleasure to introduce Katelyn Warnock Raptor's manager professional services to describe our Raptor Alert product, and how we partner with districts to ensure success. Take it away, Katelyn!

Thanks. Great. Well, good afternoon. My name is Katelyn Warnock. I'm the Professional Services Manager at Raptor Technologies. So my group manages the implementations of our visitor, volunteer and emergency management systems nationwide. But when I first came on board with Raptor several years ago, I was doing Emergency Management implementation. So Raptor Alert is near and dear to my heart. So I'm going to spend a few minutes talking a little bit about what the solution is and how it works. So first, I want to start kind of orienting you with what you see on the screen over there on the right. That's the Raptor alert mobile app homescreen. Raptor Alert works on a series of different devices, that does not have to be a mobile app. But that's what I'm going to show right now on this slide. So just to kind of orient you with what you're seeing here at the top, you'll see those big buttons where you see secure and lockdown and evacuation, shelter and hold. So these are the emergencies, these will notify everybody in the school. So when you're thinking about emergencies, think about the big stuff like a lockdown or a fire, things that everybody needs to know about.

These buttons, the color of the buttons, the icons, the name of the buttons, and the number of buttons are customizable on a per district basis. So something we've learned over the years is that districts communicate differently with their teachers about emergencies. So sometimes they like to talk about the action associated with the emergency. Some like to talk about the incident itself. So a pretty clear example of that is the idea of a lockdown. That's the action example of the incident would be active

shooter. So again, it's all in how you communicate with your teachers. What is your emergency management vernacular, and we can build your mobile app home screen to meet those needs.

So down there underneath the big buttons, it says Team Assist. So Team Assist is a little bit different. Think about smaller incidents more day to day things. Like a student who injures themselves on the playground, or an angry parent at the front desk. These are still incidents, but they don't need to be notifying the entire school. They just need to be handled. So we do have that functionality available as well for those more day to day incidents.

At the very top of the screen, you'll see where it says Eisenhower Elementary, that's the name of the school. So if I were to click lockdown on this screen, it would send Eisenhower Elementary into lockdown. If I were to click switch in the upper right hand corner, it would show me the other schools that I have access to. So if I'm a normal teacher, I probably just have access to one school just Eisenhower Elementary. But if I'm the safety and security director for the school district, if I hit switch, I would see all the schools in my district.

If you do need access to multiple schools, Raptor Alert can facilitate, and you can initiate lock downs and emergencies at the school you're in accordingly.

So what I'm going to do is I'm going to select play. And I'm going to show you how this works, and also show you the integration with our drill management tool. So drill manager is a really powerful tool, and that you're able to schedule your drills and emergencies with drill manager. So we know that in the state of Florida, most schools are required to run one lockdown and one fire drill every month. So when you're able to schedule that with drill manager, it's going to show up in the app, which is what you're about to see here. So I'm going to select to play, it's going to show you the lockdown initiation. So what you're seeing right here, you slide to initiate and then drills lower right hand corner, it shows you a little checklist of drills, and you're able to initiate that as well.

Next, I want to talk a little bit about the different kinds of devices that Raptor Alert can function on. So what I just showed you was that it's predominately that we have the mobile app, where people can be sending the school into lockdown, whether they're sitting in their car, you know, out in the parking lot eating lunch or inside their classroom. So there are perks to a mobile app. However, we know that this needs to be available on multiple devices. So basically, anything with access to the internet allows you to send the school into lockdown. So we have a couple pictures up here on the screen. So this is a tablet over here. So again, think about like a Chromebook, or even an iPad, just leveraging Safari, and then you have desktop right here. So really anything with access to the internet, people can send the school into lockdown. So if you're anticipating some pushback from your teachers about downloading something onto their personal device, no worries, we have that covered with our desktop functionality.

We also have geofencing built into Raptor Alert. And that really helps you kind of dictate who you want notified based on where an incident is initiated. It's very optional to share your location with Raptor Alert, because we do care about teachers privacy, but just know that people can share their location with the app. And that can kind of open up some of that geofencing functionality. And we can give you more details on that as well beyond Alyssa's Law. So beyond what we're talking about here today, there's a lot more to emergencies. So I'm about to talk about just briefly are things that are outside the scope of what we're talking about today. But they are kind of part of the full integrated Emergency Management Suite. So if you'll think with me here, we sent the school into lockdown, we're able to use

the group messaging functionality that Raptor alert has, we can connect to 911, we can share our location, we can do the things that we need to do to handle emergencies. But it's important to also take attendance during those emergencies. So we have an accountability module that allows rostered and non rostering staff to account for any students they have with them. Sometimes those incidents will kind of graduate into reunification emergency, in which case, this app also has that functionality, as well. So as things kind of evolved, you know, it could be a gas leak, where you're unable to shut that gas leak off, that could evolve into a reunification emergency. And it is all the same app should be highlighted though this is outside the scope of what we're talking about today. Just kind of an integrated platform. We think that adds a lot of value.

Alright, so lastly, I want to spend a little bit of time talking about the implementation so near and dear to my heart. As I told you earlier, I run the implementations for Raptor. So I wanted to talk a little bit about what that looks like kind of backing into that August 1 timeline, because we do know that that is just around the corner, and it's probably going to be a busy summer getting ready for back to school.

So what you're seeing out there are a couple major milestones. So April, right now, that's when you're coming on board, you're saying yes, we're going to choose Raptor for Alyssa's Law compliance, you're coming on board, we're doing the kind of the roles and responsibilities conversations. And then we're doing configuration and user access. So what I mean by configuration, I talked about how that mobile app home screen is customizable. Those are the kinds of things we do during the configuration phase. What do you want that home screen to look like? Who do you want notified for different types of emergencies, you probably want to notify a lot of people for a lockdown, and maybe less people for a hold will also configure your user access, we do recommend Single Sign On because that enables your teachers to leverage their district username and password to sign into Rafter, which is typically easier. That's well how we'll get the users logged in during the month of May Raptor will be hosting daily training webinars. So we've got a library of documents for you. We've got documents, little training videos, training videos about how to log in how to initiate emergencies, how to use team assist, we have all of those things. We also have daily live webinars where people can attend and ask questions, or they can download the webinars on demand. And we'll be running those webinars daily all through the summer, May, June, July, and August. So you'll be fully implemented by August 1 since there's no hardware component to Raptor Alert that will make it a little bit easier to get implemented. Because it's all software.

We do realize though, you're gonna hire people this summer where people are going to go on vacation in the summer, and they may forget what they learned about Rafter earlier in the month of May. So we're proactively adding a refresher training to the month of August. So we're going to have those daily webinars running all through the month of August to get you ready for the year. Ongoing though, we're always going to be adding new things to Raptor Alert, we're going to be making it better improving it. That's how mobile apps work. And we're always going to be making things better for you. So we will also be helping with that continuing education. So as new things get added, we'll modify our training materials, which you have access to, to kind of get everybody up to speed and remain up to date on the latest functionality.

But that being said, I'm gonna go hand it off to Brent Thomas, our area Vice President. Thank you, Katelyn. My name is Brent Thomas, and I'm the area Vice President for the South covering Florida. And now like to introduce you to some of my colleagues, there's Megan Butler, account manager, Kevin

Charman, account executive, and Andrew McDonald account representative handling single schools and charter schools.

I know you're going to have an opportunity to evaluate many different vendors. But I'd now like to focus on why you should select Raptor.

We're the only vendor focused solely on the K 12 School market. The development of products and services are guided by feedback from our customer base. We are not a company that's taken a product from another market and tried to retrofit it for school districts.

We're the only vendor that offers a complete solution from visitor management, volunteer management and emergency management, which also includes accountability and reunification. And all of these systems are integrated together. We've been very fortunate in Florida. We started with our first district back in 2005. And we've got an extremely satisfied customer base. And since that time, we've grown our customer base to almost 73% of all districts in Florida using Raptor. So if you're interested in finding out more information, please contact us at 877-772-7867 that's 877-772-7867 or feel free to email us at Florida@raptortech.com that's Florida@raptortech.com. Thank you very much for your time and I hope you have a wonderful day.