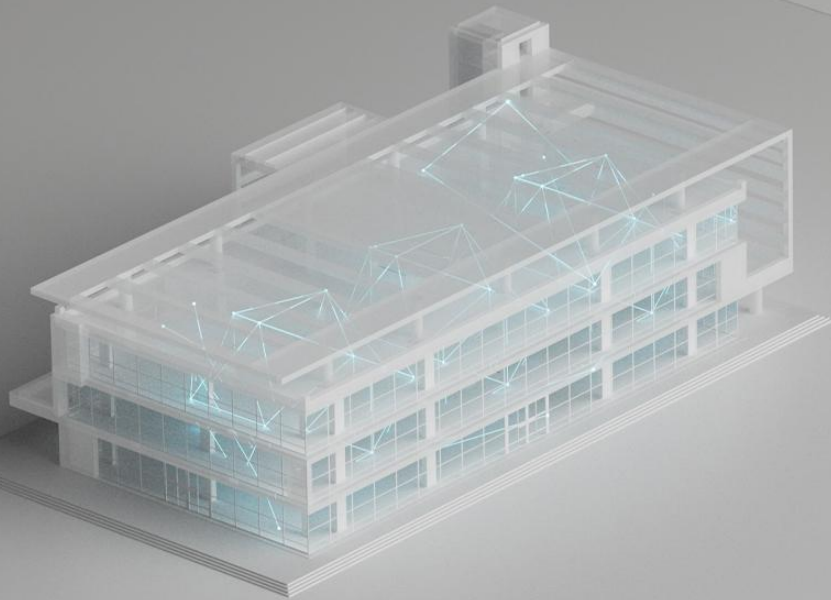




Central and South County Jail Security Upgrade for:





Agenda

Introduction

Why Us

Verkada Technical Presentation

JCI Technical Presentation

Project Timeline / Deliverables

Q&A*

Speakers



Shea Pope, CSSI
CEO & Owner of Driven Security



Adam Birdwell, PE
Owner of Driven Security, Project Executive

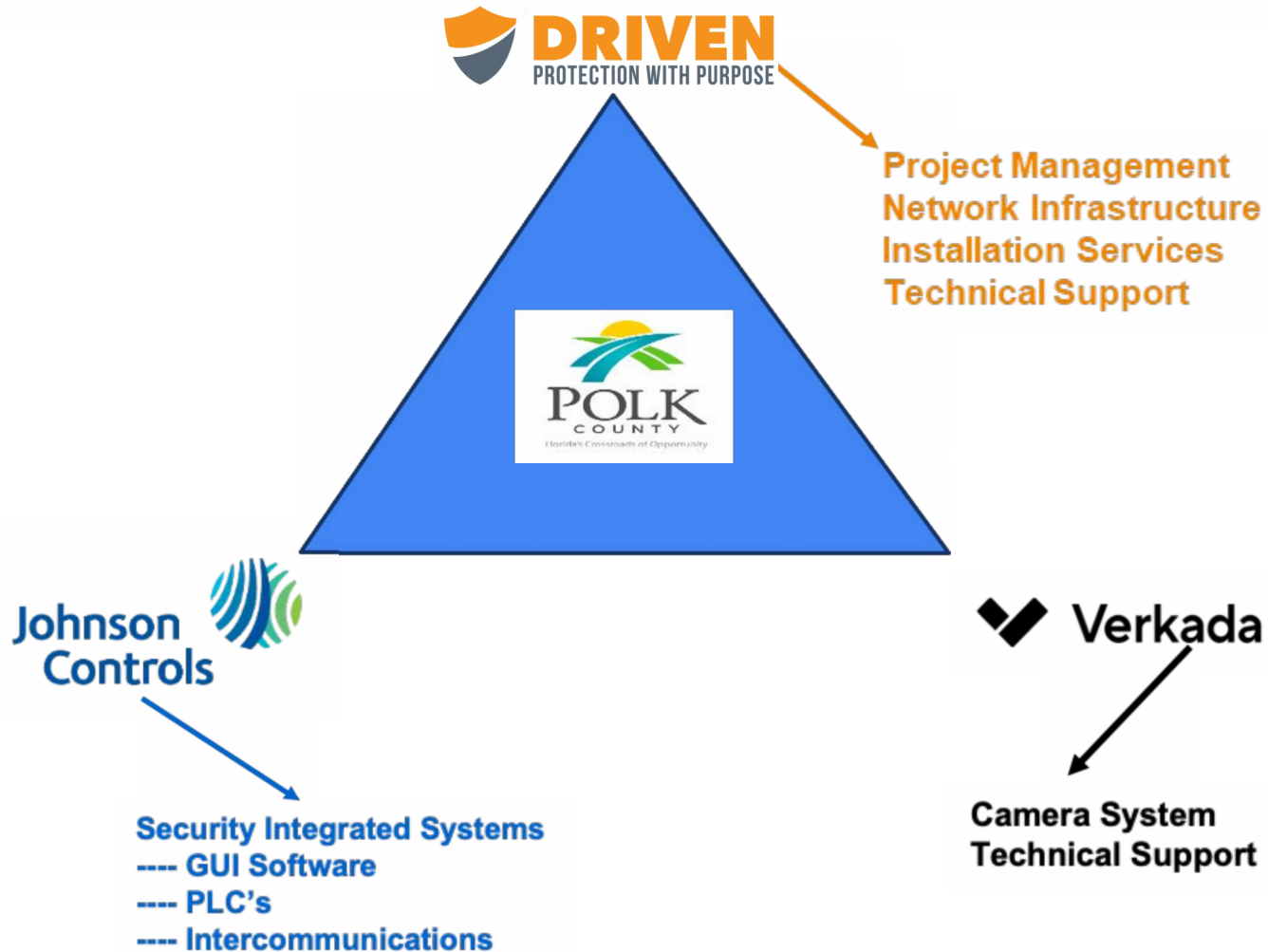


Stoney Ellis
Director of Solutions Engineering, SE



Clint Hansen
Criminal Justice Group Manager

Strategic Partnership / Quality Excellence



Verkada (2021), Confidential





Introduction



- **Why Driven Security**

- “Protection with Purpose”
- Prioritization
 - Ownership/Executive involvement, start to finish
 - Dedicated project team throughout the project
 - Direct account management from sales and manufacturers
 - 24/7 US based support
- Track Record of Success
 - Experience with large enterprise jail systems and Verkada
 - Detail oriented approach, planned and executed with zero downtime
 - Deep understanding of Johnson Controls and Verkada on large scale law enforcement upgrades
 - Comprehensive internal processes to ensure inventory is reserved, labor is committed, and plans are executed efficiently and on schedule





Introduction



- **What Technology and Why**

- Verkada and JCI
 - Verkada is running seamlessly in over 30,000 locations in the USA
 - Verkada is the #1 cloud security solution in the World.
 - Verkada is an appreciating asset with automatic firmware updates (no manual pushes or patching)
 - Verkada protects your investment: 24/7 with 365 day US based support, 10 year hardware warranty, software continually improves with updates (no buy-ups/addons later on), unlimited users/permissions
 - Strong Security stance with SOC 2 Type 2 compliance
 - Johnson Controls **non-proprietary** integrated control system(s) are in over 150+ large Jail / Prison facilities in the USA
 - Johnson Controls is a tried and true solution that has been in business for almost 150 years. They are world renowned and trusted
 - Our team has a local presence and the ability to support your facilities





Introduction



- **How We Will Successfully Manage Your Project**

- Company ownership will be onsite monthly
- Executives from JCI and Verkada on site regularly
- Dedicated Driven and JCI project management
- Dedicated Verkada Solutions Engineer for the project
- Weekly and monthly status meetings to ensure on time performance

- **Ready to Start**

- Inventory is set aside and ready to deploy
 - Verkada cameras, viewing stations and support technicians are reserved
 - Non Verkada equipment is qualified and submitted to suppliers
- Labor is allocated to the project
 - Technicians for the project are coming from Tampa and Orlando
 - Local technicians post installation are able to be on site for emergencies within 2-4 hours as needed

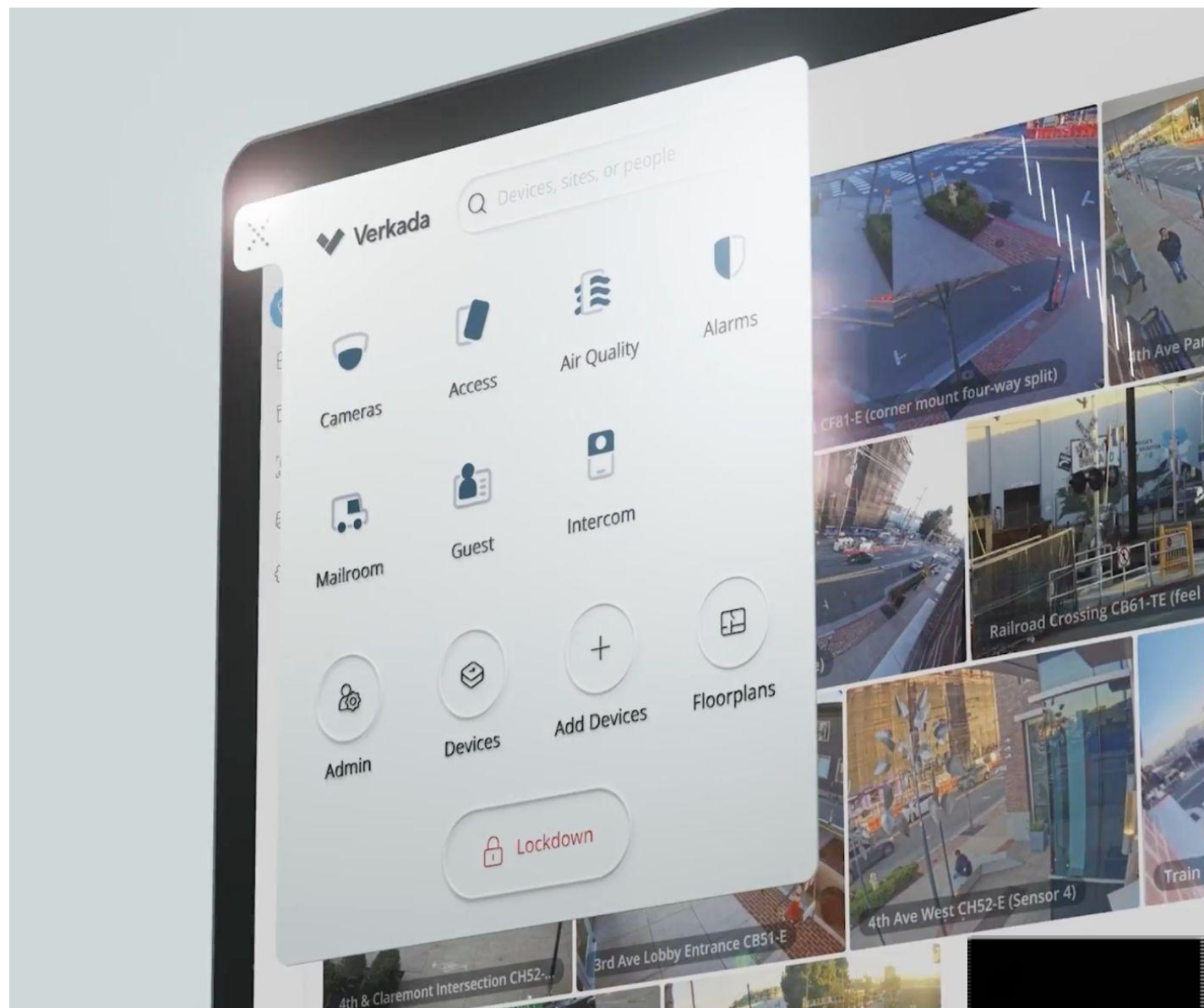




Deeper Dive into Verkada for:



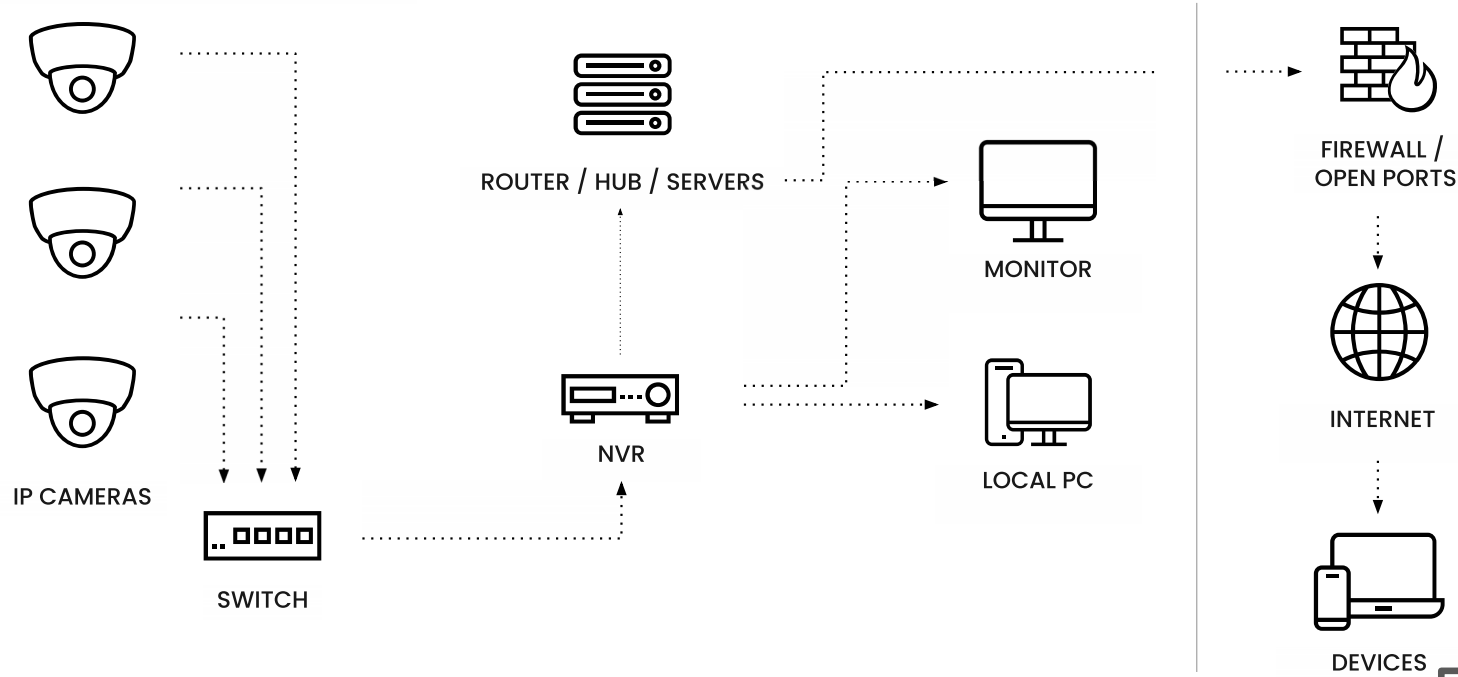
One integrated platform to protect people
and places in a privacy-sensitive way





Traditional Camera System Architecture

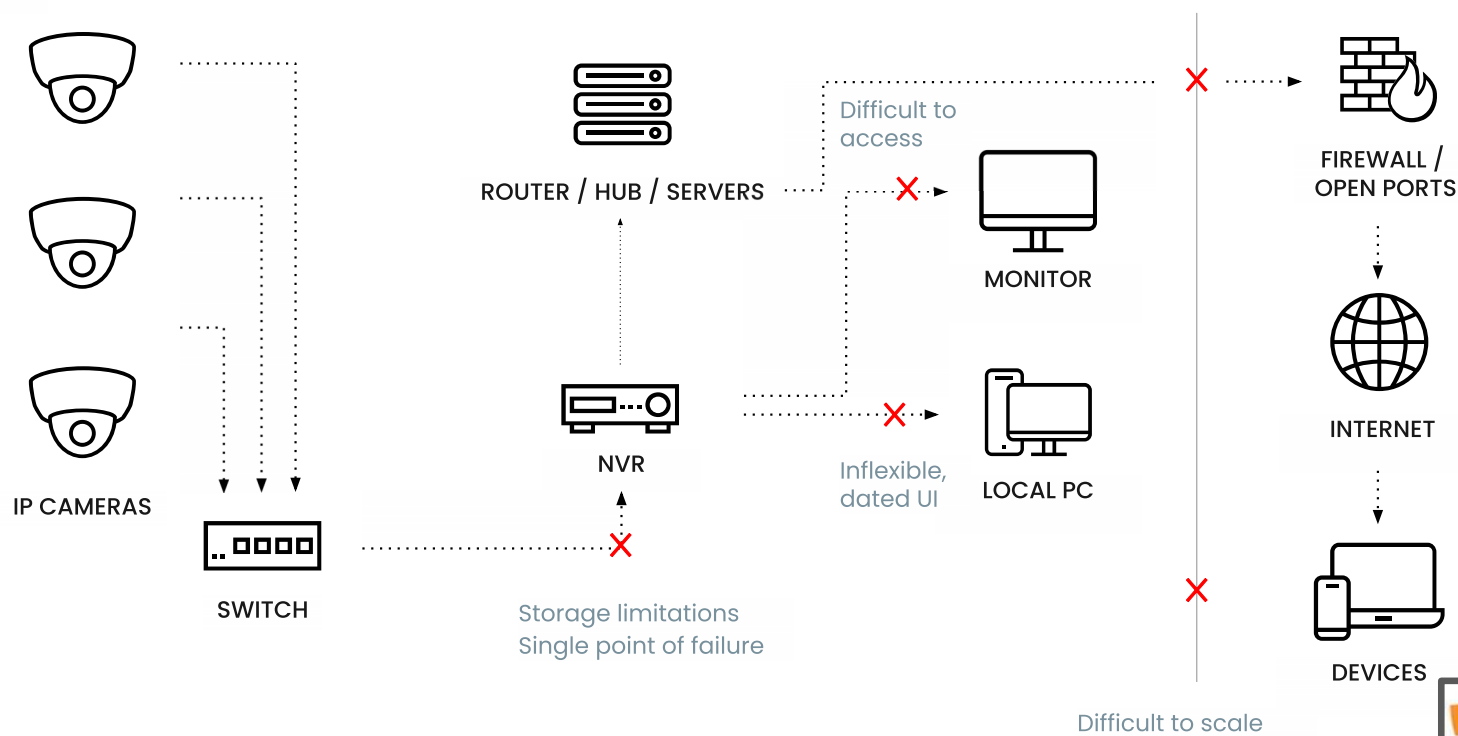
Bulky, expensive, and hard to maintain and scale





Traditional Camera System Architecture

Bulky, expensive, and hard to maintain and scale





Verkada's Hybrid Cloud Security Solution

The reliability of solid-state storage,
with the accessibility of the cloud.



Verkada Products



Cloud



Devices

Reliable Security

Ecosystem of hybrid cloud devices capable
of local storage and offline operation.

Limitless Scale

At just 20–50 kbps, increase coverage across
your organization without limitations.

Monitor from Anywhere

Deep analytics processed in real-time for
instantaneous insights from any device.





Why correctional facilities love Verkada

Easy



No on-prem servers to manage



Access remotely from browser or mobile device



Automatic firmware and software updates



Easily grant/revoke access

Smart



Automatic event alerts



Instantly share live video



Advanced Search Filters



AI-based video analytics

Scalable



Won't clog your network like other IP cameras



Unlimited cloud archiving



Install 1 camera or 10,000+ cameras



Unlimited users



24/7, unlimited video verification



Controlled Total Cost of Ownership

Transparent pricing, up to 10-year warranty
and best in class support

License Overview

- No hidden costs - predictable renewal costs
- 10-year warranty on all hardware; next day RMAs
- Best-in-class technical support
- No ongoing maintenance costs
- No ongoing software costs
- Automatic firmware updates
- Unlimited users
- Predictable renewal costs



Hardware
(Up to 365 Days of Local Storage)



License
10-Year License
*can add additional years to go beyond 10





Product Demo

command.verkada.com



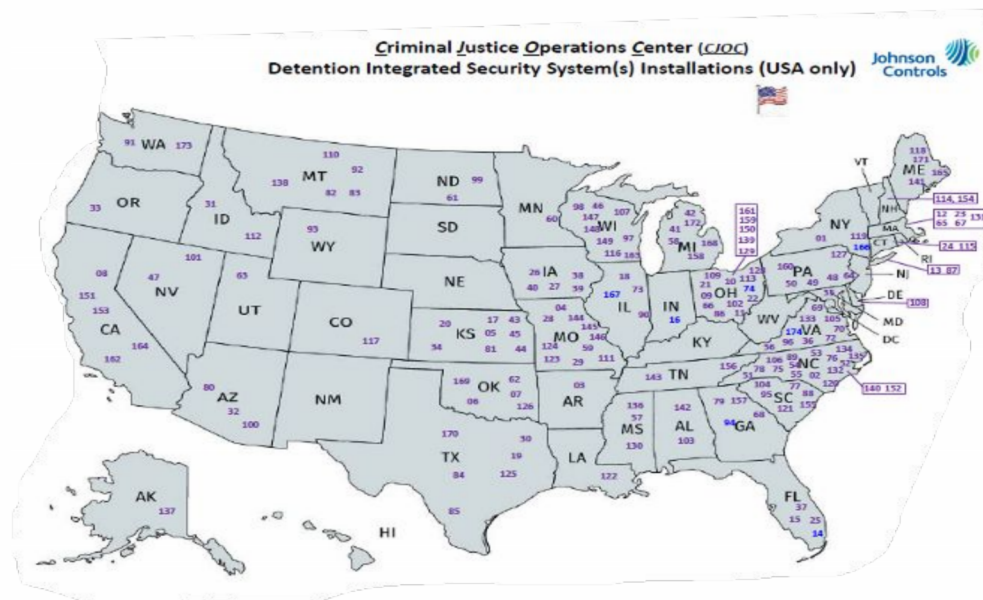
Deeper Dive into JCI for:





- Over 50+ years providing Integrated Security Systems for Detention Facilities

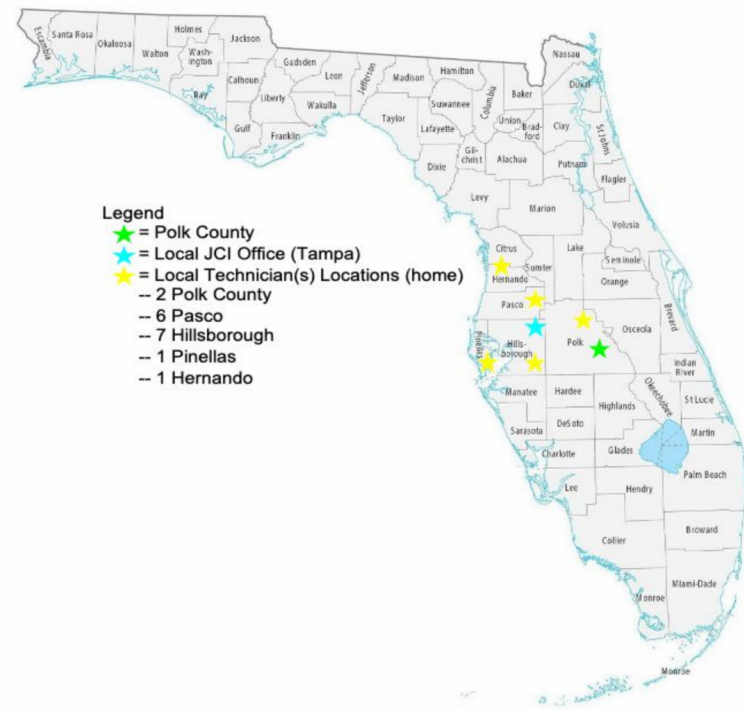
- Specializing in Retrofit Upgrades
- Industry Focused individuals that form the Criminal Justice Operations Center (CJOC)
- Collectively over 150+ years experience in Industry
- Design/Engineering/Programming/Fabrication/In-House Testing/Commissioning
- Support/Train ALL LOCAL JCI OFFICES





●Johnson Controls – Local Presence

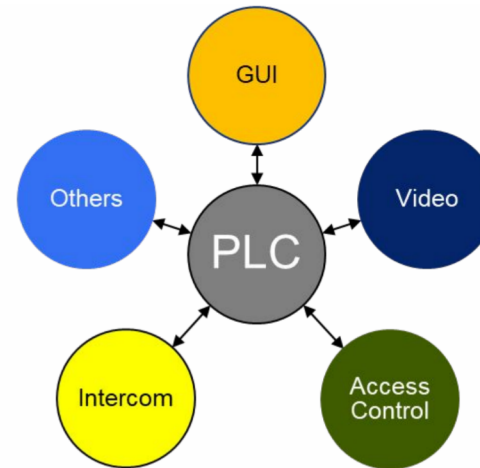
- Local Office – Tampa
 - Single point of contact for coordination through Driven
 - Trained Technicians (specific equipment)
 - 4-hour response time (dependent on issue)
 - Preventive Maintenance Contracts





JCI: Solutions

- Touchscreen Computers (Dell, Aveva Edge (formerly Indusoft Web Studio))
- Programmable Logic Controllers (PLCs) - Omron
- Intercom/Paging Systems - Harding
- Video Surveillance – Verkada
- Access Control (if applicable – dry contact)
- Others
 - Lighting, Water, Duress, Fence (if applicable)

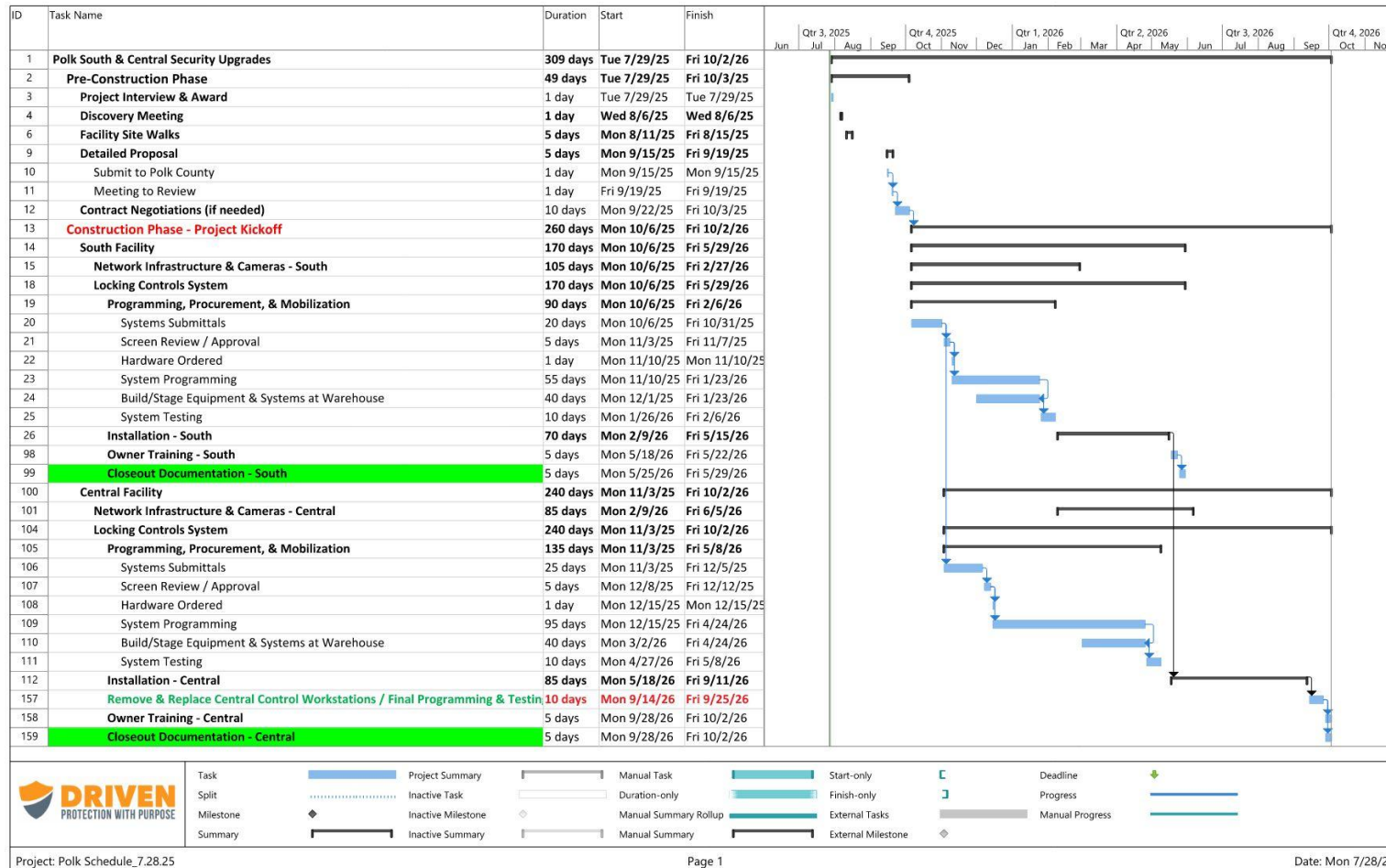


OMRON



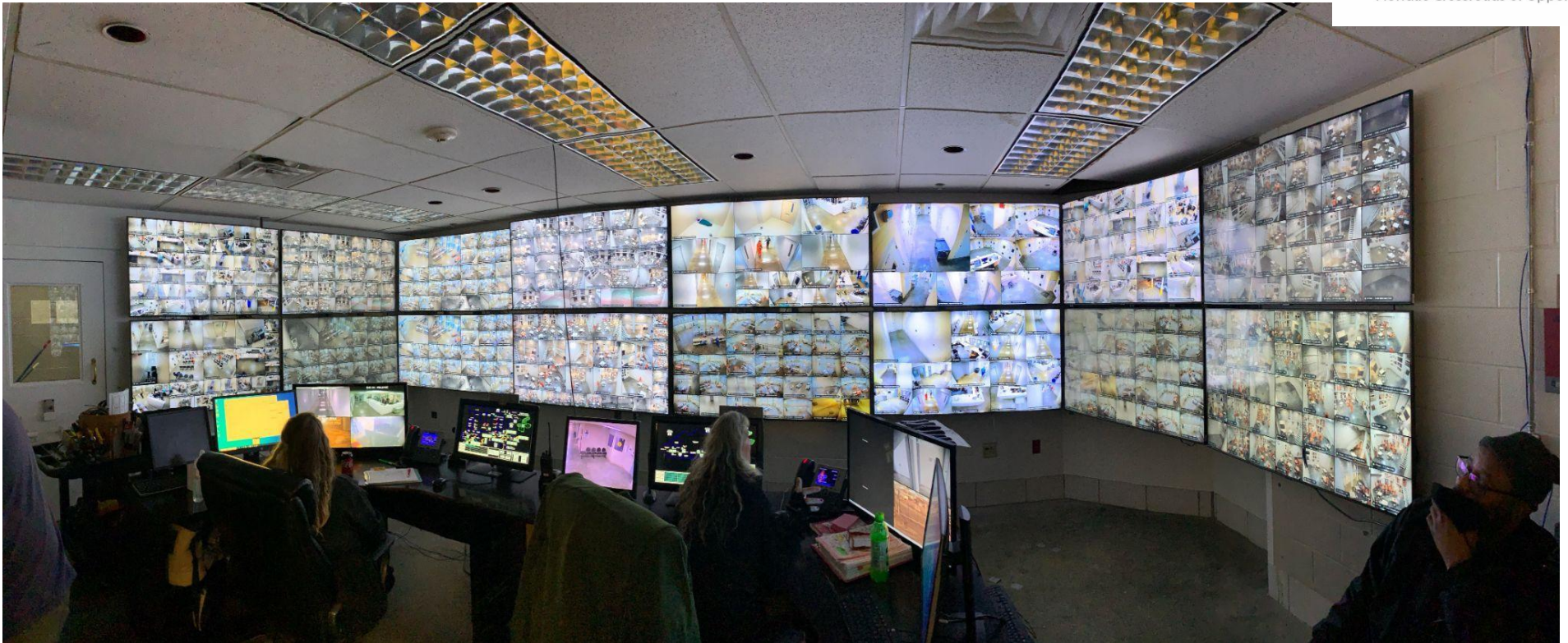


Preliminary Project Schedule





Video Wall Example



Verkada (2021), Confidential





Closing Remarks



○ **Key Takeaways**

- Polk County is the exact type of client we have built our business on. Everything they do and are about is with purpose. We would be honored to win your trust today and protect your organization.
- Top down, bottom up, our organizations have highlighted Polk County as the priority, if selected, to procure, plan and execute in securing your facilities successfully.
- Technology is as good as it gets, and fits what your facilities need for the next 10 years and beyond.
- Our inventory and labor are ready to go. We have been planning for this for months.
- Our purpose, is to secure your facility the way we would secure our own. Our references if asked, will all speak to the fact that our level of care, and desire to excel on behalf of our clients is unmatched.

Our entire team thanks you all for the opportunity to be of service to your County

