



PERRIS UNION
HIGH SCHOOL DISTRICT

2023 CONSULTING PROPOSAL
ALIVE SOLUTIONS INC.

Judy,

We are excited to discuss a potential partnership to support aquatics in your organization! We appreciate the opportunity to present our passion and services, and we look forward to continuing to work to develop a productive working partnership.

Our goal is to create a mutually beneficial client relationship that is completely custom to your needs. We provide a variety of services and can deliver them in a way that will work best for you in a school district structure. We feel strongly that our background and knowledge of aquatic risk is unmatched in the industry, and our desire is to make your operation stronger, safer, with more efficiency and consistency, and to give you more peace of mind as you continue operating and employing lifeguards.

We strive to take our knowledge and experience and provide tactical solutions and trainings for our clients. It is also a reassuring feeling to know that a third party has looked at your operation based on codes, industry best practices, and current litigation. It provides additional confidence to know someone is on your side and is able to provide you with guidance and support any time you need it.

We have created a consulting proposal attached with several options for you to choose from and we hope you see the value in a relationship with us. These options are a starting point, and we can adjust or modify to meet your specific needs. We are confident that you and your staff will see the great value we bring and how important it is in today's litigious society to invest in industry experts and coaches.

At ALIVE Solutions, we understand the aquatic environment and challenges you face on a daily basis. Our goal is to be flexible and objective driven to enhance consistency for your operations while addressing each unique consideration that arises.

Again, thank you for the opportunity to connect with you. We look forward to discussing this proposal with you shortly!

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Natalie Livingston
President / Owner

A handwritten signature in black ink, appearing to read "Ashley Wolfe".

Ashley Wolfe
CEO / Owner

EXECUTIVE SUMMARY

At ALIVE Solutions our focus is to keep people and businesses ALIVE and growing. We believe Everyone is Important and it is our mission to add value and resources to our aquatics community by bridging the gap between both training and reality and lifeguard provider and operator. Our expertise is focused around aquatic safety, risk mitigation, accident and drowning investigations, aquatics community support, and effective training and development programs.

We have clients across the country and internationally and have worked with all types of operations including large scale waterparks, small or public sector operations and waterparks, YMCA's, JCC's, country clubs, pool management companies, hotel operations, school districts, health club operations, beach / lakefront operations, insurance providers and many other types of unique facilities.

With our experience participating in hundreds accident and drowning investigations completed and our combination of experience and training, we offer services that are not offered by anyone else in the industry. We are client focused with an understanding that each operation faces unique challenges in their aquatics operations.

Our philosophy includes the belief that training programs should be based on realities and lessons learned, dynamic, and easily accessible. We believe in the importance and value of both effective lifeguard training as well as leadership training. We believe in personalized support for aquatic operators is essential to growth and long term success.

We also know the importance of being prepared for and being able to handle an aquatic emergency effectively and that operators should also have access to quality support when an incident occurs.

CONSULTING RELATIONSHIP GOALS

As we have spent time thinking about a relationship with the Perris Union High School District, we have identified specific priorities / focus points for our relationship that you will see as a theme in our proposal. These specific focus points for a first year relationship we have identified are:

RELATIONSHIP DEVLEOPMENT

- Building a credible / trustworthy relationship with the aquatics team / operational key players

EXPERT OPERATIONAL ANALYSIS

- High quality base line data points established
- Productive real time feedback / solutions
- Identification of growth markers & opportunities

TRAINING SOLUTIONS

- Present high quality realistic training for your team and users based on what we see in reality

ARROW CONSULTING PROPOSAL

ON SITE REVIEW + RECOMMENDATIONS.....\$8,500
 (travel costs included)

- Onsite Visit to the Perris Union High School District (PUHSD) 3 Pool Facilities (Estimated 2 Days - Dates estimated End of April / Beginning of May - other dates may impact pricing)
 - Review of:
 - Physical Facility
 - Emergency Equipment
 - Operational Systems
 - Safety Systems
 - Signage
 - Programming
 - Offsite Review of:
 - Local / State Code Requirements + Industry Requirements
 - Facility Documentation + Records - as provided by client
 - Development of:
 - EAP Templates for facilities - to be reviewed and approved by authorized personnel
 - Provided within 14 days of site visit
 - Written Report: Safety + Operational Recommendations for risk reduction
 - Provided within 14 days of site visit
 - Virtual Meeting to review recommendations report - scheduled via zoom + recorded for reference

EAP TRAINING VIDEO DEVELOPMENT.....\$2,500

- Development of Training Video for staff / users specific to:
 - Drowning Basics / Information
 - Drowning Contributing Factors
 - Emergency Action Plans - Individual Role + Responsibility
 - Emergency Equipment
 - Critical Care Skills - Medical Events vs. Drowning Events
 - Strategies for Reducing Risk + Increasing Safety
 - Case Study Videos

Training Video timeframe estimated 1 hour to 1.5 hours in length

Training Video provided to Perris Union High School District (PUHSD) for full use as needed

Training Video delivery estimate - 3-4 weeks from onsite visit

CONTRACT DETAILS

Contract Date: 04/20/23 - 08/30/23

Payment Distribution Schedule (Select Preferred Option):

_____ Option 1: Full Payment at Time of Contract Signing

_____ Option 2: 60% at Time of Contract Signing + 40% invoiced upon report/video delivery

Invoices due Net 30. Standard Late Fee \$100 per month.

ACCEPTANCE & AUTHORIZATION

Perris Union High School District and ALIVE Solutions Inc. agree to enter into a consulting relationship as outlined in this proposal:

Natalie Livingston

Name - ALIVE Solutions Inc.

Name - PUHSD

President / Owner

Title

Title

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Signature

Signature

3-02-2023

Date

Date