

Getting You Back Safely



Benefits of our solutions!

The Pandemic has severely disrupted “business as usual”. What do you need to get back running and maintain safety?



- Immediate Action
- Flexibility
- Consistency across sites
- Multiple types of security
- 24/7 support and expertise
- Covid Solutions:
 - Check that people do not have a high temperature when they come into your premises
 - People are wearing appropriate masks/face coverings
 - People are frequently hand sanitizing and being reminded
 - Are practicing safe distancing inside your premises
 - Maintain a running count in and out with detailed attendance recording
 - Provide signage promoting health awareness and encouragement
 - Adopt and embed the right processes to handle exceptions

Three Safety Areas

Rapid Threat Assessment, Training, Managed Services, Crisis Management/PR

Physical Security

- Doors
- Lighting
- Alarms
- Patrol
- Guards
- Barriers
- Event Security
- Background Checks
- Displays/Control Center
- Intercoms
- Mobile Alerts
- Workplace Violence Training

Virtual Security

- Security Camera (AI/ML Software)
- Communications
- Mobile Alerting
- License Plate Recognition
- Weapons Detection
- Facial Recognition
- Mask Checking
- Safe Distancing
- Capacity Counting
- Audio Recording
- Gunshot Detection
- Vape Detection
- Signage

Cyber Security

- IT Protection
- Phishing Training
- Malware Anti-Virus
- Vulnerability Scanning
- Penetration Testing
- Insider Breach
- Data Management
- Access Management
- Backup and Recovery
- Information Policies
- Organizational Information Security
- Asset Management
- Supplier Security
- Incident Management
- Compliance



The Safe School Framework

Increasing Safety Compliance with Local and National Guidelines

Proactive temperature checking and exception handling

Proactive health awareness messaging and hand sanitization

Students actively monitored for social distancing

School complies with local and national re-opening guidelines

Safety in School Buildings

Realtime Analytics and Alerting

Integrated Health Procedures

Increasing Safety Management Capabilities (Tight Integration between Technology & Process)

Safety on School Buses

Safety at School Entrances

Health Awareness Messaging

Social Distancing Audience Mgmt
BOLO Perimeter

Realtime Analytics

Temperature Checking & Hand Sanitization

Temperature Checking & Hand Sanitization

- Temperature check on entry to school bus
- Facial recognition of students if needed
- Exception alerting
- Hand sanitization

- Temperature check at school entrances / drop offs
- Facial recognition of students if needed
- Exception alerting
- Student count for attendance recording
- Hand sanitization & messaging

- Digital signage to promote health awareness
- Dynamic content management and scheduling to send the right messages at the right time
- Thermal imaging and tracking to monitor and manage social distancing
- Realtime management of people capacity on the school premises and in school venues
- Monitoring of entrances and exits

- Realtime exception reporting
- OOTB Analytics and dashboards
- Tailored reporting for key stakeholders
- Integration with local and national processes and procedures for exception handling

Capability expansion

- Vape Sensors
- Gunshot detection
- Security video AI analytics – LPR / Virtual perimeters / whitelisting/ BOLO
- Cyber security ransomware protection

Full training and adoption services / Total Managed Services as needed



Realtime Temperature and “safe distance” Checking

01 Temperature Checks & Access Management

1. At the main entrances and exits CheckPoint reads and displays temperature as person approaches
2. If temperature is OK then displays messaging to sanitize hands and if required can also trigger door/gate opening
3. If temperature is not OK then exception process is engaged
4. Counter cameras monitor and display the capacity and numbers already inside the premise



Monitoring and managing numbers allowed into premises



Realtime temperature checks: < 0.05 secs With Attendance Tracking

02 Hand Sanitization

1. People are prompted to sanitize their hands
2. The HandyPOS displays health awareness messaging and guidelines
3. Optional integration to show how many times the device has been used during the day



Hand sanitization made fun & targeted health survey for visitor messaging



03 Space & Line Management

1. Thermal Imaging cameras track and alert people for social distancing rules
2. Continual temperature monitoring of people on the production and packing lines
3. Any temperature threshold/spacing breaches are alerted to staff leaders
4. BOLO and Perimeter Monitoring

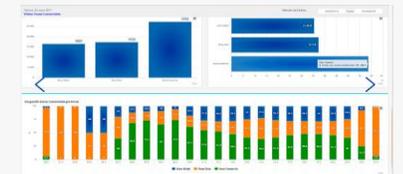


Safe Distancing, Perimeter Monitoring, BOLO, LPR



04 Analytics

1. Realtime dashboards showing staff movement flows and trends
2. Analytics tailored to provide you with focused information and insights to keep your business safe and profitable

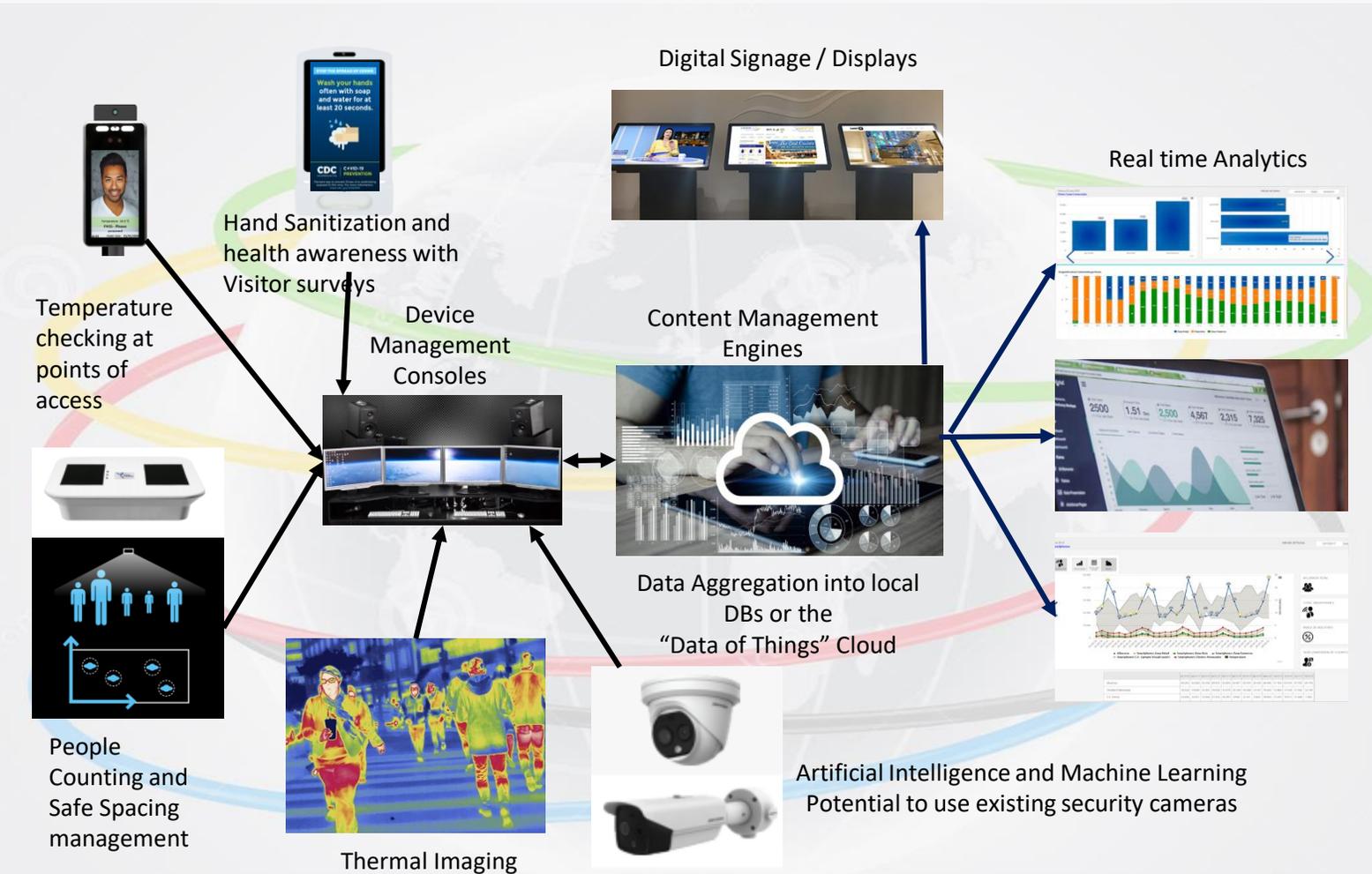


Data and intelligence to keep you in control



Getting back to “Business as Usual”

Solutions tailored for you



Key Outcomes

- Business is open and safety checks are in place
- Compliance with local regulatory requirements and bodies.
- Staff and visitors checked frequently for high temperature throughout the day,
- Frequent sanitizing of hands in business offices and facilities,
- Targeted messages and campaigns providing health and safety awareness and added reminders/encouragement,
- Realtime analytics to show trends and allow informed decision making

Complete Video Solutions

Real-Time and Forensic Video Artificial Intelligence Modules



Video Search
(person, animal, object, vehicle)



Map Tracking



Face Recognition



Intrusion Detection



Wrong Direction



Face Search



Heat Map



License Plate
Recognition



Weapon Detection



Loitering &
Parking



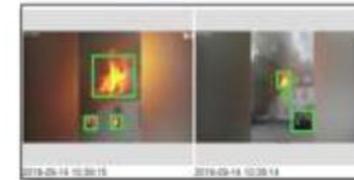
People/Vehicle
Counting



Vehicle Make/Model



Real-time Alerts



Fire Detection

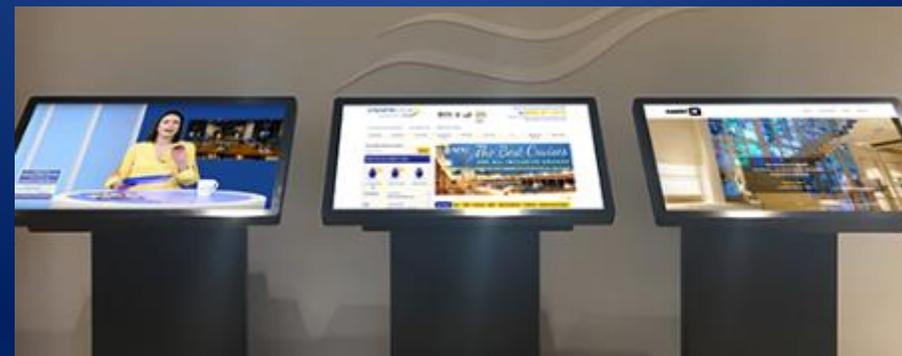


Social Health



The Complete Solution

- Temperature checking and alerting
- Entry Access control
- Attendance recording and management
- Hand sanitization
- Digital signage
- Queue management
- Contact Tracking
- Analytics and reporting
- Integration into school/HR and health systems and processes
- Cyber/Data Security
- Physical Security





Contact Tracing Management

We've developed solutions for contact tracing using our AI platform. This enables administrations to tag and trace any flagged infected persons, tracing their contact with others within the deployed environment.





Our Approach

Key Activities

- Understand your critical requirements and standard people flow patterns
- Create your tailored proposal and Program Plan for pragmatic deployment of capabilities,
- Develop and activate governance and escalation framework, and communicate to stakeholders,
- Agree required reporting and analytics,
- Deploy capabilities and processes to meet targeted benefits and outcomes,
- Map people flow patterns to deployment architecture,
- Understand training needs, build plan, and deliver training
- Assess operational readiness and plan for handover into production.



Your Strategic IT Partners

We are a group of seasoned IT professionals and consultants supporting you in:

- Achieving your IT objectives,
- Becoming and remaining compliant,
- Getting the best from what you have,
- Taking you on a journey to where you want to be,
- Guiding you with the best advice along the way.

We want you to be successful and safe



NEED PIPE.COM
DEMAND GENERATION

In partnership with:

HANDY AV

incYTE

 **SILVERSEAL**

Zaviant



Our Complete IT Managed Services, Consulting, and Integration Services Catalog



Adopt: All Climbers

- Education Plan for all users
- Training Labs & Customized Materials
- Certification Reporting

Automate: The Best Tools

- Process Automation
- Service Platform integrations
- Proactive and Predictive Service Management

Insights: The Best Path

- Current State Analyzed
- Improvement recommendations & roadmap
- Business Change Management
- Employee and user engagement

Transform: BPM

- Success Plan
- Value Visualization
- Operational Readiness
- Process Design
- Adoption Plan
- Innovation Roadmap

Transform: Cloud

- Best-in-Class Governance
- Cloud Adoption
- Cost Optimization

Managed: Full Service

- Incident Forensics
- Integrated Service Framework
- Asset Management
- Process Automations
- Premium Support

- Certified Personnel
- Security Incident Management
- Security Compliance
- SLA's and XLA's

Foundations: Setup Base Camp

- Establish vCIO and vCISO governance
- Client Discovery
- Service Roadmap
- Rapid Onboarding onto the Service Management & Security Framework

Plotting your Digital Transformation

Architects

- Operations Excellence
- Value Realization
- Innovation Program

Consultants

- Implementations
- Platform Integrations
- Process Automations

Analysts

- Security Benchmarking
- Improvement Roadmap



Next Steps

1

Let's assess what you need

2

Let's get your business up and running



Key US Contacts:

Sales: sales@needpipe.com

Allen McCoy – CEO: allen.mccoy@needpipe.com

Bhupinder Mahi – VP Solutions: Bhupinder.Mahi@needpipe.com



HandyCHECKPOINT™

Temperature Checking

The HandyCHECKPOINT™ provides peace of mind for educational institutions by detecting the temperature of each person, and then alerting both them and security/reception if exceptions are detected .

A high-resolution, non-contact AI thermal detector, automatically checks their temperature – within 5 milliseconds from distances of up to 4 feet - and alert any person with an elevated temperature to seek additional screening.

The HandyCHECKPOINT™ has the option for facial recognition and can also be set to detect if the user is wearing a mask/fave covering with on-screen and audio messages to reinforce public safety regulations.

This can be integrated using the supplied APIs with People Record Systems and the facial recognition capability can be used for tracking time attendance and enabling automated entry systems.

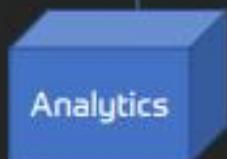
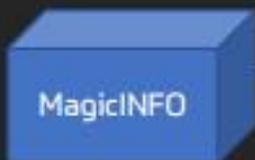




Blue River™

Blue River™ - HandyCHECKPOINT™

At each Check-In, the facial record count and temperature reading is passed to Datalink and on to MagicINFO, to trigger content on the display. This information is also passed to the other databases and once confirmed, access control activated

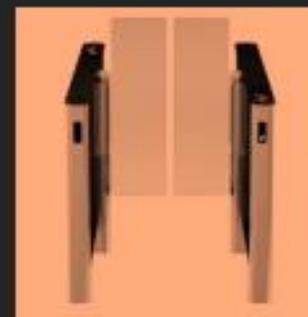


HandyCHECKPOINT™

- Temperature Check
- Mask Check
- Facial Recognition
- Time Attendance
- Access Control



Samsung Display



Access Gate



HandyPOS™

Hand Sanitizer & Signage Station



Hand washing has been encouraged by the health authorities as a way of safeguarding against infection.

- This "*Point of Sanitation*" protects against bacteria and virus's including COVID-19.
- Displays scheduled and managed content clearly on the large screen,
- Automatically senses the hand and dispenses the sanitizer without the need of physical touch.
- Cabinet houses a 21.5" LED Screen, 500cd brightness suitable for 24/7 operation.

As part of a COVID-19 strategy, this will give a clear statement of caring and wellbeing to both public, and staff alike, instilling confidence in safety for all.



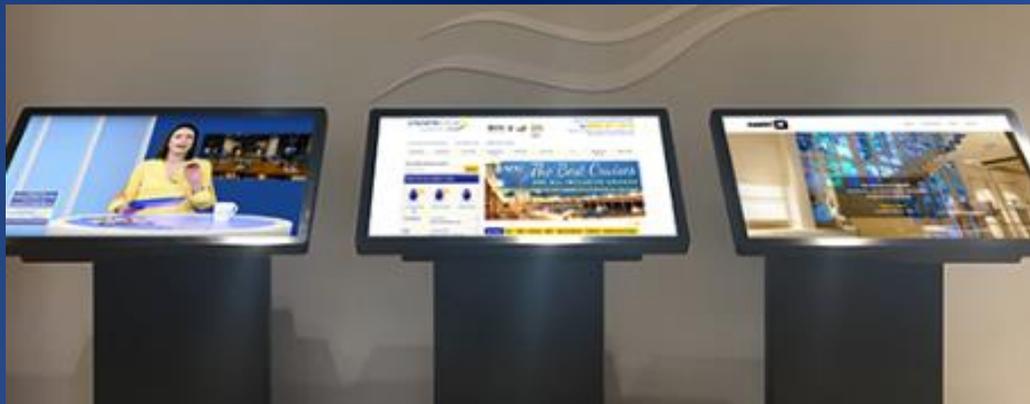
Digital Display & Content Management System



Our digital signage solutions provide the ability to schedule and remotely update content over the network, either locally or via our cloud-based system.

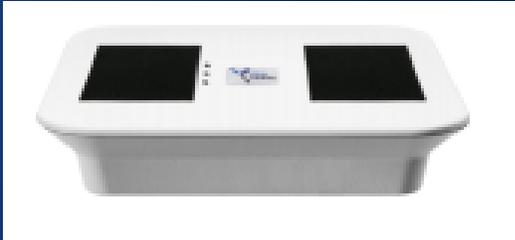
Other features include;

- Integration of databases to show capacity numbers
- Control flow by triggered content at specific timed intervals
- Full content scheduling and remote monitoring of hardware





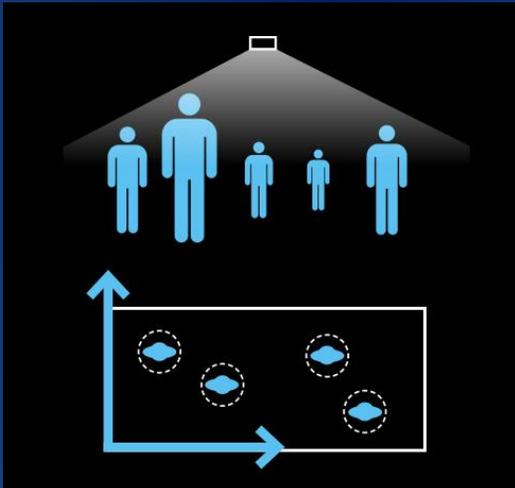
Access Control & Space Management



Using people counters, heat mapping and flow control products we're able to provide complete control for offices and venues within a single solution. Linked to data sources captured by multiple devices, our platform controls digital signage messaging and door access control systems such as gates and barriers.

Products;

- Heat mapping
- Access Control (Doors / Barriers / Gates)
- People Counting
- Capacity Control
- People Flow Control

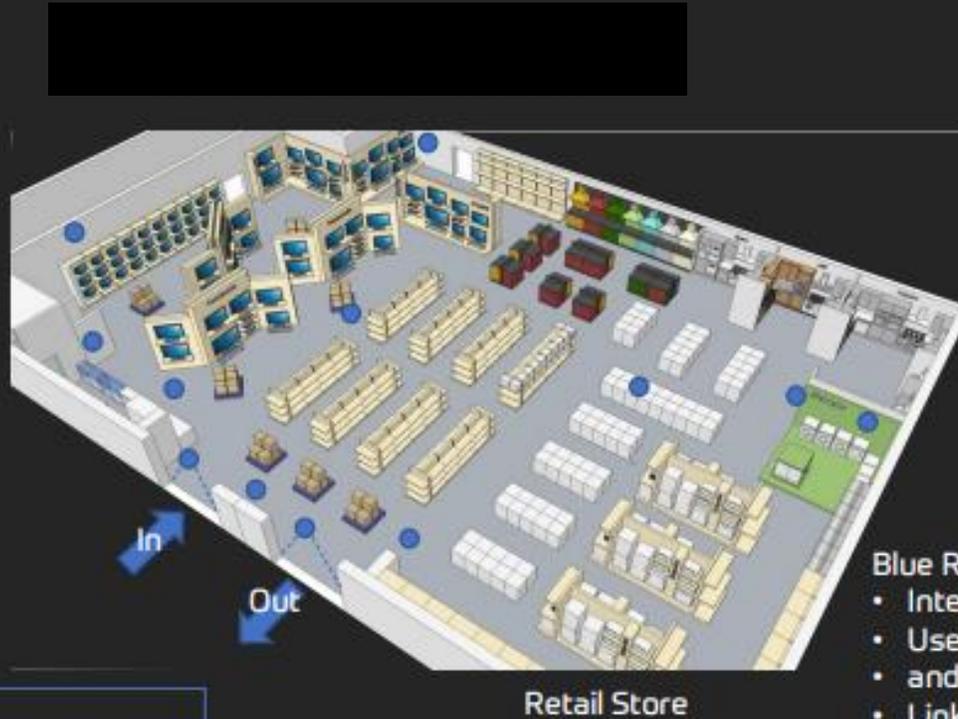




Access Control & Space Management



Blue River™



Retail Store



● CCTV Cameras

This People Counter, Entry and Occupancy Management solution is easily achieved using our software and analytics linked via Datalink and MagicINFO

Blue River Solution

- Integrated with MagicINFO
- Uses IP based CCTV Cameras
- and/or USB Camera with Media Player
- Links to Analytics Engine
- Realtime Information passed via Datalink
- Trigger live information to displays to change content, such as STOP, or GO

MagicINFO

Analytics

Datalink

Samsung Display





Privacy, Process & Crisis Management



- Employee and Administrative Training Process
- Arrival Process
- On Campus Process
- Crisis Management
 - Temperature/Symptoms
 - Campus Lockdown
- Contact Tracing
- Event Management (Sports, Gathering)
- Office/Administration Area
- Office Premises' Sanitizing
- Departure Process



Training and Adoption



Targeted Training which will include:

- Prevention Training (Health/Weigh/Diet/Digital Signage)
- Employee Training
- Management Training
- Administration Training
- Communication Planning and Targeting
- Online Video Training and Updates
- Safety Training
- Cyber Security Training



Value Add

- **Student Reward Incentives**
- Integrating personal identifiers, such as RFID / NFC, we can create a rewards-based system for schools.
- Example;
- Each time a person sanitizes using their unique identifier, this adds a score to their profile creating a gamification reward system.