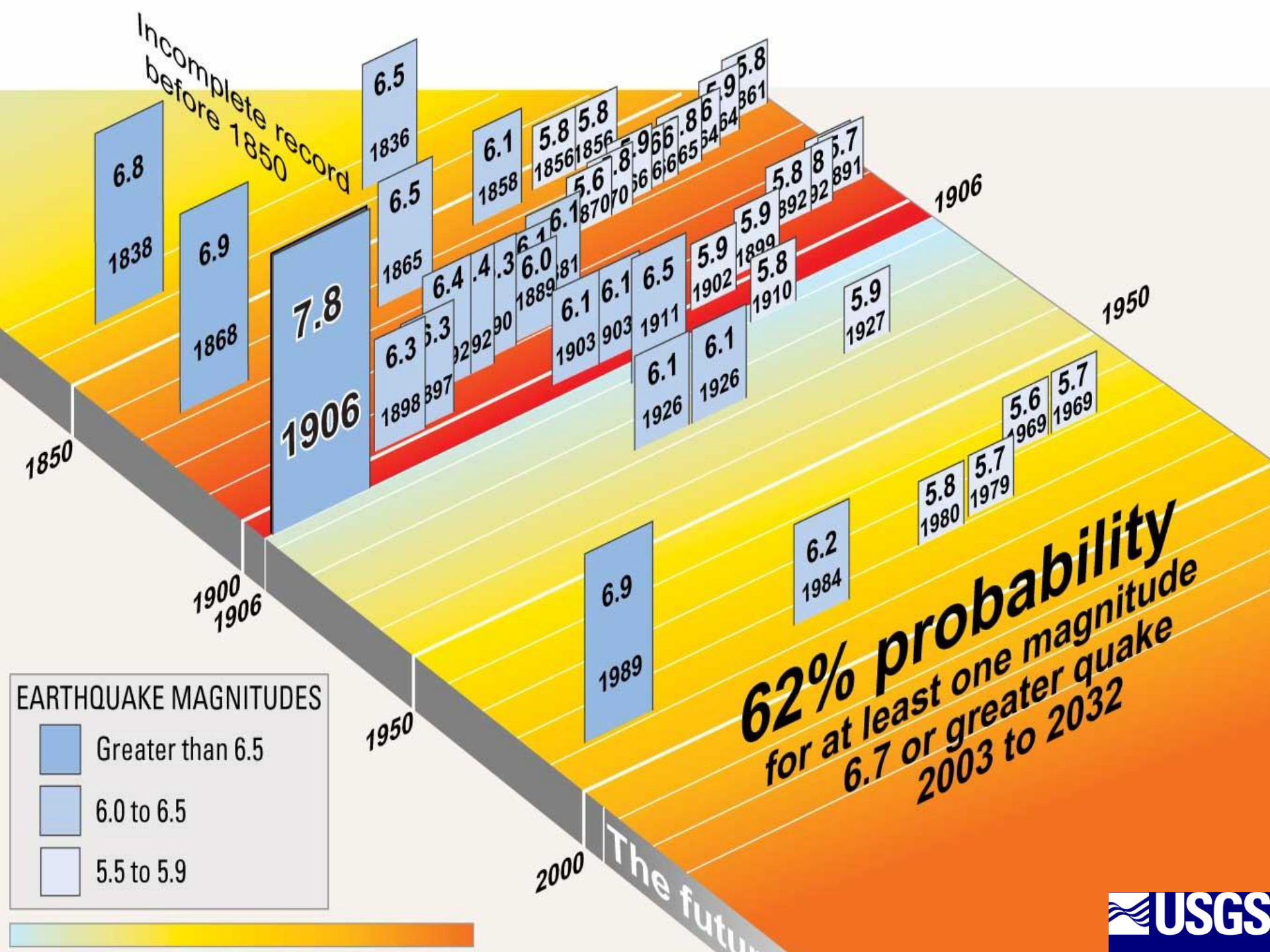




Introduction to Workplace Preparedness

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Preparedness Systems
bklosterman@nexisprep.com

**Sources include SBA, Homeland
Security, Red Cross & FEMA**



An Example of The Reality in EQ Country...

If a magnitude 6.9 or greater quake strikes the East Bay...

- Over 155,000 houses will be uninhabitable
- Over 360,000 people forced from their homes
- Over 110,000 people will need public provided shelter
- Over 1700 roads will be closed, crippling the transportation system, 1081 in Alameda County alone
- With about 400 first responders on duty in the East Bay at the time of the earthquake, they will be overwhelmed
- If only 1% of nearly 500,000 Hwy 580/680 corridor residents call in with an emergency, that equals 5000 emergency calls, a 12.5 times overload!
- ***Conclusion: We are on our own, so get prepared now!***

Plan Ahead For Potential Disaster Events!

- 25-40% of all businesses never recover after a natural disaster
- Determine the risks to your business and develop a plan to mitigate them
- Consider what type of disasters your business could be at risk from:
 - Fire, flood, earthquake, hurricane, tornado, hazardous chemical spill, terrorist attack, communications failure, etc.
 - Consider the cost to your business for those risks for which you are vulnerable – level of interruption, loss of customers, loss of revenue, employee liability, etc.
 - Develop a plan to mitigate the risks

Consider the Risk of Liability...

- Risk of potential liability is another very important reason to prepare your workplace for disasters
- Legal Principle of “Foreseeability”-Example: Earthquakes have and will continue to occur in California. The damage resulting from an earthquake may be foreseeable and under some circumstances can be mitigated, at least partially



Protect Vital Elements of Your Business...

1. Employees
2. Customers
3. Suppliers
4. Equipment
5. Facility & Property
6. Documents and important records

Employees...

- Identify an nearby location for employees to shelter in the event they can't get home
- Determine who is in charge in the event managers are not available
- Consider creating a phone tree and designate employees who will initiate the process
- Train your employees on your plan and review it regularly. Consider conducting drills two to three times/year

Develop an Employee Emergency Plan...

- Make sure that you and your employees have chosen an out-of-town family contact, and make sure that everyone in each person's family knows who this person is and their phone number.
- Work with your employees to ensure that they have informed their babysitters, sports coaches, caregivers & out-of-state family contact of their plan on what they will do if an disaster occurs while they are at work
- Host a first aid class for employees & management

Customers...

- Identify the likelihood customers might be present if a disaster strikes
- Keep communications open if possible
- Keep a record of customers in a remote location
- Consider an alternate work-site from which to communicate with customers during recovery

Suppliers...

- Keep a list of all suppliers and their contact information accessible-both local & remote
- Talk to them in advance about how they plan to supply you if they experience a disaster
- Maintain a list of alternate suppliers

Equipment...

- Keep an inventory of all equipment, such as computers, technical equipment, etc.
- Consider what needs to be secured (EQ)
- Keep equipment maintained and serviced
- Have manufacturers service contact information documented

Facilities/Property...

- Make sure your facility meets all codes
- Be sure you know where utility shut-offs are and have someone trained & designated to take care of this
- Consider attaching book cases & filing cabinets to walls
- Do a walk-through looking for heavy objects on higher shelves that could cause injury
- Consider protective coating for glass that prevents it from shattering, at least for employees near windows

Documents and Important Records...

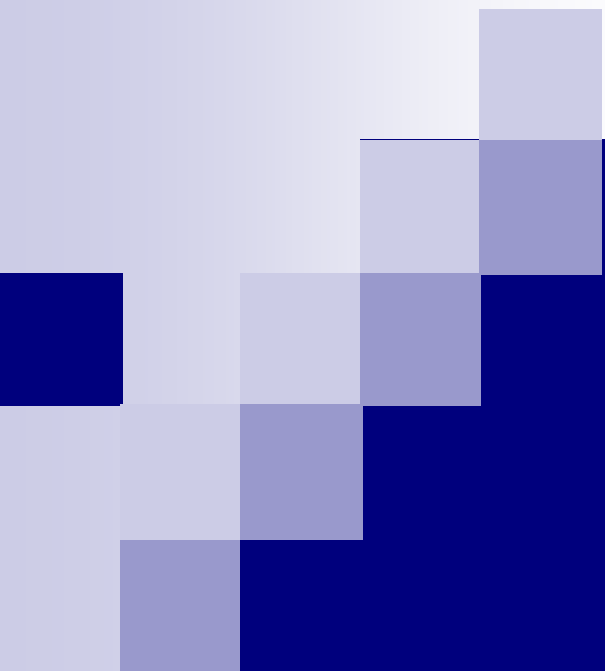
- Document all processes that make your business run
- Develop a regular schedule for backing up computer records and backups should be stored at a remote site
- Consider an online remote data back-up service
- Other records can be copied onto a portable flash or hard drive that you carry with you or keep remotely

Insurance...

- Coverage can mean the difference between reopening after disaster strikes or closing your doors. Make sure you meet regularly with your insurance agent to make certain you have adequate coverage
- Applicable insurance coverage for disasters goes beyond specific "earthquake" insurance, or even property insurance, to include liability and business interruption insurance
- Consider a policy that will cover you for business interruptions as well as damages to property, equipment, etc.
- Include critical systems (the core of your business that needs to run in order for business to continue)

Consider Developing a Business Continuity Plan...

- Review the Red Cross “Guide to Business Continuity Planning” – CD that is modular takes you through each of the steps
- FEMA has a guide called “Emergency Management Guide for Business & Industry: A Step-by-Step Approach to Emergency Planning, Response and Recovery for Companies of All Sizes”
- Best bet for medium to large size businesses: Hire a professional Business Continuity Consultant



Preparing for the Aftermath...

Preparing for the Aftermath...

- After the plan is completed, you'll need to be equipped with the basics for survival so your employees can assist in business recovery
- In the event of a disaster, unless you have the ability to evacuate, your business is likely to become a “bed & breakfast” for 24-72 hours after a disaster due to road closures that prevent employees from getting home

Preparing for the Aftermath...

- Promote employee preparedness at home. If employees' families are in need, they are not likely to stay at work or return, even if they are part of the critical systems core team
- Consider subsidizing employees' personal disaster survival kits

Preparing for the Aftermath...

- Prepare your workplace for at least 3 days of survival
- Fundamental items needed for employee survival:
 - ☐ Long term shelf life food & water (best if supplied in employee survival kits)
 - ☐ Trauma & first aid kits
 - ☐ Sanitation (emergency toilets)
 - ☐ Lighting
 - ☐ Warmth
 - ☐ Communication (2-way UHF radios, satellite phones)
 - ☐ Basic search & rescue gear, clean up supplies, etc.
- Your core critical systems/business recovery team will need cots/beds, blankets, pillows and all of the above in order to stay at the company and perform their duties

Disaster Preparedness Resource List

- Do your homework. The following resources could save you time and money...and even save lives.
 - The United States Small Business Administration,
 - SBA, (<http://www.sba.gov/services/disasterassistance>)
 - The American Red Cross (<http://www.redcross.org>)
 - The Federal Emergency Management Agency
 - (<http://www.fema.gov/business/guide/index.shtm>)
 - The Department of Homeland Security
 - (<http://www.ready.gov/business/index.html>)
 - The Institute for Business and Home Safety
 - (<http://www.ibhs.org>)
 - The National Federation of Independent Business
 - (<http://www.nfib.com>)

What Can Nexis Preparedness Systems Do To Help?

- Nexis Preparedness Systems is an ***emergency supply management company***. We don't just sell supplies, we are a one-stop resource for managing the entire emergency preparedness supply process
- We utilize a number of automated tools that calculate exactly what you need based on your company's vital statistics
- We monitor expiration dates via our emergency supply management system that provides alerts when its time to rotate and replenish
- We handle it all...planning, calculation, fulfillment, monitoring, replenishment & employee preparedness & training

Supply Management System in Action



Supplies Strategically
Loaded & Marked



Integrity Checks & Maintenance



Industrial-Grade Rolling
Rack Option



Deployment Mode

Call us toll-free
1-888-545-SAFE (7233)

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[RETURN
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Search :

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FEATURED PRODUCT

2-Person "Grab-'N-Go"
Emergency Kit



Special Offer \$99.99
more...



Buying in Bulk?

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Generous Discounts Available!

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Emergency Kits

- Personal Preparedness Kits
- Backpack Preparedness Kits
- Home Preparedness Kits

Emergency Preparedness

- Emergency Lighting
- Radios & Communication
- Emergency Water
- Emergency Food

PEOPLE | OnTheGo

Welcome to the "People On The Go" Preparedness Store!

**Here's your opportunity to get your family prepared NOW
with a special 20% off discount.**

Through our association with [Your Safety Place](#), the leading Bay Area emergency preparedness company, we now have the ability to offer you special savings on emergency kits and supplies to help prepare you and your family for a disaster. Whether it be earthquakes, flash floods, hurricanes, tornadoes or any other kind of disaster, it is important for you to have the ability to "Grab-&-Go" with supplies for your survival.

**By entering promotional code "POG" at checkout,
you will receive 20% off all 3-Day Disaster Survival Kits!**



[Single Person Kits](#)



[Home Kits](#)



[Backpack Kits](#)

We provide a customized landing page on our site with your specific preparedness message



PEOPLE | OnTheGo

Preparedness Store Link

<http://www.yoursafetyplace.com/store/listCategoriesAndProducts.asp?idCategory=31561>

- Nexis Preparedness Systems: www.nexisprep.com
- Brian Klosterman: 925-425-3282
bklosterman@nexisprep.com



The End
Brian Klosterman
bklosterman@nexisprep.com

Our Dublin Emergency Preparedness Showroom...



Livermore Kit Assembly Facility...

Custom Survival Kits-Trauma Kits-S&R Kits-Hygiene Kits-Influenza Kits



Proprietary Software Tools for Supply Management

NEXIS PREPAREDNESS SYSTEMS

Nexis Preparedness Systems Emergency Supplies Assessment Tool™

Company Name: Able Systems
 Primary Contact: Bill Jones
 Address: 1500 Bay Drive
 City/State/Zip: San Jose, CA 95134
 Phone Number: 925-457-6789
 Date: July 15, 2010

Choose Lease Term (months): 24
 Monthly Lease Payment: \$2,762.18
Based on reference pricing and subject to current rates at time of lease acceptance.

COMPANY VITAL STATISTICS

Number of employees occupying buildings during business hours: 450
 What are the total number of buildings you need to protect?: 1
 What are the total number floors (for all buildings): 2
 What is the total number of second story floors?: 1
 What is the total number of third story floors?: 0
 What is the total number of days of emergency survival desired?: 3
 Number of Employees Remaining After 3 Days For Continuity: 10
 Number of Days Continuity Support?: 7

AVERAGE EMPLOYEE POPULATION

Day 1: 100%
 Day 2: 50%
 Day 3: 25%
 Average Attrition Rate: 58%

Cost per employee: \$134.34
 Cost per employee/year: \$10,000.00
 Cost per employee/month: \$833.33



Company Vital Statistics Capture

NEXIS Business Assessment Tool™

Hide Items | MAIN MENU | Show All Items

Recommended Quantity On Hand	Recommended Quantity To Order	Net Quantity Ordered	Item Name & Product Link	Item Description & Pop-Up Picture	Net Quantity Ordered	Price per Unit	Extended Reference Price	Total Cubic Feet	Length	Width	Height	Qty per Unit
450	450	450	LC-401	Super-Kit - 3-Day Staff Survival Kit in "Tote" Carrier	450	\$47.99	\$21,595.50	241.7	8.0	8.0	14.5	1
450	450	450	LC-402	Super-Kit - 3-Day Staff Survival Kit in Backpack	0	\$58.99	\$0.00	0.0	13.0	13.0	13.0	2
450	450	450	LC-403	Power-Kit - 3-Day Staff Survival Kit in Backpack	0	\$74.99	\$0.00	0.0	13.0	13.0	13.0	2
450	450	450	LC-404	Evac-Kit - 3-Day Staff Survival Kit in Backpack	0	\$179.99	\$0.00	0.0	12.0	9.5	16.0	1
450	450	450	LC-410	Vehicle-Kit - 3-Day Staff Survival Kit in Hard Case	0	\$119.99	\$0.00	0.0	24.0	18.0	6.0	1
450	450	10	CU-KIT	Custom Survival Kit (built on the Kit Builder™)	10	\$63.81	\$638.10	0.0	0.0	0.0	0.0	1
0	9	9	LC-426	50-Person "Super Pallet" Preparedness System	0	\$3,999.99	\$0.00	0.0	48.0	48.0	75.0	1
450	450	0	SE-205	3600-Calorie Emergency Food Bar (case of 20)	0	\$119.99	\$0.00	0.0	10.0	11.0	11.0	20
Step 2 - Emergency Water Storage												
66	66	66	EW-205	Aqua Lifer 33.8 oz (case of 12)	66	\$23.99	\$1,583.34	34.2	16.0	8.0	7.0	1
8	8	8	WB-355	55-Gallon FDA-Compliant Water Storage Barrel	0	\$89.99	\$719.92	89.7	23.0	23.0	38.0	1
14	14	14	WB-330	30-Gallon FDA-Compliant Water Storage Barrel	0	\$79.99	\$0.00	0.0	20.0	20.0	28.0	1
8	8	8	WP-101	Water Preserver Concentrate 55-Gallon	0	\$15.99	\$127.92	0.1	10.0	7.0	5.0	24
2	2	2	WB-402	Heavy Duty Plastic Bung Wrench	2	\$9.99	\$19.98	0.0	10.0	2.0	2.0	1
2	2	2	WB-410	Emergency Water Siphon Pump Box	2	\$24.99	\$49.98	0.2	17.0	3.0	3.0	1
48	48	48	WB-401	2-Gallon Water Transport Bag	0	\$4.99	\$0.00	0.0	9.0	6.0	8.0	12
24	24	24	WB-403	5-Gallon Collapsible Water Carrier	24	\$9.99	\$239.76	4.1	23.0	22.0	14.0	24
1	1	1	WB-130	50' Water Fill Hose for Barrels	1	\$29.99	\$29.99	0.3	12.0	12.0	4.0	1
0	0	0	WP-130	Katadyn Vario Dual Technology Microfilter	0	\$89.99	\$0.00	0.0	4.0	4.0	9.0	1
0	0	0	WP-139	Katadyn Base Camp Water Filter	0	\$69.99	\$0.00	0.0	3.0	9.0	8.0	1
Step 3 - Emergency Sanitation												
30	30	15	EM-455	Reliance Folding Portable Toilet	15	\$49.99	\$749.85	10.7	15.0	11.0	15.0	2
30	30	15	EM-411	Premium Privacy Shelter 4' x 4' x 7'	15	\$64.99	\$974.85	6.8	28.0	11.0	15.0	6
3	3	3	EM-423	Bio-Blue Toilet Deodorizer 12-Pack	0	\$6.99	\$0.00	0.0	8.0	8.0	5.0	6
3	3	3	EM-424	Bio-Green Waste Digester 12-Pack	0	\$9.99	\$0.00	0.0	8.0	8.0	5.0	6
3	3	3	EM-425	Bio-Green Waste Gelation 12-Pack	0	\$9.99	\$0.00	0.0	8.0	8.0	5.0	6
70	70	40	EM-427	Double Doodle Bags w/ Bio Gel 6-Pack	40	\$15.99	\$639.60	5.2	14.0	8.0	12.0	6
35	35	35	EM-420	Heavy Duty Toilet Liners 12-Pack	0	\$3.99	\$0.00	0.0	9.0	9.0	7.0	12

Precision Supply Calculation & Modeling

NEXIS PREPAREDNESS SYSTEMS

Company Name: Axis Company
 Company Name: Bob Jones
 Company Name: 479 Bayside Parkway
 Company Name: San Jose, CA 95132
 Company Name: 513-623-1400

Today's Date: 8/29/2010
 Alert Days: 30
 Date Of Inventory: 7/1/2010

Inventory Tracking & Alert System™ (ITAS)

Location	Item Number	Item Description	Stock On Hand	Labelled Expiration Date OR	Date Item Received	Shelf Life	Alert Date	Expiration Date	Pending Or Replace
C1	LC-401	Super Kit - 3-Day Staff Survival Kit in "Tote" Carrier	700		12/15/07	60	11/13/12	12/13/12	Pending
C2	EW-205	Aqua Lifer 33.8 oz (case of 12) for consumption needs	110		9/10/05	50	8/10/10	9/9/10	
C1	WB-355	55-Gallon FDA-Compliant Water storage Barrel-1/2 gal hygiene	12		12/15/07	60	7/10/10	8/9/10	Replace
C1	WP-101	Water Preserver Concentrate 55-Gallon	12		9/10/05	60	7/10/10	8/9/10	
C1	WB-402	Bung Wrench	3		12/15/07	60	7/10/10	8/9/10	
C1	WB-410	Siphon Pump	3		12/15/07	60	7/10/10	8/9/10	
C1	WB-403	5-Gallon Water Transport Bag	36		12/15/07	60	7/10/10	8/9/10	
C2	WB-406	50' Water Fill Hose For Barrels	2		12/15/07	60	7/10/10	8/9/10	
C1	EM-455	Reliance Folding Portable Toilet	41		12/15/07	60	7/10/10	8/9/10	
C2	EM-411	Premium Privacy Shelter 4' x 4' x 7'	41		12/15/07	60	7/10/10	8/9/10	
C1	EM-423	Reliance Bio Blue 12-Pack	48		12/15/07	60	7/10/10	8/9/10	
C1	EM-420	Heavy Duty Toilet Liners (12-Pack)	48		12/15/07	60	7/10/10	8/9/10	
C1	EM-430	Sanitary Wet Wipes 100-Box	82		12/15/07	24	11/14/09	12/14/09	Replace
C2	EM-472	Toilet Paper Roll 80-Case	2		12/15/07	60	7/10/10	8/9/10	
C1	EM-134	Industrial 2D Flashlight	20		12/15/07	60	7/10/10	8/9/10	
C2	EM-281	Alkaline D Battery 2-Pack (per flashlight above x 2 changes)	80		12/15/07	60	7/10/10	8/9/10	
C1	EM-155	GE Steelbeam Fluorescent Lantern	40		12/15/07	60	7/10/10	8/9/10	
C1	EM-291	Arbuckle Alkaline D Battery 2-Pack (per lantern above x 2 changes)	320		12/15/07	60	7/10/10	8/9/10	
C1	EM-184	Streamlight Lilebox Power-Failure System Beige	6		12/15/07	60	7/10/10	8/9/10	
C2	EM-148	7' Dual Halogen Light 1000w Industrial	8		12/15/07	60	7/10/10	8/9/10	
C1	LC-401	Super Kit - 3-Day Staff Survival Kit in "Tote" Carrier	700		12/15/07	60	11/13/12	12/13/12	Pending
C2	EW-205	Aqua Lifer 33.8 oz (case of 12) for consumption needs	110		9/10/05	50	8/10/10	9/9/10	
C1	WB-355	55-Gallon FDA-Compliant Water storage Barrel-1/2 gal hygiene	12		12/15/07	60	7/10/10	8/9/10	Replace
C2	WP-101	Water Preserver Concentrate 55-Gallon	12		9/10/05	60	7/10/10	8/9/10	
C1	WB-402	Bung Wrench	3		12/15/07	60	7/10/10	8/9/10	
C1	WB-410	Siphon Pump	3		12/15/07	60	7/10/10	8/9/10	
C1	WB-403	5-Gallon Water Transport Bag	36		12/15/07	60	7/10/10	8/9/10	

Automated Emergency Supply Management System with Alerts

NEXIS CubeOut™

MAIN MENU | Show All Configurations

Number of Containers	Type & Size of the Container	Total Cubic Feet	Aisle Space	Shelving Cubic Feet Remaining	Efficiency Factor	Net Cubic Feet	Total Cubic Feet Permitted	Total Cubic Feet Used	Remaining Cubic Feet	% of Space Remaining
0	40' Container (H/L x P/V x R/S'H)	2720	1204	528.0	70%	1061.2	0.0	0.0	0.0	00.0%
1	20' Container (H/L x P/V x R/S'H)	1360	602	528.0	70%	530.6	530.6	530.6	0.0	0.00%
1	10' Container (H/L x P/V x R/S'H)	680	301	528.0	70%	265.3	265.3	36.3	229.0	86.34%
0	0	0	0	528.0	0	0.0	0.0	0.0	0.0	00.0%
						795.9	566.9	229.0	71.2%	

Click for Config Diagram | Click for Config Picture | Click for Config Description

Total Cubic Feet Required for Order: 566.9
 Percent of Space Remaining: 28.78%
 Total Cubic Feet of Shelf Units: 1094.9

Container Configuration 1B: Mobile Carts

Number of Containers	Type & Size of the Container	Total Cubic Feet	Aisle Space	Shelving Cubic Feet Remaining	Efficiency Factor	Net Cubic Feet	Total Cubic Feet Permitted	Total Cubic Feet Used	Remaining Cubic Feet	% of Space Remaining
0	40' Container (H/L x P/V x R/S'H)	2720	903	528.0	70%	1271.9	0.0	0.0	0.0	00.0%
1	20' Container (H/L x P/V x R/S'H)	1360	451.5	528.0	70%	636.0	636.0	566.9	69.1	10.87%
0	10' Container (H/L x P/V x R/S'H)	680	225.75	528.0	70%	318.0	0.0	0.0	0.0	00.0%
0	0	0	0	528.0	0	0.0	0.0	0.0	0.0	00.0%
						636.0	566.9	69.1	89.1%	

Click for Config Diagram | Click for Config Picture | Click for Config Description

Total Cubic Feet Required for Order: 566.9
 Percent of Space Remaining: 10.87%
 Percentage of Aisle Filled with Carts: 25%

CubeOut™ Ark Loading



Important Note...

- This presentation is designed as an *introduction* to workplace preparedness
- Not a complete training program
- Resources are available to provide training, consultation and supplies if company desires a complete training, preparedness program or business continuity planning