

Smart911 Marketing Kickoff

Kelly Coates
Community Engagement Specialist

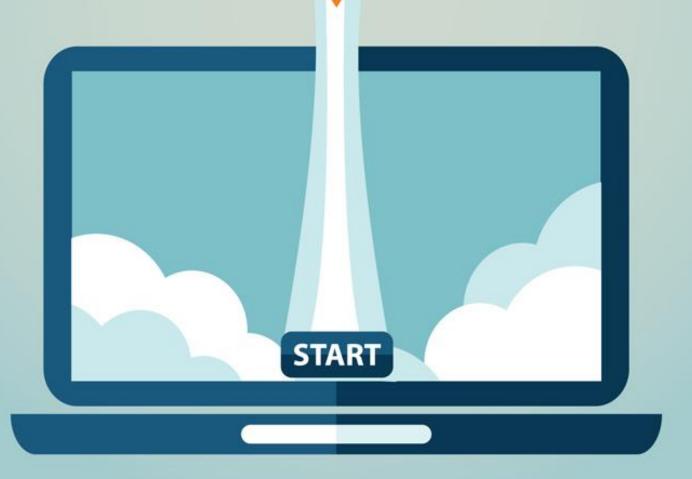
Agenda

- Pre-launch Activities
- Usage of Smart911
- Press Launch
- Marketing Best Practices and Resources
 - Smart911
 - Smart911Facility
- Resources
- Next Steps





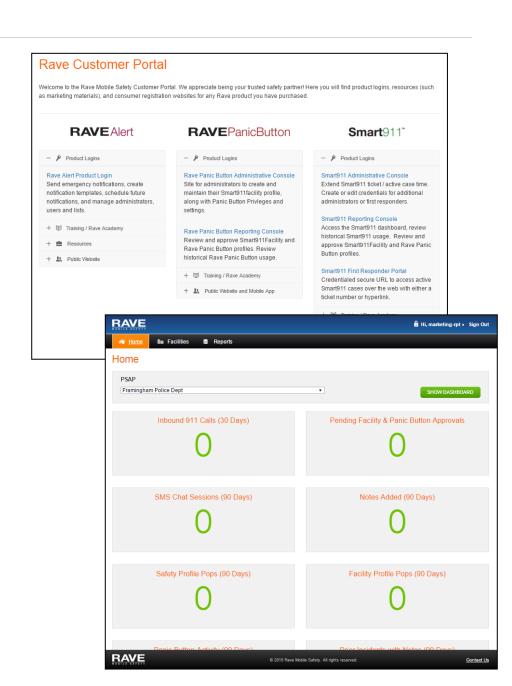




Pre-Launch Activities

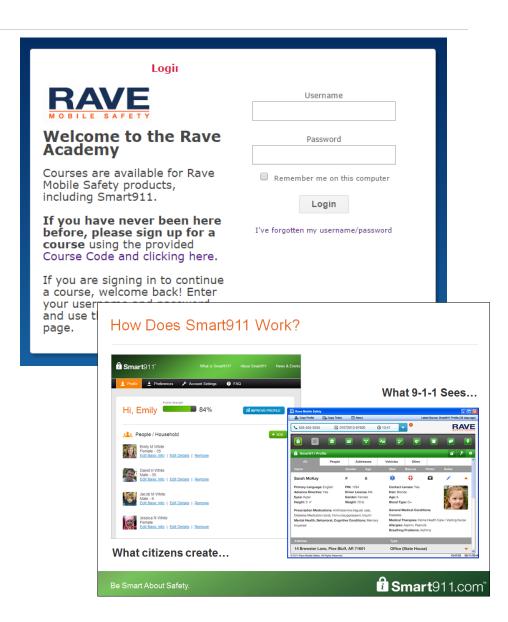
Rave Customer Portal

- www.ravecustomer.com
- Smart911 Administrative Console
- Smart911 Reporting Console
- Smart911 First Responder Portal
- Rave Academy
- Did you receive your PSAP Admin Credentials?



Internal Education

- Have telecommunicators complete the Smart911 Training Course in Rave Academy.
 - http://ravemobilesafety.litmos.com/
 self-signup Password: Smart911
- Encourage all staff to sign up at www.smart911.com
 - Send internal email
 - Discuss at staff meetings
 - Promote Smart911 with posters and flyers





Leveraging Response Agencies

Police

- Roll call training
- Smart911 for MDTs

Fire

- Community outreach events
- Incorporate Smart911 into Free Fire Alarm Program

EMS

Provide business cards to hand out

https://safety.smart911.com/portal/internal-education/







Usage of Smart911





Usage of Smart911



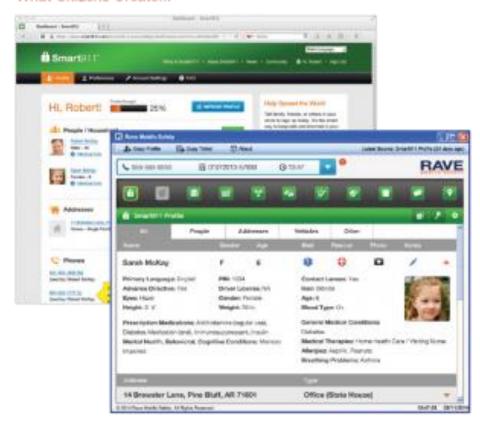


Smart911 Safety Profiles

Individuals create Safety Profiles at www.smart911.com

- Provide:
 - Names
 - Photos
 - Addresses
 - Medical
 - Pets
 - Emergency Contacts

What Citizens Create...



What 9-1-1 sees...



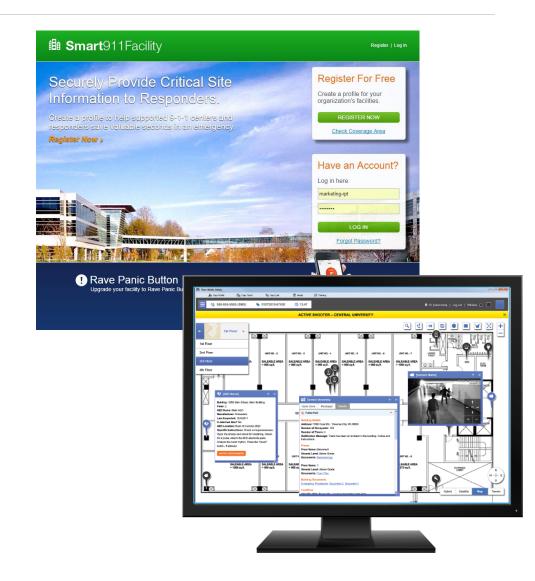
Rave Facility

Facility managers create Facility

Profiles at www.smart911facility.com

Provide:

- Multiple buildings within a campus
- Point(s) of contact on site
- Fire alarm contact
- Security alarm contact
- Property owner contact information
- Gates or access codes
- Geographical boundaries including parking lots
- Floor plans of each building
- Landline phone numbers within a building





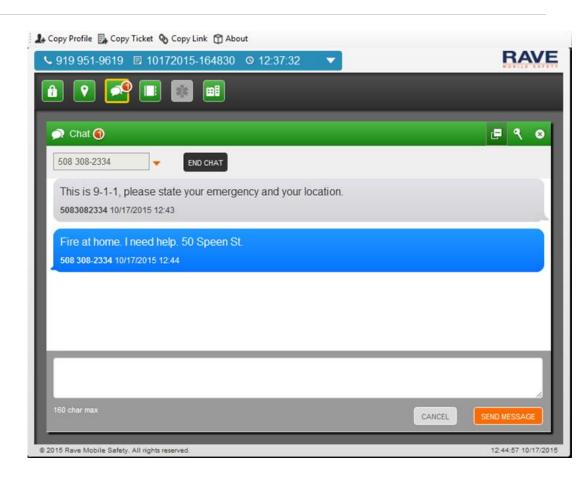
Platform Functions

Smart911Chat

- Text to all mobile callers
- Resolve accidental dials and hang ups
- Send help for those who can't communicate
 - Home invasion
 - Domestic Violence

Smart911Notes

- Logs tied to all phone numbers
- Not tied to any Safety Profile





SmartSave Award

SmartSave Award Winners:

- Receive a certificate
- National press release
- Pizza party for their shift

Submit here: https://safety.smart911.com/submitsmartsave/



Press Launch



Public Launch – Media Communications

Media Outreach

Do you want a press conference or open house?

Smart911 Provides:

- Press Release Template
- Smart911 Use Cases
- Smart911 Fact Sheet
- Press Conference Speaking
 Points







Public Launch – Media Communications

Social Media

- Who controls social media accounts?
- https://safety.smart911.com/outreach-materialssocial-media-graphics/

Media Tracking and Web Support

- Smart911 posts all media coverage on website
- https://safety.smart911.com/news/





Marketing Best Practices



Smart911 Marketing Best Practices

- Electronic Communications
 - Email blasts, Website, Social Media,
 e-Newsletter
- Printed Materials / Mailings
 - Flyers, Direct Mailings, Newsletters
- Send reverse 9-1-1 message / alert
- Severe weather messaging
 - Pre and post storm
- Community partnerships
 - School, Nonprofits, Advocates, Religious Groups
- www.safety.smart911.com/portal



<Insert agency logo>

MEDIA ALERT

<Enter Location> <Enter Date>

<u>Senter Location</u>
<u>Urges Citizens to Prepare for Senter storm</u>
<u>by Signing Up for Smart911</u>

Public Safety Service Helps Emergency Responders Help Citizens During Storms,
Disasters and Emergencies

WHO: <Enter Client Name / Location>

WHAT: With approaching, all residents of Enter Location

are urged to sign up for the public safety service, Smart911. Smart911 allows citizens to create a free, secure Safety Profile online that contains important information about their household. 9-1-1 call takers can quickly leverage this data to expedite their arrival time, increase the awareness of first responders before arriving to the scene, and ultimately save lives.

WHY: Smart911 allows citizens to create a Safety Profile for their household that

includes any information they want 9-1-1 and response teams to have in the event of an emergency. When a citizen makes an emergency call, their Safety Profile is automatically displayed to the 9-1-1 call-taker, allowing them to send the right response teams to the right location with the right

formation.

In the event of a weather emergency, responders can be aware details that can be necessary in their response including: all residents in a household, medical needs, mobility limitations, structure details including color of the

home, access points to the home, and pets.

WHEN/WHERE: Citizens can sign up for Smart911 immediately and for free at

https://www.smart911.com

If you would like further information about Smart911, please contact <insert contact> of the

<agency, email, phone>



Utility or Other Mass Mailings

Newsletter

Framingham, MA saw a 51% increase in sign ups from a printed newsletter

Magazine Article

Layton, UT saw an increase of19% in a quarterly magazine

Smart911

Smart911 is a service provided by the Framingham Police Department that allows residents to create a freeSafety Profile for their household that includes any information they want 9-1-1 and first responders to have pin the event of an emergency. Then, when anyone in that household dials 9-1-1 from a phone associated with their Safety Profile, their profile is immediately displayed to the 9-1-1 call taker providing additional information that can be used to facilitate the proper response to the proper location. At a time when seconds count, Smart911 provides details that could impact a response the second an emergency call is placed, which could be the difference between life and death. To sign up, visit www.smart911.com.

LAYTON ADOPTS SMART911 TECHNOLOGY

The sounds of a physical fight were unmistakable. Over the 9-1-1 lines, I heard a woman ask for an ambulance and the police, but she was unable to give a complete address before dropping the phone to the floor. The line was now open, and although I could still hear sounds of a struggle, she could not hear me asking again and again for her address. I tried the resources at my disposal: I checked to see if her cell phone had ever called us before, checked if her phone had provided us with GPS coordinates, and finally pinged the phone.

Sadly, this scenario plays out all too often. Our dispatch center in Layton sees over 85% of our 9-1-1 calls coming from cell phones. On most calls, the caller can relay his or her location and other pertinent details. But on some calls, the information can be hard to obtain due to a communication issue, a medical condition, or the stress of a crisis situation. Even though we know there's a problem, our units can't respond until we know where the problem is located.

Smart911 is a new program to help us bridge that gap by allowing citizens to supply information in advance, in case they need to call 9-1-1 later. Citizens create a "Safety Profile" on the Smart911.com website, and when they call from any registered phone number (cell, land line, or VolP), the profile information is displayed to the 9-1-1 dispatcher. Residents can provide as much or as little information as they feel comfortable, including names, addresses, descriptions, pictures, allergy information, rescue

s.ses, descriptions, pictures, anergy miormation, rescue is, and medical conditions. The information stays are and is only displayed to our dispatch center when aller dials 9-1-1.

rt911 is free to the public and ne can sign up for a Safety Pro-About 400 dispatch centers in the try have adopted this new techgy, and Layton is the first agency th to utilize Smart911. Our hope



is that other Utah communities will see the programs success in our city and find the value in implementing the service it their city.

The Smart911 service is helping to provide our citizens with even better service by making critical, life safety information available to the responding police and fine units. The groups that will find Smart911 especially valuable include families with children; elderly and seniors; victims of domestic violence; those who are deaf, hard of hearing, or blind; families with autistic members; those with physical or developmental disabilities; people with allergies or other medical conditions; and pet owners.

In addition to making this information available to dispatchers, officers and firefighters can pull up the active Safety Profile from their vehicles to view pictures of persons or buildings and see any access instructions for hard-to-find locations. Once the call is completed, the information becomes private again and unavailable until the caller dails 9-1-1 again, ensuring privacy and security.



Karl J Kuehn is the Communications Manager at the Layton City Police Department. He has worked in the dispatch field since 1998 and currently serves as the Vice President of the Utah Chap-

ter of the Association of Public Safety Communications Officials (APCO).

Smart911

January - March 2014 | 19



SmartSave Awards

- Lawrenceburg, KY
 - 12% increase

- Ionia County, MI
 - 15% increase

- DuPage County, IL
 - 1% increase

SmartSaves

The SmartSave Award recognizes 9-1-1 call takers and dispatchers who are able to use information in a Smart911 Safety Profile to positively impact a 9-1-1 call. See how these citizens were 'saved' by their Safety Profile.

Home Invasion in Jessamine County, KY



On January 9, 2014, Michael Sakowich received a cell phone call from a Nicholasville resident who feared someone was attempting to enter her home through the front door. The audio on the cell phone call was poor, and the citizen was afraid to speak too loudly as to alert the intruder attempting to gain entry. Sakowich had difficulty understanding the address but was able to view her Smart911Profile which automatically displayed with the incoming call.

READ MORE

Domestic Incident in DuPage County, IL



On September 23, 2013, Deanna Knox received a 9-1-1 hang up call from a citizen, and when attempting to call back the incoming number, there was no answer. The citizen had created a Safety Profile with Smart911, which displayed on the screen and provided information on the caller including details on her son who had medical and cognitive disabilities. Deanna dispatched officers to the address with the information provided in the Smart911 profile.

READ MORE

Medical Emergency in Nashville, TN



On November 3, 2013, Michelle Naval received a call from a citiz man was unresponsive in his apartment according to the caller a began processing the call to send appropriate response to the ma Aiding her in this process was the man's Smart911 Safety Profile, information when she answered the call.

READ MORE

Health Issues in Chautauqua County, NY



On March 27, 2013, Michael Katta received a 9-1-1 call for a citizen woman stated her father was having chest pains in a public parkin Katta began processing the call to send appropriate response to details on their location, which she provided and quickly added All of his medical information is there."

READ MORE



medical

Media Pitch: Culpeper County, VA

Culpeper County, VA saw a 41% increase in sign ups during a February storm

MEDIA ALERT

Culpeper County, VA February 12, 2014

Culpeper County Public Safety Communication Center Urges Citizens to Prepare for Winter Storms by Signing Up for Smart911

> Public Safety Service Helps Emergency Responders Help Citizens During Storms, Disasters and Emergencies

WHO: Culpeper County Public Safety Communications Center

WHAT: With the pending Winter Weather approaching tonight, all residents in the Town and County of Culpeper are urged to register for the

public safety service, Smart911. Smart911 allows citizens to create a free, secure Safety Profile online that contains important information about their household. 9-1-1 call takers can quickly leverage this data to increase the overall awareness of first responders

before arriving to the scene, expedite their arrival time and ultimately save lives.

WHY: Smart911 allows residents of a community to share information about themselves and their families with 9-1-1 call takers and first

responders. This can include general data on a household - ranging from the identity of residents, locations of bedrooms and utility information - to specific details about disabilities and medical conditions requiring such things as oxygen, dialysis and more.

With Smart911, if a citizen dials 9-1-1 in an emergency, their Safety Profile is automatically displayed to the call taker, allowing them to send the right response teams to the right location with the right information, accelerating emergency response. A Safety Profile is safe

and secure, and residents manage their own information.

WHEN/WHERE: Citizens can register for Smart911 online immediately and for free at https://www.smart911.com.

If you would like further information about Smart911, please contact William Martin, Director, or Jenny Rosenfeld, Deputy Director of the Culpeper County Public Safety Communications Center, WMARTIN@CULPEPERCOUNTY.GOV, JROSENFELD@CULPEPERCOUNTY.GOV, 540-727-7900



Reverse 9-1-1 Message & Email: Suffolk County, NY

Suffolk County, NY saw a 67% increase in sign ups from reverse notification



SMS Text Message: SMART911.com is where you can provide important information about your household to 911 before the storm. We included a return email in case people question the source. VPOEM@Suffolkcountyny.gov was sent 4600+ messages. Also realized the 200+ bad emails, and cell numbers. Forcing the after action for the vendor to address validation of registered subscribed users.



Email Message: with a severe storm approaching, Suffolk County Fire, Rescue and Emergency Services encourages all residents to prepare for the weather by signing up at www.smart911.com and providing information on their household to emergency officials. In the event you need to dial 9-1-1, we will be better prepared to help you. Sign up for the free service now at www.smart911.com



Post-storm Outreach: Missoula County, MT

Missoula storm stretches 911 dispatchers to the limit

By Don Fisher CONNECT



MISSOULA - It was a very hectic Monday night for law enforcement as dispatchers handled hundreds of calls in the span of a few hours. Missoula 911 dispatchers saw one of the busiest five hours in recent memory because of incidents like this:

"Obviously took a big tree out into our yard, and we just have to roll with the punches and go with it, so it is what it is," said Missoula resident Bill Miller.

And this wasn't the only tree to fall in the Missoula area - 911 was flooded with calls about downed trees, power lines, power outages and other emergencies. County Director of Emergency Services Adriane Beck says it's one of the busiest nights 911 dispatch has seen in recent memory.

"To say that, that it overwhelmed the 911 center, is a little bit of an understatement," Beck said. "We had nine dispatchers working at the time, which is almost double what we normally have. And the phones were just ringing off the hook. And we have reports of some people who were trying to call 911 but getting a busy signal, and so they had to keep trying until they could actually get through."



Nine dispatchers fielded an estimated 800 calls between 6 p.m. and 11 p.m., and about 300 in one hour. (MTN News photo)



Missoula 911 was flooded with calls about downed trees, power lines, power outages and other emergencies. (MTN News photo)

Those nine dispatchers fielded an estimated 800 calls between 6 p.m. and 11 p.m., and about 300 in one hour. This put an obvious strain on emergency responders as well, dealing with several hazards associated with the storm. At one point, Northwestern Energy reported about 18,000 people between Missoula and the Bitterroot were without power.

"Everybody really stepped up and really rose to the occasion," Beck said. "And all the emergency response agencies and the 911 center really did tremendous work to make sure that we were capturing all the emergencies that were going on throughout the county and in the city. And getting the appropriate resources to those scenes."

Beck adds the use of their Smart 911 system came in handy during the storm, sending out notifications to thousands of residents informing them of updates and how they should report power outages. Beck says she hopes more residents will <u>sign up for the service</u>, so they can spread the word to more people in case of emergencies.

Missoula County experienced a violent storm last September. Even with double the number of 9-1-1 dispatchers on duty, the volume of emergency calls coming in was overwhelming.

Post-storm, Missoula County 9-1-1 took action to spread the word about Smart911 by:

- Reverse 9-1-1 Messaging
- Involving the Media

Missoula increased the number of Smart911 registrations by 55%



Smart911Facility Outreach

Outreach Partners:

- Fire Department
- Business Licenses
- Building permits

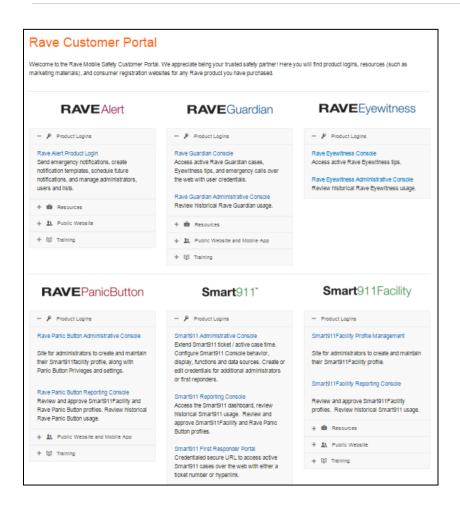
Community Partners:

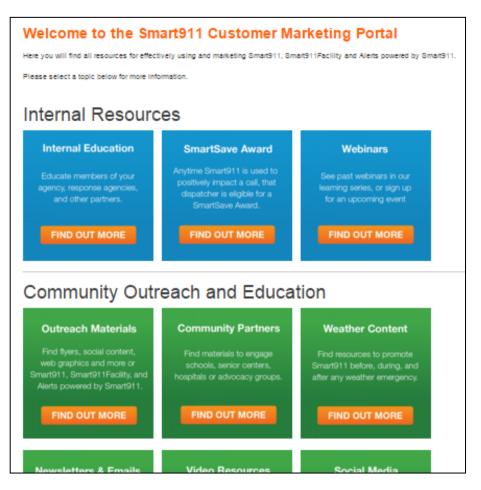
- Schools
- Senior centers
- Hospitals & medical centers
- Retail stores
- Office buildings
- Hotels
- Churches
- www.smart911facility.com





Resources





http://www.ravecustomer.com/

https://safety.smart911.com/portal/



Marketing and Outreach Toolkit

Emergency Alert Text

CLICK HERE to download as .doc



Add these messages to emergency alerts or bulletins issued about storm preparation

SMS text:

SMART911.com is a free service that allows you to provide information about your household to 911 before the storm. From: <enter email contact>

Email Paragraph 1:

With a severe storm approaching, <enter response agency> encourages all residents to prepare for the weather by signing up at www.smart911.com and providing information about their household to emergency officials. In the event you need to dial 9-1-1, we will be better prepared to help you. Sign up for the free service now at www.smart911.com

Email Paragraph 2:

<enter storm details> is in the midst of development in the <enter location> area. We urge all citizens to prepare for the hazardous conditions by creating a free Safety Profile at www.smart911.com. Through Smart911, you can provide emergency responders with the information they need to help you when you need it most. Sign up for the free service now at www.smart911.com.

Please contact <enter name> with any questions: <enter contact information>

Newsletters & Emails

Do you need content for insertion in an email, newsletter or other channel?

FIND OUT MORE

Internal Education

Educate members of your agency, response agencies, and other partners.

FIND OUT MORE



https://safety.smart911.com/portal/



Smart911 Library:

- Target Materials
- Flyers
- Web graphics
- Social media graphics
- Videos
- Text for Email, SMS and News letters

Spread the Word About Smart911: Materials Library

< Back





















Social Media Outreach





Why Should You Sign Up For Smart911?



99% of Smart911 users recommend Smart911 as an essential tool for personal safety.



Ask us how Smart911 could save your life!

Learn more at **f** Smart911.com

https://safety.smart911.com/category/outreach-materials



Rave Facility Outreach

Marketing Materials:

- Video
- Flyers
- Tri-fold brochure
- Business Cards
- Logo
- Web badges
- https://safety.smart911.
 com/smart911facility/





Monthly Campaigns































https://safety.smart911.com/category/safety-topics/





Next Steps

- 1. Complete dispatcher training and internal education
- 2. Begin Smart911 platform usage: Smart911 Safety Profiles, Smart911Chat, Smart911Notes, Smart911Facility
- 3. Schedule launch date and finalize press release

