

**AMENDMENT NO. 001 to Professional Services Agreement (PSA) #2318**

**Dated August 2, 2022**

This Amendment is entered into between the Alameda Unified School District (District) and **ICE Safety Solutions (ICE)** (CONTRACTOR). District entered into a Professional Services Agreement with CONTRACTOR for Indoor Air Quality Services at Various Sites, and the parties agree to amend that Agreement as follows:

**1. Services**

Due to instructional needs, add "AED, CPR and/or First Aid Teaching and Training" to the original scope of: "AED Battery Service, Install & Disposal."  
See Exhibit "A" for email and scope.

**2. Compensation**

There is an increase to the contract amount:  
 Original: Not-To-Exceed \$10,000.00.  
Add: \$15,000.00  
**New Total: Not-To-Exceed \$25,000.00**

**3. Remaining Provisions:** All other provisions of the Agreement, and prior Amendment(s) if any, shall remain unchanged and in full force and effect as originally stated.

**4. Amendment History:**

There are no previous amendments to this Agreement.  
 This contract has previously been amended as follows:

No.	Date	General Description of Reason for Amendment	Amount of Increase/(Decrease)

**“DISTRICT”**

Date: 08/09/2023

By: *Monty Patterson*

Name: Monty Patterson

Title: Director of Maintenance, Operations & Facilities

Date: 08/09/2023

By: *Shariq*  
[Shariq Khan \(Aug 9, 2023 15:27 PDT\)](#)

Name: Shariq Khan

Title: Assistant Superintendent of Business Services

**“CONTRACTOR”**

Date: August 2, 2023

By: *Paul Bragg*

Name: Paul Bragg

Title: Director of Sales and Operations

**King, Nikki**

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**From:** Paul Bragg <paul@getice.com>  
**Sent:** Thursday, June 29, 2023 12:44 PM  
**To:** Krueger, Danielle; King, Nikki  
**Subject:** RE: AUSD Service Needed: CPR, AED and First Aid Training -- FW: Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!  
**Attachments:** Alameda School District CPR First Aid AED Training Aug 2023.pdf

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.

Nikki, Dani and AUSD CPR First Aid AED coordinators,

Thank you for the opportunity to serve as a contracted vendor for AUSD CPR AED training and your Automated External Defibrillators. It has been an honor to offer fun, informative and effective training over the past 6+ years. We are proud of our FUN and interactive hands-on training style, high tech CPR manikins, plethora of AED training units and innovate Choking Simulator devices which enables staff to perform abdominal thrusts by dispelling a 'nerf out of the simulator' from those wearing the simulators!

Our team of Instructors are available on Thursday, August 10<sup>th</sup> to conduct training for your request of 1-118 staff. Following is the interactive-cloud based quote:

<https://icesafety.proposify.com/preview/YVF5bDhscEZWbFNhTm1kV3VwVmlRdz09>

A PDF is also attached.

- We commit to bringing:
- 40+ adult manikins
  - 30+ infant manikins
  - 40+ AED training units
  - 40+ Choking simulators
  - CPR First Aid AED certifications ( valid for 2 years)
  - CPR reference magnets
  - First Aid reference posters
  - Gloves, Gauze and Splinting materials for First Aid simulations.

We are discounting the training for your August 10<sup>th</sup> training event.

Currently CPR AED infant, child and adult is contracted at \$65/p. We will add First Aid to your CPR AED for the same price of \$65/p. There are no additional fees, all resources are included in above pricing.

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**Following is a reference from a 115p training we conducted recently for San Mateo Unified School District:**

*Hello,*  
  
*Ice Safety Solutions was contracted to teach 115 staff members from my school district this year. They brought so much equipment, about 50 adult manikins, 50 child/infant manikins. There were so many suitcases to carry all of that equipment. They provided 7 instructors to accommodate all of our staff. The staff was very impressed with the class compared to the classes they have had in the past. A lot of hands on time learning how to perform CPR. I highly recommend their class for any school district.*

*Amanda Germain  
Hillsdale High School*

-----  
Thank you for your trust and confidence to offer fun & effective training to your staff at AUSD!

We look forward to your thoughts,

**Paul Bragg**

**Sales & Operations**

O: 510-401-3022

C: 408-396-7455

E: [paul@getice.com](mailto:paul@getice.com)

**ICE Safety Solutions**

**47703 Fremont Blvd**

**Fremont, CA 94538**

[www.getice.com](http://www.getice.com)

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**From:** Krueger, Danielle <DKrueger@alamedaunified.org>

**Sent:** Thursday, June 29, 2023 11:45 AM

**To:** Paul Bragg <paul@getice.com>; King, Nikki <NKing@alamedaunified.org>

**Subject:** RE: AUSD Service Needed: CPR, AED and First Aid Training -- FW: Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!

Hi Nikki and Paul,

I just wanted to see if you had a chance to discuss?

Thanks!

Dani

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**From:** Paul Bragg <[paul@getice.com](mailto:paul@getice.com)>

**Sent:** Wednesday, June 28, 2023 2:21 PM

**To:** King, Nikki <[NKing@alamedaunified.org](mailto:NKing@alamedaunified.org)>

**Cc:** Patterson, Monty <[MPatterson@alamedaunified.org](mailto:MPatterson@alamedaunified.org)>; Lee, Steven <[stlee@alamedaunified.org](mailto:stlee@alamedaunified.org)>; Herring, Ashley <[aherring@alamedaunified.org](mailto:aherring@alamedaunified.org)>; Khalil, Humera <[HKhalil@alamedaunified.org](mailto:HKhalil@alamedaunified.org)>; Krueger, Danielle <[DKrueger@alamedaunified.org](mailto:DKrueger@alamedaunified.org)>

**Subject:** RE: AUSD Service Needed: CPR, AED and First Aid Training -- FW: Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!

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Hi Nikki,

Are you available for a phone call to discuss your training request.

**Paul Bragg**

**Sales & Operations**

O: 510-401-3022

C: 408-396-7455

E: [paul@getice.com](mailto:paul@getice.com)

**ICE Safety Solutions**  
**47703 Fremont Blvd**  
**Fremont, CA 94538**  
[www.getice.com](http://www.getice.com)

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**From:** King, Nikki <[NKing@alamedaunified.org](mailto:NKing@alamedaunified.org)>  
**Sent:** Tuesday, June 27, 2023 7:49 AM  
**To:** Paul Bragg <[paul@getice.com](mailto:paul@getice.com)>  
**Cc:** Patterson, Monty <[MPatterson@alamedaunified.org](mailto:MPatterson@alamedaunified.org)>; Lee, Steven <[stlee@alamedaunified.org](mailto:stlee@alamedaunified.org)>; Herring, Ashley <[aherring@alamedaunified.org](mailto:aherring@alamedaunified.org)>; Khalil, Humera <[HKhalil@alamedaunified.org](mailto:HKhalil@alamedaunified.org)>; Krueger, Danielle <[DKrueger@alamedaunified.org](mailto:DKrueger@alamedaunified.org)>  
**Subject:** AUSD Service Needed: CPR, AED and First Aid Training -- FW: Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!  
**Importance:** High

Hi Paul,

Reaching out in hopes you can help with a teaching session?

Can you please quote me for:

- Has to be on 8/10
- CPR, AED and First Aid Training – lasting up to 5 hours
- 118 +/- staff – for Paraprofessionals/Classroom Safety
- AHS would be the location, and can split into groups
- What parameters would you need: space per/person? Tables and/or Chairs? Etc...

We will need to amend our newly executed 2023 – 2024 contract to cover this, but that can be done pretty easily and quickly.

Once we decide, I would send that paperwork.

Thanks,  
Nikki

*Nicola King*

**Department Office Specialist – MOF**

Maintenance, Operations & Facilities

[Alameda Unified School District](#)

Neil Tam Educational Center

2060 Challenger Drive, Alameda, CA 94501

510-337-7000 ext. 77944 | [nking@alamedaunified.org](mailto:nking@alamedaunified.org)

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**From:** Khalil, Humera <[HKhalil@alamedaunified.org](mailto:HKhalil@alamedaunified.org)>  
**Sent:** Monday, June 26, 2023 11:34 AM  
**To:** Krueger, Danielle <[DKrueger@alamedaunified.org](mailto:DKrueger@alamedaunified.org)>; King, Nikki <[NKing@alamedaunified.org](mailto:NKing@alamedaunified.org)>; Welcher, Gabriel <[gwelcher@alamedaunified.org](mailto:gwelcher@alamedaunified.org)>  
**Cc:** Nalamothu, Meira <[mnalamothu@alamedaunified.org](mailto:mnalamothu@alamedaunified.org)>; Patterson, Monty <[MPatterson@alamedaunified.org](mailto:MPatterson@alamedaunified.org)>; Lee, Steven <[stlee@alamedaunified.org](mailto:stlee@alamedaunified.org)>; Herring, Ashley <[aherring@alamedaunified.org](mailto:aherring@alamedaunified.org)>; MOF General Account <[mof@alamedaunified.org](mailto:mof@alamedaunified.org)>  
**Subject:** RE: Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!

It's actually max 118 staff.  
Earliest start would be around 9am, we can go as long as 5 hours.  
It's at the alameda high new gym.  
Mainly CPR training.

Humera Khalil  
Director of Classified Personnel  
510-337-7103  
Current Job Postings  
[www.edjoin.org/alamedausd](http://www.edjoin.org/alamedausd)

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**From:** Krueger, Danielle <DKrueger@alamedaunified.org>  
**Sent:** Monday, June 26, 2023 11:25 AM  
**To:** King, Nikki <NKing@alamedaunified.org>; Welcher, Gabriel <gwelcher@alamedaunified.org>; Khalil, Humera <HKhalil@alamedaunified.org>  
**Cc:** Nalamothu, Meira <mnalamothu@alamedaunified.org>; Patterson, Monty <MPatterson@alamedaunified.org>; Lee, Steven <stlee@alamedaunified.org>; Herring, Ashley <aherring@alamedaunified.org>; MOF General Account <mof@alamedaunified.org>  
**Subject:** RE: Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!

80 minimum staff  
8-10-23  
9-12  
CPR, AED and First Aid  
District Office

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**From:** King, Nikki <NKing@alamedaunified.org>  
**Sent:** Monday, June 26, 2023 11:14 AM  
**To:** Krueger, Danielle <DKrueger@alamedaunified.org>; Welcher, Gabriel <gwelcher@alamedaunified.org>; Khalil, Humera <HKhalil@alamedaunified.org>  
**Cc:** Nalamothu, Meira <mnalamothu@alamedaunified.org>; Patterson, Monty <MPatterson@alamedaunified.org>; Lee, Steven <stlee@alamedaunified.org>; Herring, Ashley <aherring@alamedaunified.org>; MOF General Account <mof@alamedaunified.org>  
**Subject:** RE: Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!  
**Importance:** High

Hi,

Sure, MOF is happy to help.  
Please let us know the following so we can ask ICE Safety Solutions for a quote and if they are available:

- amount of staff
- date(s)
- times(s)
- service(s)
- location(s)
- any other special needs, layout, etc.

Once we get the contract portion figured out, then Ashley can adjust the permit to reflect the changes.

Thanks,

Nikki

*Nicola King*

**Department Office Specialist – MOF**

Maintenance, Operations & Facilities

[Alameda Unified School District](#)

Neil Tam Educational Center

2060 Challenger Drive, Alameda, CA 94501

510-337-7000 ext. 77944 | [nking@alamedaunified.org](mailto:nking@alamedaunified.org)

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**From:** Krueger, Danielle <[DKrueger@alamedaunified.org](mailto:DKrueger@alamedaunified.org)>

**Sent:** Monday, June 26, 2023 11:09 AM

**To:** Welcher, Gabriel <[gwelcher@alamedaunified.org](mailto:gwelcher@alamedaunified.org)>; Khalil, Humera <[HKhalil@alamedaunified.org](mailto:HKhalil@alamedaunified.org)>; King, Nikki <[NKing@alamedaunified.org](mailto:NKing@alamedaunified.org)>

**Cc:** Nalamothu, Meira <[mnalamothu@alamedaunified.org](mailto:mnalamothu@alamedaunified.org)>

**Subject:** RE: Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!

Hi all,

Connecting you about this. We would like to use our current provider on contract for this service. Can we see if ICE Safety can accommodate us on this date and time?

If not possible, then this vendor must be put on a PSA as the signed below is not sufficient, and please inform Professional CPR the signed below is not considered a binding contract by AUSD.

Dani

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**From:** Adobe Sign <[adobesign@adobesign.com](mailto:adobesign@adobesign.com)>

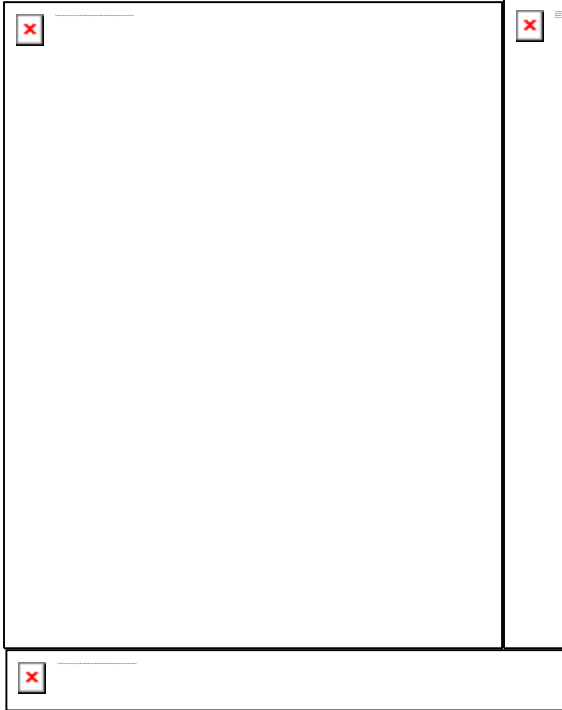
**Sent:** Monday, June 26, 2023 10:24 AM

**To:** Zazo, Kirsten <[KZazo@alamedaunified.org](mailto:KZazo@alamedaunified.org)>; Welcher, Gabriel <[gwelcher@alamedaunified.org](mailto:gwelcher@alamedaunified.org)>

**Subject:** Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!

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## Class Confirmation - Alameda Unified School District between ALAMEDA UNIFIED SCHOOL DISTRICT and Kirsten Zazo is Signed and Filed!

**To:** Kirsten Zazo and Gabriel Welcher

Attached is a final copy of **Class Confirmation - Alameda Unified School District**.

Copies have been automatically sent to all parties to the agreement.

### **Why use Adobe Acrobat Sign:**

- Exchange, Sign, and File Any Document. In Seconds!
- Set-up Reminders. Instantly Share Copies with Others.
- See All of Your Documents, Anytime, Anywhere.

To ensure that you continue receiving our emails, please add [adobesign@adobesign.com](mailto:adobesign@adobesign.com) to your address book or safe list.



# ALAMEDA UNIFIED SCHOOL DISTRICT

Excellence & Equity For All Students



## CPR + AED + FIRST AID 2023 Training

Instructors Led w/ 120 Staff

ALAMEDA UNIFIED  
SCHOOL DISTRICT  
Excellence & Equity For All Students



**Presented to:**

**Nikki King**

[NKing@alamedaunified.org](mailto:NKing@alamedaunified.org)

**Danielle Krueger**

[DKrueger@alamedaunified.org](mailto:DKrueger@alamedaunified.org)

**Welcher, Gabriel**

[gwelcher@alamedaunified.org](mailto:gwelcher@alamedaunified.org)

**Khalil, Humera**

[HKhalil@alamedaunified.org](mailto:HKhalil@alamedaunified.org)

**Nalamothu, Meira**

[mnalamothu@alamedaunified.org](mailto:mnalamothu@alamedaunified.org)

**Presented by:**

**Pam Isom**

President/CEO

Office: 510.252.0423

Cell: 510.750.7885-Cell

[training@getice.com](http://training@getice.com)

[pam@getice.com](mailto:pam@getice.com)

47703 Fremont Blvd.

Fremont, CA 94538

<http://www.getice.com>

# Thank you for the opportunity to train your 118 person AUSD Staff!

**ICE SAFETY SOLUTIONS INC.** established in 1999, is full of compassionate, creative and caring staff dedicated to exceeding your safety expectations. Health & safety regulations can be anxiety ridden and full of check the box concerns. We bring controlled and engaging solutions to your safety program. Our seasoned firefighters, OSHA specialists, EMTs & Paramedics wake up every day wanting to come to your work-site to empower employees with our safety products, equipment and training. Customized and designed to ensure NO person on your work site becomes ill, injured or loses a life. We are capable of exceeding your safety compliance regulations and assisting our customers in saving lives. We are honored to do what we do and to have national clients who trust and believe in us to protect their *most important asset, their employees.*



## ARE YOU READY FOR AN EMERGENCY?

OSHA TRAINING	CPR/AED	POST-PANDEMIC RETURN-TO-WORK TRAINING	ERT/CERT/MERT	PERSONAL PROTECTIVE EQUIPMENT (PPE)
BUILDING EVACUATION	WORKPLACE SAFETY	<b>WE TRAIN, TREAT &amp; TRACK TO REDUCE ILLNESS &amp; INJURY AND EXCEED OSHA COMPLIANCE</b>	VIRTUAL REALITY SAFETY	
EMERGENCY ACTION PLANS	FIRST AID		PANDEMIC PLANS	



Click to play video in browser

*We invite you to watch our video and learn about why VR Safety is the best program to equip your employees with life-saving skills.*

# INSTRUCTOR LED - CPR + AED + FIRST AID TRAINING DESCRIPTION IN PERSON



**Instructor Led, Students in Conference Room with students**

## **CPR, AED, and First Aid training:**

Your staff will learn about the skills to perform CPR and use an AED on an adult, child, and infant. Additionally, they will practice how to save themselves and people from ages 1-100 from choking, using our state-of-the-art choking simulators. Finally, they will get insight to Scene Safety, Signs & Symptoms of a Life Threatening Emergency and the most efficient way to call 911 from a Cell Phone.

We will practice the physical skills of Chain of Survival, Signs & Symptoms of a Life Threatening Emergency, Performing CPR, and Using the AED, closing the program with Cervical Spine Immobilization, Bleeding, Use of a Tourniquet, Using a Triangle Bandage for Bleeding Control, Swollen or Deformed Limbs, Knocked Out Teeth, Environmental Emergencies and Shock.

## **Additional First Aid Requested:**

-Basic First Aid for potential work site accidents/injuries.



# CPR First Aid AED Estimate of Training Services

SELECT & CHOOSE YOUR OPTION!	PRICE PER SESSION	# OF SESSIONS	SUBTOT AL
<p><input checked="" type="checkbox"/> <b>CPR First Aid AED - 6 hours-</b>            Infant, Child &amp; Adult  <b>Thursday, August 10th</b> 1-120 staff in the session            8:30am -11:30am            Lunch 11:30am -12:30pm            12:30pm - 2:30pm            Group size 1-120 staff per session.</p> <p>Training includes:            Adult manikin for 3 people, <b>40 life-like simulation manikins</b>            Infant manikin for every 3 people, <b>40 life-like simulation manikins</b>            AED Training unit for every 3 people, <b>40 AED similar to AUSD</b>            Choking Simulation Device for every 3 people, <b>40 Choking Units</b>  <b>Gauze, Gloves, Splinting Materials, Fake Blood for 120p.</b>  <b>Certification Card ( 2 years) for 120p.</b>  <b>CPR Reference Magnets for 120p</b>  <b>First Aid Reference poster for 120p.</b>  <b>Name Tag for 120p.</b>  <b>Pen for 120p.</b></p> <p><b>Previous Contract pricing for CPR AED, 2 hours, to AUSD = \$65/            person</b></p> <p><b>For training on August 10th, pricing for CPR AED with the            addition of FIRST AID and 5 hours, will be offered at current            contract pricing of \$65.00. NO PRICE INCREASE.</b>  <i>(First Aid, additional hours and large group is being offered at no            additional charge)</i></p>	\$65	118	\$7,670
TOTAL			\$7,670

# CLIENTS WE ARE PRIVILEGED TO SERVE

ICE Safety Solutions, Inc. has the distinct privilege of working with (partial list):



# FUTURE VR SAFETY LIBRARY CONSIDERATIONS



## Active Shooter

Experience what an active shooter situation is like, and train your mind to react in the case of an active shooter. Our instructors Pam and Sam will guide employees through the concepts of Fight or Flight, the O.O.D.A. (Observe, Orient, Decide, Act) loop, Run-Hide-Fight, and CARE (Control, Airway, Respiration, Elevate).



## Earthquake Preparedness

Experience a 7.2 earthquake! Join Pam, Jeff, Steve, and Devin in the virtual world as they teach you how to build a 3-day earthquake kit, and practice the DUCK-COVER-HOLD procedures. Learn how to account for family and staff and how to safely evacuate after an earthquake.



## VR Fire Life Safety

Become empowered with our Instructors Steve, Jeff and Pam as they experience a building fire! Learn about fire life safety systems and the DUCK-COVER-HOLD procedure. Find out how to use a fire extinguisher, perform a floor sweep, and escape a smoke-filled room! Test your understanding with simulations and engaging quizzes in a fun and interactive learning environment.



## Evacuation Training

Prepare to evacuate from a building due to fire, earthquake, shooter, storm, or other natural disaster.



**Thank you** for your time as we deliver CPR First Aid AED options to instruct your staff how to respond to medical emergencies, cardiac arrest emergencies, first aid emergencies and emergencies requiring an AED. We will strive to be competitive in price and strive to be your Safety Vendor who can take your pain away. We hope our innovation, experience and customer service will give your organization the greatest solution for all your safety needs.

On the budget tables above, feel free to check the boxes along the upper left column for services, equipment, and training you are interested in and adjust the # of sessions you are interested in. Feel free to Mix-n-Match. If you have any questions or would like a meeting to discuss further, please let us know!

