

Revolutionizing the Future of Fire Safety





Fire is a Tragedy

- IN 2021, THERE WERE 1.3 MILLION FIRES IN THE US
- 80,000 were multi-family residences
- 150,000 were commercial structures
- \$20 Billion of direct property damage
- \$300 Billion+ of direct & indirect costs
- 18,000 human casualties
- High-rise fires cause more injuries and damage than all
 - other structure fires
- 1 in 4 businesses do not reopen after a fire

So Many Problems

The Santa Barbara Pier

The pier has burned down and been rebuilt three times. Most recently, the fire was due to an uncleaned grease trap in a tenant-occupied restaurant.

Ghost Ship Warehouse Fire

Thirty-six lives lost. Grand Jury investigations identified the fire prevention process was lacking in manpower, organization and an adequate building database. The building hadn't been inspected in 30 years.

One Southern California Office Building

The first responders arrived in eight minutes, but 21 domestic swimming pools worth of water still pumped out for another three hours. A server room, offices and more were destroyed because no one could find the water shut off.







WHY? Fire Safety is a Code-Driven Industry in Disrepair

Fire safety is a disheveled mess of hardcopy paperwork, antiquated processes, and completely nonexistent communication between organizations.

Even the most innovative and up-to-code fire safety equipment is often either undocumented, can't be found easily, is unknown to emergency responders because of inaccessible documentation, or – adding insult to injury – the very equipment meant to prevent damage leads to more damage because no one can find the shut-offs after the emergency!



The Greatest Compliance Responsibility Sits with Non-Experts

THE STANDARD:

Per NFPA regulations, building owners and management are responsible for:

- Having the right equipment in the right places to meet safety standards.
- Ensuring that all their equipment is properly maintained.
- Keeping maintenance and inspection records up-to-date and on-hand.

THE COMPLICATIONS:

- Compliance is a full-time job requiring expertise in multiple systems, each with their own set of requirements and inspection, testing and maintenance due dates. Knowledge transfer between employee experts is unreliable.
- Required NFPA inspection paperwork uses a format that is over 30 years old and doesn't account for today's digital capabilities.
- The more tenants a building has, the more complicated the paperwork and oversight of tenant responsibility for safety practices becomes.
- Without a sense of what equipment will need to be replaced and when, owners and managers are often hit with surprise bills.

MANAGEMENT



Service Companies Game the System to Their Advantage

THE STANDARD:

Fire service companies exist to help building owners and managers perform required inspection, testing and maintenance procedures, but can easily take advantage of them due to massive inefficiencies in current practices and procedures.

THE COMPLICATIONS:

- Current procedures are inefficient and paperwork heavy, leading to redundant data gathering and overlapping inspections. Every time an inspector or tech shows up at a property, they have to reassess the equipment, locations and contacts from scratch.
- Service companies only focus on current code deficiencies, not equipment tracking or long-term maintenance and planning.
- Even the best salespeople are left to make educated guesses about the materials needed to correct deficiencies, including pricing, hazards, special equipment, and areas that need special adaptations.
- Even in digital form, paperwork is time-consuming to fill out, which means it often takes weeks to complete – when important details are less likely to be recorded.

SERVICE





Fire Departments are Awash in Buildings and Paperwork, but not Critical Information:

THE STANDARD:

Per NFPA regulations, Fire Departments are responsible for:

- Enforcing compliance with national and state codes, often via regular inspections to a growing number of buildings in their districts.
- Using equipment to stop fires and mitigate injury, loss of life and property damage.

THE COMPLICATIONS:

- There's no standard system for tracking inspections; each district creates its own.
- The people inspecting buildings and the people responding to fires are often not the same people; so building layouts and equipment locations may be unknown to those who need them most.

FIRE DEPARTMENT







THE DIGITAL FIRE PREVENTION SOLUTION:

We connect all three industries, allowing each of them to reap the benefits of more efficient processes and shared information

AND

We are building the platform to power the future of fire safety, including augmented reality tools and deeper insights into equipment, best practices and safety efficiencies.



DFP Goes Where Al Can't

Our job is to make it possible for smart tech to do their job

Among the greatest challenges for municipalities in this digital era is that the lion share of critical public infrastructure is NOT digitized. Ninety-five percent of building fire safety tools – from pipes and sprinkler systems to fire extinguishers and control panels – have NO digital data, digital footprint or even the capability of digital connection. Their data is stamped on metal placards or hand-written stickers placed on the equipment.

In order for artificial intelligence, augmented reality, Internet of Things and other smart technology to become part of the fire safety ecosystem, we need to physically bring all the data on those placards and stickers, in PDFs on closed-loop servers and hand-written forms in binders into the digital infrastructure space. That's where DFP comes in...

Our patented mapping process makes it possible to digitize all fire safety system data AND GPS-peg it to building blueprints and Google maps in a fast, efficient manner. Our database then becomes the critical digital infrastructure that bridges the gap between the physical components we have and the AI-empowered, ARnavigating, IoT-connected fire safety systems we want. Meanwhile, our partnerships with fire service providers make it possible to map buildings in exponentially larger numbers. With their employees as on-the-ground mappers, it is possible to pull entire cities into the platform in a matter of months.

The work we're doing now becomes the platform foundation allowing smart technologies to do their job. And along with that comes the ability create revenue streams from equipment performance data and data access for other technologies, all while making inspections faster and more thorough, and improving emergency response times – ultimately improving risk management and limiting liability for everyone.





DFP Helps Building Owners Stay on Top of Fire Safety Obligations

OUR SOFTWARE:

- Organizes and tracks paperwork from multiple sources and automatically populates a calendar with upcoming fire safely obligations.
- Helps with tracking, managing and plainning large property or multiproperty inspections for all kinds of complexes such as malls, high rises and apartment buildings – even across multiple tenants and multiple regions.
- Helps monitor tenants' safety responsiblities and compliance.
- Helps building owners conduct their own inspections, where possible.

 Creates deficiency reports that clearly explain what repairs are needed and why, in addition to providing cost projections.
 Creates inspection reports automatically from the inspection checklist, including flagging equipment failures, recalls and deficiencies.

- Provides a competitive bid process helping building owners save money and find the right company for the job.

• Tracks repair proceedings and completed items – all of which is automatically stored in property history.

DFP Provides Fire Service Companies with the Tools for Faster and Easier Inspection, Testing and Maintenance Compliance

OUR PLATFORM:

- Allows personnel to feed current information into the same database accessed by fire departments, including repair progress, red flags and key equipment.
- Plots the most efficient inspection path for inspectors to follow via map icons that create and prompt required inspection checklists.
- Auto-populates material lists from repair and deficiencies identified during inspections.
- Creates a universal file structure for organizing information through the customer relations and management tool.
- Supports photo, video or sound documentation of properties and equipment in addition to sketching and measurement tools.
- Provides multi-faceted, mobile job tracking and sales tools.
- Organizes and streamlines information in a way that is more efficient and attractive to service companies and customers alike.

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DFP Gives Fire Departments Critical Real-Time Information & Makes Inspections Easier

FOR INSPECTION & PREVENTION TEAMS:

- Plot the most efficient inspection path for inspectors to follow via map icons that create and prompt a required inspection checklist.
- Provide access to the most current inspection and service reports including storage, hazardous materials, and Fire Protection Engineer reports – as well as historical reports.
- Create inspection reports automatically from inspection checklist, including flagging equipment failures, recalls and deficiencies.
- Allow inspectors to document deficiencies with inspection tools such as email, building owner report reviews, and due dates, which set reminders and notifications.
- Track repair proceedings and completed items all of which is automatically stored in property history.

FOR EMERGENCY RESPONDERS:

- Provide GPS-based mapping to most recent information for all fire safety equipment, access, shutoff locations, and hazardous materials, as well as damaged or deficient equipment.
- Offer property and floor maps that identify individual structures and equipment within multi-building properties such as hotels, apartment complexes, schools and more.
- Allow emergency dispatch crews to view a property and its safety equipment before arriving, while leadership can manage and stage fire crews from off-site.
- Make locations of fire and life safety equipment on both property and floor levels easy to identify and inspect.



DFP's Products & Services

Database:

- GPS maps of buildings and their fire safety equipment
- Data on hazardous materials
- Inspection history and tracking
- Equipment history and tracking
- Establishes standards for interoperability of data and equipment

Software:

- Customized platforms to meet the specific needs of each audience: building managers, fire service companies, and fire departments (both inspection and response sides)
- GPS Building Mapping & Equipment Navigation (MVP)
- Data Vault (MVP)
- Tenant Management (MMP)
- Inspection, Document, Compliance, Budget, Planning, and Bidding Management Tools (MMP)
- City-Level Building & Equipment Management Tools
- Truck and Crew Management Tools
- Inspection, Proposal and Client Management Tools

Data Access Licensing & Insights

- For cities, insurance agencies, safety equipment manufacturers and others
- Supports "smart" and augmented reality equipment
- Offers insights into compliance, equipment efficacy, best practices and additional measures

Fire Safety Operating System

SERVICE



DFP's Competition

NO ONE approaches the Fire Safety ecosystem as a whole.

First Responders

Primitive Site Planning



Fire Service Companies Tools

Paperwork management Barcode management



Existing alternatives are focused on singular solutions to fire safety problems (such as paperwork management solutions, or tracking for their sprinkler system alone) or on a single customer segment (such as fire prevention, emergency responders, or fire service companies).

All become candidates for partnerships.





DFP's Advantages

DFP has a multi-year head start in building out the relationships, the technology, the platform and the interoperability standards to offer a streamlined solution that not only mirrors and includes ALL aspects of the safety ecosystem, it can help bridge the growing gap between the legacy systems still in use and the desired 5G-connected "smart" buildings and cities of tomorrow. DFP has one provisional and three other patents in process.

- Our prototype helped Western Fire
 Protection increase revenue 72.5%
- Our MVP helped A&D increase
 revenue 74.8%

Traditional Fire Services Revenue Enhancement Using Digital Fire Technology and Process





DFP's Market



+ 6MM commercial buildings + 30K fire departments + 15K fire service companies

The total number of commercial properties will continue to grow thanks to:

Billion

Market Right Now

- Rapid urbanization
- Continued increase in amount of fire-related property damage
- Toughening fire safety standards across all states
- Rapid rate of fire safety product innovation, integrating audio and video fire detection, as well as cloud connections to improve response times
- Rising demand for smart buildings and intelligent housing
- \$101.8 billion in commercial construction starts since 2021

DFP's Growth Goals in 2023

We're Scaling:

- Our Product investing more in tech dev will help us speed up refinement and delivery.
- **Our Personnel** future growth requires onboarding our own inspectors, trainers and master mappers ASAP.
- Our Growth Strategy we need partnerships to build out our workforce and sales capabilities to grow our customer base of national accounts.





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