



PROPOSAL

February 22, 2021

SENT VIA EMAIL

doliveira@londonpolice.ca

COMPANY: London Police Service

ADDRESS: 601 Duncan's St. London, ON

ATTENTION: PC Dan Oliveira, ERU

RE: Training Proposal: Tactical Rope (Rappel Master) Programs

1. INTRODUCTION

Ronin Safety and Rescue Inc. (Ronin) is pleased to present our proposal for the provision of training services for London Police Service ERU (CLIENT) at the facility located in London, ON, in response to a request from, PC Dan Oliveira.

Ronin Safety and Rescue, Canada's premier rope and rescue training and service company is headquartered in Coquitlam, British Columbia and currently operating worldwide.

Ronin has a proven approach to quality assurance and client satisfaction. Our OHS/HSE client list includes Governments, Heavy Industry, Regional Authorities and Emergency Services (Police, Fire, Military).

Our team consists of professionals with extensive backgrounds in their fields. Our specialists identify and develop strategies in partnership with our clients for rope, training, equipment and rescue with a focus on providing customized solutions.

Our team has global experience having operated in the Middle East, Arabian Gulf, South East Asia, the Caribbean, Europe, Africa and Canada – including the arctic region of Canada.

2. BACKGROUND & PURPOSE

Ronin understands that London Police Service ERU and potentially some of the local Tactical Teams are looking for tactical rope (rappel master) training. This training should include climbing, suicide intervention and protestor removal. This training would be limited to Police and Military personnel.

3. SCOPE OF SERVICE

Scope Included

Based on information provided by the CLIENT, Ronin proposes to provide a 5-day training package which includes the following elements:

Rappel Master 1 Program (Tactical Rope RM1)

Course Duration: 5 days

Course Format: Classroom and practical exercises

Certification: Certificate of Attendance upon successful completion

Pre-requisites: Builds on basic Tactical Operator Basic (TOB) with more complexity and involved scenarios

The following topics will be covered:

Rope Physics and Philosophy

- Safety Factors & Integral safety systems
- Force Dynamics
- Mechanical Advantage systems
- Tactical rigging deployment and rescue systems

Anchor usage:

- Travel restraint and fall arrest
- Vehicles
- Forces/Vectors
- Tensioned lines
- Intro to austere anchoring (industrial setting)

Pick-off & Line Transfer Rescue techniques:

- Tactical and deliberate
- Harness vs no harness
- Skate blocks

Ascending/Descending:

- Ascending rope
- Rappelling (up to Det entries, dynamic, stealth)
- Lead climbing

Tactics:

- Suicide intervention
- Protester intervention
- Dispatching members on rope
- Comms/control

- Det entries
- Dynamic and stealth exits
- Mechanical breach on rope
- IA Drills for rappel and Self Rescue
- Night Scenario

Austere Rigging Demo:

- Rigging with austere anchoring systems

Performance Objectives will be accomplished by including the following elements into each days learning and scenarios:

1. All students will be required to lead scenarios during the week (act as a RM). Each led scenario will include a complete team briefing.
2. Scenarios will include all components of the training with one student assigned the Det Commander / RM role.
3. Certain scenarios may be limited on equipment and personnel for realism.
4. Anchorage requirements will include multi-point load sharing anchors, pre-tensioned anchor systems, floating focal points and a demo on austere anchoring.

This seminar is designed to be strenuous, however provide members with updated knowledge and skills to enhance their ability to teach and perform our craft.

Each participant will receive a course workbook and certificate upon successful completion.

The Instructor subsequent to the specific training session will administer exams. Minimum passing grade is 70%. Participants who do not pass the written exam will be given only one (1) oral exam at the discretion of the Instructor. Further fees will apply on a time and materials basis for oral exams. Participants who fail both the written and oral exams must attend another course; further fees will apply.

Scope Not Included

Ronin is not providing training locations and members personal PPE. The CLIENT has indicated they will be providing transportation and access to accommodations (local preferred pricing if available) during the training for Ronin instructor(s).

Assumptions and Instructions

We recommend wearing footwear that is broken in and able to support your foot while working on uneven terrain. Please dress for the weather as the course does involve practical scenarios outdoors. The course will not slow or stop for comfort or snivel reasons. Personal equipment (PPE) is the responsibility of each student and the instructor will ensure it is appropriate for use. Team rescue equipment will be provided.

4. PROJECT TEAM

The primary Project Manager for this project will be Ken Lieuwen, Ronin Safety and Rescue Inc.

Ronin recruits its instructors from the ranks of professional organizations such as public safety professionals or the military. Any potential instructors must have a background in adult education as well as verifiable hours in multiple training environments. For our Tactical Rope Programs, Ronin has three of the leaders in the tactical rope world as instructors; Pat David, Steve Minarchi and Wade Going. These instructors have an extensive background in rope operations from service in both CANSOFCOM and Police ERT units. Ronin will be sending one instructor to teach this program unless numbers dictate otherwise.

5. SCHEDULE

The Project will be delivered on mutually agreed upon schedule between Ronin and the CLIENT. This is scheduled for August 30 – September 3, 2021.

If convenient, the CLIENT may choose to run the program on consecutive days versus having the weekend between courses.

Project logistics and requirements, including the training schedule, will be confirmed with PC Oliveira or designate to ensure required resources has been allocated for successful training/project completion.

A minimum of three (3) business days' notice will be given to either party prior to any required deadlines, including transmission or transfer of any information related to this proposal. Ronin reserves the right to re-negotiate deadlines or schedule, and charge accrued project costs (including disbursements), due to scheduling conflicts due to unforeseen circumstances, delays or any cancellations by the CLIENT.

Course participant numbers must be finalized and confirmed with Ronin at least three (3) business days in advance of the training date for administrative preparation.

Minimum number of participants to secure existing pricing will be 6 participants

Maximum number of participants will be:

- 8 attendees, single Ronin Instructor,
- up to 16-20 attendees if a 4:1 student to instructor ratio can be maintained using CLIENT ERU members as adjunct instructors, who've completed the RM 2 or equivalent training.

6. PROJECT RESOURCES

Training resources will be required for successful completion. The CLIENT agrees to provide:

- Suitable training location (e.g. boardroom, training room, scenario locations, etc.);
- Whiteboard or flip chart and markers;
- Pens and notepaper;
- Power Point projector and screen
- Student PPE

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- Ronin instructor transportation
- Access to accommodations

Ronin will supply course materials. Advanced notice will be given to the CLIENT should other resources be required to complete the training.

7. DELIVERABLES

Upon completion of the training, Ronin will provide the following document deliverables:

- Student roster;
- Copy of the exam (if applicable); and
- Wallet cards.

Wallet cards will be delivered to the CLIENT within seven (7) to ten (10) business days subsequent to the payment of invoice. Electronic copies of the course/instructor evaluations may be provided upon request.

8. PROJECT FEES/INVOICING

Ronin offers to provide the above services as per the cost breakdown below (excluding GST):

| | |
|---|------------------------------|
| PROFESSIONAL TRAINING FEES (per head price based on client providing transportation, minimum 6 students):¹ RM 1 Program | \$1125.00 per student |
| ESTIMATED TOTAL (Based on 6): | \$6750.00 |

Terms

Ronin will require a Pre-Payment of Invoice to book training. Invoices may be billed against an organization or individuals and must be paid 7 days prior to training. For your convenience, Ronin can accept EFT, PayPal or credit card payments.

9. PRIVACY, CONFIDENTIALITY AND INSURANCE

The Ronin offices maintain a strict policy and set of procedures regarding visitor access, data security (paper and digital), and privacy. All staff and associates have signed confidentiality agreements, and all working files are kept securely under lock and key.

Our privacy and confidentiality policies and procedures ensure that only those staff with an identified need can access paper and/or electronic client files.

Ronin is fully and currently insured for: commercial comprehensive general liability (\$5,000,000), cross liability and errors and omissions (\$5,000,000). We will fully maintain all this insurance for the duration of this project. Details of insurance and registration can be supplied on request.

We are fully registered for worker's compensation, previously ISNetworld and Avetta (formerly PICS)



certified and have a positive safety record.

10. QUALITY ASSURANCE

At Ronin, we firmly believe that customer service and the consistent, reliable delivery of quality services and products are the foundation of sound business practices.

Of interest to our clients, our quality management system formalizes, documents and tracks our approach to:

- Customer needs and our approach to meeting those needs
- Design, development and assessment of our services and products
- Customer and student confidentiality
- Care, control and protection of customer data, resources and equipment
- Measurement, analysis and improvement of our services and products
- Prevention of, and response to, issues of non-conformity of services and products, and concerns raised by customers and students

At Ronin, we are serious about our commitment to consistently provide quality services to each and every client. In those rare instances where there is a concern raised by a client or a student, Ronin follows a standard documented and proven process to identify the problem, respond to the client needs, and take steps to ensure the problem does not occur again. Specifically, we:

1. Work with those involved to clearly identify the problem, it's root causes, client concerns, and impact on those involved
2. Check with the client and those involved to ensure we have clearly identified the points in number one above
3. Identify and implement an immediate and remedial plan of action that best meets the needs of the client
4. Follow-up with the client, and those involved, immediately afterwards to ensure the steps taken have appropriately addressed the initial concerns
5. Follow-up once more, later on, with the client and those involved to ensure the original response is working and still appropriate
6. Debrief those staff involved, identify and implement a plan to ensure the original issue or concern does not occur again.

We believe that this approach meets the needs of our clients and learners, prevents further similar concerns, and ensures lasting and positive relationships with all our clients.

11. PROPOSAL ACCEPTANCE

Project details and fees outlined in this proposal is based on the Scope previously defined. Should the CLIENT request or require changes to the scope of Ronin's involvement other than explicitly stated in this proposal, Ronin reserves all rights to re-negotiate the above terms, including the schedule, project fees etc. Please indicate the CLIENT's acceptance of this proposal and the outlined terms and conditions by emailing to ken@roninrescue.com a written authorization to proceed or purchase order as soon as conveniently possible.

Proposal

Ronin thanks you for this opportunity and your consideration. Should you have any questions, need further clarification or require additional information regarding this proposal, please do not hesitate to contact us.

Sincerely,



Ken Lieuwen, CSC, ACSO

Vice President Operations

Ronin Safety & Rescue Inc.

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