

HEART
TO
BEAT LLC



Safety programs you can't live without.

2 Crossing Way — Suite E, Owings Mills, MD 21117

www.hearttobeatllc.com

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What We Do

Heart to Beat offers comprehensive safety programs and equipment to protect you and your employees from the risks and emergencies in both your professional and personal lives. By combining Safety Training, Safety Equipment and Management, and Consulting into one customized program, we cover all your bases, ensuring you are never left unprepared or under equipped.



TRAINING

- CPR/AED
- First Aid
- Stop the Bleed
- Bloodborne Pathogens
- Emergency Oxygen Administration
- Live Simulation Active Shooter
- Lifeguarding
- Certified Pool Operator



CONSULTING

- Safety Equipment Audits
- Security/Threat Assessments
- Consulting



EQUIPMENT

- AED's
- First Aid Cabinets
- Bleeding Control Cabinets
- PPE

Why Heart to Beat?

We're hands-on practitioners, with real world training and experience as Paramedics, EMT's, Firefighters, and Police Officers. We're your trusted partner because we're also First Responders, knowing what it takes for the most effective outcome in a real emergency.

- Business Partner Mindset
- In-House Physician: Medical Director
 - Nationwide Oversight & Compliance
- Hand's-On Owners & Team Members
 - Training
 - Experience
 - Certifications
- AED Loaner Program
- Modern Training Equipment
- No 1-800 Number. Call Us Directly
- Customized Solutions

Authorized dealer

PHILIPS



Who We Are

Meet Scott Kuhlman and Gene Parker

Scott and Gene are practicing first responders, as well as the owners of Heart to Beat. They are hand-on and have real world emergency medical experience. They are available anytime to personally handle any questions or situations which that arise. They have a deep commitment to the highest standards, because that's how they have been trained.



Scott Kuhlman - CEO

Scott served in a large fire department in the Baltimore metro area, responding to critically ill and injured people. He served in supervisory roles, rising to the rank of EMS Captain, overseeing nearly 55 EMS personnel. Through these experiences, Scott noticed a gap in preparedness throughout society and founded Heart To Beat to fill the void.

Scott holds various safety instructor and provider certifications from the Maryland Fire Rescue Institute, American Heart Association, American Red Cross, American Safety and Health Institute along with a Bachelor's Degree in Business Management from Loyola University Maryland.

Gene Parker - Partner

Gene is an active volunteer firefighter and nationally registered EMT at the Lutherville VFC, where he also serves as President.

Gene spent 26 years with Continental Realty Corporation (CRC), a firm with over \$2 billion in commercial real estate where he served in numerous leadership roles including President. Gene is an instructor at Georgetown and Johns Hopkins Universities, a corporate board member, and a consultant. Gene has a BA from Towson University, an MS in Real Estate from Johns Hopkins University and an MBA from Loyola University Maryland. Gene was also a U.S. Marine.

Derek McCoy - Medical Director

Derek McCoy, M.D. is a physician in the emergency department of one of the largest hospital systems in Maryland. He earned a degree in biology from Northern Illinois University, an MS from Georgia Southern University, and a medical degree from the American University of the Caribbean School of Medicine. He completed an internship at Louisiana State University.

Dr. McCoy is board-certified by the American Board of Family Medicine, and by the American Board of Physician Specialists. He holds certifications in Advanced Trauma Life Support, Pediatric Advanced Life Support, and Advanced Cardiac Life Support.

Team Certifications & Training

Emergency Medical Services

- EMT - Maryland
- National Registry of EMTs
- Paramedic - Maryland
- Bloodborne Pathogens

Medical

- Licensed MD as Medical Director

Fire/Rescue

- Firefighter I & II
- Fire Officer I
- Fire Dept. Safety Officer
- Hazardous Materials
- Rescue Technician
- Emergency Vehicle Operator
- Traffic Incident Management

• Law Enforcement

- County, State & City Police Training
- Firearms Instructor

Life Safety

- Lifeguarding
- Water Safety Instructor

Emergency Preparedness/FEMA

- National Incident Management System (NIMS) 800
- Incident Command System (ICS) 100, 200, 700



Safety Training

Heart To Beat offers a wide range of lifesaving training resulting in various certifications from the American Heart Association, American Safety and Health Institute, the American Red Cross and much more. These courses and those we've developed internally are conducted by instructors with decades of experience specific to the course they are instructing.

CPR/AED (Lay Responder and Healthcare Provider)



- Class Size:** 15+
- Duration:** 3 Hours
- Certification:** American Heart Association
American Red Cross
American Safety & Health Institute
- Renewals:** Every 2 Years
- Approach:** Hands-On Manikin
- Training:** 2 – 3 per group
- Location:** Yours or Ours



First Aid



- Class Size:** 15+
- Duration:** 3 Hours
- Certification:** American Heart Association
American Red Cross
American Safety & Health Institute
- Renewals:** Every 2 Years
- Approach:** Hands-On Manikin
- Training:** 2 – 3 per group
- Location:** Yours or Ours



Stop The Bleed



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Class Size: 15+

Duration: 1 Hour

Certification: American College of Surgeons

Renewals: Every 2 Years

Approach: Hands-On

Training: 2 – 3 per group

Location: Yours or Ours



Live Simulation Active Shooter



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Class Size: Up to 40 participants

Duration: 2 Hours

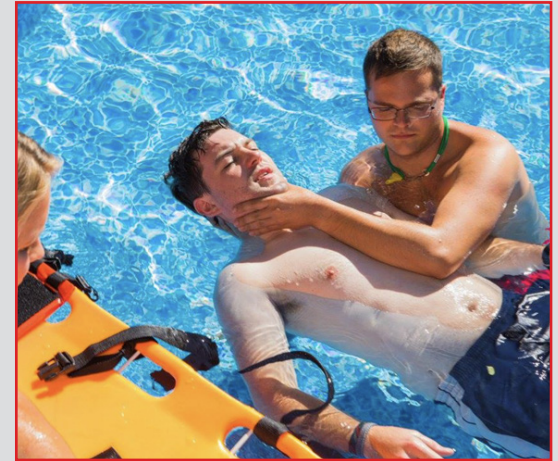
Certification: Heart To Beat

Renewals: Every 2 Years

Approach: Hands-On

Location: Yours or Ours

Lifeguarding



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Class Size: 10

Duration: 20 Hours

Certification: American Red Cross

Renewals: Every 2 Years

Approach: Hands-On Manikin

Location: Yours or Ours



Safety Equipment Management

In order to make use of your safe training, you must have equipment. Allowing the experts to implement and maintain your safety equipment ensures state compliance and ready status.



First Aid Cabinets

- 4 shelf metal cabinet mounted to ADA compliance
- Fully stocked cabinet meets the needs of your business
- Equipment ties directly back to training provided
- Commercial kitchen cabinets available upon request



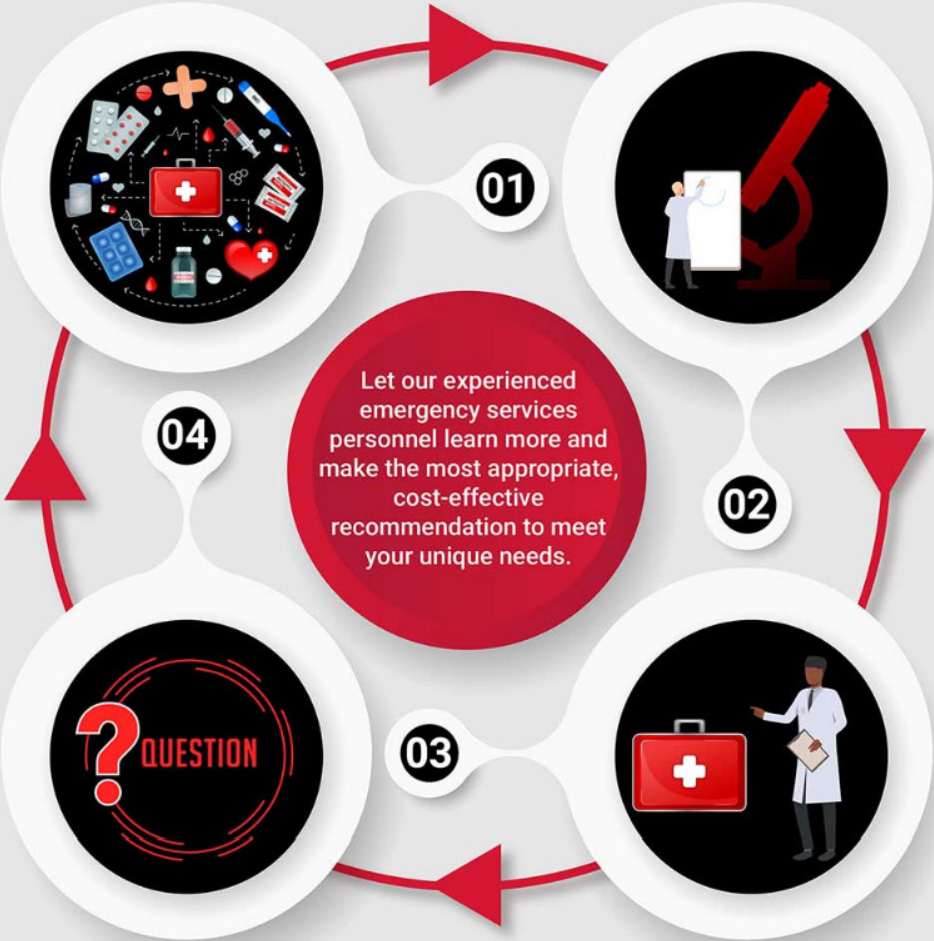
AED Implementation

- **We distribute the following manufacturers**
 - Philips
 - Defibtech
 - Cardiac Science
 - Zoll
 - Physio Control
- **Bundle kits include full implementation**
 - Mount cabinet & signage to ADA compliance
 - Stock cabinets to state compliance
 - State registration & Medical Direction
 - Phone support
 - Loaner AED unit
 - State required paperwork & monthly inspection forms
 - Includes access to our AED portal

First Aid Management



First Aid Program is implemented or Management of an existing Program is assumed.



Your experienced Technician ensures that your equipment is Rescue Ready. Your program is now live.

The technician will follow up with the staff to answer any questions and offer solutions to any potential needs.

Either quarterly or monthly (depending on your plan) an experienced technician will arrive on-site during normal business hours, perform inventory, organize, clean and restock your cabinet as needed.

AED Management

What Does This Include?



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1 AED Program is implemented or Management of an existing Program is assumed.
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2 Your experienced AED Technician ensures that your unit is both State and ADA compliant and that equipment is Rescue Ready. Your program is now live.
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3 On a daily basis, our AED Managers monitor our database, ensuring that all components are current and within their useful life.
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4 30-45 days prior to expiration, an experienced technician will arrive at your facility during normal business hours, service your AED, replacing all expiring equipment, performing tests and restocking as needed.
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5 While on site, the technician will update all information into our database and an email will be generated notifying your team of recent work details.
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6 Before leaving, the technician will interface with the AED Coordinator or their designee to answer any questions they may have.

CLIENTS AND REFERENCES



Carroll Park · Clifton Park · Forest Park
Mount Pleasant · Pine Ridge



Baltimore Country Club



ST. VINCENT PALLOTTI
HIGH SCHOOL



LOYOLA
UNIVERSITY MARYLAND



REFERENCES

“ Heart to Beat LLC has been instrumental in preparing Smyth Jewelers for a health emergency. Their team installed AED defibrillators at all three our locations, setup our online portal access and handles system maintenance for one of our remote locations. The team meticulously explained each feature of the online portal so that I can seamlessly manage all three systems from my desktop. Their communication and follow-up efforts are unmatched. ”

Nicholas Rohe, Asset Protection Manager
Smyth Jewelers

“ Heart to Beat provided excellent programs and instruction recently at Under Armour Global Headquarters. They have a unique and much appreciated business model that relies on quality instructors with practical experience. This is rare to find outside of the public safety arena. We are looking forward to having Scott and his team help us continue to be a safe place to work! ”

Kyrle Preis, Senior Lead, EHS
Under Armour

“ Scott and his team not only are a pleasure to work with but they all bring a wealth of knowledge to every training they conduct. They do an excellent job of making our staff feel comfortable in uncomfortable situations. Hearing our staff refer back to topics and procedures that they learned in training proves that Heart to Beat truly engages and teaches the necessities needed to take on any emergency situation. ”

Lauren Kourtsounis, HR Director
Baltimore Country Club



THANK YOU



We thank you for your time and look forward to hearing from you with any further questions.

- Scott and Gene



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