



PARACHUTE CONSULTING

T H E P R E P A R E D N E S S P E O P L E

CAPABILITIES BRIEF

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Executive Summary

Parachute Consulting is a multi-disciplined firm comprised of dedicated safety and medical professionals with many years of practical experience. Our diverse team includes physicians, physician's assistants, registered nurses, paramedical specialists, OSHA experts and seasoned educators. We provide our clients with onsite medics, medical oversight and protocols for land-based remote site work. We also offer emergency medical training, OSHA and DOT compliance assistance, and emergency preparedness drills, as well as courses, presentations and sage advice in all areas of health, safety and emergency response. We are proud and confident in our abilities to provide knowledgeable, enthusiastic staff and to deliver critical coursework. Our ultimate goal is to integrate ourselves into your team – to understand the needs of each job so completely that we seamlessly transition into our role and become an ideal partner and trusted ally.

The company is directed by Sherri Luehr, an accomplished businesswoman with more than 30 years in this industry. As a result of her vast experience and relationships, Sherri knows the intricate requirements of developing and growing a successful, efficient business and building a top notch team. She has been honored with many achievement awards, including the 1997 Mayor's Award, Volunteer of the Year, in Houston. She is a past Chairman of the Board of Directors for The American Heart Association, where she continues her involvement with many committees, including the serving as the Chair of the 2013/2014 Gulf Coast CPR Task Force. Sherri is also a current board member with Houston Women in Highway Construction. A graduate of Texas A&M University and a 34-year Emergency Medical Technician and former Firefighter, Sherri has held director level positions with The Woman's Hospital of Texas and The Pritikin Health and Fitness Center. She owned and managed The Luehr Group, Inc. for 13 years, until she chose to merge the firm with Cintas First Aid and Safety. She and her staff have cultivated relationships with more than 1,000 clients and maintained these alliances through constant communication and attention to the smallest details. Service offerings from Parachute are necessary for every business sector and required for many.

Parachute Consulting is a member of The Houston Area Safety Council and The Houston Business Roundtable. We are an American Heart Association Platinum Fit-Friendly company. We are a member in excellent standing with the Better Business Bureau, a 2013, 2014, 2015 and 2016 BBB Award of Excellence Winner, and a certified Women's Business Enterprise.



Our mission: Parachute was created to offer lifesaving advice, delivered by people that you cannot wait to hire. We will prepare you for the worst by engaging you in the best possible way.

Goals and Objectives: Our goal at Parachute is to craft a healthy, successful company that anyone would want to work for and everyone will want to work with. We want loyal fans to share our message with everyone they encounter. We grow the business through relationships – by joining your team and truly understanding our role, then delivering more than expected. Every time.

Business Philosophy: Let's start with what our philosophy is NOT: What can we sell to you? At Parachute, we focus on what we can do to help you. That is our primary concern. Be safe, be well - let us help.

Our Promise: We're only happy when you're happy.

Our Bottom Line: We mean it.

Our Industry: Parachute is in a unique position because everyone needs what we have. There is NO substitute for preparedness, and there is no Plan B when life hangs in the balance. The only reasonable method to avoid catastrophe is preparation. So we assist our clients with strategies and people to protect health and life, and we believe that our target audience is everyone.

Trends in health and safety indicate this:

- Each year there are nearly 4.5 million workplace injuries in the U.S. (3,000,040 recordable cases, including 4,383 deaths in 2015; Bureau of Labor Statistics)
- On a typical day, 9,000 U.S. workers sustain disabling injuries, and, tragically, 15 die. (Center for Disease Control and Prevention)
- The total cost of occupational injuries and death is expected to be nearly \$200 billion this year. (National Safety Council)
- The cost of chronic disease makes up more than 80% of the \$2 trillion health care costs in the U.S. (Centers for Disease Control and Prevention)
- Direct US workers compensation costs were a staggering \$51 billion in 2015. (Liberty Mutual Workplace Safety Index)



Services and Capabilities

Parachute Consulting features the following major service offerings:

- Health and Safety Training
- Emergency Medical and Safety Personnel Placement
- Safety Equipment and Supplies
- Medical and Wellness Consulting

HEALTH AND SAFETY TRAINING:

Parachute instructs courses from The American Heart Association, The National Safety Council, Medic First Aid, The Texas Department of State Health Services, The National Registry of EMTs, Occupational Safety and Health Administration (OSHA), and The Department of Transportation (DOT), among others. We have approved programs and certified instructors for each of these organizations. We have also developed proprietary coursework and materials for certain subject areas that we utilize independently and within these standard classes. We offer most courses in English or Spanish.

Health and preparedness courses include, but are not limited to:

- Cardiopulmonary Resuscitation (CPR)
- First Aid
- Advanced First Aid
- Automated External Defibrillator (AED)
- Advanced Cardiac Life Support (ACLS)
- Bloodborne Pathogens
- Emergency Care Attendant (ECA/EMR); Emergency Medical Technician – Basic (EMT)
- Emergency Preparedness
- Oxygen Administration

Safety services and presentation topics and programs include, but are not limited to:

- OSHA 501, General Industry
- OSHA 510, Construction Industry
- Safety Audits and Walkthroughs
- Hazard Communication
- Accident Investigation
- Confined Space Awareness
- Forklift Operations
- Fall Protection
- Fire Extinguisher Use
- Hearing Protection
- Lockout/Tagout
- Office Safety
- Personal Protective Equipment
- Respiratory Protection



EQUIPMENT AND SUPPLIES:

Parachute provides medical and safety supplies and equipment to our corporate and industrial clients as part of our training and management programs. We are able to procure, at most favored rates, these items and others:

- Automated External Defibrillators (AEDs)
- Trauma Supplies
- Oxygen
- OTC medications

Our AED Program allows companies to secure a medical prescription and oversight for the devices, plus assistance with all aspects of the program: notification of local EMS, training, documentation and record keeping, assistance with company protocols for use, assistance with facility placement, and incident debriefing.

MEDICAL AND WELLNESS CONSULTING:

Parachute features proprietary offerings, as well as information gleaned from annual conferences and reputable sources such as: The Mayo Clinic, Centers for Disease Control and Prevention, Healthfinder.gov, and National Institutes of Health. Medical, emergency medical, and wellness presentation topics and programs include, but are not limited to:

- Back Care and Injury Prevention
- Ergonomic Assessments
- Emergency Preparedness Drills
- Smoking Cessation
- Exercise and Fitness Programs
- Holiday Safety
- Travel Safety
- Preventing Illness
- Stress Management
- Workplace Violence
- Men's/Women's Health Issues
- Dining Out Healthfully
- Grocery Store Tours
- Heart Disease Prevention
- Diabetes Prevention and Management
- Back to School Guidelines
- Nutrition Basics
- Family Health Guidelines

We have an extensive **Ergonomic Wellness Program**, currently being utilized by several of our corporate clients. The program features individual ergonomic assessments, a site review and remediation report, assistance with furniture and equipment acquisition, and a wellness plan.

We have a comprehensive **Workplace Safety Program**, with several components:

- Overview presentations
- Safety manual and policy generation
- Business continuity plan development
- Workplace safety training
- Self Defense workshops



MEDIC & SAFETY PERSONNEL PLACEMENT

Parachute employs certified, experienced emergency medical technicians, paramedics, nurse practitioners, and physician's assistants for land-based remote site emergency response. Our typical client is an engineering or construction firm, often in the chemical or petrochemical industries. These medics function under the license and supervision of our Medical Director, Thomas Hysler, MD, MPH. Dr. Hysler is a noted authority on remote medicine; he is board certified in occupational medicine and retains a master degree in Public Health; he is also the Chief Medical Officer for the Houston Area Safety Council. Our physician is available any time to consult with our medics and ensure appropriate medical care via in-person visit, video chat, or telephone call. He is supported by a talented staff of case managers, nurses, therapists, and technicians, and our partnership with the Houston Area Safety Council results in a perfectly balanced team to manage any situation.

We also employ skilled certified safety professionals with extensive construction experience, including facilitation of safety meetings, JSAs/JHAs, target audits, and tracking/reporting of leading indicators. Our medical and safety teams always join forces – each is qualified to assist the other. All are ready with TWIC cards, HASC Basic Plus certification, OSHA 10 Hour certification, and more. We are safety cheerleaders – we want everyone on a site to live and breathe the safety culture, and we never let our guard down. We insist on being the first workers on a job site each day, and the last to leave – we never clock out! We accept short term and long term assignments including plant/site construction, refinery shutdown/turnarounds, disaster support, and special events.

REMOTE/CONSTRUCTION EMERGENCY MEDICAL MANAGEMENT:

Parachute has the staff and experience to develop a comprehensive onsite medical facility for preventive and response treatments. We assist our clients in determining and selecting the best medical personnel for each job. Some of our valuable, convenient services:

- Emergency medical staff/medical direction
- Pre-employment physicals
- MEQ, PFT, respiratory fit testing
- Medical equipment and consumables
- Dedicated site ambulance vehicles
- Fully functional clinics (stationary and mobile)
- Responsible case management
- Health and safety training
- Preventive health (flu shots, diabetes management, etc.)
- Drug and alcohol screening
- Electronic medical records (HIPAA compliant)
- Patient care transport carts

POP UP MEDICS: MOBILE & EVENT EMERGENCY MEDICAL MANAGEMENT:

Parachute provides emergency medical personnel and supplies for events and functions. We also staff recreation facilities, such as water parks, motor sport venues, concert halls and other high-traffic sites.



Operations

LEGAL:

Parachute retains general and professional liability insurance with appropriate levels of coverage for our business; we also have worker's compensation coverage. During specific work, we function under our Medical Director's malpractice policy.

CREDIT POLICIES/ACCOUNT MANAGEMENT:

It is customary in our industry to complete the service (class, short term medic job, etc.) and then receive payment. For some of our offerings (EMT classes), we require a minimum of 50% of the course fee prior to the start of the class, and the balance within the next four weeks, with full payment due before the midway point of the class.

When a client requests a service, we send a Parachute Work Order to secure the date and the outline the specifics for the job. The client must sign and date the form and send it back to us before we will book them onto our calendar and prepare for the work. The form outlines our policies and penalties for cancellation (with associated fees), course minimum attendance, and payment terms. We request payment within net 30 days of the completion of any class or service, maximum. For medic placement work, we complete all components for the RFP, then submit our proposal and generate or execute an agreement or contract with all the details for each job.

CLIENT REFERENCES:

Parachute has business relationships with many reputable firms throughout the United States and Canada, including: Grainger, Maersk Drilling, CGG, BHP Billiton, YMCA, Talisman Engineering, Halliburton, KBR, The City of Houston, Cameron, National Oilwell Varco, Matrix Solutions, Bechtel Corp, Baylor College of Medicine, Baker Triangle, TSU, John L Wortham & Sons, The Houston Food Bank, Greater Houston Dental Association, EMS USA, Partners in Building, Mobile Modular, GI/SGC Energia, Conoco Phillips, Igloo Corp, HSEI, Martin Marietta, Boise Cascade, Pentair, Friedkin Inc./Gulf States Toyota, TPC Group, The Boldt Company, Sempra LNG, Energy Transfer, George R Brown Convention Center, ExxonMobil, International Forest Products, EDF Trading, Bray Controls, Garner, DXPE, Harris County Health, Safety by Design, TAS, Atlas Copco, Calumet Specialty, Typhoon Texas Waterpark, The Federal Reserve and many others. We would love to work with you!

