

# Service Manual Est. 2010





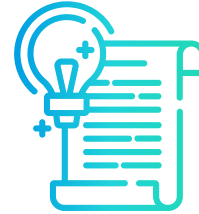
## Unleashing Opportunities

We cater to investors who have not previously traded in the market or funded their own retirement accounts. Our company follows a culture based on prioritizing investors first.

We sincerely welcome investors looking towards technologically advancing their health and safety organizational goals.

## Creativity

Our core values emphasize problem-solving with a team of like-minded thinkers who can often create a better solution than any individual could have developed on their own.



## Quality and excellence

We take pride in providing high value products and services that we stand behind, which ensures customer satisfaction, profitability and the future of our employees and our growth.

## Integrity

We behave in a manner that demonstrates trust, honesty, courage, consistency and responsibility with a willingness to admit our mistakes.



OUR VALUES

## WE OFFER A RANGE OF RISK MANAGEMENT SERVICES OTHER THAN PUBLIC HEALTH SOLUTIONS

We competitively provide cutting edge engineering equipment rentals, sales referrals toward discounts other than informative brokering services for local governments and private entities by leveraging strategy to drive people, process, information and technology considerations. Our consulting practitioners are knowledgeable industrial risk management professionals.

Yours Truly,

*NR Govardhanan*



**A**

**BROKERAGE MANAGEMENT**

Personal, commercial lines insurance and risk management strategies consulting.

**B**

**REGULATORY RISK MANAGEMENT**

Arm your organization with an achievable path forward.

**C**

**CONTRACT ADMINISTRATION**

Initial procurement cycle through final purchase or project close out.

**D**

**OPERATIONAL RISK MANAGEMENT**

Comprehensive operational assessments.

**E**

**CREDIT RISK MANAGEMENT**

We mitigate losses by assessing borrowers' credit risk.

**F**

**CAPITAL RISK MANAGEMENT**

One on One Business credit impact planning.

**SERVICES**



**G**

## **STRATEGIC RISK PLANNING**

Development and facilitation of a strategic plan for your board and/or management team.

**H**

## **BUSINESS CONTINUITY PLANNING**

Executive and staff workshops, round-tables, and retreats.

**I**

## **PEOPLE & CHANGE**

Human Capital Management – Workforce Management

**J**

## **EXPERIENCE DESIGN**

We help clients understand, ideas and execute modern interactions across channels and functional areas to drive growth.

**K**

## **MARKET RISK MANAGEMENT**

We advise on techniques used to manage the risk arising from market fluctuations, we'll work with you to deliver initiatives in an agile, rapid and value-driven manner.

**L**

## **TECHNICAL SALES CONSULTING**

When you have a list of procurement issues identified, you will soon realize that not all pits need to be filled immediately.

**M**

## **PUBLIC HEALTH SOLUTIONS**

We provide technical sales referrals for procuring public health and safety engineering equipment including safety infrastructure improvement solutions, needs assessments and supply chain consulting.

**SERVICES**





## COMPACT FREEZER-MEDIUM

MSRP: \$13,295.00

List Price: \$13,295.00

**\$13,295.00** / each

## PORTABLE FREEZER-SMALL

MSRP: \$8,875.00

List Price: \$7,987.50

**\$7,987.50** / each



## HAND TRUCK, 300 LB. CAP

MSRP: \$70.00  
List Price: \$70.00

**\$70.00** / each

## BIG HERC INFLATABLE CART

MSRP: \$4,299.00  
List Price: \$3,995.00

**\$3,995.00** / each





### MoD BOX - 42" BLACK

MSRP: \$5,250.00

List Price: \$4,970.00

**\$4,970.00** / each



### POINT OF DISTRIBUTION "POD" KIT

MSRP: \$1,495.00

List Price: \$1,395.00

**\$1,395.00** / each





### 3V AED BATTERY (BATTERY FOR AED PLUS)

MSRP: \$5.00  
List Price: \$4.50

**\$4.50** / each

### LARGE RIGID PLASTIC CARRYING CASE, ZOLL AED PLUS

MSRP: \$353.75  
List Price: \$305.00

**\$305.00** / each



**SOFT CASE FOR AED PLUS**  
MSRP: \$131.25



**STANDARD METAL WALL  
CABINET w/ZOLL LOGO**

MSRP: \$350.00  
List Price: \$308.00

**\$308.00** / each



**ZOLL AED PLUS**

MSRP: \$3,773.75  
List Price: \$2,795.00

**\$2,795.00** / each



**3-PLY SURGICAL MASK  
ASTM LEVEL 2 10 PACK  
WRAPPED**

MSRP: \$3.75  
List Price: \$3.38

**\$3.38** / each

**3-PLY SURGICAL MASK  
ASTM LEVEL 2  
INDIVIDUALLY WRAPPED -1**

MSRP: \$0.38  
List Price: \$0.34

**\$0.34** / each



LEVEL 3 SURGICAL GOWN,  
DISPOSABLE M MSRP:\$64.62



PROTECTIVE FACE SHIELD  
MSRP:\$1.56



FENTANYL RESPONSE KIT  
PD

MSRP: \$27.99  
List Price: \$25.19

**\$25.19** / each



RESPIRATOR, N-95

MSRP: \$2.50  
List Price: \$2.25

**\$2.25** / each



## ZIKA PREVENTION KIT

MSRP: \$64.20  
List Price: \$57.78

**\$42.00** / each



## SUNDSTROM PPE PANDEMIC FLU KIT L/XL

MSRP: \$95.48  
List Price: \$50.00

**\$50.00** / each





## NURSING KIT (Level 1)

MSRP: \$843.75  
List Price: \$779.00

**\$779.00** / each



## MEDICAL EMERGENCY TRI-PAC KIT

MSRP: \$255.10  
List Price: \$231.98

**\$231.98** / each



### WINTER WARM UP KIT

MSRP: \$10.95  
List Price: \$9.25



### MEDICAL RESPONDER KIT

MSRP: \$343.75  
List Price: \$309.38



### GRAB & GO FAMILY EMERGENCY KIT

MSRP: \$122.02  
List Price: \$112.65

**\$112.65** / each



### DISASTER MEDICAL KIT

MSRP: \$14.55  
List Price: \$11.00

**\$11.00** / each





### SENIORS BACKPACK KIT

MSRP: \$58.75  
 List Price: \$52.88

**\$52.88** / each



### DISASTER PREPAREDNESS STARTER KIT

MSRP: \$24.50  
 List Price: \$22.05

**\$22.05** / each



## PUBLIC ACCESS BLEED CONTROL STATION 8 PACK W/MOUNT

MSRP: \$1,106.24  
List Price: \$995.61

**\$995.61** / each



## STOP THE BLEED-TRI PACK MASS TRAUMA KIT

MSRP: \$3,290.00  
List Price: \$2,961.00

**\$2,961.00** / each



## 5 PATIENT TRAUMA KIT

MSRP: \$133.74  
List Price: \$120.36

**\$120.36** / each



## 25 PERSON OSHA FIRST AID KIT

MSRP: \$25.90  
List Price: \$23.31

**\$23.31** / each



## WOUND CLOSURE MEDI STRIP PK 4

MSRP: \$0.76  
List Price: \$0.55

**\$0.55** / each

## GAUZE PAD 4 X 4 25/BOX

MSRP: \$4.31  
List Price: \$3.88

**\$3.88** / each



**QUIKCLOT COMBAT GAUZE,  
Z-FOLD, 3" X 4 YD**

MSRP: \$65.08  
List Price: \$58.57

**\$58.57** / each



**TELFA PAD, ADHESIVE, 2 x 3**

MSRP: \$1.25 EA  
List Price: \$1.50 EA

**\$150.00** / box





**SENSIWRAP 1" x 5 YD**  
MSRP: \$1.75



**SENSIWRAP 2" x 5 YD**  
MSRP: \$1.75



**ABD PAD 5 X 9**  
MSRP: \$0.36 EA  
List Price: \$0.33 EA

**\$8.25** / box



**CONFORMING GAUZE 3" X 4YD**  
MSRP: \$0.74 EA  
List Price: \$0.66 EA

**\$7.92** / bag



**CONFORMING GAUZE 2" X 4YD, 12/BAG**

MSRP: \$1.85  
List Price: \$1.55



**WOVEN BANDAGE 3/4" X 3"**

MSRP: \$0.04 EA  
List Price: \$0.03 EA



**FABRIC BANDAGE, 1" X 3"**

MSRP: \$0.09  
List Price: \$0.08



**KERLIX, 4.5" X 4.1 YARDS**

MSRP: \$4.41  
List Price: \$3.97





### ELASTIC BANDAGE, COHESIVE, 2" X 5 YD.

MSRP: \$2.80  
List Price: \$2.52

**\$2.52** / each



### ABDOMINAL PADS, DERMACEA, 8 X 10

MSRP: \$0.63 EA  
List Price: \$0.56 EA

**\$11.20** / box



### GAUZE SPONGE, 4 X4

MSRP: \$0.04 EA  
List Price: \$0.03 EA



### ROLL GAUZE 2" X 5YDS- 2PLY NS

MSRP: \$0.70 EA



## TRIANGULAR BANDAGE

MSRP: \$1.50 EA  
List Price: \$1.25 EA

**\$15.00** / pack



## WRIST BAND ID BRACELET

MSRP: \$0.24 EA  
List Price: \$0.21 EA

**\$210.00** / box

As a fully integrated risk practice, we have the size and capability to address all risk issues and deliver end-to-end solutions

Insurance Risk Management is the assessment and quantification of the likelihood and financial impact of events that may occur in the customer's world that require settlement by the insurer; and the ability to spread the risk of these events occurring across other insurance underwriter's in the market. Risk Management work typically involves the application of mathematical and statistical modelling to determine appropriate premium cover and the value of insurance risk to 'hold' vs 'distribute'.

#### Valuable Insurance Risk Management

Alignment of the pricing market strategy and reinsurance arrangements to the organisation's risk appetite as well as optimising the goals of the organisation  
Assist clients to recognise risk events and changes to claim rates earlier, so as to move towards a more market responsive, risk-based pricing approach which ensures the efficient deployment of capital and a reduction in extreme risk event losses.  
Enhance the feedback mechanism from claims function to underwriting and product development processes to improve the performance and profitability of these processes.

#### Enhanced Risk Strategies

Create the right risk strategies to achieve the enterprises strategic aims and implements the optimum frameworks to ensure risk is appropriately managed. Some works undertaken include:

- Assessment, design and implementation of Insurance Strategies
- Assessment, design, implementation of Insurance Risk Frameworks
- Assessment, design and implementation of insurance risk related risk portfolios and assessment methodologies
- Assessment, design and implementation of Insurance Risk Appetite Statements
- Claims Function KPI design
- Commodity Sector Strategy Input
- Insurance Product Pricing
- Underwriting Function KPI design
- Reinsurance Program Design

#### Enhanced Risk Performance

Putting words into action – delivering risk performance within agreed tolerances at the sharp end – day after day. Some works undertaken include:

- Insurance Risk Analysis – Trend analysis
- Insurance Risk Analysis – Exposure Measurement
- Insurance Risk Exposure Management
- Risk capital Reserving
- Claims Result Analysis
- Reinsurance Effectiveness
- Insurance Risk Aggregation and concentration risk measurement and management
- Peer review Actuarial Services
- Audit review of liabilities, capital etc
- Insurance Needs Assessment and/or Insurance Selection recommendations for non-insurance clients
- Risk Management Software Systems - Insurance Risk Underwriting Software Design, Specifications, Testing, Review
- Mergers and Acquisitions assistance

## Enhanced Risk Management

Create the optimum organisational solutions and equips the enterprise with the right skills and capabilities to manage risk to achieve strategic aims. Some works undertaken include:

Assessment, design and implementation of Insurance Risk Management functions

Claims Function – Assessment

Underwriting Function Assessment

Appointed Actuary Services

Interim management solutions: Insurance Risk Officers and other professionals



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