



August 10, 2023

To Whom it may Concern:

The Crisis Prevention Institute, Inc. (CPI), is the worldwide leader in evidence-based de-escalation and crisis prevention training. We have extensive experience working in the sectors of education, health care, human services, and retail. CPI has developed unique training programs in these sectors addressing:

- *Verbal Intervention*[™]
- *Nonviolent Crisis Intervention*[®]
- *Nonviolent Crisis Intervention*[®] / *NCI*[™] With Advanced Physical Skills
- *Dementia Capable Care*
- *Prevention First*[™] Online Training, and
- Classroom Culture

In addition, we offer *NCI*[®] With Advanced Physical Skills, *Nonviolent Crisis Intervention*[®] and *Verbal Intervention*[™] specialty topic programs on trauma, mental health, and autism spectrum disorder.

In each of these training programs, CPI uses unique training materials and methods for which it has obtained copyright and/or trademark protection. Based on our experience and our intellectual property rights in our training materials and methods, we do not believe our training and services are subject to meaningful competitive bidding.

Sincerely,

John E. Murray
General Counsel
Crisis Prevention Institute, Inc.