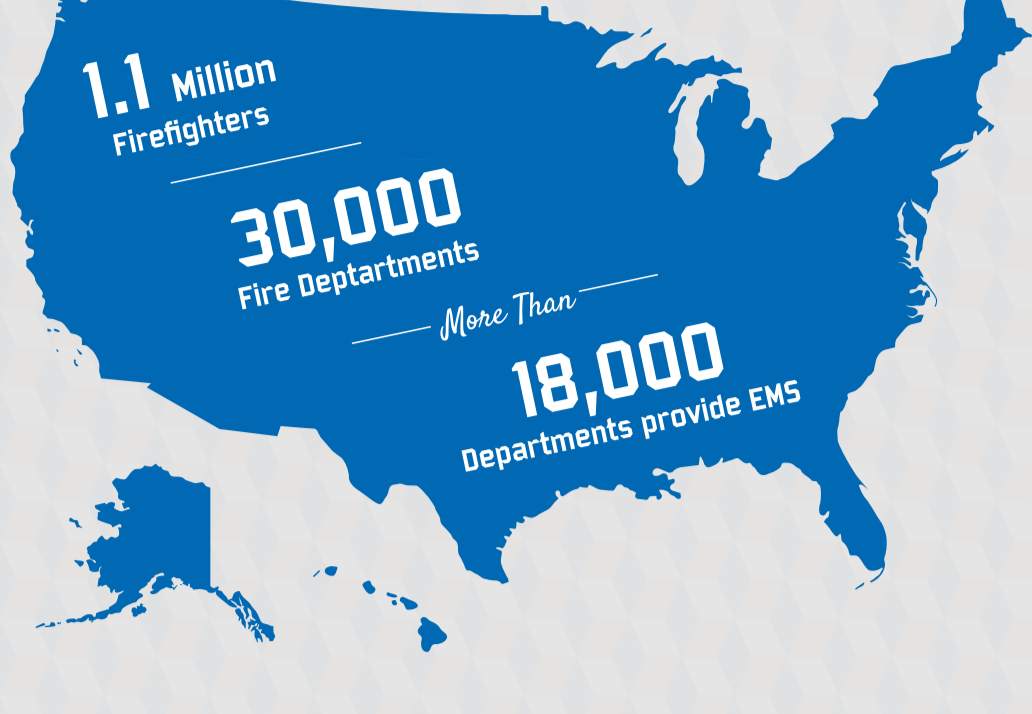




HOW TARGETSOLUTIONS HELPS THE FIRE SERVICE ACHIEVE ITS TRAINING GOALS

FIREFIGHTER TRAINING IN THE UNITED STATES



There are approximately 1.1 million firefighters and 30,000 fire departments in the United States, according to a study by the NFPA¹. Of these departments, **more than 18,000 provide some type of emergency medical services to their community**.

★★★★★ Training Requirements for Firefighters

48 HRS.

The amount of required training depends on a department's responsibilities. Every state's EMS requirements vary, but on average, **firefighters need approximately 48 hours of EMS continuing education each year**. To meet fire department ISO training, firefighters need 18 hours of facilities training, 16 hours of company training, 12 hours of training for existing drivers and operators (60 hours for new), six hours on hazardous materials training, and 240 hours for recruits in their first year².

★ Firefighter ISO Training Hours ★

Many departments consider their Insurance Services Officer (ISO) rating to be a grade indicating the level of service they are providing the community. One critical component to an ISO rating is training. By meeting ISO's training-hour requirements, and properly reporting those hours, departments position themselves to receive a higher grade.

18 HRS
Facilities Training

16 HRS
Company Training

12 HRS
Drivers & Operators

6 HRS
Hazardous Materials

240 HRS
First-Year Recruits

TARGETSOLUTIONS & THE FIRE SERVICE: A PERFECT MATCH

250

TargetSolutions features **more than 250 hours of fire and EMS continuing education**. Firefighter training courses are based on the NFPA's codes and standards, including NFPA 1001, 1021 and 1500 Series. EMS courses meet regulatory standards for recertification.

In addition to online firefighter training and EMS continuing education, TargetSolutions' catalog features valuable OSHA training, HR and harassment prevention training, emergency vehicle operator training, and much more. All combined, **TargetSolutions' catalog features 361 hours of training for a firefighter³**.

162 HRS.
EMS Training

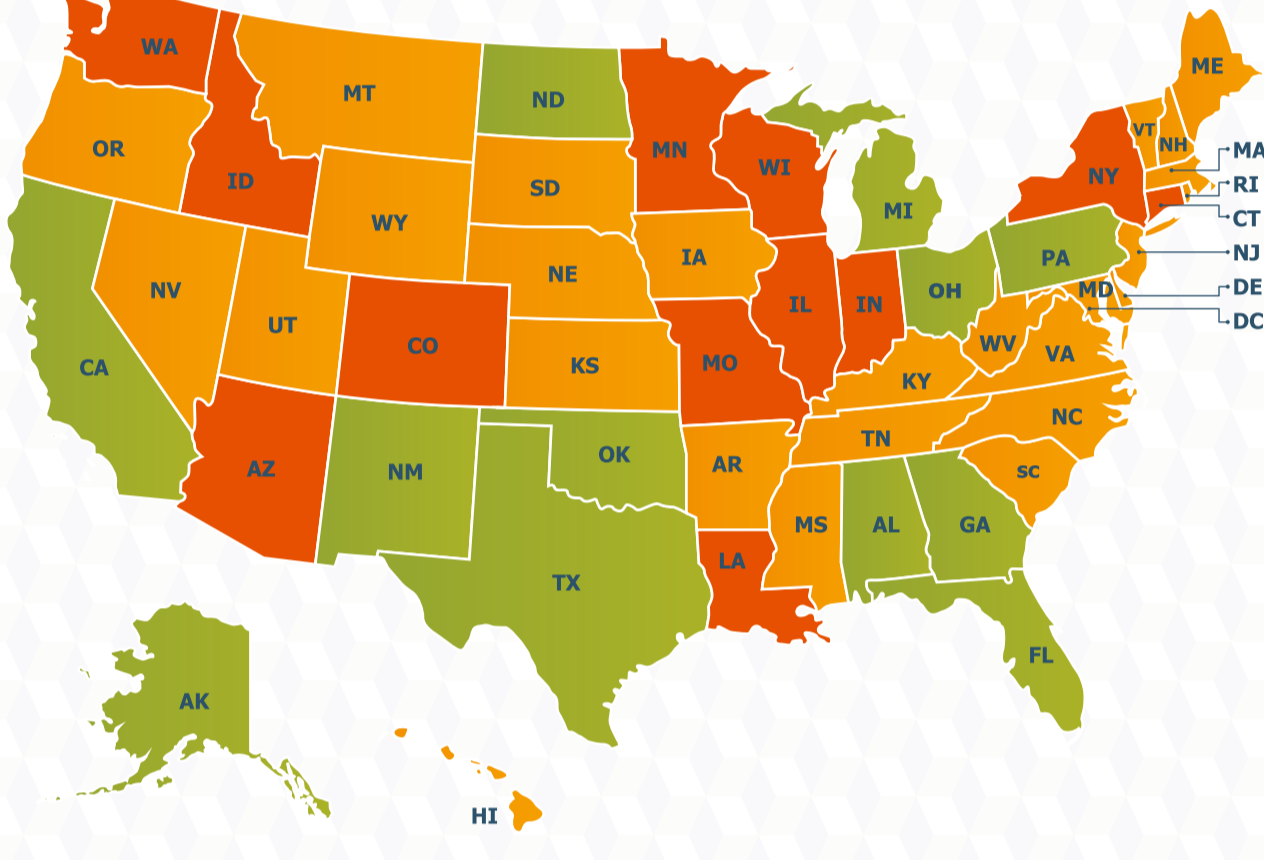
104 HRS.
Firefighter Training

50 HRS.
OSHA Training

31 HRS.
Human Resources Training

14 HRS.
Emergency Vehicle Operator Training

★ TargetSolutions EMS State Approvals ★



While featuring engaging training courses built to educate personnel on safety issues, TargetSolutions also offers **more than 160 hours of EMS recertification training**. TargetSolutions has state approvals, CECBEMS approval, or medical director/client discretion approval in all 50 states⁴.



TargetSolutions was built to make recordkeeping challenges like ISO more efficient. The platform features ready-made training assignments covering ISO Driver Training, ISO Officer Training, ISO Hazmat Training, ISO Company Training and ISO Facilities Training. After your crew has completed the assignments, TargetSolutions' recordkeeping system automatically tracks completions and can generate detailed reports structured perfectly for ISO's reviewing process.

THE RISK OF FIREFIGHTING

125
On-duty firefighter deaths each year

Since 1994, there has been an **average of 125 on-duty firefighter deaths each year**. The good news is that number is trending downward as there has been a 28 percent decrease over the last five years⁵. Still, firefighting continues to be extremely dangerous. The NFPA estimates that nearly 66,000 firefighters were injured in the line of duty in 2013 with 45 percent of injuries occurring during fireground operations⁶.

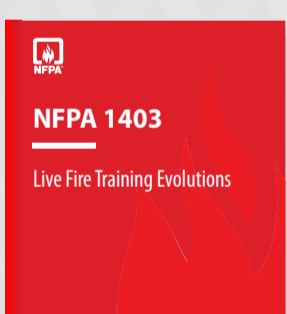
While on-duty firefighter deaths are declining, the proportion of deaths related to training has increased. In the last decade, **more than 100 firefighters have died during training activities**, and live-fire training is typically a leading cause of training-related fatalities⁷.

"Let no man's ghost ever come back and say his training failed him."

- National Fire Academy



With this in mind, the NFPA has created guidelines for departments to follow. **NFPA 1403 emphasizes the importance of safety and compliance with state regulations during live-fire training** and provides minimum requirements for conducting training to ensure it is conducted in safe facilities and in a safe manner for participants⁸.



Many of TargetSolutions' courses are built to make firefighters safer. **TargetSolutions' NFPA 1403 Live Fire Training Evolutions course was created to help keep firefighters safe**. This course emphasizes the importance of safety and compliance with NFPA standards and local policies established to maintain training effectiveness without compromising safety.

TRACKING FIREFIGHTER TRAINING WITH TARGETSOLUTIONS



As the fire service works to meet federal, state and local training requirements, TargetSolutions' powerful fire department software tracks all of the data. The 21st century solution to recordkeeping makes training management more efficient and effective.

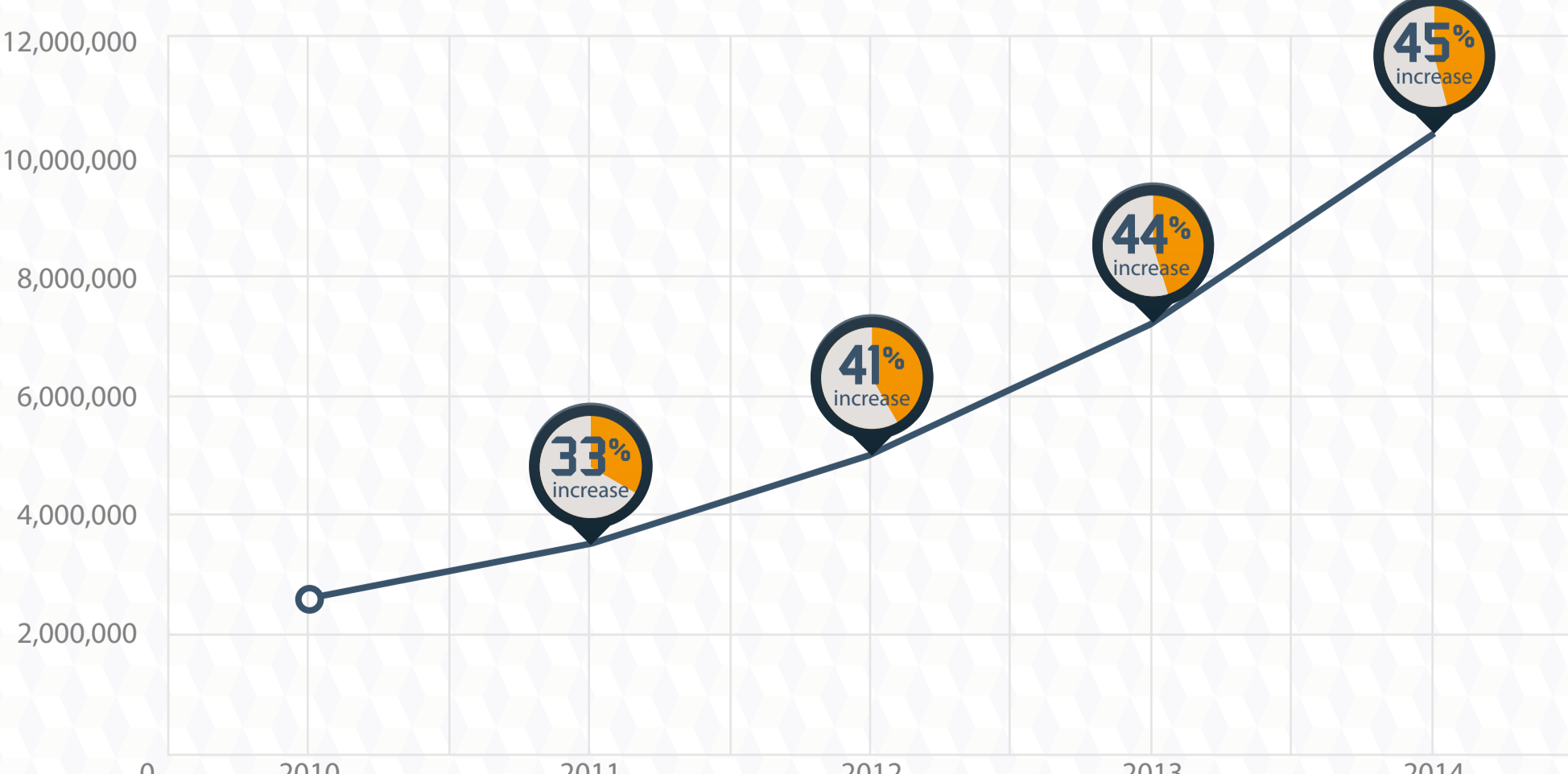


"Our people were doing their training, but not recording it. The numbers we were expecting were consistently lower than our expectations. When we saw how you could track training with TargetSolutions, we were astonished."

- Mike Linkins, Deputy Chief of Safety and Training, Polk County Fire Rescue (Fla.)

As the fire service evolves, departments are realizing the value in modernizing their training program. As a result, utilization of TargetSolutions' online training system has increased dramatically. **In 2014, more than 10 million assignments were completed on TargetSolutions**. This represented a 45 percent increase in utilization from 2013 and more than 500 percent increase since 2010.

★ Completed Records Annually ★



¹ <http://www.nfpa.org/research/reports-and-statistics/the-fire-service/administration/us-fire-department-profile>

² <http://www.isomitigation.com/ppc/3000/ppc3009.html>

³ <http://learn.targetsolutions.com/fire-ems-online-course-catalog>

⁴ <https://view.publitas.com/targetsolutions/maintaining-ems-compliance-1/page/1>

⁵ <http://www.cdc.gov/wisards/ffmap/>

⁶ <http://www.nfpa.org/research/reports-and-statistics/the-fire-service/fatalities-and-injuries/firefighter-injuries-in-the-united-states>

⁷ <http://www.targetsolutions.com/blogs/company-news/targetsolutions-launches-2-new-nfpa-courses>

⁸ <http://www.nfpa.org/codes-and-standards/document-information-pages?mode=code&code=1403>