

Key Points For A Board of Directors’ Consideration

- ⊕ Systems are application engineered for each pool, not a “standard” off-the-shelf product
- ⊕ All pools within the organization are not required to have systems installed simultaneously
 - Start with highest risk pools first and work back
 - Have a documented 2-5 year plan, installing 1-2 systems per year
- ⊕ Systems can be purchased (cash outlay spread over 6-8 months)
- ⊕ Systems can be leased-to-own over 3, 4 or 5 years
- ⊕ Systems on shallow (< 8’ deep) indoor pools can be installed without closing pool
- ⊕ Some insurance companies offer premium discounts for facilities with Poseidon installed
- ⊕ Systems are an added layer of protection for clients, employees and organization
- ⊕ Systems are also proven Risk Management tools for use in the pool area (allegations, etc.)
- ⊕ Systems are proven to keep lifeguards on their toes vs. making them complacent
- ⊕ Annual maintenance fee (\$14,000 outdoor/\$16,000 indoor pools) includes:
 - Proactive software and hardware upgrades
 - Equipment and spare parts replacement
 - Labor, time and travel expense for Poseidon field technicians
 - System is perpetually “new” (10 years from now, system will still be state-of-the-art)
- ⊕ Poseidon provides installation supervision of your local electrical contractor
- ⊕ 200 systems installed worldwide (50 in North America)
- ⊕ 18 lives saved as of 08.09.10