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PUBLIC SCHOOLS

Department of Purchasing

100 N. Main Street, 2nd Floor
Suffolk, VA 23434
(757) 925-6762 Fax (757) 942-4333

NOTICE
Sole Source

Date:	**Sep 28, 2026**
For:	**Comprehensive School Safety Exercise Programs**
Vendor Name:	**Clearpath Solutions Group (CSG)**
Requested by:	**Compensatory Programs for Nansemond-Suffolk Academy**
Description of Purchase:	**Building upon NSA's already invested ALICE based active threat preparedness program**
Cost:	**Not to exceed $15,000.00 FY 26/27 Annually**
Justification:	**CSG is the sole-source provider for a 12-18 month comprehensive school safety exercise program because of its combination of emergency management, public safety, exercise design, training, and governmental coordination capabilities, with knowledge of the Suffolk community and regional public safety environment.**

Approved By:

Robin Booth

Robin Booth, MAOL, VCA
Coordinator of Purchasing

9/28/26

Date

POSTED
SEP 28 2026
SOLE SOURCE

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info@clearpath-global.com
www.clearpath-global.com
Ph 1-757-653-8966

September 23, 2026

RE: Sole Source Justification – Nansemond-Suffolk Academy School Safety Exercise Program

To Whom It May Concern:

Clearpath Solutions Group (CSG) submits this letter in support of Nansemond-Suffolk Academy's consideration of CSG as the sole-source provider for a 12–18 month comprehensive school safety exercise program.

Nansemond-Suffolk Academy (NSA) has already invested in the development and implementation of its ALICE-based active threat preparedness program. The proposed engagement is intended to build upon that existing investment by developing and executing a progressive, multi-phase exercise program that reinforces NSA's established procedures, tests organizational capabilities, identifies gaps, and supports continuous improvement.

CSG is uniquely positioned to provide this service because of its combination of emergency management, public safety, exercise design, training, and governmental coordination capabilities, as well as its established knowledge of the Suffolk community and regional public safety environment.

The proposed program will be specifically developed around NSA's existing ALICE program, campus environment, organizational structure, policies, and preparedness objectives. Rather than introducing a separate or competing emergency response methodology, ClearPath will work with NSA to translate its existing preparedness framework into a structured exercise cycle consisting of discussion-based, operations-based, and increasingly complex exercises over a 12–18 month period.

The engagement is expected to include:

* Review and integration of NSA's existing ALICE program and related emergency preparedness materials;

* Development of a customized 12–18 month exercise strategy and schedule;

* Tabletop exercises focused on leadership decision-making, communications, emergency operations, and coordination;

* Drills and functional exercises designed to validate established procedures;

* Progressive integration of school leadership, faculty and staff, and appropriate public safety partners;

* Exercise planning, facilitation, evaluation, and documentation;

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* After-action reporting and development of improvement plans;

* Ongoing consultation with NSA leadership between exercises; and

* Development of a sustainable exercise program that NSA can continue beyond the initial engagement.

A significant consideration in selecting CSG is continuity of planning and program development. Because the proposed exercises will directly build upon NSA's existing preparedness efforts, transitioning between separate vendors could require duplicative assessment, orientation, and program-development work and could result in inconsistent methodologies or recommendations. CSG's approach allows NSA to maintain a single programmatic thread from its existing ALICE implementation through exercise design, evaluation, corrective actions, and subsequent exercises.

Additionally, CSG's regional presence provides a practical advantage for a program requiring sustained engagement over 12–18 months. The firm's familiarity with the Hampton Roads public safety and emergency management environment facilitates coordination with appropriate governmental and public safety stakeholders when their participation is appropriate to an exercise.

The proposed engagement is therefore not simply a request for a generic active threat exercise or training course. It is a customized, longitudinal exercise-management program designed specifically to extend and operationalize NSA's existing ALICE investment.

Based on the specialized nature of the requirement, the need for continuity with NSA's existing preparedness program, the customized nature of the proposed work, and ClearPath's capabilities and regional relationships, ClearPath believes that a sole-source procurement is appropriate for this engagement.

Clearpath Solutions Group appreciates the opportunity to support Nansemond-Suffolk Academy in strengthening its preparedness capabilities and developing a sustainable exercise program that enhances the safety and resilience of its students, faculty, staff, and broader community.

Sincerely,

Will Drewery

Will Drewery, MA, CEM
Vice President – Emergency Management and Government Relations
Clearpath Solutions Group