REQUEST FOR PURCHASE
FORT PIERCE POLICE DEPARTMENT

DATE: _____

VENDOR:

FAAC Incorporated

1229 Oak Valley Dr.
Ann Arbor, MI 48108

Department/Division

Account Number

001.3001.521.6410

Com. Code:

Needed For

DATE	DEL DATE	VENDOR NUMBER	F.O.B.	TERMS	PURCHASE ORDER #

QUANTITY	UNIT	DESCRIPTION	STOCK NUMBER	UNIT COST	AMOUNT
1		MILO Range Pro Training System		$42,000.00	$42,000.00
1		MILO Range Ceiling Mount Kit		$1,495.00	$1,495.00
2		WRK Air Recoil Drop-In Kit for Glock 21 Pistol		$2,200.00	$4,400.00
2		WRK Air Recoil Drop-In Kit for AR-15 Rifle		$2,400.00	$4,800.00
2		X2 Taser Laser Weapon w/Two cartridges		$1,995.00	$3,990.00
1		Discount Screen $650.00		-$650.00	-$650.00
					$0.00
					$0.00
					$0.00
					$0.00
					$0.00
					$0.00
					$0.00
					$0.00
					$0.00
					$0.00
					$0.00
					$0.00
				Total	$56,035.00

REMARKS:

Sole Source based on MILO being the only instrument to meet the training sepcifications the department requires FAAC Inc. is the only distributor of the MILO Simulator System.

Funding for this will be allocated from the city's FY17 Capital Imp. Fund

not to exceed $500.00*

Requested By: D. Christman

Approved By: Mayor

Approved Date: 11-9-16

ss/MILO P.O
revised 01/21/00

If over $500.00 you need three (3) quotes.
Attach quotes when submitting.

Approval No. _____
By: _____

SOLE SOURCE JUSTIFICATION
(Waiver of Competitive Bids)

VENDOR NAME & ADDRESS FAAC Incorporated, 1229 Oak Valley Dr., Ann Arbor, MI 48108

COMMODITY: (GENERAL DESCRIPTION) Interactive Firearms Simulator

PLEASE CHECK ENTRY BELOW THAT APPLIES TO THE PROPOSED PURCHASE. ATTACH ADDITIONAL DATA OR SUPPORT SOCUMENTATION AS INSTRUCTED BELOW.

SOLE SOURCE JUSTIFICATION

1. X PARTS / EQUIPMENT CAN ONLY BE OBTAINED FROM ORIGINAL MANUFACTURER – NOT AVAILABLE THROUGH DISTRIBUTORS.

2. X ONLY AREA DISTRIBUTOR OF THE ORIGINAL MANUFACTURER.

3. _____ PROPRIETARY ITEM / SERVICE.

4. _____ PARTS / EQUIPMENT NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER (COMPATIBILITY).

5. X THIS IS THE ONLY KNOWN ITEM / SOURCE THAT WILL MEET THE SPECIALIZED NEEDS OF THIS DEPARTMENT OR PERFORM THE INTENDED FUNCTION (EXPLAIN BELOW).

6. _____ PARTS/ EQUIPMENT ARE REQUIRED FROM THIS VENDOR TO STANDARDIZATION (EXPLAIN BELOW).

7. _____ OTHER. EXPLANATION IS FURNISHED BELOW.

COMMENTS / EXPLANATION: The MILO simulator is the only system that specifically meets the training needs of the Fort Pierce Police Department. MILO offers a complete library of scenarios that are updated wirelessly to constantly keep the officers experiencing different tactical scenarios. This is paramount in that repeating scenarios stifles training and hampers progress. Additionally, MILO offers an advanced verbal de-escalation cache of scenarios which are unique to the MILO System. These de-escalation scenarios are instrumental while measuring officers' ability to de-escalate volatile situations. FAAC Incorporated is the only distributor of the MILO simulator.

ON THE BASIS OF THE FOREGOING, I RECOMMEND THAT COMPETITIVE PROCUREMENT BE WAIVED AND THAT THE SERVICE OR MATERIAL ON THE ATTACHED REQUISITION BE PURCHASED AS A SOLE SOURCE COMMODITY.

SIGNED: Sergeant Donald Christman
REQUISITIONER

_____
DEPARTMENT HEAD

_____
PURCHASING DEPARTMENT

MILO Range Pro

Interactive Firearms and Force Options Training Simulator

Proposal prepared for:

John Schramm / Don Christman
Ft. Pierce Police Department
920 US-1
Ft. Pierce, FL 34950

1229 Oak Valley Dr, Ann Arbor, MI 48108
www.milorange.com
FAX 734 531 4002
Toll Free 800 344 1707

October 5, 2016

Thank you for your interest in the Interactive MILO Range Firearms Training Simulators from MILO Range Training Systems. This proposal will provide you with requested system information, specifications, pricing and details for the system and equipment you've inquired about.

MILO Range's threat response and firearms training simulators have been selected by the most demanding law enforcement, military and public safety agencies, and are in daily use around the world in over 40 countries. The MILO Range training system is a comprehensive solution that is designed to allow trainers the ability to give presentations and classes, conduct interactive testing and assessment, and provide immersive hands-on scenario based exercises with detailed debriefing and after action review. Each MILO system is designed to increase trainee knowledge, skills and confidence in a safe, challenging environment that is highly interactive and engaging.

Through our 20-year history of providing innovative interactive simulation training solutions, MILO Range has become widely regarded as a low-risk, highly reliable contracting and business partner. We have the industry's most dedicated and experienced sales and support team on staff, and all MILO customers receive the best technical service in the business, including free software updates, newly filmed and released scenarios with new exercises and environments to keep interest high and skills sharp.

On behalf of the entire MILO Range Team, I sincerely appreciate the consideration of our proposal for this requirement, and also to have the opportunity to be of service to the men and woman of the Ft. Pierce Police Department.

Respectfully sent on October 5th, 2016.

Neil Gikas
Eastern US Law Enforcement Sales
MILO Range Training Systems
FAAC Incorporated
800.344.1707 office
734.358.8292 mobile
neil.gikas@milorange.com
www.milorange.com

MILO RANGE PRO TRAINING SIMULATOR SUITE

Item	Description	Qty	Unit Price	Extended Price
1	**MILO Range PRO HD system with 5.1 Audio System Includes:** ▪ MILO CPU5 – Based on MS Windows 10 OS ▪ HD Projector(1920 x 1080) 4000+ lumens high contrast ▪ HD (12' x7') fast-fold projection screen ▪ 16-device Hit Detection Box with Flashlight option ▪ All Power and Video Cables, Power Strip ▪ Touch-screen LCD Flat Panel Monitor ▪ Keyboard and Optical Mouse ▪ Speakers/Digital Audio Sound System ▪ (3)Transport Cases for System and Peripheral Items ▪ **800+** Multi-Branching Interactive Scenarios are Pre-loaded as well as **40+**Skill Builder exercises	1	**$42,000.00**	**$42,000.00**
	Course Designer Program: The Course Designer Program is an editing software program that can be used to create lessons, tests and presentations for classrooms, auditoriums, and training rooms or for one on one instruction. Allows the user to utilize both digital video and computer graphics capabilities to create fully interactive training videos and/or graphics based training environments. **Includes HD Camera for scenario filming.**	Inc		
	Dry-Fire Laser Training: • (2) Weapon Lasers of your choice or SIRT replica • Pistol or Rifle lasers in 9mm, .40 or .45 • SIRT replica available in Glock or S & W model	2		
	OC Spray Training Devices: Laser modified OC spray training devices for less-lethal applications. Thumb or trigger activation. **Includes 2 devices standard**	2		
	Low Light Training Program: Allows the trainee to use real flashlight in-conjunction with his/her weapon for low light training. This system is non-lane based which allows for multiple users. **Includes 2 MILO Supplied Surefire G2 Flashlights with IR lens.**	Inc		
	MILO Trainee Action Capture (TAC) with Picture in Picture Video/Audio debrief: Audio and color video capture of trainee's actions in a scenario for immediate or later debriefing and review.	Inc		

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	Graph-X Targets: Allows the user to utilize any of the Graph-X modules for Marksmanship, Shoot-house, Basic Targets and Range Practice includes **75+ interactive CGI skill-builder exercises**	Inc		
	Statistics and Management: Allows user to manipulate the database information as to create individual and/or group statistics using relevant filtering criteria.	Inc		
	Baton/Punch/Strike Branching and Scoring: Allows the trainer to manually branch the scenario while the trainee uses his actual baton or makes a strike.	Inc		
	CONUS Delivery, Insurance and Standard 2-year Warranty	Inc		
	FREE Access to MILO Digital Scenario: New HD Scenarios sent out- approx. 12-15 sent out a quarter.	Inc		
	System Setup and Instructor/Operator Training – US sales only: 4 Students at Client Site for three (3) days. Includes scenario editing and creation.	Inc		
(A)	**MILO RANGE PRO TRAINING SYSTEM TOTAL (Qty.1)**			**$42,000.00**

Optional Training Items

Select and add to Purchase Order as Needed

Item	Description	Qty	Unit Price	Total Price
2	**MILO Range Ceiling Mount Kit**—needed if you want to have your system projector, cables and hit-detection system off the floor and mounted at the ceiling to open the training area up for more tactical movement.	1	**$1,495.00**	**$1,495.00**
3	**WRK Air Recoil Drop-In Kit for Glock 21 Pistol –:** *Does NOT include the Weapon "Tether Less Model" training weapon with (2) CO2 magazines. Uses 12Gm Co2 cylinders. No permanent modifications to weapon required.	2	**$2,200.00**	**$4,400.00**
4	**WRK Air Recoil Drop-In Kit for AR-15 Rifle/Carbine –** *Does NOT include the weapon. "Tether Less Model" training weapon with (2) CO2 magazines. Uses 12Gm Co2 cylinders. No permanent modifications to weapon required.	2	**$2,400.00**	**$4,800.00**
5	**X2 TASER Laser Weapon w/ TWO cartridges:** Includes: Taser weapon modified for use on the MILO Range and two (2) dual-laser cartridges with 7 degree separation for reloading drills.	2	**$1,995.00**	**$3,990.00**
(B)	**Optional Training Items Total:**			**$14,685.00**

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MILO Range Pro System and Optional Items Cost (A + B):	$56,685.00
Discount (screen $650):	-$650.00
Total System Proposal Offer =	$56,035.00

-See Important Terms and Conditions Below-

FAAC (Seller) STANDARD TERMS AND CONDITIONS

1. Payment Terms: Net 30 days of invoice (after delivery)
2. Delivery: 45 Days **ARO**
3. Partial Shipment and/or Partial Invoice are: Permitted.
4. Warranty: 24 Months from date of shipment.
5. If this sale is subject to Use Tax, then you are liable for the tax and should make payment direct to your taxing authority. However, we may collect Sales Tax for the following States: AK, CA, CO, FL, HI, KS, MA, MI, MO, MS, NC, NJ, NV, NY, SC, TN, TX, UT, WA.
6. Quote Valid **90** days.
7. All prices quoted in US Dollars ($USD)
8. Please make purchase order (PO) out to FAAC Incorporated

PURCHASING/CONTRACTING INFORMATION

1. Cage Code: 3J401
2. Tax ID: 38-2690218
3. DUNS: 175204163
4. GSA Schedule 874; Contract # GS-00F-332CA--Only applies to qualified federal agencies
5. Vendor POC: Kathryn A. Studer
6. Phone: 800-344-1707
7. Order Email: contracts@milorange.com
8. Order Fax: 734-531-4002
9. Mailing Address: Milo Range Training Systems, 1229 Oak Valley Drive, Ann Arbor, MI 48108