

Meeting Date: 8/25/2015

Report Type: Consent

Report ID: 2015-00731

Title: Cooperative Purchase Agreement: Purchase of Training Simulator

Location: Citywide

Recommendation: Pass a Motion authorizing the City Manager, or the City Manager's designee to: 1) approve the use of a cooperative purchasing agreement, GS-F-02F-1429H, through the State of California's 1122 Program for the purchase of a training simulator; and 2) authorize the purchase of the simulator from the State of California's 1122 Program in an amount not-to-exceed \$112,495.

Contact: Don Davis, Police Captain, Regional Services, (916) 566-2418, Police Department

Presenter: None

Department: Police

Division: Training

Dept ID: 11001371

Attachments:

1-Description/Analysis

2-Agreement

City Attorney Review

Approved as to Form

Michael Fry

8/12/2015 10:31:58 AM

Approvals/Acknowledgements

Department Director or Designee: Sam Somers - 8/4/2015 10:09:15 AM

Description/Analysis

Issue: The Sacramento Police Department (SPD) has an ongoing requirement for continuous and progressive officer training to ensure the safety of the Sacramento citizens as well as that of the officers. The Milo Range Theatre 300 Training Simulator is designed to increase trainee knowledge, skills, and confidence in a safe, challenging environment that is highly interactive and engaging.

The Milo Range Theater 300 system is a multi-screen immersive training experience that reinforces scanning and awareness. All videos are filmed in high definition with surround sound giving a 300-degree realistic experience. This type of training is necessary to provide realistic law enforcement situations that are designed to enhance rapid problem-solving skills. These scenarios provide officers and academy recruits with a multitude of training options that are technology-based and add a sense of realism that standard training cannot provide. These scenarios challenge the officer's decision-making abilities which are necessary to justify one's actions. Ultimately, this system will help reinforce proper decision making and build trust with the community.

The SPD is requesting approval to purchase the Milo Range Theater 300 system for use at the Sacramento Police Academy to allow trainers the ability to give presentations, classes, and conduct interactive testing and assessment, as well as scenario-based exercises with detailed debriefing and after action review. These scenarios provide officers and Academy recruits with judgmental training to enhance the officer's understanding of shoot/don't shoot situations, non-lethal options, and the corresponding decision-making process.

Staff recommends the use of a cooperative agreement, GS-F-02F-1429H, through the State of California's 1122 Program for the Milo Range Theatre 300 Training Simulator in an amount not-to-exceed \$112,495.

Policy Considerations: The recommendations contained in this report are consistent with 1) City Code Section 3.56.240, which authorizes City Manager, where advantageous, to utilize cooperative purchasing agreements approved by City Council to purchase supplies and non-professional services through legal contracts of other governmental jurisdictions or public agencies without separate competitive bidding; and 2) City Code Section 3.56.090, which requires City Council approval to enter into contracts equal to or greater than \$100,000.

Economic Impact: None

Environmental Considerations:

California Environmental Quality Act (CEQA): This recommendation does not constitute a “project” and is therefore exempt from the CEQA process according to CEQA Guidelines Section 15378(b)(2).

Sustainability Considerations: Not Applicable.

Commission/Committee Action: None

Rationale for Recommendation: Of the two theater training systems available in today’s market, the Milo Range Theater 300 Interactive Firearms and Force Options Simulator was selected based on several important criteria. First of all, Milo Training Systems is a reputable company that has been manufacturing simulators for almost 20 years. Its attention to detail, quality control, and customer service have been reported to be excellent by other agencies currently using them.

Secondly, the Milo system is the easiest to understand and master. The programming and scenario management is set up in a way that is user friendly. The ability to identify and accurately simulate all of the training options and the flexibility of the system would be the best option for SPD training needs. The technology and operator training is the same as the single screen portable Milo system that the Police Department is currently purchasing. Also, all video scenario upgrades are free for the life of the system.

The size of the multi-screen Milo system will fit better in the selected venue at the Academy building as an entire classroom needs to be dedicated specifically for this simulator. Also, the overall ratings and feedback the SPD received from other law enforcement agencies currently using the system was favorable, which included very good customer support.

Finally, the price point of the Milo system is significantly less expensive than the other theater system on the market.

Financial Considerations: Sufficient funds are available in the SPD’s training external funded program budget (E11002500) for this training simulator. The State of California’s 1122 Program requirements stipulate that payments must be made prior to the placement of the order. However, this payment will be held in escrow until after delivery of the simulator.

Local Business Enterprise (LBE): Not Applicable

PRICE LIST COVER PAGE
GENERAL SERVICES ADMINISTRATION
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Prices Shown Herein Are Net (discount deducted).

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*[®], a menu-driven database system. The INTERNET address for GSA *Advantage!*[®] is: GSAAvantage.gov.

“FSS 874 - MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)”

SIN No. 874-9: Off-the-Shelf and Customizable Print, Audio, and Visual Instructional Training Devices

Federal Supply Codes 6910 and 6930

Contract No. GS-02F-1429H / Contract Period: 26 July 2013 – 25 July 2018

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

FAAC Incorporated
1229 Oak Valley Drive
Ann Arbor, MI 48108
Phone: (734) 761-5836
FAX: (734) 761-5368

www.faac.com

www.milorange.com

Contract Administration Source: Same as above

Business Size: Large under NAICS code 423490

CUSTOMER INFORMATION:

- 1a. Special Item Numbers: SIN No. 874-9: Off-the-Shelf and Customizable Print, Audio, and Visual Instructional Training Devices
- 1b. Lowest priced model: FAAC-TT-1000-1 (Page 3) and MILO-RNG-C (Page 6).
- 1c. Not applicable
2. Maximum Order: \$1,000,000
3. Minimum Order: \$100
4. Geographic coverage (delivery area): Worldwide

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FAAC's MILO PRODUCTS:

SIN	New GSA Part Number	Description	GSA Price
874-9	MILO-RNG-P	MILO Range PRO HD Use-of-Force Judgmental Training Simulator. Interactive portable high-definition (HD) firearms, use-of-force judgmental training simulator. Ready to train out of the box with over 450 pre-loaded interactive force-options scenarios and more than 45 true-graphics-based skill-builder exercises. Users can build and create their own interactive marksmanship courses and interactive high definition video scenarios locally. Includes all hardware, software and cabling for system operation. Includes product training. Does not include firearms.	\$ 37,800.00
874-9	MILO-RNG-A	MILO Range Advanced mobile firearms and use-of-force judgmental training simulator from FAAC. Includes interactive portable eight-lane high-definition (HD) firearms and decision-response training software, low-light training module with real flashlights, and trainee-action capture debrief utility for after-action review. Delivered ready to use right out of the box with over 450 pre-loaded interactive force-options scenarios and more than 45 true CGI-based firearms skill-builder exercises. End-users can build and create their own interactive marksmanship courses locally. Includes all hardware, software and cabling for easy installation and system operation. Does not include firearms or initial product training. Purchase of at least one training day required.	\$ 20,995.00
874-9	MILO-RNG-C	MILO Range Classic Simulator is a portable interactive high-definition (HD) firearms and use-of-force judgmental training system. Allows for four simultaneous trainee lanes. Delivered ready to train out of the box with over 450 pre-loaded interactive force-options scenarios and more than 45 true CGI based skill-builder exercises. The system includes all hardware including projector and screen, pre-loaded MILO software, and all cabling for complete system installation and operation. Does not include firearms or product training. Purchase of at least one training day required.	\$ 10,995.00
874-9	MILO-FDU-SA	MILO Range Firearms Diagnostic Unit (FDU). An exclusive stand-alone training system used for the diagnosis and correction of key firearms training objectives through a mobile platform using laser or live-fire weapons. Records and tracks trainee's fall-of-shot, trigger pressure and pull, proper firing stance and posture, and correct sight alignment and sight picture with patented heads-up display (HUD) video system. Current version includes significant technology upgrade to include new state-of-the-art CPU platform with embedded LCD Screen, current video capture technology, and significant FDU software enhancements and additions. Does not include product training. Purchase of at least one training day required.	\$ 19,995.00
874-9	MILO-RECOIL-HANDGUN	MILO Air Recoil Kit for Handgun. This is a drop-in kit and requires no weapon modifications. Specify desired model at time of order.	\$ 2,100.00
874-9	MILO-RECOIL-RIFLE	MILO Air Recoil Kit for Rifle. This is a drop-in kit and requires no weapon modifications. Specify desired model at time of order.	\$ 2,100.00
874-9	MILO-RECOIL-NOZZLE	Screw-on nozzle with press-to-fill outlet for CO2 liquid and integrated pressure gauge. Supports any MILO air recoil kit magazine that can be refilled. Includes empty, 20lb. CO2 tank with diptube.	\$ 625.00
874-9	MILO-AIRRND-CONVKIT-HG	Inert handgun conversion kit to allow use of compressed gas recoil-only rounds. Includes recoil laser. Some models may require permanent modification to the firearm for proper operation. Firearm is not included. Select from available models at the time of order.	\$ 895.00

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FAAC's MILO PRODUCTS (Cont'd):

SIN	New GSA Part Number	Description	GSA Price
874-9	MILO-AIRRND-50PKRND	Box of 50 precision-machined refillable recoil-only (no projectile) rounds. These air rounds store high pressure compressed air to provide recoil when fired by an air round conversion kit (purchased separately). Rounds are refillable using air round refill station (purchased separately). Air rounds are warranted for 600 refills. These items are inert, non-projectile recoil simulation parts and cannot be used as weapons nor with live weapon parts.	\$ 2,995.00
874-9	MILO-AIRRND-REFILLRND	A table-mount reloading system for air rounds. Uses an included high-pressure compressed air tank as gas source. System has adjustable gauges to control output pressure to the refill assembly which includes a jig for holding air rounds in place and a lever for the user to manually fill the round by pulling the lever. All equipment is shipped empty and unpressurized. High pressure compressed air must be sourced locally by user/buyer.	\$ 2,995.00
874-9	MILO-RFCANNON-MANUAL	Instructor-controlled projectile launcher training device with integrated point-of-aim view and red-dot-sight. Point-of-aim is controlled via joystick and non-lethal projectiles are emitted via button on the joystick. Includes dedicated netbook computer to preview point-of-aim view with red-dot-sight in real time. Includes set of required safety glasses.	\$ 6,500.00
874-9	MILO-TRNG-MOD-1	MILO One-Day Product Training. The MILO 1-day on-site (CONUS) training class is offered in conjunction with any of the above MILO Range products. Note that this item may not be purchased as a stand-alone training service. It may only be ordered in conjunction with the purchase of a MILO Range product.	\$ 2,700.00
874-9	MILO-FBSHU-0475	16'x40' Flash/Bang and Simulation Housing Unit (FBSHU) is an ISO 9000 certified complete fabricated self contained safe environment designed to test and train with Flash/Bang devices that can incorporate the MILO Live Fire MILO Range PRO HD Marksmanship and Use-of-Force Judgmental Training simulator (PN: MILO-RNG-P). Includes protected lighting, sound absorbing material on walls and ceiling, a Rhino treated floor and HVAC system. Includes delivery in CONUS, installation and training. Site preparation is to be provided by the customer.	\$ 238,408.83
874-9	MILO-T180	MILO Range Theatre System three screen Firearms and Use-of-Force Judgmental Training Simulator. Immersive system with an enhanced field of view. Includes pre-loaded HD training scenarios and interactive graphics-based skill-builder exercises. Users can build and create their own interactive marksmanship courses and interactive high definition video scenarios locally. Includes all hardware, software, cabling and training for system operation. Does not include firearms.	\$ 76,495.00
874-9	MILO-T300	MILO Range Theatre System five screen Firearms and Use-of-Force Judgmental Training Simulator. Immersive system with an enhanced field of view. Includes pre-loaded HD training scenarios and interactive graphics-based skill-builder exercises. Users can build and create their own interactive marksmanship courses and interactive high definition video scenarios locally. Includes all hardware, software, cabling and training for system operation. Does not include firearms.	\$ 112,495.00

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FAAC's MILO PRODUCTS (Cont'd):

SIN	New GSA Part Number	Description	GSA Price
874-9	MILO-SHS-BASE	MILO Range ShootHouse system provides marksmanship and interactive scenario based training in a multi-room and/or multi-screen configuration supporting team training and high volume training programs. The system can be operated by a single instructor and supports multiple students and weapons. System includes instructor control station, two (2) ShootRoom systems, all simulator equipment, cabling and mounts, as well as shipment, setup and user training to any CONUS location. Can be expanded with additional ShootRooms.	\$ 62,995.00
874-9	MILO-SHS-ROOM	The MILO Range ShootRoom is an expansion to the MILO Range ShootHouse system. ShootRoom provides an additional room or screen for marksmanship and interactive scenario based training. System includes all simulator equipment, cabling and mounts. Only available to MILO Range ShootHouse system customers. Shipment, setup and user training at any CONUS location included if purchased with MILO Range ShootHouse system. If purchased after market, additional costs for shipment, setup and training may apply.	\$ 16,195.00
874-9		SUPPORT OPTIONS:	
874-9	MILO-WTY-BRONZE	MILO Bronze Warranty. Provides a one-year warranty extension coverage on the MILO Range PRO System. Plan details available from supplier.	5% of System Cost
874-9	MILO-WTY-PLATINUM	MILO Platinum Warranty with Technology Insurance. Available for MILO Range PRO systems only. Provides a 5 year warranty when purchased in conjunction with a system. Provides 3 year warranty when purchased as a renewal or extension. Platinum warranties include a system upgrade near the term-end of the warranty. Plan details available from supplier.	40% of System Cost

QUANTITY DISCOUNTS:

Based on orders for multiple systems of the same part number ordered with a single purchase order.

3-5 Systems	2% discount per system
6-10 Systems	3% discount per system
11-20 systems	5% discount per system
21-30 systems	7% discount per system

TERMS:

- Payment terms are Net 30 upon acceptance of system.
- Invoice terms: ½% 15, Net 30
- Delivery is 45 days A.R.O. with the exception of:
 - MILO-FBSHU-0475 which is 120 to 210 days
 - MILO-T180, MILO-T300, MILO-SHS-BASE and MILO-SHS-ROOM which are 60 days ARO
- F.O.B. Destination within the 48 contiguous states.
- One year manufacturer warranty included on hardware and software. Plan details available from supplier.
- No Dealers or Resellers are authorized.