



CITY of NOVI CITY COUNCIL
Agenda Item D
March 18, 2019

SUBJECT: Approval to purchase a MILO Range Firearms Training Simulator for the Novi Police Department from FAAC Incorporated for \$56,100 and the necessary projector and IT equipment through Bluewater Technologies Group for \$14,880.28, both through a General Services Administration (GSA) contract.

SUBMITTING DEPARTMENT: Public Safety - Police

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$70,980.28 TOTAL \$56,110 (Firearms Simulator) \$14,880.28 (Projector/Screen/IT Equipment)
AMOUNT BUDGETED	\$90,800
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	402-402.00-982.000

BACKGROUND INFORMATION:

Approved in the 2018-19 Gun Range Facility Budget was the replacement of a firearms training simulation system for the Novi Police Department. In 2002 the Novi Police Department purchased a Firearms Training Simulator (FATS) to serve as an aid in "shoot, don't shoot" response to resistance situations. FATS was comprised of various lethal and non-lethal weapons utilized by the department at the time; Glock handgun, Remington Shotgun, pepper spray and a flashlight all of which were tethered to a control unit and compressed gas tank. The Windows 98 based system projected a pre-recorded response to resistance scenario on the screen and the officers were directed to react accordingly based on their training, laws, policies and procedures. What was once a cutting edge training system is now outdated, unreliable, no longer serviceable and was sold on the MITN surplus auction in March 2018 for \$1,425.

New systems are wireless affording more mobility for the officers. We can tailor the weapons to our current pistols and rifles. The new systems provide interactive high-definition video training scenarios and computer-generated graphics content to allow trainees to interact through the use of simulated and live weapons. The MILO Range Training Simulator 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 exercise 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. The system will be housed at the Firearms Training Center in the new classroom being built.

The MILO Range Firearms Training Simulator requires the installation of an HD quality projector and an accompanying screen. Bluewater a leader in audiovisual integration will provide, install and integrate an Epson ProG 7500U projector and Advantage 90X160 screen. This will enrich the MILO training experience. The City's Integrated Solutions team has standardized on this equipment in the Council Chambers and the Police Department's Emergency Operations Center.

Both purchases would be made through a GSA contract.

RECOMMENDED ACTION: Approval to purchase a MILO Range Firearms Training Simulator for the Novi Police Department from FAAC Incorporated for \$56,100 and the necessary projector and IT equipment through Bluewater Technologies Group for \$14,880.28, both through a General Services Administration (GSA) contract.



MILO RANGE PRO TRAINING SYSTEM

Interactive Firearms and Force Options Simulator

FAAC Incorporated

GS-00F-332CA

SIN: 874-9

Proposal prepared for:

City of Novi Police Department

Attn: Erick Zinser

Assistant Chief of Police

45125 Ten Mile Road

Novi, Michigan

48375



January 28, 2019

MILO Range PRO Interactive Training Simulator
GSA Contract Number: GS-00F-332CA
FAAC Incorporated
SIN: 874-9

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

The MILO use of force 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 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.

FAAC and I both sincerely appreciate the consideration of our proposal and also to have the opportunity to be of service to the men and women of your agency.

Respectfully Submitted by:



Jesse C. Wimmer
Regional Sales Manager
MILO Range Training Systems
FAAC, Incorporated
Office: 800.344.1707
Cell: 303.378.5283
Fax: 734.531.4002
Email: jesse.wimmer@milorange.com



www.milorange.com

MILO RANGE PRO TRAINING SIMULATOR				
Item	Description	Qty.	Unit Price	Extended Price
1	<p>MILO Range PRO System with 5.1 Audio System GSA Item # MILO-RNG-P</p> <ul style="list-style-type: none"> ▪ MILO CPU – Based on MS Windows OS ▪ HD Projector (1920 x 1080) 2800+ lumens high-contrast Credit ▪ HD (12' x7') fast-fold projection screen Credit ▪ 16-device Hit Detection Box with <u>IR</u> Flashlight option filter ▪ All Power and Video Cables, Power Strip ▪ Touch-screen LCD Flat Panel Monitor (<u>with wall-mount</u>) ▪ Keyboard and Optical Mouse ▪ Speakers/Digital Audio Surround Sound System ▪ Transport Cases for System and Peripheral Items ▪ 850+ Multi-Branching Interactive Scenarios are Pre-loaded as well as 55+Skill Builder exercises 	1	\$37,800.00 GSA Item	\$37,800.00 GSA Item
	<p>FREE Access to MILO Range Digital Scenarios New HD Scenarios available (approx.12-15 available per quarter)</p>	Inc.		
	<p>Course Designer Program The Course Designer Program is 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.</p>	Inc.		
	<p>Dry-Fire Laser Training Inserts/Weapons System includes two (2) Replica SIRT Glock 17 Training Weapons</p>	Inc.		
	<p>OC Spray Training Devices Laser modified OC spray training devices for less-lethal applications. Thumb or trigger activation. Includes two (2) OC laser canisters</p>	Inc.		
	<p>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 two (2) MILO Supplied flashlights Credit</p>	Inc.		
	<p>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. The system will branch and score the use of action as a baton strike.</p>	Inc.		
	<p>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.</p>	Inc.		
	<p>Graph-X Targets Allows the user to utilize any of the Graph-X modules for Marksmanship, Shoot-house, Basic Targets and Range Practice includes 55+ interactive CGI skill-builder exercises</p>	Inc.		



Statistics and Management Allows user to manipulate the database information as to create individual and/or group statistics using relevant filtering criteria	Inc.		
Delivery, Insurance and Standard 2-year Warranty	Inc.		
System and Peripheral Training Required (US sales only) Four Students at Customer Site for three (3) days. Includes scenario editing and creation, as well as COF design.	Inc.		
(A) MILO RANGE PRO TRAINING SYSTEM TOTAL:	1	\$37,800.00	\$37,800.00

Optional Training Items Requested by City of Novi Police Department				
Item	Description	Qty.	Unit Price	Total Price
2	MILO Range WRK Recoil Kit- Pistol (Glock 17) <u>GSA Item # MILO-RECOIL-HANDGUN</u> Drop-In tether-less recoil kit with two (2) disposable CO2 magazines. No permanent modification to weapon required.*Kit does <u>not</u> include weapon	2	\$2,100.00 GSA Item	\$4,200.00 GSA Item
3	MILO Range Refillable Magazines for WRK Recoil Pistol or AR	4	\$395.00	\$1,580.00
4	MILO Range WRK Recoil Kit- AR/M4 <u>GSA Item #MILO-RECOIL-RIFLE</u> Drop-In tether-less recoil kit with two (2) disposable CO2 magazines. No permanent modification to weapon required.*Kit does <u>not</u> include weapon	2	\$2,100.00 GSA Item	\$4,200.00 GSA Item
5	MILO Range Refillable Magazines for WRK Recoil Pistol or AR	4	\$395.00	\$1,580.00
6	MILO Range WRK Refill Station for Refillable Magazines with G17 Mag Sled Station includes Co2 Tank, all air cabling, and one sled for refillable magazines.	1	\$1,995.00	\$1,995.00
7	Additional MILO Range WRK Magazine Sled for Refill Station	1	\$395.00	\$395.00
8	X2 Taser Weapon with Cartridges Includes: Taser weapon modified for use on the MILO Range and two (2) dual-laser cartridges for reloading drills.	2	\$2,295.00 Gov't Discount	\$4,590.00 Gov't Discount
9	MILO Range Rail-Mounted IR Flashlight Streamlight 69190 TLR-VIR Pistol-Mounted Tactical Light	2	\$495.00	\$990.00
10	MILO Range Handheld IR Flashlight Streamlight 88122 TL-2 IR LED Flashlight	2	\$395.00	\$790.00
11	Un-Tethered Instructor The wireless remote tablet for the MILO Range system offers trainers the freedom to run the system remotely via a PDA device.	1	\$1,995.00	\$1,995.00
12	Ceiling Mount Installation Kit Kit includes projector mount, hit detection box mount, cabling, ceiling tile, and standard 9' ceiling post. Custom length posts are optional and may include additional charges.	1	\$1,995.00	\$1,995.00
(B)	REQUESTED OPTIONAL TRAINING ITEMS TOTAL:			\$24,310.00

MILO Range PRO System GSA Sub-Total (A):	\$37,800.00
MILO Range PRO Requested Options GSA Sub-Total (B):	\$24,310.00
MILO Range PRO System Total for City of Novi Police Department (A+B):	\$62,110.00
MILO Range Offered Discount for In-State Training and Credit for Items (C):	(\$6,000.00)
Total System GSA Cost for City of Novi Police Department (A+B)-(C):	\$56,110.00

See Important Terms and Conditions Below



FAAC (Seller) STANDARD TERMS AND CONDITIONS

1. Payment Terms: ½% 15, NET 30 days
2. **Orders should be issued to "FAAC Incorporated"**
3. Delivery: 60 Days ARO (Theater), 45 Days ARO (PRO, Advanced, Classic)
4. Partial Shipment and/or Partial Invoice are: Permitted.
5. Warranty: 24 Months from date of acceptance.
6. 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: CA, FL, HI, KY, MA, MI, UT,WA, WV
7. Quote Valid 90 days.
8. All prices quoted in US Dollars (\$USD)
9. This proposal may contain both GSA and open market items. GSA items are identified with a GSA part number and contain the marking "GSA Item" in the Unit Price column. All other items are to be considered open market. Open market items are allowed under circumstances set forth in FAR 8.402(f).

PURCHASING/CONTRACTING INFORMATION

1. Cage Code – 3J401
2. Tax ID – 38-2690218
3. DUNS – 175204163
4. GSA Schedule # (if applicable) - GS-00F-332CA
5. Vendor POC – MILO Contracts
6. Phone – 800-344-1707
7. Email – Contracts@faac.com
8. Order Fax to 734.531.4002

GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service *Authorized Federal Supply Schedule Price List*

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

Professional Services Schedule (PSS)

Federal Supply Group: CORP **Class:** 00

Contract Number: GS-00F-332CA

For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>
Contract Period: 28 Sept 2015 – 27 Sept 2020

Contractor: FAAC Incorporated
1229 Oak Valley Drive
Ann Arbor, MI 48108 9675

Business Size: Small Business

In accordance with 13 C.F.R. 121.404, the Contractor is ineligible to participate in any RFQ that is set aside for small business where the subject contract's awarded size status for the preponderance NAICS designated in the RFQ is "other than small".

Telephone: (734) 761-5836
FAX Number: (734) 761-5368; Contracts/Orders: (734) 531-4002
Web Site: www.faac.com / www.milorange.com
E-mail: kathy.studer@faac.com ; contracts@faac.com
Contract Administration: Kathryn A. Studer

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

SIN	Recovery	SIN Description
871-2	871-2RC	Concept Development and Requirements Analysis
871-3	871-3RC	System Design, Engineering and Integration
871-4	871-4RC	Test and Evaluation
871-5	871-5RC	Integrated Logistics Support
874-9	874-9RC	Off-the-Shelf Training Devices and Training Materials: Print, Electronic, Audio-Visual, Multi-Media, and Simulation Training Devices

1b. Lowest priced model (SIN 874-9): FAAC-TT-10001-1 (driving simulator) and MILO RNG-C (firearms simulator)



REAL-WORLD TRAINING

FORCE ESCALATION/DE-ESCALATION AND
TACTICAL CRISIS MANAGEMENT TRAINING SYSTEM

ABOUT US

MILO Range is a world-leading provider of interactive simulation training products and is widely regarded as the nation's fastest growing manufacturer of best-in-class firearms and use-of-force training systems. Since 1994, our award-winning MILO Range product line has been continuously selected as the de-facto training simulators for all branches of the military, law enforcement, security, and public safety agencies throughout the United States and the world.

WHY CHOOSE US

- ✓ We invest time in understanding your needs and policies up front. We then work closely with your team to develop and deliver the appropriate training solution.
- ✓ We are continuously improving the capabilities of our systems, so you can be sure you are investing in a state-of-the-art solution that will fit your needs for years to come.



Multiple Configurations

MILO Range's training system can be as simple as a single screen simulator or, it can be as complex as a fully immersive 300° surround theater.



Weapon Training Options

Any system can be customized with firearm recoil kits, live-fire/laser options, shoot-back systems, and more. Lethal and non-lethal weapon options available.



Scenario Library

System includes skill-focused modes, with a variety of CCI live-action exercises and interactive HD video role-play scenarios. HD video scenarios offer full emotional immersion with multiple branching decisions and outcomes.



BLUEWATER

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SOUTHFIELD, MI 48075
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CITY OF NOVI
Gun Range Training Room
Phase 1 - 4 Port Switch Add

Prepared On: 2019-02-27

By: Robert Ring

Phone: (800) 344-6575; Ext. 236

Email Address: rring@bluwatertech.com

GSA #GS-35F-0472Y



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Innovative Thinking + Flawless Execution

At Bluewater, we create moving live events and AV experiences for strong brands. This is a direct result of two things; an understanding of the intersection where content, space and technology strategically align, and a commitment to delivering flawlessly on every project we engage. We keep an incredibly talented team of designers, engineers, developers, and all around geeky-chic technical staff who live for the challenges presented to us. We are thrilled for the opportunity to present the following overview to you.

Executive Summary of Project

We believe Bluewater is uniquely positioned to provide CITY OF NOVI the technical guidance and support necessary to ensure success of the City of Novi Gun Range Training Room Phase 1 – 4 Port Switch Add project and thank you for the opportunity to provide this quote.

Please find the detailed scope of work in the Appendix.



Assumptions

- All work will be completed during normal business hours (8am-4pm Mon - Fri) unless otherwise noted in the Scope of Work.
- All work areas will be clean and free of dust and debris in order to complete installation of sensitive electronic devices.
- All owner furnished equipment and furniture shall be available prior to install.

Investment Summary

- Bluewater will deliver City of Novi Gun Range Training Room Phase 1 – 4 Port Switch Add project as detailed herein to CITY OF NOVI for \$14,880.28.

Please find the Investment Detail in the Appendix.

Client Authorization

Bluewater Technologies Group, Inc. is hereby authorized to perform the work for CITY OF NOVI as outlined above dated 2019-02-27, regarding City of Novi Gun Range Training Room Phase 1 – 4 Port Switch Add per:

Quote #	Subtotal	Tax	Total
158950	\$14,880.28	\$0.00	\$14,880.28

Name: _____

Signature: _____

Title: _____

Date: _____



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Appendix

- Detailed Scope of Work
- Investment Detail
- General Terms & Conditions
- Warranty Statement



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Detailed Scope of Work

QUOTE 158950 Revision 3 Phase 1

This system is to be divided into two phases to allow the client to get the room up and running and then expand to the final version as it is used. There was one mistake on the original quote in that a quantity of 6 Misc Materials were needed. This has been corrected with the proper amounts. The client shall receive two (2) quotes for both a Phase 1 and Phase 2. This scope address Phase 1 only.

VIDEO –

Bluewater will provide and install an Epson ProG 7500U 6500 Lumen WUXGA (1920 x 1200) LCD projector. The projector shall be ceiling mounted to the building structure with Unistrut. Bluewater will provide and install a Da-Lite Advantage Electrol 90" x 160" matte white electric screen. The screen shall be provided with a low voltage controller and wall switch to control the screen. A licensed electrician is required to wire high voltage to the screen LVC inside the screen case. Sources for the system are an OFE Milo system and a HDMI wall plate. The HDMI wall plate will reside at standard outlet height on the left wall as you face the screen. This wall plate will contain an HDMI input for connection to a Four (4) port Extron switcher located in the equipment rack in a closet on the opposite wall. A 9-foot HDMI input cable shall be provided for use with the wall plate. The Cabling shall be extended utilizing Extron Plenum Pro HDMI cabling to the switcher. The switcher EDID shall be set for a 1920 x 1080 signal. This is to insure the image matches exactly when the 16:9 displays are added in the future. The output of the switcher shall be connected via an Extron Plenum Pro HDMI cable to the ceiling mounted projector.

AUDIO –

Only equipment for the audio system will be provided at this time and will be installed under phase 2.



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CONTROL –

Control for the system is completely manual. Raising and lowering of the screen shall be via low voltage wall mounted switch. Source selection shall be manual from the front panel of the switcher mounted in the equipment rack. Power on for the projector shall be via the provided IR remote controls for each device.

EQUIPMENT RACK AND FURNITURE –

Bluewater will provide a Middle Atlantic PTRK-14 equipment rack. A power distribution unit shall be provided for use. The rack includes casters, locking front and rear doors.

INSTALLATION TIME FRAME –

This project is estimated to take one and one-half days to fully install, adjust and test.

RESPONSIBILITIES –

Licensed electricians are required to connect the high at the screen after installation. Power is required for the wall mounted displays, the ceiling mounted projector and the equipment rack. The displays pull 75 watts each. The projector pulls 601 watts in the normal mode and 498 watts in the ECO mode. The amplifier pulls 155 watts. The remaining equipment pulls minimal power. A single dedicated 120VAC 20-Amp circuit may feed all equipment. This does not include the Milo as the power consumption for this device is unknown. The wall mounted displays will require enough backing to support the displays when extended. An elevation for these displays shall be provided to the client after project kick off. The bottom of the displays shall not extend below 6' 8" as per ADA requirements. Electrical wiring and backing are the responsibility of the client. This will be performed for Phase 1 so the room does not require modifications to it at the time of phase 2.



Investment Detail

City of Novi Gun Range Training Room Phase 1 – 4 Port Switch Add - Pricing

Qty	Description	Unit Price	Extended Price
	Video		
1.00	Pro G7500U, WUXGA/4Ke 6500 Lumens	\$4,188.75	\$4,188.75
1.00	CMA-110 FLAT CEILING PLATE	\$48.45	\$48.45
1.00	UNIVERSAL RPMA	\$188.10	\$188.10
1.00	ADVANTAGE 184D 90X160NPA MW	\$2,219.25	\$2,219.25
1.00	Misc Materials, Unistrut and Rigging	\$312.50	\$312.50
1.00	HDMI Wall Plate with Stablizing HDMI Pigtail	\$30.58	\$30.58
1.00	HD Pro Plenum Rated Active Hybrid Optical-Copper Cable-75'	\$368.75	\$368.75
1.00	HD Pro Plenum Rated Active Hybrid Optical-Copper Cable-50'	\$281.25	\$281.25
1.00	HDMI Ultra 9' (2.7 m)	\$50.00	\$50.00
2.00	HDMI Ultra 6' (1.8 m)	\$43.75	\$87.50
1.00	RSU 126 GRAY	\$81.25	\$81.25
1.00	SW4 HD 4K	\$343.75	\$343.75
1.00	9OUT,15A,RCKMNT POWER CEN	\$93.38	\$93.38
1.00	PORTABLE RACK 14SP	\$525.38	\$525.38
1.00	Misc Materials	\$187.50	\$187.50
	Audio		
1.00	Lavalier Wireless System- Includes WL185 Lavalier	\$679.25	\$679.25
1.00	Includes ULX2/58 Handheld Transmitter with SM58 Microphone	\$688.75	\$688.75
1.00	Rack Hardware for Dual ULX Receivers, P4M, P4T, DFR11EQ5, DP11EQ, SCM262 or SCM268 (one kit required	\$21.25	\$21.25
2.00	Mounting Bracket and BNC Adapter for Remote Antenna Mounting	\$31.25	\$62.50
2.00	25 UHF Remote Antenna Extension Cable, BNC-BNC, RG8X/U Type	\$46.25	\$92.50
1.00	Passive Antenna Splitter/Combiner Kit. Includes Two Splitter/Combiners, Four Coaxial Cables, and Att	\$137.50	\$137.50
1.00	1SP RACKSHELF 11DP	\$33.75	\$33.75
1.00	1SP FLAT ALUM BLANK PANEL	\$7.88	\$7.88
1.00	Mixer/Amplifier	\$533.75	\$533.75
6.00	Saros® Integrator 4" 2-Way In-Ceiling Speaker, White Textured, Single	\$75.00	\$450.00
1.00	2SP ANODIZED DRAWER	\$126.56	\$126.56



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Bluewater Professional Services			
1.00	Bluewater: Engineering, Project Management and Installation	\$2,700.00	\$2,700.00
Freight			
1.00	Shipping Charges	\$340.20	\$340.20

Quote Subtotal: \$14,880.28
Quote Tax: \$0.00
Quote Total: \$14,880.28



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Service Contracts

Bluewater Service Agreement- \$950 per Year

Bluewater's service offering enhances the manufacturer's equipment warranty by providing access to help desk and onsite technicians to service your investment in the event of a hardware failure or break-fix event. We'll also facilitate any warranty claims with the manufacturer and make the RMA process pain free should the need arise. We are your partner, supporting your business when you need us!

Service Benefits include:

- Help Desk Support from 7:00 am - 4:00 pm ET
- Up to 12 hours of covered labor for onsite technicians
- No charge ground shipping on replacement parts
- 20% discount on Bluewater's labor rate for service on other equipment, misuse or acts of god. This rate also applies should the 12 hours of covered labor is depleted