

City Council Agenda Items
 and
 Contracts, Leases or Agreements

4/3/2012

City Council Meeting Date
 Agenda Items Only

| | | |
|---------------------|-----------------|-------------------|
| Chief Greg Tabor | Patrol | Police |
| Submitted By | Division | Department |

Action Required:

Approve the purchase of a Use of Force Simulator from IES Interactive Training USA through the Government Services Administration (GSA) pricing in the amount of \$28,462.90 including sales/use tax.

| | | |
|----------------------|---------------------------|---------------------------------|
| \$ 28,462.90 | \$ 139,804.00 | Specialized Police Equipment |
| Cost of this request | Category / Project Budget | Program Category / Project Name |
| 4470-9470-5801.00 | \$ 3,902.00 | Minor Equipment |
| Account Number | Funds Used to Date | Program / Project Category Name |
| 02062-1 | \$ 135,902.00 | Sales Tax Capital Imp |
| Project Number | Remaining Balance | Fund Name |

Budgeted Item


Budget Adjustment Attached

| | | |
|--|-----------|---|
| | 3-14-12 | Previous Ordinance or Resolution # _____ |
| Department Director | Date | |
| | 3-16-12 | Original Contract Date: _____ |
| City Attorney | Date | Original Contract Number: _____ |
| | 3-19-2012 | Received in City Clerk's Office 03-14-12 P12:35 RCVD |
| Finance and Internal Services Director | Date | |
| | 3-20-12 | Received in Mayor's Office |
| Chief of Staff | Date | |
| | 3/20/12 | |
| Mayor | Date | |

Comments:

CITY COUNCIL AGENDA MEMO

To: Mayor Lioneld Jordan and City Council Members

From: Greg Tabor, Chief of Police 

Date: April 3, 2012

Subject: Approve the purchase of a Use of Force Simulator

PROPOSAL:

An interactive Use of Force Simulator is an excellent training tool used to teach officers correct use of force options such as TASER, Baton, OC Spray, and Firearms. By using the interactive simulations, officers learn to ascend and descend the Use of Force Continuum and properly manage their escalation and de-escalation of force through instant feedback and critiques from instructors. The United States Supreme Court precedents have mandated agencies provide ongoing, realistic, effective judgmental training which is achieved with this Use of Force Simulator.

Officers can also practice and improve their articulation skills before, during, and after a use of force event. After an officer completes a scenario, the officer will explain what he/she did during the encounter and why the action was taken. This is a critical real world skill, and our officers are commonly asked to do this task when writing use of force reports and during internal investigations after a shooting incident. The simulator can help officers with stress inoculation during use of force encounters by allowing critical incidents to occur in training rather than having the officer experience them for the first time in a real situation. The simulator will also be used to meet several CALEA requirements in use of force and proficiency in less lethal weapons.

RECOMMENDATION:

Staff recommends approval of the purchase of a Use of Force Simulator from IES Interactive Training USA in the amount of \$28,462.90 including sales/use tax.

BUDGET IMPACT:

There is no on-going maintenance costs associated with this system beyond the two year warranty included in the purchase price.

RESOLUTION NO. _____

A RESOLUTION APPROVING AN AGREEMENT WITH IES INTERACTIVE TRAINING USA IN THE AMOUNT OF \$28,462.90, PURSUANT TO A FEDERAL PROCUREMENT AGREEMENT WITH THE GENERAL SERVICES ADMINISTRATION, FOR THE PURCHASE OF A USE OF FORCE SIMULATOR FOR THE POLICE DEPARTMENT

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF FAYETTEVILLE, ARKANSAS:

Section 1. That the City Council of the City of Fayetteville, Arkansas hereby approves an agreement with IES Interactive Training USA in the amount of \$28,462.90, pursuant to a federal procurement agreement with the General Services Administration, for the purchase of a Use of Force Simulator for the Police Department.

PASSED and APPROVED this 3rd day of April, 2012.

APPROVED:

ATTEST:

By: _____
LIONELD JORDAN, Mayor

By: _____
SONDRA E. SMITH, City Clerk/Treasurer



Department of
Career Education

Mike Beebe
Governor

William L. "Bill" Walker, Jr.
Director

3/9/12


MEMORANDUM FOR IES INTERCATIVE TRAINING

SUBJ: PURCHASE BY FAYETTEVILLE POLICE DEPARTMENT, FAYETTEVILLE, ARKANSAS

Mr. Chip Johnson, Eastern Sales Manager

The Fayetteville Police Department, Fayetteville Arkansas, as a department in good standing in the 1122 Program, is authorized to purchase the equipment described in the attachment at the Government Services Administration (GSA) price. This equipment will enhance the performance and response capabilities of each officer in the department.

If there are any further questions please call (501) 682-1137 or email me at timothy.hicks@arkansas.gov.



TIMOTHY F. HICKS, Law Enforcement Support Office (LESO) Manager
Arkansas Department of Career Education
Office: (501) 682-1137
FAX: (501) 682-1509
Cell: (501) 245-9442



Proposal Prepared For:

***Sergeant Paul Shepard
Fayetteville Police Department
Fayetteville, Arkansas***

GSA Contract

Contract No. GS-02F-1429H

Contract Period: 27 July 2008 – 25 July 2013

1229 Oak Valley Dr, Ann Arbor, MI 48108
www.ies-usa.com

FAX 734 531 4002
Toll Free 800 344 1707



March 8, 2012

RE: IES MILO Range Advanced Interactive Training Simulator

To Whom It May Concern-

Thank you for your interest in IES and our family of interactive training products, we are looking forward to assisting you with your training requirements.

MILO is the centerpiece for IES' new training and presentation systems that are designed to offer any organization with a vested interest in well-trained employees an interactive training environment with plug-in options that customize the system to meet that organization's specific training needs. MILO surpasses standard interactive training simulators that offer only test and evaluation functions by incorporating the capability to offer teaching programs in addition to traditional test-only programs.

Some of the uses for Milo are as follows:

- *Use of Force Simulation Training*
- *Firearms Training and Testing*
- *Classroom Training and Testing*
- *Learning and Teaching Presentations*
- *Distributed Classroom Training*
- *Customized Courseware Development*

The ability to capture and preserve the integrity of the training message is the foundation for the design of the Milo Interactive Training System.

Attached is a price and system quotation for your review. Please call us to further discuss any options, concerns or pricing. IES looks forward to working with you and your training staff to develop the most advanced "Total Training System" available!

Best Regards!

A handwritten signature in black ink, appearing to read 'Chip Johnson', is written over a light blue horizontal line.

Chip Johnson

Eastern Sales Manager
IES Interactive Training USA
Office: **800.344.1707**
Cell: **609.820.4415**
Fax: **734.531.4002**



Email: chip@ies-usa.com
www.ies-usa.com



MILO Range Advanced Laptop System

| Item | Description | Qty | Pricing |
|------|---|-----|---|
| 1 | MILO Range Advanced Portable System Includes: <ul style="list-style-type: none"> ▪ MILO Laptop – Based on latest MS Windows Platform ▪ HD Projector ▪ HD Projection Screen (7'x12') ▪ Hit Detection Box ▪ Self-Calibration & Manual Calibration w/ Wand ▪ All Power and Video Cables, Power Strip ▪ Wireless Mouse ▪ Speakers/Sound System ▪ Transport Cases for System and Peripheral Items ▪ 450+ Multi-Branching Interactive Scenarios are Pre-loaded as well as 35+ Skill Builders | 1 | \$20,995.00 (Gov't Discounted Price) |
| | FREE Scenarios and GraphX for the Life of the System IES Production Studios create 60+ Scenarios annually | Inc | |
| | Laser Training Devices: 1 Laser OC Canister 2 Weapon Laser Inserts MILO Range Advanced differentiates up to 4 laser devices | Inc | |
| | Train in any light environment Low Light Training Program: Allows the trainee to use real flashlight in-conjunction with his/her weapon for low light training. Adjustable "on the fly" lighting conditions during the training. Included: IES Supplied Surefire G2 Flashlight with IR Lens | Inc | |
| | Advanced Trainee Action Capture (ATAC): Allows recording of trainee's actions/reactions during scenario with playback inserted into the debrief scenario with Picture-in-Picture format. <i>This debrief format can then be saved to the hard drive or disc for documentation purposes.</i> | Inc | |
| | GraphX Target Drills: Allows the user to utilize any of the GraphX modules for Course of Fire, Marksmanship, Shoot house, Basic Targets, Range/ Taser Practice, etc. | Inc | |

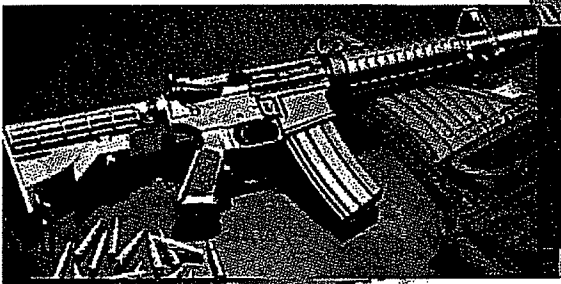


| | | |
|---|-------------------|--|
| <p>Baton Branching and Scoring: Allows the trainer to manually branch the scenario while the trainee uses his actual baton. The system will branch and score the use of action as a baton strike.</p> | <p>Inc</p> | |
| <p>Statistics and Management: Allows user to manipulate the database information as to create individual an/or group statistics using relevant filtering criteria</p> | <p>Inc</p> | |
| <p>KnowledgeBase: Utilizes custom multi-media for reinforcement of policy, procedures and learning objectives during scenario debrief for a complete AAR.</p> | <p>Inc</p> | |
| <p>Shipping and Delivery and a Standard 2-Year Warranty Complete Coverage Plan</p> | <p>Inc</p> | |
| <p>System and Peripheral Training: IES trains up to 4 Students at Client Site on set-up, operation, and training session applications.</p> | <p>Inc</p> | |
| <p>MILO Range Advanced Package Price= \$20,995.00</p> | | |

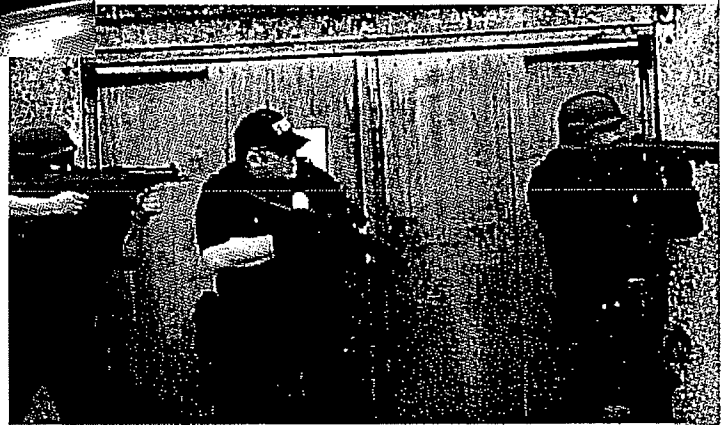
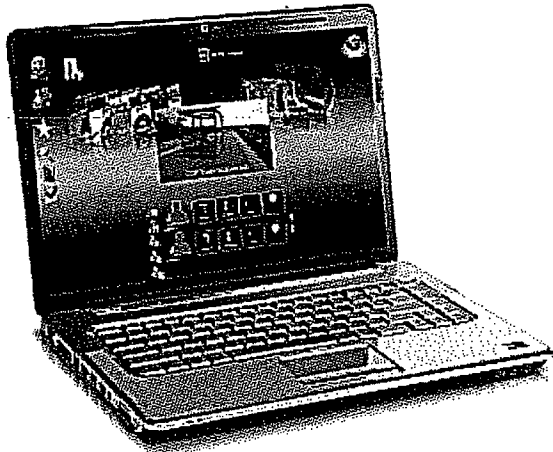


| <i>Additional Training Product Options</i> | | | | |
|---|--|-------------------|--|-----------------------|
| <u>Item</u> | <u>Description</u> | <u>Qty</u> | <u>Unit Price (Each)</u> | <u>Pricing</u> |
| 1 | <i>Glock 17R Red Training Weapon</i> | 2 | \$675.00 (Gov't Discounted Price) | \$1,350.00 |
| 2 | <i>X26 TASER Laser Weapon w/ TWO cartridges: Includes: Taser weapon modified for use on the MILO Range and two (2) dual-laser cartridges with 8 degree separation for reloading drills.</i> | 2 | \$1,800.00 (Gov't Discounted Price) | \$3,600.00 |
| 3 | <i>Additional SureFire G2 Flashlight w/ Filter</i> | 1 | \$108.00 (Gov't Discounted Price) | \$108.00 |
| Milo Range Advanced System with Peripherals Total =\$26,053.00 | | | | |

1. Payment Terms: 1/2% 15, NET 30 from date of invoice
2. Delivery: 45 Days ARO
3. Partial Shipment and/or Partial Invoice are: Permitted.
4. Warranty: 24 Months from Date of Acceptance.
5. Quote Valid 120 days



INTRODUCING MILO RANGE ADVANCED MORE EFFECTIVE.

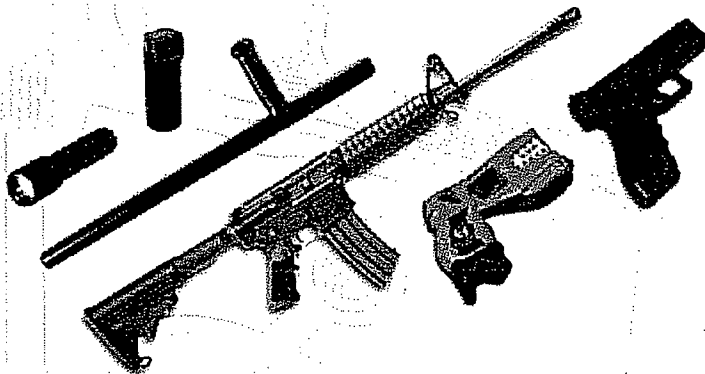


MILO Range Advanced

The MILO Range Advanced system offers the most complete feature set available for portable Use of Force and Firearms training. Based on the same software and technology as the full-featured MILO Range PRO system, the Advanced provides fully interactive video scenarios, graphics-based firearms drills and industry leading features in a compact, all-inclusive design that is easy to transport and set up in less than 20 minutes, in any size training room.

The system and features you need at a price you can afford.

The system includes laptop, hit detection and flashlight box, 2 firearm lasers, laser OC canister, HD projector with screen, flashlight, TAC camera, all cables and the MILO Range Advanced software pre-installed and ready-to-go. Optional weapons such as recoil, long guns and Tasers are available.



Lightweight System: Heavy Training.

The MILO Range Advanced includes hundreds of ready-to-train scenarios, a library of firearms drills and exercises as well as many unique features and a host of supported weapon options:

- Handguns, Long guns & Shotguns
- Taser, OC & Less Lethal Projectile Weapons
- Dryfire & Recoil Training
- High Definition Video scenarios
- Graphic Ranges & Course of Fire

With leading features, a full 2 year warranty, 24/7 technical support and on-site train-the-trainer course, the MILO Range Advanced will meet any agency's training and budget needs.

To find out more about MILO Range Advanced or any of our other interactive training systems visit us at www.ies-usa.com or call 800-344-1707.



IES Interactive Training
1229 Oak Valley Drive
Ann Arbor, MI 48108



MILO RANGE ADVANCED SYSTEM OVERVIEW

MILO RANGE Advanced SYSTEM FEATURES

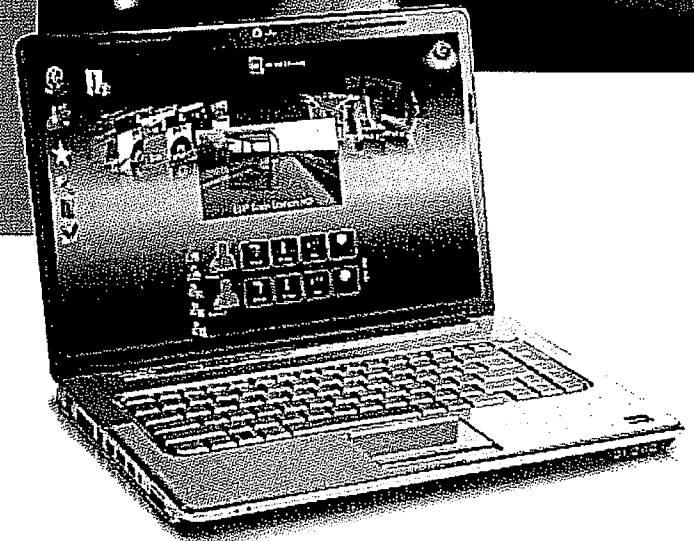
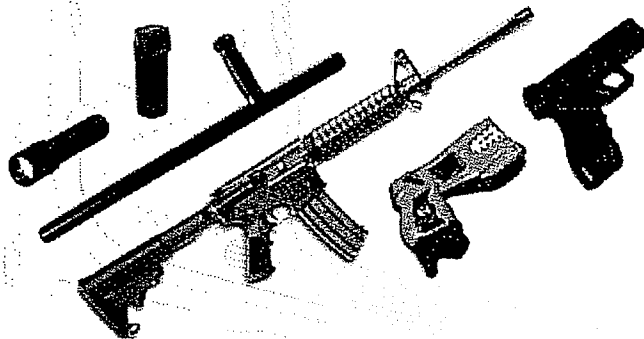
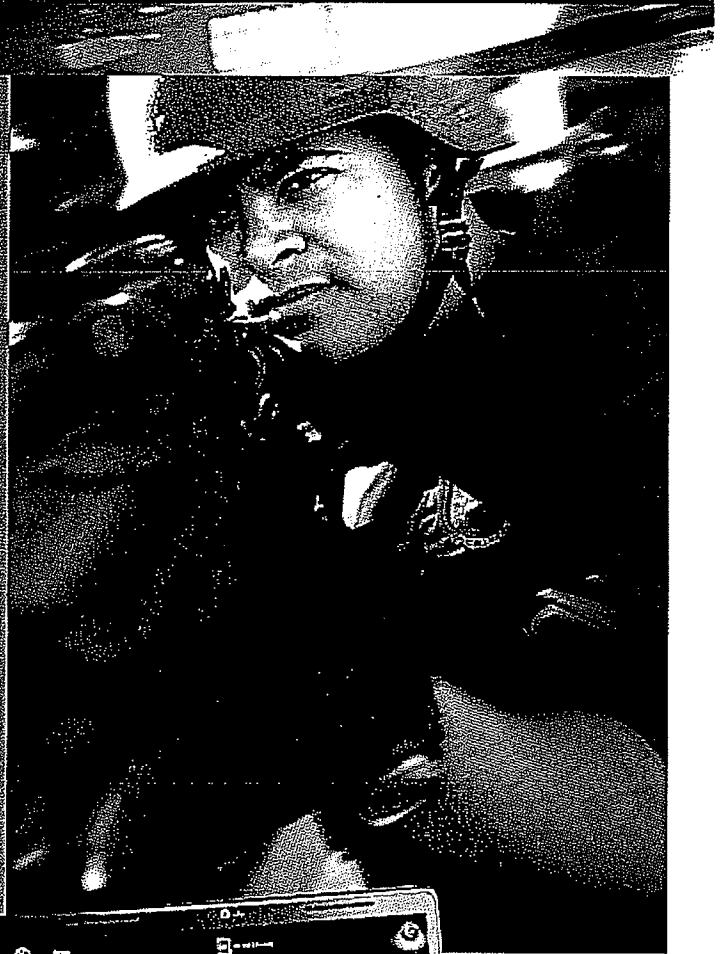
- MILO Range v4 training software
- Lowlight/flashlight
- Trainee Action Capture
- Hundreds of branching video scenarios included
- Library of interactive graphics-based firearms drills (plates, shoot houses, etc.)
- Course of Fire
- Multi-lane marksmanship target practice
- Full training records & reporting module
- MILO KnowledgeBase
- Free access to video scenario library & software updates
- 100% compatible with previous MILO systems

SYSTEM INCLUDES

- MILO Range laptop computer system
- Windows 7 x64 (XP, Vista optional)
- Microsoft Office 2007 or later (Word, Excel & PowerPoint)
- MILO flashlight & laser detection box
- 2000 lumens high definition video projector
- Video projection screen (16x9 HD format)
- IES programmable laser insert x2 (any caliber)
- IES programmable laser OC/Mace canister
- Tactical flashlight (uses real flashlights)
- Trainee Action Capture (color video and audio)
- Stereo speaker system
- Transport case

TRAINING, WARRANTY AND SUPPORT

- 2-year complete system warranty
- 24/7 telephone support
- 1-Day Train-the-Trainer Course Included



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Ann Arbor MI 48108

