



MILO

MILO Range Theater 180

3-Screen Immersive Firearms and Force Options Simulator

GSA proposal prepared for Bid #118-2021:

**Lexington Police Department
160 Pathfinder Circle
Lexington, KY 40508**

December 16, 2021

Thank you for your interest in the Interactive MILO Range Firearms Training Simulators from MILO Range Training Systems. This bid 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 bid proposal for this requirement and also to have the opportunity to be of service to the men and women of the Lexington Police Department.

Respectfully,



Neil Gikas
Eastern US Law Enforcement Sales
MILO Range Training Systems
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Item	Description-Theater 180 System	Qty.
1	<p>MILO Range v6 Theater 180 HD system with Multi-Directional Sound: Requires minimum space of 23' x 20' with 9' ceilings</p> <ul style="list-style-type: none"> ▪ MILO CPU Station ▪ MILO v6 Software– Based on MS Windows 10 OS ▪ Instructor Station with 2 LCD monitors for software control and real-time view of HD TAC camera ▪ Mounting systems and/or ceiling mounts <i>as needed</i> ▪ Three HD Short-throw Rear Projection Projectors ▪ 180-degree <i>borderless</i> screen 30'L x 6' 5"H ▪ Three 8-device Laser Weapon & Flashlight Detection Modules ▪ All Power and Video Cables ▪ Instructor Desktop Speakers ▪ Keyboard and Optical Mouse ▪ Multi-Directional Sound System ▪ Instructor Desk and Chair ▪ 90+ 3-Screen Multi-Branching Scenarios ▪ 800+ Single Screen Multi-Branching Interactive Law Enforcement Scenarios are pre-loaded as well as 40+ Skill Builder exercises 	1
	<p>FREE Access to Software Updates and MILO Digital Scenario Library: Software updates and new HD Scenarios available, approximately 15 scenarios created at a minimum each quarter (single/multi-screen).</p>	Inc
	<p>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 high definition digital video and computer graphics capabilities to create fully interactive training videos and/or graphics based training environments. Customer can also create custom HD, multi-screen scenarios. Includes HD Camera for scenario filming</p>	Inc
	<p>Dry-Fire Laser Training: Two Weapon Lasers of your choice or SIRT replicas.</p> <ul style="list-style-type: none"> ▪ Pistol or Rifle lasers in 9mm, .40 or .45 ▪ SIRT replicas available in Glock, Sig Sauer or S&W models 	2
	<p>OC Spray Training Devices: Laser modified OC spray training devices for non-lethal applications. Thumb or trigger activation. Includes 2 devices standard</p>	2
	<p>Low Light Training Program: Allows the trainee to use a real flashlight in-conjunction with their weapon for low light training. This system is non-lane based which allows for multiple users. Includes 2 MILO Supplied Flashlights with IR lens</p>	Inc
	<p>Trainee Action Capture (TAC) with Picture-in-Picture Video/Audio Debrief: Audio and color video capture in wide-angle HD video 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 75+ interactive CGI skill-builder exercises-single/multi-screen mix</p>	Inc
	<p>Statistics and Management: Allows user to create and manipulate the trainee performance database information as to create individual and/or group statistics using relevant filtering criteria.</p>	Inc
	<p>Baton/Punch/Strike Branching and Scoring: Allows the trainer to manually branch the scenario while the trainee uses their actual baton or makes a strike/kick. The system will branch and score the use of action as a baton strike.</p>	Inc

	CONUS Delivery, Installation, Insurance and Standard 2-year Warranty	Inc
	MILO Training (2 Days): 2-day Instructor/Operator Master course covering the MILO system, software and hardware at the end-users designated location for 4-6 students.	Inc

Item	Description-Optional Accessories	Qty
2	WRK Air Recoil Drop-In Kit for Pistol (Specify Make/Model): *Does NOT include the <u>Weapon</u> "Tether Less Model" training weapon with two (2) CO2 magazines and laser. Uses 12Gm Co2 cylinders. No permanent modifications to weapon required.	1
3	WRK Air Recoil Drop-In Kit for AR-15/M4 Rifle/Carbine: *Does NOT include the <u>weapon</u> . "Tether Less Model" training weapon with two (2) CO2 magazines and laser. Uses 12Gm Co2 cylinders. No permanent modifications to weapon required.	1

-See Important Terms and Conditions Next Page-

FAAC Standard Terms of Sale	
Quote Validity:	90 DAYS All prices quoted in US Dollars (\$USD)
Payment Schedule:	US Shipment: 50% upon order, balance to be invoiced within 30 days of announced shipment date or 10 days after acceptance, whichever comes first Grant: 100% Upon final acceptance or 30 days post-delivery, whichever comes first Government/GSA Funded: Upon completion or Performance based payments if applicable
Payment Terms:	NET 30 from date of invoice
Termination for Convenience:	If Buyer's order is canceled for any reason other than for Seller's default, Buyer is liable for all costs incurred at the time of cancellation to include order termination processing costs and restocking fees for any reusable components credited to Buyer's account
US Delivery Lead Time:	Standard Production System: 90 DAYS ARO
US Delivery Location:	FOB Destination, unless otherwise stated; Partial Shipment and Partial Invoice may occur
Taxes (Domestic):	a) Prices quoted do not include local, state or federal taxes unless indicated otherwise b) If this sale is subject to Use Tax, Buyer is liable for the tax and should make payment directly to its taxing authority. However, FAAC will collect Sales Tax for the following states: CA, FL, HI, IA, KY, MA, MI, NY, TN, UT, WA and WV. c) If applicable, please include a copy of your tax exemption certificate or direct pay permit with your purchase order. d) FOB Factory will be subject to 6% MI Sales Tax.
Warranty:	24 Months from date of installation unless otherwise stated in the written proposal.
GSA Pricing:	If eligible, this proposal may contain both GSA and Open Market items. GSA items are identified with a GSA part number and are designated "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
Orders:	Please address all orders to: FAAC Incorporated c/o Contracts Department 1229 Oak Valley Drive Ann Arbor, MI 48108 (877) 322-2387 / Fax: (734) 761-5368 Email: orders@faac.com
Cage Code:	3J401
Tax ID:	38-2690218
DUNS:	175204163
GSA Schedule:	PSS/00CORP; Contract # GS-00F-332CA
Sales Representative:	Neil Gikas
Sales Representative Phone:	(734) 358-8292

*Purchases under the GSA Disaster Recovery Program are at the determination of the agency/school. GSA requires that a Purchase Order or contract issued under this Program include an identification statement (see below):

"This order is placed under GSA Schedule number GS-00F-332CA under the authority of the GSA Disaster Purchasing program. The products and services purchased will be used in preparation or response to disasters or recovery from major disaster declared by the President, or recovery from terrorism or nuclear, biological, chemical, or radiological attack."

Experience of Firm and Key Personnel relative to Request for Bids: Bid #118-2021 Range Theater System

This request for proposal (RFB) is for the MILO Range systems, accessories and services such as delivery, training and further follow-on expansion capability (multi-screen, live-fire, accessories, etc.). Since 1994, MILO Range provides over twenty-five years of experience providing systems of similar scope and work requirements of this RFB and has successfully fielded over 4,500 similar systems. MILO Range Training Systems is the sole manufacturer of the MILO Range systems, and has exclusive and vast experience in the design, development, production, delivery and training/support of these systems. No other firm, consultant or company is authorized or licensed to provide the MILO Range systems in the US but MILO Range Training Systems. MILO Range Training Systems is the only company that can furnish, deliver, service and support the RFB required MILO Range systems.

The MILO Range team assigned to this proposal and project has the following RFB relevant experience:

- Over 80 years of combined military, law enforcement and public safety experience.
- Over 100 years of combined simulator company sales, support, design and delivery experience.
- MILO Range management team has been working together for MILO Range for over a decade.
- Sales Manager assigned to the RFB has over five years working with federal, state and municipal agencies providing MILO simulation training and support services.
- Project Manager has over 20 years of simulation company experience at all levels, including over 15 years with MILO Range on similar projects as this RFB.
- Service manager assigned to this RFB and account has over 10 years managing technical support centers, including six with MILO Range.

Key Staffing and Project Organization

Education, Experience and credentials of proposed key project staff:

Kurt Flosky (President): President of FAAC Incorporated, after having spent the prior 15+ years as the Vice President and a member of the FAAC management team. He has been with the organization since 1990. M.S and B.S. in aerospace engineering-University of Michigan.

Robert McCue (General Manager): US Army combat veteran. Over 20+ year's simulation training company experience, including 20+ with MILO Range. Significant simulation project management experience on small and large projects in last decade. MA- University of Wisconsin-Madison (1998). WVU Political Science (1991)

John Jones (Operations Director): Oversees production, training and support of MILO Range systems. 10 + years of company experience managing projects and accounts. BS- University of West Alabama (1999)

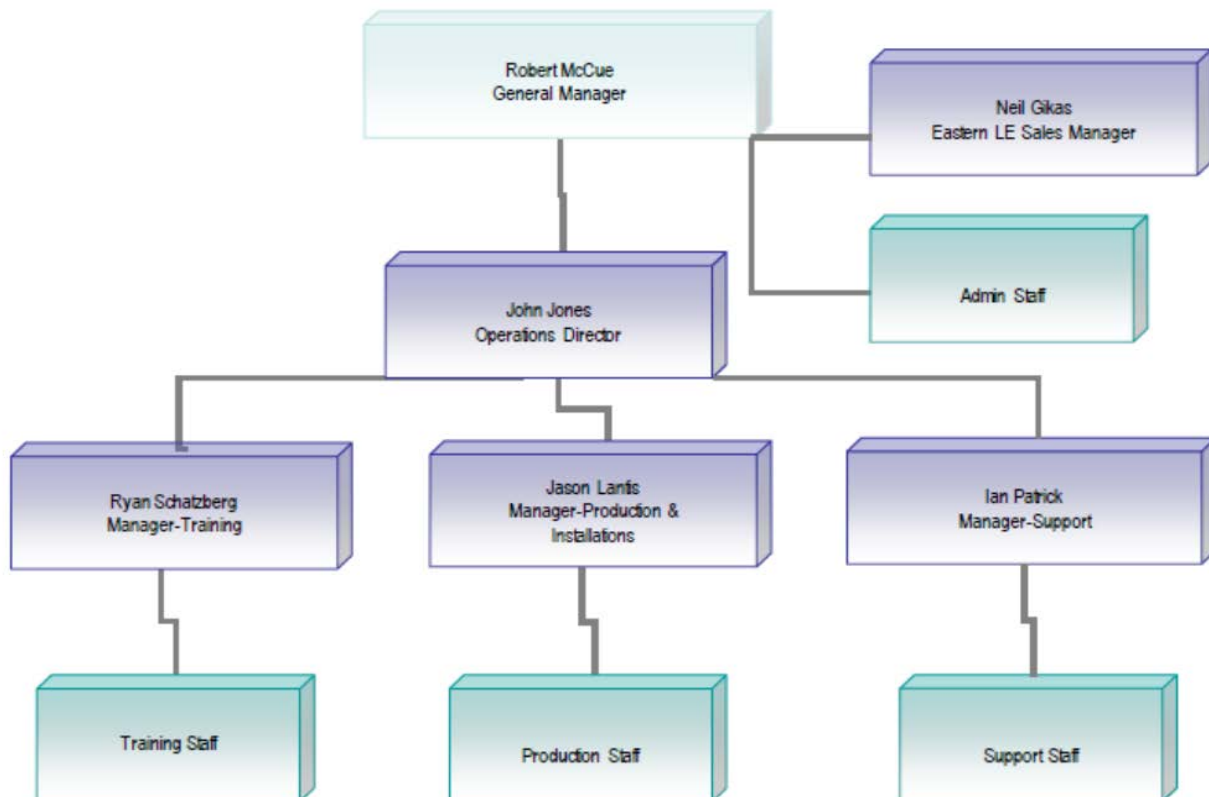
Neil Gikas (Sales Manager): US Army combat veteran. 3 + years in training and support of MILO Range simulation systems. Experienced with contract/account management and compliance. MILO Range staff member since 2013. BS- Eastern Michigan University (2009)

Jason Lantis (Production Manager): Company production manager. Responsible for system manufacturing, compliance, system integration, testing, and product delivery. MILO Range staff member since 2006. BA- Ferris State University (1998)

Ryan Schatzberg (Training Manager): US Army combat veteran. Company system and product training manager. Has trained law enforcement agencies on operation of the MILO Range simulation systems in his 8+ years of experience. MILO Range staff member since 2008.

Ian Patrick (Support Manager): US Army combat veteran. Company service manager responsible for all service related issues worldwide. Has over 10+ year experience in IT support and customer service. MILO Range staff member since 2012.

Organizational Chart:



Project Task Roles	Key Staff Assignments
RFB Documentation	Neil Gikas, Admin Staff
Order Processing	Neil Gikas, John Jones, Admin Staff
Order Review	John Jones, Neil Gikas, Jason Lantis, Ryan Schatzberg, Admin Staff
System build, test	Jason Lantis, Production Staff
System pack, ship	Jason Lantis, Production Staff
System install, training	Ryan Schatzberg, Jason Lantis, Production / Training Staff, Neil Gikas
System Support / Services	Ian Patrick, Neil Gikas, Robert McCue, John Jones

Scope of Work Completion Approach:

MILO Range Training Systems uses a well formatted milestone-based workflow template to accomplish all Scope of Work (SOW) required tasks. These are identified during the order review process and managed by the project manager. In addition, MILO Range Training Systems is an ISO 9001:2008 certified company and our internal contract compliance and control processes follow the approved ISO SOW workflow and completion processes.

Schedule for Task Completion:

Weeks 1-3	Contract Received, Reviewed and Processed
Weeks 4-6	System Ordering, Compliance Orders
Weeks 7-11	System Build-Out, QA/QC Testing
Week 12	System Packing, System Shipped/Delivered

MILO Range can adjust its schedule to shorten task completion cycle if needed by customer under certain conditions. Standard Terms and Conditions are delivery 90 days ARO.

Installation/Training at customer location by MILO Range training staff TBD by the Lexington Police Department designated staff availability and calendar. Standard is within 60 days after delivery.

Customer Reference Lists

(Partial Listing Only-If needed please request certain POC info for additional customer references)

MILORANGE has fielded 4,500+ simulation systems selected by the finest military, security and police forces in over 40 nations around the globe.

State and Local Law Enforcement

Los Angeles Police Department
California Highway Patrol
Los Angeles Airport Police
Los Angeles County Sheriff's Office
California POST
California Department of Corrections
KACo
Louisville Metro Police Department
Hopkinsville Police Department
City of New York Metro Transit Authority (MTA)
Denver Police Department
Colorado State Patrol
Colorado Department of Corrections
Detroit Police Department
Michigan State Police
Michigan State Police Department
Miami-Dade County Police
Orlando Police Department
Atlanta Police Department
Houston Police Department
Boston Police Department
Massachusetts Police Training Committee (MPTC)
Massachusetts Department of Corrections
Washington DC Metro Police
Atlantic County Prosecutors Office (NJ)
Camden County Prosecutors Office (NJ)
Trenton Police Department (NJ)
Ohio Peace Officer Training Academy (OPOTA)
Cincinnati Police Department
Columbus Police Department (OH)
Virginia State Police

U.S. Federal Agencies

Federal Bureau of Investigation
Drug Enforcement Administration
Federal Law Enforcement Training Center (FLETC) –Glynco & Artesia
U.S. Department of Homeland Security
U.S. Secret Service
U.S National Park Police
U.S Probation and Parole
Bureau of Alcohol, Tobacco, Firearms and Explosives
U.S. Library of Congress Police
U.S. Department of HHS/OIG
U.S. Department of HUD
U.S. Bureau of Engraving and Printing
U.S. Department of Commerce
DHS/U.S Customs and Border Protection
NASA
DHS/Federal Protective Service
U.S. Veterans Administration Medical Center Police Services
U.S. Offices of Probation & Parole
DHS/TSA
Bureau of Indian Affairs
U.S. Capitol Police
District of Columbia Protective Service
U.S. Park Police
U.S. Department of State- DSS
U.S. Department of State- INL Program
U.S. Border Patrol
U.S. Mint Police
U.S. FDA-OIG
U.S. Department of State – Diplomatic Security Service

Military/DOD Accounts:

U.S. Navy

- Lakehurst NAES, NJ
- U.S. Naval Base Pascagoula-MS
- U.S. Navy (NAVSEA-AT/FP training contract) USS Nimitz
- SEALs-Hawaii SVDT

U.S. Army

- Ft. Benning-75th Ranger Regiment
- Ft. Campbell- 5th Special Forces Group
- Ft. Lewis-1st Special Forces Group
- Ft. Carson-10th Special Forces Group
- U.S. Army SETAF: Vicenza, Italy
- Ft. Meade Provost Marshalls Office
- Ft. Carson Provost Marshalls Office
- Ft. Richardson Provost Marshalls Office
- Ft. Wainwright Provost Marshalls Office
- Ft. Leonard Wood-MP School
- Counter-Drug Training Program
- Aberdeen Proving Grounds

U.S. Army National Guard-VT, VA, WA, AK, AL, GA, NV, HI, NJ
Armed Forces Experimental Training Activity (AFETA)-Camp Peary, VA
Department of Defense (DOD) Police-Pentagon Protection Force

U.S. Coast Guard

- Port Security Unit (P.S.U.)
- Helicopter Interdiction Tactical Squadron (HITRON)

U.S.M.C. Military Police School- Ft. Leonard Wood

U.S. Air Force:

- Andrews Air Force Base- 316th SFS
- Dobbins AFRB-94th MSG/SFS
- Pope AFB, NC- 24th STS
- Monthan AFB- 306th Para Rescue Squadron

International (partial)

Hong Kong Police Force
German Riot Police- Baden Württemberg
Royal Thai Army Special Forces
Royal Thai Police
Israeli Special Services
Russian Security Services
Taiwan (Taipei) Diplomatic Security Services
North Wales Police (UK)
Antwerp Police Training Unit
Royal Malaysian Police Training College
UAE Army Officers Club
Korean Infantry Battalion
Hong Kong (China Gun Club)
Mexico
Hungary
Kingdom of Jordan
UAE
Qatar
Bahrain
Dubai
U.S. Department of State (Lebanon)
U.S. Department of State-INL Program (Bolivia, Iraq, Pakistan, El Salvador)
Swedish Special Forces Police
Abu Dhabi
Indonesian Presidential Security Forces
Brazil
Bulgaria
Luxembourg
Belgian Police
Swedish Police Academy
Romanian Police
Canadian National Resources Police
Norwegian Police Academy