



SPARKS POLICE

Chris Crawford, Chief of Police

VIRTA Justification

The Sparks Police Department, Range and Training Division, is currently in the process of fulfilling an Edward Byrne Memorial Grant provided through the Office of Criminal Justice Assistance. The grant was approved for the purchase a VIRTRA V-100 Simulator. The choice to go with the VIRTRA when writing the grant was based on diligent research into use of force simulators, their effectiveness in training police officers, benefits to the department, technology available, quality of support and product provided. Below I will address several of these factors.

Modern use of force simulators have come leaps and bounds since their inception. They have been designed to be immersive realistic training in de-escalation, tool use, and force decisions. These things are hot button topics in today's world and while Sparks Police has always taken the training in these areas seriously, we have been hampered by our current technology as well as budget and personnel shortages.

The VIRTRA Simulator helps solve this problem, by providing immersive and responsive de-escalation and communications training. The VIRTRA tops the list of companies when it comes to available branching options averaging 85 branching options per scenario. This large number of branching options will allow trainers to train recruits and officers at a near individualized level, making sure to address specific weak points. This is far better than the one size fits all option a lot of available simulators currently use.

One of the strongest markers for imprinting training is realism. If an officer or recruit needs to "suspend their disbelief" unintentional training scars can be created. This is an area VIRTRA excels in, from allowing the use of an officers issued tools, realistic and plausible scenarios, high resolution video/audio and professional actors. Most simulation companies do not spend high dollar on their video production, they use police officers or police officers as their actors, this is not helpful for training, it produces an artificialness that is palpable. VIRTRA utilizes professional actors, which helps provide a sense of realism to the training. The scenarios utilized and created by VIRTRA are often based on real events that have occurred, this makes training easier as real lessons learned can be provided to the learner.

Police officers operate in a high stress world, they often have their lives on the line when dealing with the public. Officers are forced to make instant life or death decisions in situations that are often tense, uncertain, and rapidly evolving. Force decisions are complex and require high level thinking and abilities so that the right decision can be made. It is important that in training we come as near to this stress as we can, this improves the officer's ability to make the right decision under a high amount of stress. This is an area where VIRTRA will provide the department with additional tools. Most use of force simulators utilize a shoot back cannon to add to the trainee's stress, these cannons shoot grape sized plastic balls at the trainee during the scenario. These cannons are controlled by the instructor who must aim it and fire it while also evaluating the trainee. These cannons have multiple downfalls, they can miss, fail to fire, run out of ammunition, or air power. These issues prevent quality training and do not allow for the important stress that encourages officer success in real life.

"Where Community Comes First"



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VIRTRA utilizes a device known as "Threat Fire" that solves these problems. It is a small device that clips to the trainee's belt and provides a small electrical shock to induce stress. This device allows for effective learning and decision making under stress. The device cannot miss and is easily recharged making it more reliable. It is also safer as there are not objects flying around the room and does not require additional downtime for cleanup/set up. In addition, it can be controlled by the trainer or programmed to a specific point in a scenario to provide the safest and most realistic learning.

Due to manpower and budget constraints Sparks Police Department has been required to provide important training via less-than-ideal platforms including online. While these trainings meet the requirements of legislation or POST, it can hardly be argued that they are the most effective means for meaningful learning. VIRTRA helps us solve this problem with the inclusion of the V-VICTA Academy. V-VICTA stands for VIRTRA-Virtual Interactive Coursework Training Academy. Currently V-VICTA offers 60 hours of NV POST approved training via the simulator. Trainings currently provided online can now be provided in this immersive format. These courses are required by POST or legislation and this new format means the Sparks Police Department will be able to provide cutting edge learning that far exceeds the minimum requirements. This part of VIRTRA is constantly growing and is responsive to current trends and needs in law enforcement. Having access to this exclusive program will put Sparks Police Department far ahead of its peers in critical learning domains.

The VIRTRA system will help solve some of the current training and scheduling issues. Where VIRTRA excels is in its support of the purchaser. They can provide needed software updates, diagnostics of issues, and repair of malfunctioning parts. In addition, since VIRTRA's only business is simulators for law enforcement and military, they are responsive to trends and needs in these fields. VIRTRA provides ongoing training to ensure departments are utilizing the equipment effectively and correctly so it is a powerful learning tool and not a giant video game. Ongoing training provided by the manufacturer is a huge benefit to the Sparks Police Department and allied agencies as we can unleash the full potential of simulation training.

While VIRTRA may not be the cheapest option on the surface, the benefits provided make for a far greater return on investment than any other system currently available. Just the V-VICTA portion alone makes VIRTRA a far more powerful tool for training police officers to a higher standard than provided by any other manufacturer. The technology, quality and ongoing support are additional benefits that cannot be ignored. The public demands and deserves high quality police officers, VIRTRA augments our ability to provide the public exactly that, while at the same time saving man hours and money.

Respectfully,

Lt. James Ahdunko

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7970 S Kyrene Road, Tempe, AZ 85284 USA | TOLL FREE: 800.455.8746 PH: 480.968.1488 FAX: 480.968.1448 | VIRTRA.COM

Account Name	Sparks Police Department	Created Date	2/14/2020
Contact Name	James Ahdunko	Quote Number	00003488
Email	jahdunko@cityofsparks.us	Expiration Date	2/26/2021
Ship To Name	Sparks Police Department	Prepared By	Scott Dilullo
		Phone	(480) 968-1488 x5051
		Email	sdiullo@virtra.com

Notes: Taxes are the responsibility of the purchasing agency unless agency is tax exempt.

Product Code	Product	Product Description	Sales Price	Quantity	Discount	Total Price
V-VICTA-01	VirTra Virtual Interactive Coursework and Training Academy™	VirTra-Virtual Interactive Coursework and Training Academy™ certified simulator training curriculum. V-VICTA™ is a progressive science based approach to the use of simulation as a training system. Program materials include teacher lesson plans, student outline, presentation material, pre-tests, post-tests, course evaluation and all interactive video learning material in conjunction with the simulator for each available course. Virtual Instructor scenarios teach, train, test and sustain methodology to ensure participants dynamically absorb information to facilitate long term transfer of critical psycho-motor skills. Available exclusively to all VirTra simulation systems under a current Service or Subscription plan.	\$0.00	1.00		\$0.00
V-100LE-1	VirTra 100 LE (w/ 1 year warranty)	Includes projector, shot tracking equipment, low light kit, scenario authoring software, collapsible screen, laptop computer and a hard case for easy transport. One year warranty and support services included.	\$17,154.50	1.00	10.00%	\$15,439.05
VATU-TMAR	Trainee Monitor and Recording	Trainee monitor and recording. Real-time monitoring, recording, and playback during debriefing sessions of trainees. Includes software and hardware that integrates into the VirTra line of simulators.	\$7,196.20	1.00	10.00%	\$6,476.58
VTRK-G17	VirTra Tetherless-Glock 17	Micro-switch activated tetherless handgun recoil kit for the Glock 17. Includes one magazine (All recoil kits convert real firearms which must be supplied by the customer).	\$4,570.50	4.00	10.00%	\$16,453.80
VTRK-G17-MAG	VirTra Tetherless-Glock 17-Magazine	Additional magazine for use with the VTRK-G17 recoil kits.	\$606.10	4.00	10.00%	\$2,181.96
VWSA-VTRKG17-AP	VirTra Tetherless-Glock 17-Adapter Plate	Adapter plate for the VTRK-G17-MAG (Requires VirTra refill station).	\$480.70	1.00	10.00%	\$432.63



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VATR-M16	VirTra Tetherless-Advanced AR15/M16	Advanced micro-switch activated tetherless rifle recoil kit for AR15, M4 and M16. Incorporates laser, supports tactical reload and instructor jamming capability. Includes one wireless programmable magazine. Requires VirTra's wireless station. (All recoil kits convert real firearms which must be supplied by the customer).	\$8,328.10	2.00	10.00%	\$14,990.58
VATR-M16-MAG	VirTra Tetherless-Advanced AR15/M16-Magazine	Advanced refillable rifle magazine with pressure supply, shot counting (defaults to 30 rounds per magazine), rechargeable battery pack, and wireless communications. For use with the VATR-M16 recoil kit. (Requires the VWSA-RFS, VWSA-WS, and VWSA-RCS).	\$2,288.00	2.00	10.00%	\$4,118.40
VWSA-VATRM16-AP	VirTra Tetherless-Advanced AR15/M16-Adapter Plate	Adapter plate for the VATR-M16-MAG (Requires VirTra refill station).	\$480.70	1.00	10.00%	\$432.63
VATU-FLT-TLR1	Weapon Mounted Flashlight-TLR1	Model TLR-1 laser-based weapon mounted flashlight. Not compatible with filter flashlight (Requires low light training).	\$1,248.50	2.00	10.00%	\$2,247.30
VWSA-RFS	Refill Station	Table-top refill station for all refillable magazines. Includes automatic push button activation and one CO2 tank which must ship empty.	\$4,404.40	1.00	10.00%	\$3,963.96
VNLW-OCC-MK3	OC Canister-MK3	Laser-based MK3 model OC training device.	\$2,145.00	2.00	10.00%	\$3,861.00
VNLW-TAS-X2	X2 TASER®	TASER® X2 cartridges package (left & right assembly)	\$3,243.90	2.00	10.00%	\$5,839.02
VATU-TFII	VirTra Threat-Fire™	VirTra Systems patented Threat-Fire™ return-fire-simulator device delivers a safe and adjustable electrical impulse to simulate hostile fire and enhance realism during training. No eye-protection required (Requires wireless station).	\$3,374.80	1.00	10.00%	\$3,037.32
VWSA-WS	Wireless Station	Required for wireless recoil kits and the Threat-Fire™ to connect to the VirTra simulator (Only one wireless station needed per system).	\$1,658.80	1.00	10.00%	\$1,492.92
V-100-INSTL	VirTra 100 Installation/Training	VirTra Installation and Training for one (1) V-100 System. Includes all travel and expenses in the CONUS.	\$2,860.00	1.00	10.00%	\$2,574.00

Total Price	\$83,541.15
S&H	\$550.00
Grand Total	\$84,091.15

VirTra, Inc.

Sales Terms and Conditions for Direct Sales to End Users/Buyer
Effective as of May 1, 2017 (supersedes all prior versions)

Definitions: The following capitalized words shall mean:

"End Users/Buyer" means the organization or person who buys Seller's Goods and Services.

"Goods and Services" means the articles, products, accessories and services to be supplied to Buyer by Seller.

"Technology and Intellectual Property Rights" means all patents, registered and unregistered designs, copyright, trademarks, know-how, software,



QUOTE

Nevada Dept Of Public Safety

Date
Dec 30, 2020

Expiry
Jan 29, 2021

Quote Number
QU-201230-2

Nsena Inc.
64 Bleeker St
238
New York, NY 10012
ar@nsenavr.com
T: 415-886-7371

Description	Quantity	Unit Price	Tax	Amount USD
Nsena Annual Virtual Training Subscription	1.00	25,000.00	Tax on Sales	25,000.00
Virtual Reality Training Hardware (2 Trainees)	1.00	14,000.00	Tax on Sales	14,000.00
Promotional Credit - Virtual Reality Hardware	1.00	(10,000.00)	Tax on Sales	(10,000.00)
			Subtotal	29,000.00
			TOTAL USD	29,000.00

Terms

Quotes are valid for 30 days.



MILO RANGE ADVANCED TRAINING SIMULATOR

Item	Description	Qty.	GSA Unit Price	GSA Extended Price
1	MILO Range Advanced Mobile Training System <u>GSA Item #MILO-RNG-A</u> System includes: <ul style="list-style-type: none"> MILO Laptop – Based on MS Windows OS (64-bit) HD Projector HD 7'x12' fast-fold Projection Screen 8-device Hit Detection Box with Flashlight option All Power and Video Cables, Power Strip Speakers/Digital Audio Sound System Transport Cases for System and Peripheral Items 850+ Multi-Branching Interactive Scenarios are Pre-loaded as well as 55+Skill Builder exercises 	2	\$20,995.00 GSA Item	\$41,990.00 GSA Item
	Dry-Fire Laser Training Weapons System includes one <u>dry-fire</u> SIRT Sig P320 and one SIRT M&P Training Weapon	Inc.		
	OC Spray Training Device Laser modified OC spray training devices for less-lethal applications. Thumb or trigger activation. Includes (2) laser OC canisters	Inc.		
	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	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.		
	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	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.		
	Delivery, Insurance and Standard 2-year Full-Coverage Warranty	Inc.		
	FREE Access to MILO Digital Scenario Library and Updates New HD Scenarios available- approx. 12-15 available per quarter.	Inc.		
(A)	MILO RANGE ADVANCED TRAINING SYSTEM TOTAL:			\$41,990.00



Optional Training Items Requested by State of Nevada DPS				
Item	Description	Qty.	GSA Unit Price	GSA Extended Price
2	MILO Range System and Peripheral Training (US Sales Only) <u>GSA Item #MILO-TRNG-MOD-1</u> 4-6 Students at Client Site for one (1) day of operational training	2	\$2,700.00 GSA Item	\$5,400.00 GSA Item
3	MILO Range Electric AR Laser Weapon Platform AR/M4 platform weapon with MILO Range laser. Rechargeable.	2	\$2,245.00 Gov't Discount	\$4,490.00 Gov't Discount
4	Pump Action Shotgun Laser <u>Insert</u> Also provides less than lethal application training *Does not include weapon	2	\$715.00 Gov't Discount	\$1,430.00 Gov't Discount
5	X2 Taser Weapon with Cartridges Includes: Taser weapon modified for use on the MILO Range and two (2) dual-laser cartridges.	2	\$2,245.00 Gov't Discount	\$4,490.00 Gov't Discount
(B) REQUESTED OPTIONAL TRAINING ITEMS TOTAL:			\$15,810.00	

MILO Range Advanced System GSA Sub-Total (A):	\$41,990.00
MILO Range Advanced Requested Options GSA Sub-Total (B):	\$15,810.00
MILO Range Advanced System GSA Total for State of Nevada Department of Public Safety (A+B):	\$57,800.00*

*Purchases under the GSA Disaster Recovery Program are at the determination of the agency. 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."

Suggested Extended Warranty Option for State of Nevada DPS				
Item	Description	Qty.	GSA Unit Price	GSA Extended Price
5	Extended Bronze Warranty for Both Systems (Years 3+) <u>GSA Item #MILO-WTY-BRONZE</u> <ul style="list-style-type: none"> - Based on 5% of initial system(s) cost plus peripherals (\$57,800.00) - Bronze Warranty coverage is for 12 months for both systems - Warranty covers <u>all</u> items (excludes batteries and bulbs) - Bronze Warranty can be purchased in 1-Year Increments 	1 Yr.	\$2,890.00 GSA Item	\$2,890.00 GSA Item



Suggested Alternative MILO Range Training System Product Additions			
Item	Description	Qty.	GSA/ Gov't Pricing
1A	MILO Range WRK Recoil Kit- Pistol (Confirm Make/Model/Caliber) <u>GSA Item #MILO-RECOIL-PISTOL</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	1	\$2,100.00 GSA Item
2A	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	1	\$2,100.00 GSA Item
3A	WRK Armorer's Kit for WRK Recoil Kits (AR/Pistol) Provides essential tools and replacement pieces/rings for WRK Recoil Kits	1	\$445.00 Gov't Discount
4A	Pump Action Shotgun Laser Insert for Slugs and Buckshot Also provides less than lethal application training	1	\$715.00 Gov't Discount
5A	Recoil Barrel Replacement for Remington 870 Shotgun Refillable Co2 barrel replacement for existing 870 platform. Includes refill nozzle for 12g Co2 disposable cartridges.* <u>Does not include weapon</u>	1	\$2,695.00 Gov't Discount

FAAC Standard Terms and Conditions of Sale

Quote Validity: 90 Days (All prices quoted in US Dollars)

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 Training (if Training is required) or Date of Equipment Delivery, unless otherwise stated in the purchasing contract or order.

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 8.402(f).

Cage Code: 3J401

Tax ID: 38-2690218

DUNS: 175204163

GSA Schedule: PSS/00CORP; Contract # GS-00F-332CA