



Joel Greer, Mayor
Jessica Kinser, City Administrator
Michael W. Tupper, Chief of Police
22 North Center Street
Marshalltown, IA 50158-4911
Tel - (641) 754-5725
Fax - (641) 752-1211

TO: Mayor Joel Greer
Members of the City Council
Jessica Kinser, City Administrator

FROM: Michael W. Tupper
Chief of Police

DATE: 20 March 2019

RE: Purchase of MILO Range Pro System – Firearms Training Simulator

Policy Issue:

City policy requires governing body approval of large purchases.

Recommendation:

Staff recommends Council authorize the Chief of Police to purchase a MILO Range Pro System for utilization in the new police facility in the firearms simulator training room.

Background:

The Marshalltown Police Department has an ongoing requirement to provide continuous and progressive training for police officers that ensures the safety of our citizens as well as our staff. The MILO Range Pro Training Simulator enhances officer knowledge, skills, and confidence in a safe, challenging training environment that is highly interactive and engaging. The MILO Range Pro system is a single-screen immersive training experience that reinforces scanning and situational awareness skills. All of the training videos are filmed in high definition with surround sound providing officers with a realistic training experience in a safe and controlled environment.

This type of training is necessary to provide police officers with realistic law enforcement situations that are designed to enhance rapid problem-solving and reaction skills. These scenarios provide officers with a multitude of training options that are technology-based and add a sense of realism that traditional training on a firearms range cannot provide. These scenarios challenge and sharpen critically important decision-making abilities. Ultimately, this system will help reinforce proper decision-making and build trust with our community.

The MILO Range Pro system will allow department use of force and firearms instructors the ability to give presentations, classes, and conduct interactive testing and assessment. Police officers will participate in realistic, scenario-based exercises with detailed debriefing and after action review. Utilizing these scenarios will help provide officers with training opportunities that will enhance the overall understanding of shoot/don't shoot situations, non-lethal options, de-escalation techniques and the corresponding decision-making process related to law enforcement use of force.

In determining which use of force simulator best suits our department needs, department training staff contacted four nationwide companies that manufacture law enforcement simulator products. Though evaluation of these

CITY COUNCIL

Sue Cahill, Mike Gowdy, Al Hoop, Gabe Isom,
Leon Lamer, Bill Martin, Bethany Wirin

products, staff determined the MILO Range Pro system best suited department training needs. This system easily accommodates the size of the firearms simulator training room in our new police facility.

MILO Training Systems is a reputable company that has been manufacturing simulators for twenty years. Their attention to detail, quality control and customer service have been reported to be excellent by other agencies currently using MILO. MILO is the most utilized training simulation company used by law enforcement agencies in the State of Iowa. Representatives from other Iowa law enforcement agencies report the MILO system is easy to understand and use. Department firearms training staff feel that MILO's ability to identify and accurately simulate all department training options and the overall flexibility of the system would best meet our training needs.

Budget Impact:

\$76,860.00

As of March 6, 2019, the Marshalltown Finance Department reported there was approximately \$40,835.00 in unobligated funds left in the \$750,000.00 FFE budget for the new fire and police facility. This purchase would exhaust the FFE budget. Staff is seeking council approval to utilize surplus funds to assist in paying for this equipment. As of March 6, the Finance Department reported there was \$1,300,000.00 in surplus funds connected with the fire and police building project.

Attachment:

MILO Range Pro Specification Documents & Memo Document from Captain Christopher Jones

MILO Range Pro System – Firearms Training Simulator

The Marshalltown Police Department has an ongoing requirement to provide continuous and progressive training to officers that ensures the safety of our citizens as well as our staff. The Milo Range Pro 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 Pro system is a single-screen immersive training experience that reinforces scanning and situational awareness. All videos are filmed in high definition with surround sound providing officers with a realistic training experience in a safe and controlled environment.

This type of training is necessary to provide realistic law enforcement situations that are designed to enhance rapid problem-solving and reaction skills. These scenarios provide officers 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 our community.

Marshalltown Police firearms training staff are requesting the approval to purchase the Milo Range Pro system 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. Utilizing these scenarios will help provide officers, as well as, community members with judgmental training opportunities that will enhance the overall understanding of shoot/don't shoot situations, non-lethal options, and the corresponding decision-making process related to law enforcement use of force.

In determining which use of force simulator to best suits our agency's needs, training staff solicited 4 nationwide companies that manufacture law enforcement simulator products. Though our evaluation we found that the Milo Range Pro best suited our training needs and accommodates the size of the room in our new facility previously designated for such use. Milo Training Systems is a reputable company that has been manufacturing simulators for 20 years. Their attention to detail, quality control, and customer service have been reported to be excellent by other agencies currently using Milo. Milo is the most utilized training simulation company used by law enforcement agencies in the State of Iowa. From speaking with representatives from other Iowa law enforcement agencies, the Milo system is easy to understand and user-friendly. Department firearms training staff feel that Milo's ability to identify and accurately simulate all department training options and the overall flexibility of the system would best meet our training needs.

MILO PRICE SHEET

<u>ITEM</u>	<u>QTY.</u>	<u>COST</u>
Milo Pro System	1	\$42,000
Taser X2	2	\$4,990
WRK Recoil Kit – HG	2	\$4,400

WRK Recoil Kit – Rifle	2	\$4,800
WRK Armorer's Kit	1	\$495
Shotgun Laser Insert	1	\$795
Ceiling Mount Kit	1	\$1,995
Spare Recoil Kit – HG	1	\$2,200
Spare Recoil Kit – Rifle	1	\$2,400
Spare Taser X2	1	\$2,495
Spare Shotgun Insert	1	\$795
Untethered Instructor	1	\$1,995
Return Fire Cannon	1	\$7,500
GRAND TOTAL:		\$76,860

Captain Christopher Jones

**MILO
RANGE**

MILO RANGE PRO

The MILO Range Pro System

- MILO Range Pro computer system
- MILO flashlight & laser detection box
- 3000 lumens 1080p video projector
- HD Video projection screen (16x9 format)
- MILO programmable laser insert x2 (any caliber)
- MILO programmable laser OC/Mace canister x2
- Tactical flashlight x2
- Trainee Action Capture (color video and audio)
- 5.1 surround sound speaker system
- Hundreds of interactive scenarios & skill builders
- 50+ Interactive graphics-based firearms exercises
- MILO KnowledgeBase document presentation software
- Transport cases
- Full HD video camcorder for scenario creation
- Touchscreen LCD monitor

Training, Warranty and Support

- 2-year complete system warranty
- 24/7 telephone support
- Train the Trainer course Included



milorange.com
800-344-1707



MILO RANGE PRO

Portable. Adaptable. Effective.

The MILO Range Pro training system offers the most advanced feature set available for interactive Use-of-Force and tactical judgement training. No other system can deliver a more realistic, adaptable training environment.

In addition to hundreds of ready-to-train scenarios, an extensive library of interactive graphics-based firearm drills and exercises are included ranging from simple plates and poppers to user-defined Course of Fire and Marksmanship drills. The included MILO Course Designer software empowers instructors to create new, fully interactive video scenarios and graphics firearm drills in minutes.

Backed by our 24/7 technical support, on-site Train-the-Trainer course and a full 2-year system warranty, the MILO Range Pro makes it easy to create a safe, reliable and effective training program.

Revolutionary new features designed for maximum performance in MILO Range Pro

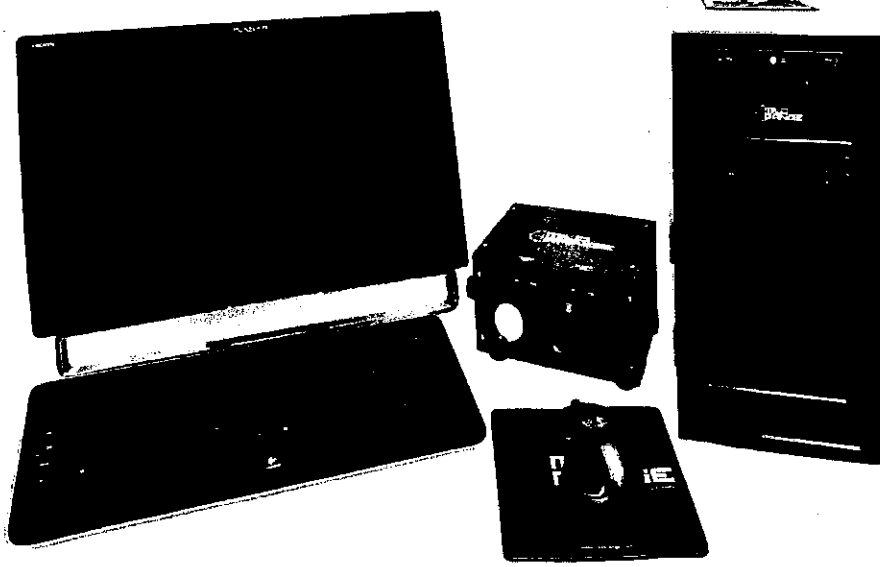
- Touch-screen Operation
- Increased Weapons per Trainee (5)
- Simplified User Security
- Simple HD Scenario Creation
- High Definition Camcorder Included
- Unified System Setup Screen
- Trainee Action Capture Preview
- Music Playlist for GraphX
- Windows 10 x64 Platform
- Responds to motion, strikes and verbal with Microsoft Kinect
- 2-Year Warranty
- Multi-Lane Firing Range Creation Wizard

The more realistic the training the more effective the results. That's why MILO Range Pro supports a host of weapons and system features that you can use to simulate virtually any Use of Force scenario.

- Handguns
- Long Guns
- Taser, OC & Less Lethal Projectile Weapons
- Baton
- Dryfire, Recoil & Live Fire Training
- Lowlight Training
- Trainee Action Capture
- Tetherless Instructor
- High definition video scenarios
- Graphic Ranges & Customized Course of Fire
- Interactive 3D scenarios and 3D glasses included
- Real-time interactivity with Microsoft Kinect

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





MILO RANGE PRO TRAINING SYSTEM
Interactive Firearms and Force Options Simulator

176. PLO

1229 Oak Valley Dr, Ann Arbor, MI 48108
www.milorange.com

FAX 734 531 4002
Toll Free 800 344 1707



MILO Range PRO interactive Training Simulator

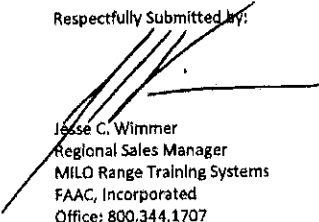
Thank you for your interest in the interactive MILO Range Firearms Training Simulators from FAAC, Incorporated. This proposal will provide you with requested system information, specifications, pricing and details for the system and equipment you've inquired about.

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

1229 Oak Valley Dr, Ann Arbor, MI 48108
www.milorange.com

FAX 734 531 4002
Toll Free 800 344 1707



MILO RANGE PRO TRAINING SIMULATOR				
Item	Description	Qty.	Unit Price	Extended Price
1	MILO Range PRO System with 5.1 Audio System [X] MILO CPU – Based on MS Windows OS [X] HD Projector (1920 x 1080) 2800+ lumens high contrast [X] HD (12' x7') fast-fold projection Screen [X] 16-device Hit Detection Box with Flashlight option [X] All Power and Video Cables, Power Strip [X] Touch-screen LCD Flat Panel Monitor [X] Keyboard and Optical Mouse [X] Speakers/Digital Audio Surround Sound System [X] Transport Cases for System and Peripheral Items [X] 850+ Multi-Branching Interactive Scenarios are Pre-loaded as well as 55+ Skill Builder exercises	1	\$42,000.00	\$42,000.00
	FREE Access to MILO Range Digital Scenarios New HD Scenarios available (approx. 12-15 available per quarter)	Inc.		
	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.	Inc.		
	Dry-Fire Laser Training Inserts/Weapons System Includes two (2) Dry-Fire Weapon Lasers for double-action pistols [X] two (2) Replica M&P Training Weapons (ATF non-gun)	Inc.		
	OC Spray Training Devices Laser modified OC spray training devices for less-lethal applications. Thumb or trigger activation. Includes two (2) OC laser 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 with MILO lenses	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. The system will branch and score the use of action as a baton strike.	Inc.		
	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.		

1229 Oak Valley Dr, Ann Arbor, MI 48108
 www.milorange.com

FAX 734 531 4002
 Toll Free 800 344 1707



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	\$42,000.00	\$42,000.00

Suggested Optional MILO Range Training System Products			
Item	Description	Qty.	Pricing
1	SIRT Red Training Pistol (Glock or M&P) w/ re-setting trigger Includes laser and on/off visible laser	1	\$995.00
2	Glock 17R Training Weapon w/ re-setting trigger Requires MILO programmable laser insert	1	\$675.00
3	Additional Programmable Dry-fire Pistol Laser Insert	1	\$595.00
4	Caliber Adaptors for Programmable Lasers	1	\$35.00
5	Additional Programmable Laser OC Canisters	1	\$595.00
6	Additional MILO Flashlight w/ MILO IR Filter	1	\$395.00
7	X26 TASER Laser Weapon with Cartridges No Longer Manufactured Includes: Taser weapon modified for use on the MILO Range and two (2) dual-laser cartridges with 8 degree separation for reloading drills.	1	\$1,995.00
8	X26P Taser Weapon with Cartridges Includes: Taser weapon modified for use on the MILO Range and two (2) dual-laser cartridges with 8 degree separation for reloading drills.	1	\$2,495.00
9	X2 Taser Weapon with Cartridges Includes: Taser weapon modified for use on the MILO Range and two (2) dual-laser cartridges for reloading drills.	1	\$2,495.00
10	MILO Range WRK Recoil Kit- Pistol (Confirm Make/Model/Caliber) 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	\$2,200.00
11	MILO Range WRK Recoil Kit- AR/M4 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	\$2,400.00
12	MILO Range WRK Refill Station for Refillable Co2 Magazines with Mag Sled Station includes Co2 Tank, all air cabling, and one sled for refillable magazines.	1	\$1,995.00
13	MILO Range Refillable Magazines for WRK Recoil Pistol or AR	1	\$395.00
14	Additional MILO Range WRK Magazine Sled for Refill Station	1	\$395.00
15	WRK Armorer's Kit for WRK Recoil Kits	1	\$495.00
16	Pump Action Shotgun Laser Insert for Slugs and Buckshot Also provides less than lethal application training	1	\$795.00
17	PepperBall, FN 303, or 37MM Adaptor w/ MILO Range Programmable Laser	1	\$695.00
18	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. Both video scenario operation and system calibration are supported.	1	\$1,995.00

1229 Oak Valley Dr, Ann Arbor, MI 48108
www.milorange.com

FAX 734 531 4002
Toll Free 800 344 1707



19	Return-Fire Cannon Operator Controlled Tracking Includes: Projectile launcher on operator controlled pan/tilt platform with targeting camera, video monitor, 50 ft. remote control cable, and projectiles.	1	\$7,500.00
20	Range React! Distraction Device with HR Monitor Operator Controlled Haptic/Sound/Light Distraction Device includes Haptic Unit (vibration, strobe, and alarm) and instructor remote along with wrist-worn heart rate monitor and software for debrief.	1	\$1,995.00
21	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
22	MILO Range Live Fire Training Module with Screen	1	Call for Pricing
23	DRIVING FORCE Simulator by FAAC, Inc.	1	Call for Pricing

See Important Terms and Conditions Below

FAAC (Seller) STANDARD TERMS AND CONDITIONS

1. Payment Terms: 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 shipment.
5. 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, NY, UT, WA, WV
6. Quote Valid 90 days.
7. All prices quoted in US Dollars (\$USD)

PURCHASING/CONTRACTING INFORMATION

1. Cage Code - 3J401
2. Tax ID - 38-2690218
3. DUNS - 175204163
4. Vendor POC - MILO Contracts
5. Phone - 800-344-1707
6. Email - Contracts@faac.com
7. Estimated Delivery Date - 45 Days ARO
8. Order Fax to 734.531.4002

1229 Oak Valley Dr, Ann Arbor, MI 48108
www.milorange.com

FAX 734 531 4002
Toll Free 800 344 1707

