

STAFF REPORT*CITY OF OCEANSIDE*

DATE: December 10, 2008
TO: Honorable Mayor and City Councilmembers
FROM: Police Department
SUBJECT: **WEAPONS TRAINING SIMULATOR SYSTEM**

SYNOPSIS

Staff and the Police and Fire Commission recommend that the City Council approve a purchase order in an amount not to exceed \$150,000 to Advanced Interactive Systems, Inc., of Seattle for the purchase of the AIS PRISim Suite Portable Trainer Pro L600 weapons training simulator system; approve a budget appropriation of \$150,000 from the Asset Forfeiture Fund unallocated fund balance for the system; and authorize the Financial Services Director, or designee, to execute the purchase order.

BACKGROUND

The City of Oceanside Police Department Internal Policies and Procedures state that "Of necessity, members will be required to exercise good judgment in determining their course of conduct in the general discharge of police responsibilities." The Oceanside Police Department utilizes its own firing range within the City as well as one on Camp Pendleton to instruct and maintain marksmanship skills. In addition to the traditional firearms firing range, law enforcement agencies are increasingly relying upon computer technology to help teach and reinforce important discretionary or judgment characteristics. Simulation training has become an essential part of police firearms training in the 21st century. There are several systems at the forefront of this technology and the Police Department has recently received on-site, hands-on demonstrations from the top three leading manufacturers of these systems.

ANALYSIS

The Police Department reviewed the Weapons Training Simulation Systems produced by three different companies: AIS-PRISim, IES Interactive, and Meggitt Training Systems. These companies were selected and invited to present their systems based upon a review of simulators published in *Law and Order Journal* as well as discussion with other law enforcement agencies. Command and Management staff attended the demonstrations and final selection meeting. In the department's analysis, there were a few common aspects of each system that could be compared and considered: Weapons selection and other equipment features, and other factors such as operation,

and service – these general considerations showed these factors as somewhat comparable. There was a general consensus that the AIS system had the best overall balance of features. The IES and Meggitt systems generally did not appear to be as up to date and able to serve our training needs as the AIS system. In addition, the Meggitt (formerly FATS) system has a history of serving primarily the military although it also has some law enforcement clientele.

The department identifies training objectives based on principles of risk management, training experience and goals, and officer and community safety. Observation and analysis of each of the systems resulted in a finding that although the AIS-PRISim system as configured costs more, there are specialized features unique to the system. The utilization of these features will help the department meet or exceed its training objectives. Advanced Interactive Systems, Inc., is the manufacturer, sells the product directly, and is the only distributor of the AIS-PRISim L600 system. A unique aspect of the AIS system is a patented realistic, non-tethered “laser-recoil” weapons platform capability, which utilizes a compressed-air cartridge to cycle the weapon, and is also required to support identified training objectives. Due to this patented system, other functional advantages that distinguish the system, and the fact that Advanced Interactive Systems, Inc., is the only manufacturer and distributor of the product, the AIS bid is considered sole-source.

Since at this time the department is in need of space and is studying those needs, it was determined that an advantage of the AIS L600 system demonstrated its portability. A review of each system resulted in the general consensus that the scenarios available in the AIS Judgment Trainer system library were of the highest quality. AIS includes a scenario content exchange program which results in over 500 scenarios included in the package. Also included in the AIS purchase will be a two-day on-site filming session by their film crew leading to local scenarios that will serve to augment the available library. The AIS purchase will provide a premium extended warranty which results in full-replacement with an updated version of all computer hardware after the end of the three-year warranty program period. The specialized and dedicated training weapons being purchased will also be warranted for the first year, with an option to extend those warranties should that be deemed necessary by our firing range staff.

In summary, this purchase will result in the availability of a system that will be a useful tool for training competency in marksmanship as well as judgment in use of force. Based on a review of the AIS system already in use at the Carlsbad Police Department, as well as a demonstration of the system at the Oceanside Police Department, staff has determined that the system and hardware as per attached specifications will be an asset in serving the department’s training needs.

FISCAL IMPACT

Funding for the purchase of the Weapons Simulation Training system will be appropriated from the Asset Forfeiture Fund (204.1011) in the amount of \$150,000 and transferred to (204.364361.5703). The Asset Seizure account balance is sufficient to

fund this as well as other previously approved pending purchase commitments. The balance of the Asset Seizure fund as of October 31, 2008 was \$1,131,134.

The Asset Forfeiture Fund account is restricted in use; however, computers, weapons, and training for law enforcement are allowable purchase categories for these funds.

COMMISSION OR COMMITTEE REPORT

The Police and Fire Commission considered and approved this matter at its regular monthly meeting on November 20, 2008. The Commission recommended approval of the purchase order.

CITY ATTORNEY'S ANALYSIS

City Attorney analysis does not apply.

RECOMMENDATION

Staff and the Police and Fire Commission recommend that the City Council approve a purchase order in an amount not to exceed \$150,000 to Advanced Interactive Systems, Inc., of Seattle for the purchase of the AIS PRISim Suite Portable Trainer Pro L600 weapons training simulator system; approve a budget appropriation of \$150,000 from the Asset Forfeiture Fund unallocated fund balance for the system; and authorize the Financial Services Director, or designee, to execute the purchase order

PREPARED BY:



Michael J. Koziel
Senior Management Analyst
Police Administration

SUBMITTED BY:



Peter A. Weiss
City Manager

REVIEWED BY:

Michelle Skaggs Lawrence, Deputy City Manager
Frank McCoy, Chief of Police
Teri Ferro, Financial Services Director

for



EXHIBITS/ATTACHMENTS

Attachment: Justification for Sole Source/Sole Brand
AIS L600 system pricing and specifications



CITY OF OCEANSIDE
JUSTIFICATION FOR SOLE SOURCE/SOLE BRAND

Administrative Directive, Procurement Process

The City of Oceanside Municipal Code, Sections 28A.1, 28A.9, 28A.12 and Purchasing Directive Section V, Paragraph M defines competitive bidding and the established criteria for Justification for Sole Source/Sole Brand purchasing. Justification for Sole Source/Sole Brand form should only be used after all competitive bidding methods have deemed to be inappropriate or unable to fulfill requirements for the City of Oceanside.

Request for: X SOLE SOURCE SOLE BRAND

Vendor Name: Advanced Interactive Systems, Inc.

Item: PRISim Suite Portable Trainer L600 System Package

JUSTIFICATION FOR REQUEST:

Complete all applicable sections, provide detailed explanation below, attach all supporting documentation and additional explanation sheets, if required.

SOLE SOURCE - UNAVAILABLE FROM ANY OTHER SOURCE.

Product(s) that can be obtained from only one vendor are exempt from competitive bidding. Sole source purchases may include proprietary items sold directly from the manufacturer, items that have only one distributor authorized to sell in this area or a certain product has been proven to be the only product acceptable. Provide specifics on product selection, what are the unique features, how & why compatibility exists to current equipment needs.

Explanation: The PRISim Suite Portable L600 Trainer system is a proprietary item sold directly from the manufacturer. This product has unique and patented features including: non-tethered laser recoil and a the shootback system. Advanced Interactive Systems is the only source for this product.

Service(s) are defined as a vendor who provides a unique services and possesses unique qualifications to complete service. (Identify specific, measurable factors & qualifications.) *Does not include Professional Service Agreement.

Explanation:

SOLE BRAND. Various vendors can supply the specified model/brand or similar brands and competitive bids will be solicited for the best brand. Provide details of other brands evaluated and reason(s) for rejecting. Provide brand name, model, vendor name, date, and name of each person contacted. To "match and intermember" is not normally an acceptable justification for sole brand. When you determine this is a justified factor which should be considered: the quantity, manufacturer, brand, model, property number of the existing equipment, and necessity for "interfacing" must be provided.

Explanation:

JUSTIFICATION FOR SOLE SOURCE/SOLE BRAND

Administrative Directive, Purchasing Process

UNJUSTIFIED FACTORS FOR SOLE SOURCE/SOLE BRAND:

1. Personal preference for a product or vendor.
2. Cost, vendor performance, local service, maintenance, and delivery (these are award factors in competitive bidding).
3. Features which exceed the minimum department requirement, e.g. heavy duty and quality.
4. Explanation for the actual need and basic use for the equipment, unless the information relates to a request for "unique features".
5. The statement "no substitutions" will not be considered without completion of the "Justification for Sole Source/Sole Brand" form.
6. Lack of advance planning for activity, unless deemed an Emergency Purchase per Administrative Directive.
7. Concerns related to the amount of funds available for the acquisition of goods or services.

CERTIFICATION:

As an approved department representative, I have gathered technical information and have made a concentrated effort to review comparable/equal equipment. This is documented in this justification. I hereby certify as to the validity of the information and feel confident this justification for sole source/sole brand meets the City's criteria and is accurate.

Department Approval If Requisition less than \$25,000

by: _____ Approval: _____
(Print/Type Name) (Print/Type Name) (Signature)

Date: _____ Date: _____

City Manager Approval If Requisition Greater than \$25,001 to \$50,000

City Manager Approval: _____
(Print/Type Name) (Signature)

Date: _____

City Council Approval If Requisition Greater than \$50K

Summary Date: _____ Item # _____ Doc #: _____



Advanced Interactive Systems™, Inc.
 665 Andover Park West
 Seattle Washington 98188
 800-441-4487 www.ais-sim.com

Oceanside Police Department, CA

Price List
 October 13th, 2008
 QT #1318.6

<u>Part Number</u>		<u>Quantity</u>	<u>Price/Each</u>	<u>Total</u>
SYSTEM				
80-0003-101	PRISim® Suite Portable Trainer™ Pro L600 Package (includes either Judgment or Marksmanship Trainer) Includes 2 Days of onsite training for up to 4 Instructors Includes 1 Year Comprehensive Warranty	1	\$ 29,392	\$ 29,392
82-0016-001	PRISim Suite Software Judgment Trainer	1	Included	Included
82-0017-001	Marksmanship Trainer	1	\$ 6,000	\$ 6,000
CONTENT				
	New System Content Package: (340 Scenarios) EP Disk 1, Corrections-2, Corrections-2 Spanish, Civilian Education-2, Patrol-1, Patrol-2, Patrol-3, Patrol-4, Patrol-4 Spanish, Patrol-13 HD	1	No Charge	
Standard Scenario Content (Exchange Program)				
83-0002-001	EP Disk 2 - (100+ Free Scenarios)	1	No Charge	
83-0003-001	EP Disk 3 - (100+ Free Scenarios)	1	No Charge	
83-0004-001	EP Disk 4 - (100+ Free Scenarios)	1	No Charge	
83-0005-001	EP Disk 5 - (100+ Free Scenarios)	1	No Charge	
83-0006-001	EP Disk 6 - (100+ Free Scenarios)	1	No Charge	
Judgment Trainer Accessories				
81-0008-001	Integrated ShootBack™ Cannon, L600, Portable w/capture (video & audio) & Export	1	\$ 14,850	\$ 14,850
81-0027-001	Flashlight (SL20) (laser coded)	2	\$ 1,518	\$ 3,036
81-0030-001	Chemical Agent Spray (laser coded)	2	\$ 1,518	\$ 3,036
Judgment Trainer Authoring				
CUSTOM	Coordinated Filming Session Two days of onsite filming with the AIS film crew. Oceanside PD to provide location and role players. AIS will provide film crew, scripts and will author the custom scenarios for use with your PRISim system. AIS will own the rights to all content filmed during this session.	1	\$ 5,000	\$ 5,000
PRISim Simulated Firearms				
Dry Fire Laser Configuration: (permanently modified w/ laser insert)				
84-0004-001	SIG 226 (for Marksmanship Training)	1	\$ 2,565	\$ 2,565
84-0010-001	Remington 870 (Ghost Ring Sites)	1	\$ 3,825	\$ 3,825
84-0014-001	AR-15A3 - Designed to function as M4 - Select Fire - 16" barrel	1	\$ 4,500	\$ 4,500
Laser Recoil Configuration: (for use with Air Munitions)				
84-0002-101	Glock 17 / 22 Full Size	2	\$ 3,474	\$ 6,948
Air Munitions Accessories				
35-0034-001	Recoil Rounds (Customer must supply/purchase Compressor and/or Air Bottle)	100	\$ 57	\$ 5,700
81-0039-001	Reloader & Air Gauge Assembly including 30 Minute Air Bottle	1	\$ 2,017	\$ 2,017
35-0035-001	Portable Case - holds separately purchased reloader & 30 min bottle	1	\$ 848	\$ 848
LESS LETHAL				
85-0023-001	Taser X26 (comes with 2 heads) (Includes Less Lethal 1 Content)	2	\$ 2,200	\$ 4,400
85-0025-001	PepperBall (SA10)	1	\$ 3,150	\$ 3,150
PRISim EXTENDED WARRANTIES				
81-0054-005	PortableTrainer™ Pro L600 Premium Extended Warranty Program (3 year Computer Replacement)	1	\$ 38,000	\$ 38,000
Weapons				
81-0064-001	Handguns (per weapon, per year)	3	\$ 444	\$ 1,332
81-0065-001	Long Guns (per weapon, per year)	3	\$ 669	\$ 2,007
Shipping & Handling				
		1	\$ 375	\$ 375
CONFIGURATION TOTAL:				\$ 136,981



Advanced Interactive Systems™, Inc.
665 Andover Park West
Seattle Washington 98188
800-441-4487 www.ais-sim.com

Oceanside Police Department, CA

Price List
October 13th, 2008
QT #1318.6

*Ask us about municipal/federal financing! Leasing provides solutions to budgetary constraints.
AIS works with experts in government financing that offer efficient processing and flexible terms.
Ask for a customized lease quote and see how easy it can be to purchase the equipment you need today!*

The following Terms and Conditions apply to this quote

1) Payment Terms - Net 30 days from date of invoice

- Products and contracts in excess of \$750,000 require progress payments of 30% at the end of the 1st month, 20% at the end of the following 2 months, 15% at the end of the fourth month and 15% upon receipt IAWFAR 32.501. If delivery is made in less than 150 days, 100% of the outstanding balance is due upon delivery
- Government credit card accepted. No Additional discount for payment by credit card.
- Terms and Conditions apply to maximum orders of \$1,000,000 and minimum orders of \$100
- If the end user is an OCONUS destination then payment is FOB Point of Origin.

2) Taxes - Prices do not include tax.

- Any tax that is required to be collected or paid by AIS is considered Purchaser's responsibility.
- If Purchaser is exempt from such taxes, Purchaser agrees to provide an applicable exemption certificate.

3) Delivery Schedules

- PRISim system orders - 45-210 days, dependant upon the size of the order
- Weapons orders - Dependent upon availability of weapon components, delivery could take up to 11 months ARO

4) Shipping

- Partial Shipments are permitted.

5) Acceptance

- PRISim Portable systems - upon receipt of shipment, the system shall be deemed "Accepted"

6) Warranty- review warranty contract for full details

- AIS manufactured products - 12 months from receipt or acceptance.
- AIS modified weapons -12 months from customer receipt
- Air Munitions rounds - 6 months from date of delivery or 500 uses, whichever occurs first.
- Commercial component warranties are passed to the customer.

7) Post-delivery support

- Except as expressly set forth in this quote or the warranty accompanying the system, AIS will not be obligated to furnish personnel or other on-site assistance for installation, maintenance, repair or support. Any such services will be invoiced to Purchaser at AIS then-standard rates, which can be obtained on request.

8) Purchaser's Specifications

- AIS disclaims any responsibility for any damage, injury, loss, cost or other expense or liability, or the inoperability of the system, other products or site preparations purchased from AIS that relates to or is caused by modification to the systems or other AIS products.

9) Room Modifications

- Where applicable, Purchaser is responsible for any and all room modifications required to meet product installation requirements/specifications.

10) Entire Contract

- Acceptance by AIS of this proposal is expressly made conditional on Purchaser's consent to the terms and conditions set forth herein.

11) Final Agreement

- This writing is intended by the parties as a final, complete and exclusive expression of the terms of their agreement with respect to the transactions contemplated by this proposal and may not be contradicted, explained or supplemented by evidence of any prior agreement or any oral agreement.

12) Release of Liability

- Customer agrees to release AIS and applicable manufacturer from all liabilities, causes of action claims and demands that arise in any misuse, ownership, possession, demonstration, testing, and/or operation of purchased items.

13) Indemnification

- Customer promises to indemnify, hold harmless, and defend AIS and applicable manufacturer against any and all claims noted in #12, including claims for the customers' own negligence.

14) Quote Validation

- This quote is valid for 30 days

Attachment:

AIS Price List Configuration Total = \$136,981.00

7.75% sales tax = 10,616.03

Total = \$147,597.03