

RESOLUTION NO. 2021- 602

A RESOLUTION AUTHORIZING A CONTRACT AWARD TO A STATE CONTRACT VENDOR, FAAC INCORPORATED, ANN ARBOR, MI FOR THE PURCHASE OF MILO RANGE THREAT RESPONSE AND FIREARMS TRAINING SIMULATOR, IN THE AMOUNT NOT TO EXCEED \$29,995.00.

WHEREAS, the City of Vineland pursuant to N.J.S.A. 40A:11-12a and N.J.A.C. 5:34-7.29(c), may by resolution and without advertising for bids, purchase any goods or services under the State of New Jersey Cooperative Purchasing Program for any State contracts entered into on behalf of the State by the Division of Purchase and Property in the Department of the Treasury; and

WHEREAS, the City of Vineland intends to enter into a contract with a State Contract Vendor for the purchase of Milo Range Threat Response and Firearms Training Simulator as is more specifically set forth in Proposal dated September 30, 2021, attached hereto and made a part hereof, through this resolution and properly executed contracts, which shall be subject to all the conditions applicable to the current State contracts;

WHEREAS, it has been recommended that a contract be awarded to FAAC Incorporated, Ann Arbor, MI, (17GNSV2-00102) based upon the proposal received, in an amount not to exceed \$29,995.00; and

WHEREAS, the availability of funds for said contract to be awarded herein have been certified by the Chief Financial Officer; and

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF VINELAND, as follows:

1. THAT this contract for the purchase of Milo Range Threat Response Firearms Training Simulator as is more specifically set forth in Proposal dated September 30, 2021, attached hereto and made a part hereof, is awarded pursuant to N.J.S.A. 40A:11-12a and N.J.A.C. 5:34-7.29(c), under the State of New Jersey Cooperative Purchasing Program.
2. THAT the Purchasing Agent be and the same is hereby authorized to issue a contract to FAAC Incorporated, Ann Arbor, MI, based upon the proposal received, for the purchase of Milo Range Threat Response Firearms Training Simulator, in an amount not to exceed \$29,995.00.

Adopted:

President of Council

ATTEST:

City Clerk

**REQUEST FOR RESOLUTION
FOR COOPERATIVE CONTRACT AWARDS
UNDER 40A:11-12, N.J.A.C. 5:34-7.29 & LFN 2012-10
(REQUIRED FOR PURCHASES OVER \$17,500.00)**

11/17/2021

(DATE)

1. Goods or Services (detailed description): MIL0 Range Threat Response and
Firearms Training Simulator

2. Amount to be Awarded: \$ 29,995.00

- Encumber Total Award
 Encumber by Supplemental Release

3. Budgeted: By Ordinance No. _____
Or Grant: Title & Year _____

4. **Account Number to be Charged: _____

5. Contract Period (if applicable): _____

6. Date to be Awarded: _____

7. Recommended Vendor and Address: FAAC Inc.
1229 Oak Valley Dr.
Ann Arbor, MI 48108

8. Justification for Vendor Recommendation: (attach add'l information for Council review)
Purchase under the State Contract.

Type of Contract: State National Regional County

Vendor's Cooperative Contract # 17GNSV2-00102 Expires 3/27/22

9. Evaluation Performed by: See Incorrect Form Submitted - Attached

10. Approved by: See Incorrect Form Submitted - Attached

11. Attachments:

- Awarding Proposal
 Other: GSA - State Contract Info.

- Send copies to:
Purchasing Department
Business Administration

**If more than one account #, provide break down

**REQUEST FOR RESOLUTION FOR CONTRACT AWARDS
UNDER 40A:11-5 EXCEPTIONS
(PROFESSIONAL SERVICES, EUS, SOFTWARE MAINTENANCE, ETC)**

11/17/2021

(DATE)

1. Service (detailed description): MILO Range threat response and firearms training simulator system

2. Amount to be Awarded: \$ 29,995.00

- Encumber Total Award
 Encumber by Supplemental Release

3. Amount Budgeted: \$ _____

4. Budgeted: By Ordinance No. _____
Or Grant: Title & Year _____

5. **Account Number to be Charged: 22-703

6. Contract Period: _____


7. Date To Be Awarded: _____

8. Recommended Vendor and Address: MILO Range
1229 Oak Valley Dr Ann Arbor, MI 48108

9. Justification for Vendor Recommendation:(attach additional information for Council review)
GSA quote

- Non-Fair & Open (Pay-to-Play documents required)
 Fair & Open: How was RFP advertised? _____

10. Evaluation Performed by: Sgt C Fulcher

11. Approved by: 
Chief P Casiano

12. Attachments:

- Awarding Proposal
 Other: _____

- Send copies to:
Purchasing Division
Business Administration

**** If more than one account #, provide break down**



MILO

MILO Range Advanced
Interactive Mobile Firearms and Force Options
Simulator

GSA proposal prepared for:

Lt. Tom Riordan
Vineland Police Department
111 N. 6th St.
Vineland, NJ 08360

September 30, 2021

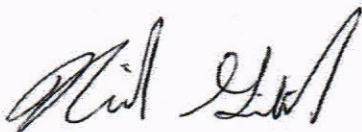
Thank you for your interest in the Interactive MILO Range Firearms Training Simulators from MILO Range Training Systems. This proposal will provide you with requested system information, specifications, pricing and details for the system and equipment you've inquired about.

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 proposal for this requirement and also to have the opportunity to be of service to the men and women of the Vineland Police Department.

Respectfully,



Neil Gikas
Eastern US Law Enforcement Sales
MILO Range Training Systems
FAAC Incorporated
800.344.1707 office
734.358.8292 mobile
neil.gikas@milorange.com
www.milorange.com

MILO RANGE ADVANCED TRAINING SIMULATOR SUITE

Item	Description	Qty	Unit Price	Extended Price
1	MILO Range Advanced mobile system includes: <ul style="list-style-type: none"> ▪ MILO v6 Software – Based on MS Windows 10 OS ▪ Laptop ▪ HD Projector (1920 x 1080) ▪ HD (12' x7') fast-fold projection screen with transport case ▪ 8-device Hit Detection Box with Flashlight option ▪ All Power and Video Cables, Power Strip ▪ Speakers/Digital Audio Sound System ▪ Transport Case for System and Peripheral Items ▪ 800+ Multi-Branching Interactive Law Enforcement Scenarios are pre-loaded as well as 40+ Skill Builder exercises 	1	\$20,995.00 <small>GSA PN: MILO-RNG-A</small>	20,995.00
	Dry-Fire Laser Training: Two Weapon Lasers of your choice or SIRT replicas. <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		
	OC Spray Training Device: Laser modified OC spray training device for non-lethal applications. Thumb or trigger activation. Includes 1 device standard	1		
	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 1 MILO Supplied Flashlight with IR lens	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 75+ 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 their actual baton or makes a strike/kick.	Inc		
	CONUS Delivery, Insurance and Standard 2-year Warranty	Inc		

	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.	Inc		
2	MILO Training with Setup (1 Day): 1-day Instructor/Operator Master course covering the MILO system, software and hardware at the end-users designated location for 4-6 students.	1	\$2,700.00 GSA PN: MILO-TRNG-Mod-1	\$2,700.00
(A) MILO RANGE ADVANCED TRAINING SYSTEM				
TOTAL (Qty.1):			\$23,695.00	

Optional Training Items				
<i>*Select and add to Purchase Order as Needed*</i>				
Item	Description	Qty	Unit Price	Total Price
3	WRK Air Recoil Drop-In Kit for Glock 22 Gen4 Pistol: <i>*Does NOT include the Weapon "Tether Less Model" training weapon with two (2) CO2 magazines and laser. Uses 12Gm Co2 cylinders. No permanent modifications to weapon required.</i>	2	\$2,100.00 GSA PN: MILO-Recoil-Handgun	\$4,200.00
4	WRK Air Recoil Drop-In Kit for AR-15/M4 Rifle/Carbine: <i>*Does NOT include the weapon. "Tether Less Model" training weapon with two (2) CO2 magazines and laser. Uses 12Gm Co2 cylinders. No permanent modifications to weapon required.</i>	1	\$2,100.00 GSA PN: MILO-Recoil-Rifle	\$2,100.00
(B) Optional Training Items Total:			\$6,300.00	

MILO Range Advanced System and Optional Items	
Cost (A + B):	\$29,995.00
Total Proposal Offer =	\$29,995.00

-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: 45 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."