

FAAC DRIVER TRAINING SIMULATORS



DRIVINGFORCE BUDGETARY GSA PRICE QUOTATION

GSA-PSQ-16-010-DF



April 7, 2016

Lieutenant Jorge Fernandez
Training
Orlando Police Department
100 South Hugh Ave.,
Orlando, FL 32801

Quotation No.: GSA-PSQ-16-010-DF

Dear Lieutenant Fernandez,

I am pleased to provide this GSA (GSA Schedule GS-00F-332CA) Price Quotation for a DrivingForce Integrated System (LE-1000 driver training simulator integrated with the MILO Range Pro system). The LE-1000 series is the most advanced Law Enforcement Driver Training Simulator on the market today; it's ergonomically correct cab and full over-the-shoulder 225 degrees field-of-view virtual world perspective and when coupled with the MILO Range Pro Use-of-Force system – DrivingForce, makes it the #1 choice with leading law enforcement agencies around the country.

The LE-1000 standard cab hardware comes configured as a 2102 Ford PI Sedan (Taurus). I have included the Advanced Instructor Tactical Package in the Driving Simulator price, as this is an invaluable training option. The simulator is preinstalled with over 70+ police training scenarios and the latest police fleet dynamic models. Included with the simulator price is the Instructor Operator Station, delivery, installation/integration, training and the 12 month factory warranty. I have included an additional 12 month warranty on the Driving Simulator to align with the MILO Range system.

Presented below in Table 1 is a complete DrivingForce integrated package. This includes the LE-1000 with options combined with the MILO Range Pro with options. Details of the quoted MILO Range Pro system are provided below.

I appreciate this opportunity to provide this quotation to your department. I truly believe that FAAC provides the 'best value' in the industry. If I can be of any further assistance please feel free to contact me anytime on my cell at 734/358 1679.

Sincerely,

A handwritten signature in black ink, appearing to read 'William B. Martin', with a horizontal line extending to the right.

William B. Martin
Public Safety Business Manager



TABLE 1: DRIVINGFORCE TRAINING SIMULATOR PACKAGE

Item	GSA Catalog No.	Description	Qty	Extended Price (US\$)
Table 1: LE DriverForce Training Simulation GSA Price Quotation (GSA Schedule: GS-00F-332CA)				
<i>GSA Components - Driver Training Simulator</i>				
1	FAAC-LE-1000	Law Enforcement Driving simulator with three high resolution monitors for 225 degree field-of-view. The expansive "over the shoulder" field of view allows for extensive tactical drivers training. The system is loaded with training scenarios within a course curriculum configuration. Realistic sedan dash, instruments, and controls. Library of police, other emergency response vehicles, and their specific dynamics are loaded for the student exercises via the included Instructor Operator Station (IOS).	1	94,500.00
2	FAAC-BASIC	Basic maintenance and service support for FAAC simulators after expiration of original warranty. Basic plan includes: <ul style="list-style-type: none"> • Unlimited phone support at no charge. • Troubleshooting and diagnostic services. • Repair and replacement of failed hardware. • Up to two onsite visits, remainder at time and material rate below. • Maintenance of customer purchased spares when applicable. Plan details available from supplier.	1	5,000.00
<i>Non-GSA (Open Market) Components</i>				
3	N/A	Cab configuration: 2012 Ford PI Sedan (Taurus)	1	Included
4	N/A	Advanced Tactical Instructor Package (incl: Radio, AASR and SMDT)	1	5,000.00
5	N/A	DrivingForce Integration Package	1	Included
6	N/A	Delivery and Installation at Buyer's facility	1	Included
7	N/A	Standard O&M Training (2 Days)	1	Included
8	N/A	12 Months Factory Basic Warranty	1	Included
9	N/A	Scenario Toolbox authoring tool for the IOS	1	5,000.00
10	N/A	Advanced Instructor Training w/Train-the-Trainer	1	3,500.00
11	N/A	Shipping and Handling	1	Included
Driving Simulator Package Sub-Total:				113,000.00
<i>MILO Range Use-of-Force System (See Attached Detailed Quotation)</i>				
<i>GSA Components - MILO Range Pro HD</i>				
12	MILO-RNG-P	MILO Range PRO HD system with 5.1 Audio	1	37,800.00
13	MILO-RECOIL-HANDGUN	MILO Air-Recoil Kit conversion for Handgun. (Sig P226) This is a drop-in kit and requires no weapon modifications.	3	6,300.00
14	MILO-RECOIL-RIFLE	MILO Air-Recoil Kit conversion for Rifle. (AR15/M-4) This is a drop-in kit and requires no weapon modifications.	1	2,100.00
<i>MILO Range Optional Non-GSA (Open Market) Components</i>				
15	N/A	Taser X26 sim weapon w/2 cartridges. US Gov't Discount Price	3	5,385.00
16	N/A	Additional Laser OC Canister	1	595.00
17	N/A	MILO Range Ceiling Mount Kit	1	1,495.00
18	N/A	Armorers Kit for WRK Recoil Weapons	1	495.00
MILO Range System Sub-Total:				54,170.00
MILO Range System Trade Allowance:				5,000.00
MILO Range GSA Proposal Offer:				49,170.00
Driving Force (LE-1000 + MILO Range Pro) Package TOTAL:				162,170.00
NOTE: Sales Taxes will be charged if Buyer is not Tax Exempt or 6% MI Sales tax if FOB Factory				
(See Terms and Conditions below)				

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GENERAL TERMS AND CONTIONS OF SALE

- 1) GSA Quotation: This GSA quotation is quoted on the understanding that the Buyer has access to GSA or access to the 1122S or Disaster Recovery Programs within their State. Any PO issued must reference the GSA Contract No.: GS-00F-332CA and either the 1122S or Disaster Recovery Program. See Attachment 1 below for more information on these programs.
- 2) Quotation Validity: 90 Days.
- 3) Payment Terms: Net 30 days from date of invoice.
- 4) Budgetary Pricing: This document is intended for budgeting purposes only and does not constitute a firm fixed price offer nor binding agreement.
- 5) Payment Schedule:
 - a) Grant Funded: 100% upon final acceptance or 30 days post-delivery, whichever comes first.
 - b) Privately Funded: 50% upon order, balance to be invoiced within 30 days of announced shipment date or 10 days after acceptance, whichever occurs first.
- 6) US Delivery Lead Time:
 - a) Standard Production System: 60-90 days ARO
 - b) Custom/Optional Cab systems or Mobile based systems: 120-180 ARO dependent on level of customization and component requirements.
- 7) US Delivery Location: FOB destination, unless otherwise stated.
- 8) 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 may collect Sales Tax for the following States: AK, CA, CO, FL, HI, IA, KS, MA, ME, MI, MO, MS, NC, NE, NJ, NV, NY, SC, TN, TX, UT, WA, WI, 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.
- 9) Orders: Please address all orders to:

FAAC Contracts Department
1229 Oak Valley Drive
Ann Arbor, MI 48111
Email: contracts@faac.com;
cc: Bill Martin wbmartin@faac.com
Fax: (734)531-4002

ATTACHMENT 1

GSA State Purchasing Programs
1122S and Disaster Recovery



GSA Advantage!® Program Access



**STATE AND LOCAL GOVERNMENT ACCESS TO
FAAC'S TRAINING PRODUCTS THROUGH GSA SCHEDULE 874**

State and local government agencies can harness the purchasing power of the federal government by using a GSA Schedule contract to their advantage. To reduce procurement efforts and costs, GSA provides a pre-vetted source of supply. GSA Schedule contracts may be used within your own agency's procurement policies and any source of funding, including federal grants. Buyers should consult with their procurement policies and granting agency for additional guidance.

Access to GSA Schedule contracts by state and local agencies varies by Schedule. State and local agencies can access FAAC's GSA Schedule 874 contract through one of two GSA State and Local Programs, *1122 Program* or *Disaster Recovery Program*. Participation in these programs is voluntary for agencies, but required by GSA in order to use FAAC's GSA Schedule 874 contract as a source of supply.

1122 PROGRAM

The 1122 Program enables municipal government agencies, in participating states, to purchase FAAC's products and services in support of Counter-Drug, Homeland Security or Emergency Response activities.

Purchases under this program require agencies to contact and obtain written authorization from their GSA State Point of Contact (SPOC) before issuing a Purchase Order or contract. The SPOC will provide guidance on how the order will be issued. If the agency issues its own PO or contract then a copy of the authorization must be provided to FAAC along with the order. For a current list of participating states and their respective SPOC information please visit:
<http://www.gsa.gov/portal/getMediaData?mediaId=217679>.

DISASTER RECOVERY PROGRAM

The Disaster Recovery Program enables state and local buying entities to buy goods and services to help facilitate recovery from a major disaster such as a major weather event, terrorism, or nuclear, biological, chemical, or radiological attack or to help facilitate disaster preparedness and response. This program covers a wide range of actions and operations including planning and training for incident response in order to save lives, protecting property, meeting emergency plans for recovery, promoting the evaluation of incident response needs, and developing initiatives to help mitigate the effects of future incidents. Complete definitions of "preparedness," "response," and "recovery" as applied to this program are available online at:
<http://www.gsa.gov/portal/content/202557#>.

Purchases under this program are at the determination of the agency. GSA requires that a Purchase Order or contract issued under this Program include an identification statement, such as:

"This order is placed under GSA Schedule number GS-02F-1429H 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." OR at a minimum: "GSA Contract GS-02F-1429H; Disaster Recovery"

For more information about these programs or to obtain additional information visit the GSA State and Local Government Customers website at <http://www.gsa.gov/portal/category/100631>.

FAAC's products and services for the 1122 and Disaster Recovery Programs are listed under SIN 874-9. Additional open market items are allowed under FAAC's GSA Schedule 874 contract under circumstances set forth in FAR 8.402(f).

For more information on FAAC's Public Safety training products, visit FAAC's website at www.faac.com or contact Mrs. Bobbi Riley at 1-877-322-2387 or bobbir@faac.com.

FAAC Incorporated • 1229 Oak Valley Drive • Ann Arbor, Michigan • 48108 • www.FAAC.com