



LAWRENCEVILLE

GEORGIA

Requester Name and Title: Salvador Orega, Police Captain

Note: Requester must be able to defend this justification.

Requester Department: Police

Requested Single/Sole Source Supplier:

Company Name Ti Training
Contact Name Kila Otte, Vice President of Sales
Address 4680 Table Mountain Dr. Suite 150
City Golden **State** CO **Zip Code** 80403
Phone Number 303-269-1594 **E-mail** kila@titraining.com

Is the recommended company the manufacturer? Yes No

Does the manufacturer sell the brand item(s) through distributors? Yes No

Description of Product or Service:

(if additional space is needed, include them in a separate page)

The Ti Training RECON 180 Firearms Training Simulator (FATS) is a simulator that enables officers to utilize the entire use of force spectrum, including the less-lethal options they carry, without the need for costly training cartridges, sprays, or impact munitions. The RECON™ 180 allows law enforcement officers to train for a wide range of de-escalation scenarios, helping them learn how to defuse tense situations and avoid the use of force. From handling mental health crises and domestic disputes to active shooter situations, officers can hone their decision-making skills for better outcomes in the field with the assistance of the Ti Training Recon 180 FATS machine.

Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable;

Estimated Cost: \$ 127,000

Annual **One Time**

Single / Sole Source / Sole Brand Justification

SINGLE / SOLE SOURCE / BRAND SPECIFIC RATIONALE

Explain why the recommended product/company/brand is the only product/company/brand that can meet the requirement. Address the following: Are there any other products/companies that can do this job? What condition (e.g. technological superiority, or performance risks, etc.) exists so that the recommended product/company has a significant advantage over any other products/company that can do this job?

It is important to sufficiently address the key reason for awarding an order without soliciting competitive bids. The rationale must be clear and convincing, avoiding generalities and unsupported conclusions.

Ti Training manufactures the RECON Simulation Platform with proprietary sole source software.. Our products are protected by trade secrets and patents and are unique in the market. Ti Training is the publisher, holder of all copyrights, and sole source, for the only software that works with the RECON System.

- Patent for Mobile Simulation Screen System: Patent Number: 10379428
- Patented Simulation Taser Laser: US Patents, No. 9,605,927 B2 and No. 9,885,545 B2.

Ti Training is a Sole Source for MOBILE Multi Screen System. Meaning Ti is the ONLY simulation source that can provide a multi screen simulation system that the screens can be reconfigured and moved. This is a patented item, so no other simulation company can provide this type of application with their simulation products. The RECON can operate all screens as 1 whole unit running a single scenario across all the screens or separate out the screens to operate individually. For complete details, please refer to the attached Sole Source Letter.

(if additional space is needed, include them in a separate page)

Complete the following checklist

A specific product/company is the only source of the required product/service because (check all that apply):

Must match existing piece of equipment available only from the same source of original equipment. Provide documentation from supplier supporting that no other supplier can supply this.

It is not possible to obtain competitive bids for consideration (i.e., only one source is capable of supplying the goods/service or meeting the requirements). I have attached the pertinent documentation showing what market research was conducted to preclude other brands or vendors from consideration. *In a brief explanation, provide supporting evidence for the conclusion; other sources considered should be listed, along with explanation of why they are unable to meet the requirements.*

After extensive research of various FATS machines, I determined that the best product for us based on quality and price is the FATS machine manufactured by Ti Training. Several local departments currently own a TiTraining FATS machine and their experience has been positive and very satisfying. During my research, I tested three different products (Ti Training, InVeris, and VirTra). TI Training was far beyond the best product as far as cost, technology, customer service, and video development. Ti Training holds a Sole Source Letter for their product as their FATS machine is the only one on the market with a patented mobile multiple screen system that will provide more realistic and better quality training.

(if additional space is needed, include them in a separate page)

Single / Sole Source / Sole Brand Justification

There is a **substantial technical risk** in contracting with any other contractor, (e.g., only one contractor has been successful to date in implementing a difficult manufacturing process). *In a brief explanation, provide supporting evidence of why other contractors are considered to be unable to overcome the substantial technical risk.*

(if additional space is needed, include them in a separate page)

For support effort, there is no reasonable expectation that a meaningful cost or other improvement could be realized over the incumbent contractor's performance (e.g., the chances of another firm winning a competition are clearly remote). *Please provide a brief explanation.*

(if additional space is needed, include them in a separate page)

ACKNOWLEDGEMENT

This section must be completed.

I acknowledge the City's requirements for soliciting competitive bids for purchases and the criteria for justification for Single Source/Sole Source/Sole Brand purchases. I have gathered the required technical information, have made a concerted effort to review comparable/equal products/services (e.g., market research), and further affirm that there is no conflict of interest involved in the selection made.

Signature: Salvador Ortega

Date: 09/27/2023

Sole Source Document for Ti Training Simulation Products

Ti Training manufactures the RECON Simulation Platform with proprietary sole source software. This software and hardware combination is designed to only work with the RECON, Training Lab, Training Room, Firing Line, Ti Target Drills, And VRG software packages. Ti Training LE is the only Manufacturer of these products. Ti Training's cameras, software, and firmware have been developed and configured by Ti Training to work specifically with RECON simulation systems. Only Ti Training's technology and software works with RECON System running the Training Lab software as our technology is proprietary and has been designed to integrate with this product.

Ti Training is the sole source from whom you can purchase Ti Training technology, software and the associated training, scenario content, scenario authoring and laser devices for the Training Lab software. Our products are protected by trade secrets and patents and are unique in the market. Ti Training is the publisher, holder of all copyrights, and sole source, for the only software that works with the RECON System.

- Patent for Mobile Simulation Screen System: **Patent Number: 10379428**
- Patented Simulation Taser Laser: US Patents, No. 9,605,927 B2 and No. 9,885,545 B2.

Ti Training is a Sole Source for MOBILE Multi Screen System. Meaning Ti is the ONLY simulation source that can provide a multi screen simulation system that the screens can be reconfigured and moved. This is a patented item, so no other simulation company can provide this type of application with their simulation products. The RECON can operate all screens as 1 whole unit running a single scenario across all the screens or separate out the screens to operate individually. No other manufacturer can add screens to a current RECON System.

Smart Screen Projection System Patented

- Smart screen mobile projector and camera mounts can be moved to any wall or screen in simulation room or outside of the simulation room and talk wirelessly to the RECON Core system.
- Hit detect camera is mounted to the projector mount and can be moved without the need to recalibrate. Projection can be built into the screen frame or in a cart system.

RECON CORE and Smart Screen -

- The RECON can be integrated into a single screen system or added to multiple screens for an immersive simulation environment. The smart screen is completely mobile and can work independently or integrated.
- **TI Training is the ONLY Source for this Mobile smart screen configuration. The screen can be moved to completely integrate with other Ti screens or move away and work in separate locations, still running a continuous scenario. The smart screen can also work independently as a single screen system. . Ti has an application and design patent for this simulation display and operation**

Report Generation from Trainee Sessions

- Specific Reporting on trainee sessions can be generated and disseminated across all RECON platforms.

Scenario Editor & Library

- All branching scenarios created for the RECON Platform can only be used with the RECON systems.

Firing Line Custom Course of Fire Software

- The Firing Line Marksmanship software is Standard on the RECON and all courses of fire created on the RECON platform can be moved across any RECON System.

Weapons and Devices

All Laser devices for use on the RECON are proprietary and can only be purchased through Ti Training. Ti Training is the sole source distributor of any laser products that interact with RECON Training Lab Systems. No other source can provide the actual laser device other than TI Training. This would include peripheral items currently used on the Training Lab product line.

- These lasers and devices include: RECOIL Kit Lasers and devices, TASER Laser Devices, OC Lasers, Flashlights with Filters, Charging Stations.
- The RECON platform running the Training Lab Software can read the laser devices, and assign those to individual trainees. Those devices can also be force failed and/or reloaded by the instructor using the Training Lab software.

Environmental Controls

Auxiliary Control Box - RECON has the ability to control on/off switches of devices in the room wirelessly from the instructor monitor.

Operational Training

- Ti Training is committed to providing the best, most advanced and effective training to our customers. It is critical that our customers not only know how to operate the RECON™ system and its components, but also how to safely and effectively provide training in the simulated environment. All of this not only provides your agency's officers with the best possible training, it also can reduce agency liability due to the depth of the training received by your instructors

Ti Training is the exclusive servicer of any warranty packages and services under Ti Training Warranties. All warranty items and service needs will be directed to Ti Training Customer Service Personnel. And TI Training Customer Service personnel are the direct contact from the customer for any items related to this warranty package.