

SOLE SOURCE REPORT CHECKLIST

Contract # **20260016**

Sole Source Vendor: **MILO Range Training System**

- A. Is a purchase for goods, supplies, services, or construction. **Goods**
B. The supply, service, or construction is available from only one source.
C. If a proprietary item, there is not more than one potential bidder or offeror for that item.
D. The purchase complies with one of the following sole source procurement requirements (please indicate which): 7

1. Where the compatibility of equipment, accessories, or replacement parts is the paramount consideration;
2. Where a sole supplier's item is needed for trial use or testing;
3. Where public utility services are to be procured;
4. Where the item is a used item which is subject to immediate sale;
5. Where additional supplies or services are needed to complete an existing and ongoing scope of work, even when the supplies or services were not contemplated at the onset of the project;
6. Where the item is a component or replacement part for which there is no commercially available substitute, and which can be purchased only from the manufacturer or distributor; or
7. Other. Please explain: **MILO is the sole source provider for MILO range systems. No other company or entity produces or resells the MILO range Theater.**

2. The Department has provided a Sole Source Justification Memo and/or Sole Source Letter [Section 35.08(a)(24)(b)]. **Yes**

3. The Procurement Director, or his or her designee, approves negotiations with the sole source supplier, as appropriate, as to price, delivery, and the term and conditions of the award [Section 35.08(a)(24)(c)]. **Yes**

4. If the Contract requires City Council approval, this checklist, including all items references/consulted for the above questions, shall be included in any agenda summary submitted to Council as a Report [Section 35.08(a)(24)(d)]. **Yes**

5. The sole source or sole provider purchase has been bid out on the City's Quote system for a period of at least seven (7) business days. [Procurement Manual, Section 4.05 Sole Source/Sole Provider Purchases]. **Yes**

Approved ☒

Not Approved ☐

Signature

Caroline Inglis

Sole-Source Justification

Request Information	
Date of Request: 8/14/2025	
Procurement Department Information	
Procurement Agent: Alaina Knofla	
Procurement Agent E-Mail Address: aknofla@cityofpsl.com	Telephone: 772-871-5224
Request Submitted By	
Name: Albert Sohl	
Department and Title: Police/Special Operations -Training Unit/ Officer	
e-Mail Address: asohl@cityofpsl.com	
Request Details	
Sole-Source – A purchasing situation in which the procurement is available from only one source. Identify efforts made to locate other possible sources.	
Contractor Name: MILO	Telephone: (734)-358-8292
Contractor Contact: Neil Gikas	
Scope of Work Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated value of the open contract to include the estimated quantity X unit price (if the exact quantities are not known).	
Description of Commodities/ Services – Milos Range Theater 180 System • Vendor: MILO Product: Interactive MILO Range Theater 180 Training Simulator Sole Source Provider: Yes Estimated Quantity: 1 Per Unit Price: MILO Range v7 Theater 180 HD- \$84,782.75 WRK Drop-In Recoil Kit for Handgun (G45) - \$2655.25 2 WRK Drop-in recoil kit for Rifle (AR-15) - \$2655.25 WRK Maintenance Kit - \$445.00 2 WRK Tabletop Refill Nozzle w/ Tank - \$992.75 TASER 10 Sim Weapon w/2 cartridges -\$2245.00 MILO Range Theater 180 System Cost Total Proposal Offer = \$101,331.50	
Include Commodities/Specifications: • The Port St Lucie Police Department have been using MILO since 2006 (19 years) • We have proprietary equipment that only works with MILO sensors (ie flashlight, baton, firearm) • MILO Range v7 Theater 180 HD system with Multi-Directional Sound: Requires minimum space of 23' x 20' with 9' ceilings - \$84,782.75 • Dry-Fire Laser Training: Two weapon lasers of your choice or SIRT replicas. • Pistol or Rifle lasers in 9mm, .40 or .45	

Sole-Source Justification

- SIRT replicas available in Glock, Sig Sauer or S&W models
- FREE Access to Software Updates and MILO Digital Scenario Library
- 2 OC Spray Training Device
- 2 Low Light Training Program
- MILO Trainee Action Capture (TAC) with Picture in Picture Video/Audio debrief
- Graph-X Targets
- Statistics and Management
- CONUS Delivery, Insurance and Standard 2-year Warranty
- WRK Drop-In Recoil Kit for Handgun (G45) - \$2655.25
- 2 WRK Drop-in recoil kit for Rifle (AR-15) - \$2655.25
- WRK Maintenance Kit - \$445.00
- 2 WRK Tabletop Refill Nozzle w/ Tank - \$992.75
- TASER 10 Sim Weapon w/2 cartridges -\$2245.00
- MILO Range Theater 180 System Cost Total Proposal Offer = \$101,331.50

Complete the Following: (For justifying a Sole Source/Sole Brand)

Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the state entity needs).

The MILO Range Theater 180 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.

Letter from Original Equipment Manufacturer (required): See Attached

Exclusive Capability

Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source.

MILO is the sole source provider for MILO Range systems. No other company or entity produces or resells the MILO Range Theater 180 System, and all purchases must be made directly through MILO Range. There are no third-party agents, dealers, or resellers authorized to distribute or represent the MILO Range. Current training methods while effective are limited in their ability to replicate the dynamic, unpredictable, and high-pressure nature of real-world encounters. The calls for service handled by our officers increasingly require precise judgment, effective communication, and the ability to respond appropriately in high-stress environments. The MILO Range Theater 180 system provides you with a fully immersive training environment. With the enhanced field of view that Theater offers, you can increase trainee realism and offer true to life training scenarios. The MILO Range Theater is interactive from all directions, allowing trainee responses to multiple threats and applications of proper tactics simultaneously.

To Be Used for Procurement Records Only

CONTRACT #: 20260016

Sole-Source Justification

REQUISITION ID #:

If Publicly Solicited, Number of Protests:

Outcome:

☐ **Awarded Sole-Source**

☐ **Issued PO / Contract**

☐ **Not Awarded / Competitively Bid**

Bid #:



MILO

MILO Range Theater 180

3-Screen Immersive Force Options Simulator

GSA Proposal prepared for:

**Albert Sohl
Port St. Lucie Police Department
121 SW Port St. Lucie Blvd.
Port St. Lucie, FL 34984**



Exclusive and Sole Source Notification

Systems and Equipment Designed for use on MILO Range™ Simulators

January 1st, 2025

To Whom It May Concern:

FAAC Incorporated, an Ann Arbor Michigan based US company, is the sole manufacturer and only authorized support company for the MILO Range MSATS, MILO Range Theater 300 and 180 systems, MILO Range Pro, MILO Range Advanced, Classic, MILO VR and Shoothouse product line. FAAC has spent over twenty years in the development of this well-known and proven training simulator platform and has included several exclusive features and options that are only found on the MILO Range product line. FAAC Inc. is the only US Company or business interest authorized to sell, deliver, install and support these products in the continental United States.

MILO Range is the only company that can supply the standard and custom scenario content for the MILO systems and no other scenarios are compatible. MILO scenarios cannot be utilized on other software platforms as well if they are created for an agency/school's curriculum use.

FAAC has not authorized any other company or distributor to sell these items or offer these items for sale to any US customers using the MILO Range product line.

As FAAC is the sole manufacturer of all these products, FAAC is the only authorized company to provide aftermarket warranty and service. Components not authorized, manufactured or distributed from FAAC are not guaranteed to work on the MILO Range product line, and may result in voiding of any remaining product warranties or customer support.

Sincerely,

Robert M. McCue
General Manager
MILO Range Training Systems
1229 Oak Valley Drive
Ann Arbor, MI 48108 USA
800.344.1707
www.milorange.com

MILO RANGE THEATER 180 MULTI-SCREEN TRAINING SIMULATOR SUITE

Item	Description	Qty.	Unit Price	Extended Price
1	MILO Range v7 Theater 180 HD system with Multi-Directional Sound: Requires minimum space of 23' x 20' with 9' ceilings ▪ MILO CPU Station ▪ MILO v7 Software– Based on MS Windows 11 OS ▪ Instructor Station with 2 LCD monitors for software control and real-time view of HD TAC camera ▪ Mounting systems and/or ceiling mounts <u>as needed</u> ▪ Three HD Short-throw Rear Projection Projectors ▪ 180-degree <u>borderless</u> screen 30'L x 6' 5"H ▪ Three 8-device Laser Weapon & Flashlight Detection Modules ▪ All Power and Video Cables ▪ Instructor Desktop Speakers ▪ Keyboard and Optical Mouse ▪ Multi-Directional Sound System ▪ Instructor Desk and Chair ▪ <u>140+</u> 3-Screen Multi-Branching Scenarios ▪ <u>925+</u> Single Screen Multi-Branching Interactive Law Enforcement Scenarios are pre-loaded as well as <u>40+</u> Skill Builder exercises	1	\$84,782.75 GSA PN: MILO-T180	\$84,782.75
	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 (single/multi-screen).	Inc		
	Course Designer Program: The Course Designer Program is an 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 high definition digital video and computer graphics capabilities to create fully interactive training videos and/or graphics based training environments. Customer can also create custom HD, multi-screen scenarios. Includes HD Camera for scenario filming	Inc		
	Dry-Fire Laser Training: Two weapon lasers of your choice or SIRT replicas. ▪ Pistol or Rifle lasers in 9mm, .40 or .45 ▪ SIRT replicas available in Glock, Sig Sauer or S&W models	2		
	OC Spray Training Devices: Laser modified OC spray training devices for non-lethal applications. Thumb or trigger activation. Includes 2 devices standard	2		

	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 2 MILO Supplied Flashlights with IR lens	Inc		
	Trainee Action Capture (TAC) with Picture-in-Picture Video/Audio Debrief: Audio and color video capture in wide-angle HD video 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-single/multi-screen mix	Inc		
	Statistics and Management: Allows user to create and manipulate the trainee performance 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. The system will branch and score the use of action as a baton strike.	Inc		
	CONUS Delivery, Installation, Insurance and Standard 2-year Warranty	Inc		
	MILO Training (2 Days): 2-day Instructor/Operator Master course covering the MILO system, software and hardware at the end-users designated location for up to 6 students. Training at customer location TBD by the MILO instructor availability.	Inc		
(A)	MILO RANGE THEATER 180 TRAINING SYSTEM TOTAL (Qty.1):	1		\$84,782.75

Optional Training Items				
Item	Description	Qty	Unit Price	Total Price
2	WRK Drop-In Recoil Kit for Handgun (G45): <u>*Does NOT include the Weapon</u> "Tether Less Model" training weapon with two (2) CO2 magazines and laser. Uses 12 Gm Co2 canisters. No permanent modifications to weapon required.	2	\$2,655.25 GSA PN: MILO-Recoil- Handgun	\$5,310.50
3	WRK Drop-in recoil kit for Rifle (AR-15): <u>*Does NOT include the weapon.</u> "Tether Less Model" training weapon with two (2) CO2 magazines and laser. Uses 12 Gm Co2 canisters. No permanent modifications to weapon required.	2	\$2,655.25 GSA PN: MILO-Recoil- Rifle	\$5,310.50
4	WRK Maintenance Kit: For use with MILO pistol, rifle and shotgun recoil kits.	1	\$445.00 US Gov't Discount Price	\$445.00

5	WRK Tabletop Refill Nozzle w/ Tank: Standalone refill tank with nozzle. (Only compatible with WRK recoil kits)	1	\$992.75 GSA PN: MILO-Recoil- Nozzle	\$992.75
6	TASER 10 Sim Weapon w/2 cartridges: Includes TASER weapon modified for use on the MILO Range system and two (2) dual-laser cartridges with model specific degree separation for reloading drills. (T10 Backordered Item-Delivery TBD)	2	\$2,245.00 US Gov't Discount Price	\$4,490.00
(B) Optional Training Items Total:			\$16,548.75	

MILO Range Theater 180 System and Optional Items Cost (A+B):	\$101,331.50
Total Proposal Offer =	\$101,331.50

Bronze Warranty (Annual Cost):	\$5,066.58
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-See Important Terms and Conditions Next Page-

Standard Domestic Terms of Sale		
Quote Validity:	90 DAYS	All prices quoted in US Dollars (\$USD)
Payment Schedule:	50% At the time order is placed, 40% after shipment of equipment, 10% after completion of training (or 60 days after shipment if training is delayed beyond that point at request of customer)	
Payment Terms:	NET 30 from date of invoice	
Accepted Payment Options:	Check, Wire/ACH, Credit Card 3% surcharge will be added (MC/VISA, AMEX Only)	
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 (20%) for any reusable components credited to Buyer's account	
US Delivery Lead Time:	Standard Production System:	90 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, NV, 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 8.402(f).	
Orders:	FAAC requires buying agencies to submit a Purchase Order as a binding agreement for the items proposed herein. Purchase Orders must reference FAAC's proposal. 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	Country of Origin: 100% USA Sourced
Tax ID:	38-2690218	Berry Compliant: Yes
DUNS:	175204163	
UEI:	UY43FBN7NHK8	
GSA Schedule:	PSS/00CORP; Contract # GS-00F-332CA	
Sales Representative:	Neil Gikas * neil.gikas@milorange.com * 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."



Sales Agreement

Payment Terms

Payment Terms for the above total Amount Due are: **NET 30 after invoice**

Delivery Schedule

Estimated Delivery Schedule is: **45 Days**

Shipping Address (Buyer, please enter shipping address below)

Billing Address:

121 SW Port St. Lucie Blvd

Port St. Lucie, FL 34984

POC Information

Name: Albert Sohl Email: _____

Phone: _____ Fax: _____

Sale of the above listed items is made in accordance with the terms contained in the following attachments:

Attachment 1: Sales Quote 08/01/25

Entire Agreement. These products or documentation may be subject to Department of State and/or Department of Commerce export restriction. Any intention to export or transfer items/information beyond the named Buyer shall be disclosed by Buyer at time of purchase. This agreement, including the attachments listed above, is intended by these parties as a final expression of their agreement and as a complete and exclusive statement of its terms. No representations, understandings or agreements have been made or relied upon in the making of this Agreement other than those specifically set forth herein. This Agreement can only be modified in writing signed by the parties or their duly authorized agents.

Changes. If Buyer's order is canceled for any reason other than 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 the Buyer's account.

ACCEPTED BY:

FAAC Incorporated

Port St. Lucie Police Department

Signature

Signature

Name

Name

Title

Title

Date

Date

20260016
INTERACTIVE MILO RANGE THEATER 180 SYSTEM

City of Port St. Lucie

121 SW Port St. Lucie Blvd,
Port St. Lucie, FL 34984

RELEASE DATE: September 10, 2025

DEADLINE FOR QUESTIONS: undefined

RESPONSE DEADLINE: September 19, 2025, 3:00 pm

RESPONSES MUST BE SUBMITTED ELECTRONICALLY TO:

<https://secure.procurenow.com/portal/cityofpsl>

City of Port St. Lucie
Interactive MILO Range Theater 180 System

1. Introduction
2. Project Details
3. Vendor Questionnaire

Attachments:
Sole Source Justification

1. Introduction

1.1. Summary

This is a Sole Source notice, as required by Florida Statutes Section 287.057(3)(c). The Police Department of the City is seeking a Interactive MILO Range Theater 180 Training Simulator.

1.2. Timeline

Release Project Date:	September 10, 2025
Proposal Submission Deadline:	September 19, 2025, 3:00pm

1.3. Procurement Contact

Alaina Knofla

Procurement Contracting Officer III

121 SW Port St. Lucie Blvd.

Port St. Lucie, FL 34983

Email: aknofla@cityofpsl.com

Phone: (772) 871-5144

2. Project Details

2.1. Important Instructions for Electronic Submittals

The City of Port St. Lucie is accepting electronic bid submissions. Bidders shall create a FREE account with OpenGov Procurement by signing up at <https://procurement.opengov.com/signup>. Once you have completed account registration, browse back to this page, click on "Draft Response", and follow the instructions to submit electronically.

3. Vendor Questionnaire

3.1. Respondent Submittals (without Cost)*

Please Upload your COMPLETE response, including any and all required forms listed in the solicitation and the corresponding attachments.

(Do not upload cost information in here)

*Response required

3.2. I certify that I have read, understood and agree to the terms in this solicitation, and that I am authorized to submit this response on behalf of my company.*

☐ Please confirm

*Response required

#20260016

Title: Interactive MILO Range Theater 180 System

SOLE SOURCE REPORT CHECKLIST

Contract # **20260017**

Sole Source Vendor: **MILO Range Training Simulator Suite**

- A. Is a purchase for goods, supplies, services, or construction. **Goods**
B. The supply, service, or construction is available from only one source.
C. If a proprietary item, there is not more than one potential bidder or offeror for that item.
D. The purchase complies with one of the following sole source procurement requirements (please indicate which): 7

1. Where the compatibility of equipment, accessories, or replacement parts is the paramount consideration;
2. Where a sole supplier's item is needed for trial use or testing;
3. Where public utility services are to be procured;
4. Where the item is a used item which is subject to immediate sale;
5. Where additional supplies or services are needed to complete an existing and ongoing scope of work, even when the supplies or services were not contemplated at the onset of the project;
6. Where the item is a component or replacement part for which there is no commercially available substitute, and which can be purchased only from the manufacturer or distributor; or
7. Other. Please explain: **MILO is the sole source provider for MILO range systems. No other company or entity produces or resells the MILO range Live Fire System.**

2. The Department has provided a Sole Source Justification Memo and/or Sole Source Letter [Section 35.08(a)(24)(b)]. **Yes**

3. The Procurement Director, or his or her designee, approves negotiations with the sole source supplier, as appropriate, as to price, delivery, and the term and conditions of the award [Section 35.08(a)(24)(c)]. **Yes**

4. If the Contract requires City Council approval, this checklist, including all items references/consulted for the above questions, shall be included in any agenda summary submitted to Council as a Report [Section 35.08(a)(24)(d)]. **Yes**

5. The sole source or sole provider purchase has been bid out on the City's Quote system for a period of at least seven (7) business days. [Procurement Manual, Section 4.05 Sole Source/Sole Provider Purchases]. **Yes**

Approved ☒

Not Approved ☐

Signature

Caroline Jones



MILO

MILO Range Advanced

Interactive Mobile Force Options Simulator

GSA proposal prepared for:

**Albert Sohl
Port St. Lucie Police Department
121 SW Port St Lucie Blvd
Pt St Lucie, FL 34984**

MILO RANGE ADVANCED TRAINING SIMULATOR SUITE

Item	Description	Qty	Unit Price	Extended Price
1	MILO Range Advanced mobile system includes: ▪ MILO v7 Software – Based on MS Windows 11 OS ▪ Laptop ▪ Short Throw 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 ▪ 925+ Multi-Branching Interactive Law Enforcement Scenarios are pre-loaded as well as 40+ Skill Builder exercises	1	\$24,932.75 GSA PN: MILO-RNG-A	\$24,932.75
	Dry-Fire Laser Training: Two weapon lasers of your choice or SIRT replicas. ▪ 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: Two laser modified OC spray training devices for non-lethal applications. Thumb or trigger activation.	2		
	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 2 MILO Supplied Flashlights 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		
	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 up to 6 students. Training at customer location TBD by the MILO instructor availability.	Inc		
(A)	MILO RANGE ADVANCED TRAINING SYSTEM TOTAL (Qty.1):			\$24,932.75

Optional Training Items				
Item	Description	Qty	Unit Price	Total Price
2	Roll-up Thermal Live Fire Module LF5300: Includes live fire detection software, retractable target screen and thermal camera for detecting live bullets fired on rubber projection screen surface. Supports all ball ammunition in calibers from 4.6mm up to .50 caliber. Each module provides detection and screen up to 3mx 2m. Multiple screens can be edge to edge (for Theater & Firing Range applications) and custom screen sizes are available at additional cost. Customer to provide any/all ballistic protection, if needed.	1	\$25,195.00 US Gov't Discount Price	\$25,195.00
3	Range Anywhere – Wireless Instructor Tablet: Allows MILO operator to use tablet for freedom of movement during scenarios.	1	\$2,245.00 US Gov't Discount Price	\$2,245.00
(B)	Optional Training Items Total:			\$27,440.00

MILO Range Advanced System and Optional Items Cost (A + B):	\$52,372.75
Pro Trade-In Credit:	-\$7,500.00
Total Proposal Offer =	\$44,872.75

-See Important Terms and Conditions Next Page-

Standard Domestic Terms of Sale		
Quote Validity:	90 DAYS	All prices quoted in US Dollars (\$USD)
Payment Schedule:	50% At the time order is placed, 40% after shipment of equipment, 10% after completion of training (or 60 days after shipment if training is delayed beyond that point at request of customer)	
Payment Terms:	NET 30 from date of invoice	
Accepted Payment Options:	Check, Wire/ACH, Credit Card 3% surcharge will be added (MC/VISA, AMEX Only)	
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 (20%) 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, NV, 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 8.402(f).	
Orders:	FAAC requires buying agencies to submit a Purchase Order as a binding agreement for the items proposed herein. Purchase Orders must reference FAAC's proposal. 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	Country of Origin: 100% USA Sourced
Tax ID:	38-2690218	Berry Compliant: Yes
DUNS:	175204163	
UEI:	UY43FBN7N HK8	
GSA Schedule:	PSS/00CORP; Contract # GS-00F-332CA	
Sales Representative:	Neil Gikas * neil.gikas@milorange.com * 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."



Exclusive and Sole Source Notification

Systems and Equipment Designed for use on MILO Range™ Simulators

January 1st, 2025

To Whom It May Concern:

FAAC Incorporated, an Ann Arbor Michigan based US company, is the sole manufacturer and only authorized support company for the MILO Range MSATS, MILO Range Theater 300 and 180 systems, MILO Range Pro, MILO Range Advanced, Classic, MILO VR and Shoothouse product line. FAAC has spent over twenty years in the development of this well-known and proven training simulator platform and has included several exclusive features and options that are only found on the MILO Range product line. FAAC Inc. is the only US Company or business interest authorized to sell, deliver, install and support these products in the continental United States.

MILO Range is the only company that can supply the standard and custom scenario content for the MILO systems and no other scenarios are compatible. MILO scenarios cannot be utilized on other software platforms as well if they are created for an agency/school's curriculum use.

FAAC has not authorized any other company or distributor to sell these items or offer these items for sale to any US customers using the MILO Range product line.

As FAAC is the sole manufacturer of all these products, FAAC is the only authorized company to provide aftermarket warranty and service. Components not authorized, manufactured or distributed from FAAC are not guaranteed to work on the MILO Range product line, and may result in voiding of any remaining product warranties or customer support.

Sincerely,

Robert M. McCue
General Manager
MILO Range Training Systems
1229 Oak Valley Drive
Ann Arbor, MI 48108 USA
800.344.1707
www.milorange.com

Sole-Source Justification

Request Information	
Date of Request: 8/14/2025	
Procurement Department Information	
Procurement Agent: Alaina Knofla	
Procurement Agent E-Mail Address: aknofla@cityofpsl.com	Telephone: 772-871-7612
Request Submitted By	
Name: Albert Sohl	
Department and Title: Police/Special Operations - Training Unit/ Officer	
e-Mail Address: asohl@cityofpsl.com	
Request Details	
Sole-Source – A purchasing situation in which the procurement is available from only one source. Identify efforts made to locate other possible sources.	
Contractor Name: MILO	Telephone: (734)-358-8292
Contractor Contact: Neil Gikas	
Scope of Work Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated value of the open contract to include the estimated quantity X unit price (if the exact quantities are not known). Description of Commodities/ Services – Milos Range Advanced Interactive Mobile Force Options Simulator • Vendor: MILO • Product: Interactive MILO Range Firearms Training Simulator • Sole Source Provider: Yes • Estimated Quantity: 1 • Per Unit Price: MILO Range Advanced mobile system - \$24,932.75 - Roll-up Thermal Live Fire Module LF5300 - \$25,195.00 - Range Anywhere - Wireless Instructor Tablet – \$2445.00 - MILO Range Cost - \$52,372.75 - Pro Trade-In Credit: - \$7,500.00 (for our current MILO system which was purchased a decade ago) Total Proposal Offer = \$44,872.75 Include Commodities/Specifications: • MILO v7 Software – Based on MS Windows 11 OS • Laptop • Short Throw HD Projector (1920 x 1080) • HD (12' x7') fast-fold projection screen with transport case	

Sole-Source Justification

- 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
- 925+ Multi-Branching Interactive Law Enforcement Scenarios are pre-loaded as well as 40+ Skill Builder exercises
- Dry-Fire Laser Training
- OC Spray Training Device
- Low Light Training Program
- MILO Trainee Action Capture (TAC) with Picture in Picture Video/Audio debrief
- Graph-X Targets
- Statistics and Management
- Baton/Punch/Strike Branching and Scoring
- CONUS Delivery, Insurance and Standard 2-year Warranty
- MILO Training with Setup (1 Day)
- Roll-up Thermal Live Fire Module LF5300
- Range Anywhere – Wireless Instructor Tablet

Complete the Following: (For justifying a Sole Source/Sole Brand)

Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the state entity needs).

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.

Letter from Original Equipment Manufacturer (required): See Attached

Exclusive Capability

Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source.

MILO is the sole source provider for MILO Range systems. No other company or entity produces or resells the MILO Live Fire System, and all purchases must be made directly through MILO Range. There are no third-party agents, dealers, or resellers authorized to distribute or represent the MILO Range. Current training methods while effective are limited in their ability to replicate the dynamic, unpredictable, and high-pressure nature of real-world encounters. The calls for service handled by our officers increasingly require precise judgment, effective communication, and the ability to respond appropriately in high-stress environments. Traditional live-fire ranges focus primarily on marksmanship but cannot simulate the verbal, cognitive, and situational decision-making skills essential to modern policing. The MILO Range Pro training system offers the most advanced features set available for interactive Use-of-Force and Crisis Management Training which empowers instructors to use new, fully interactive video scenarios and graphics firearm drills in minutes.

Sole-Source Justification

To Be Used for Procurement Records	
Only CONTRACT #: 20260017	
REQUISITION ID #:	
If Publicly Solicited, Number of Protests:	
☐ Awarded Sole-Source	
☒ Issued PO / Contract	
☐ Not Awarded / Competitively Bid	Bid #:

20260017
INTERACTIVE MILO RANGE FIREARMS TRAINING
SIMULATOR

City of Port St. Lucie
121 SW Port St. Lucie Blvd,
Port St. Lucie, FL 34984

RELEASE DATE: September 10, 2025
DEADLINE FOR QUESTIONS: undefined
RESPONSE DEADLINE: September 19, 2025, 3:30 pm

RESPONSES MUST BE SUBMITTED ELECTRONICALLY TO:
<https://secure.procurenow.com/portal/cityofpsl>

City of Port St. Lucie
Interactive MILO Range Firearms Training Simulator

1. Introduction
2. Project Details
3. Vendor Questionnaire

Attachments:

Sole Source Justification

1. Introduction

1.1. Summary

This is a Sole Source notice, as required by Florida Statutes Section 287.057(3)(c). The Police Department of the City is seeking a Interactive MILO Firearm Training Stimulator.

1.2. Timeline

Release Project Date:	September 10, 2025
Proposal Submission Deadline:	September 19, 2025, 3:30pm

1.3. Procurement Contact

Alaina Knofla

Procurement Contracting Officer III

121 SW Port St. Lucie Blvd.

Port St. Lucie, FL 34983

Email: aknofla@cityofpsl.com

Phone: (772) 871-5144

2. Project Details

2.1. Important Instructions for Electronic Submittals

The City of Port St. Lucie is accepting electronic bid submissions. Bidders shall create a FREE account with OpenGov Procurement by signing up at <https://procurement.opengov.com/signup>. Once you have completed account registration, browse back to this page, click on "Draft Response", and follow the instructions to submit electronic proposal.

3. Vendor Questionnaire

3.1. Respondent Submittals (without Cost)*

Please Upload your COMPLETE response, including any and all required forms listed in the solicitation and the corresponding attachments.

(Do not upload cost information in here)

*Response required

3.2. Separate Cost Proposal*

Confirm that your fee proposal is not attached in your Proposal and is attached separately here.

*Response required

3.3. I certify that I have read, understood and agree to the terms in this solicitation, and that I am authorized to submit this response on behalf of my company.*

☐ Please confirm

*Response required

#20260017

Title: Interactive MILO Range Firearms Training Simulator
