

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 ____ Signature Caroline shigis

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

- 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 I	Ised for	Procuremen	t Record	s Only
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CONTRACT #: 20260016

REQUISITION ID #:	
If Publicly Solicited, Number of Protests:	
Outcome: Awarded Sole-Source Issued PO / Contract	
□ Not Awarded / Competitively Bid	Bid #:



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

Popert Melne

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** MILO Range v7 Theater 180 HD system with Multi-\$84,782.75 \$84.782.75 GSA PN: MILO-**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 as needed Three HD Short-throw Rear Projection Projectors 180-degree borderless 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 140+ 3-Screen Multi-Branching Scenarios 925+ Single Screen Multi-Branching Interactive Law Enforcement Scenarios are pre-loaded as well as 40+ Skill Builder exercises **FREE Access to Software Updates and MILO** Inc Digital Scenario Library: Software updates and new HD Scenarios available, approximately 15 scenarios created at a minimum each quarter (single/multi-screen). Course Designer Program: The Course Designer Inc 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 Dry-Fire Laser Training: Two weapon lasers of your 2 choice or SIRT replicas. Pistol or Rifle lasers in 9mm, .40 or .45 SIRT replicas available in Glock, Sig Sauer or S&W OC Spray Training Devices: Laser modified OC spray 2 training devices for non-lethal applications. Thumb or trigger activation. Includes 2 devices standard

Fax: (734) 761-5368

Toll Free: (800) 344-1707.

		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 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): *Does NOT include the Weapon "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): *Does NOT include the weapon. "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)	B) Optional Training Items Total		\$1	6,548.75

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

Brown Wowenty (Annual Cost)	\$5.066.58
Bronze Warranty (Annual Cost):	\$5,U00.30

-See Important Terms and Conditions Next Page-

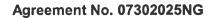
	Sta	ndar	d Domestic	Terms of Sale			
Quote Validity:	90	DAYS	All prices quoted in U	S Dollars (\$USD)			
Payment Schedule:	50% At the	time orde	r is placed, 40% after sh	ipment of equipment, 10% after completion of training (or 60			
	days after s	days after shipment if training is delayed beyond that point at request of customer)					
Payment Terms:	NET 30 from	date of ir	nvoice				
Accepted Payment Options:	Check, Wire	/ACH, Cre	edit Card 3% surcharge v	vill be added (MC/VISA, AMEX Only)			
Termination for	If Buyer's or	Buyer's order is canceled for any reason other than for Seller's default, Buyer is liable for all costs					
Convenience:	incurred at	the time o	of cancellation to include	e order termination processing costs and restocking fees			
	(20%) for an	y reusable	e components credited	to Buyer's account			
US Delivery Lead Time:	Standard Pro	oduction S	System: 90	Days ARO			
US Delivery Location:	FOB Destina	ation, unle	ess otherwise stated; Pa	rtial Shipment and Partial Invoice may occur			
Taxes (Domestic):	a) Prices qu	oted do n	ot include local, state or	r federal taxes unless			
	indicated	otherwis	e				
	b) If this sale	e is subjec	ct to Use Tax, Buyer is li	able for the tax and			
	should m	ake paym	ent directly to its taxing	authority. However,			
	FAAC will	collect Sa	ales Tax for the followin	ig states: CA, FL, HI, IA			
	KY, MA, N	/II, NV, NY,	, TN, UT, WA and WV.				
	c) If applical) if applicable, please include a copy of your tax exemption certificate					
	or direct p	or direct pay permit with your purchase order.					
	d) FOB Factory will be subject to 6% MI Sales Tax.						
Warranty:	24	Months 1	from date of installation	n unless otherwise stated in the written proposal.			
GSA Pricing:	If eligible, t	f 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 requir	es buying	agencies to submit a Po	urchase Order as a binding agreement for the items proposed			
	herein. Purchase Orders must reference FAAC's proposal. Please address all orders to:						
	FAAC Incorp	orated					
	c/o Contract	ts Departn	ment				
	1229 Oak Va	•					
	Ann Arbor, I	•					
	(877) 322-23	87 / 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	нк8					
GSA Schedule:	PSS/00CORF	; Contract	t # GS-00F-332CA				
Sales Representative:		•	s@milorange.com * 734	4.358.8292			

^{*}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):

Fax: (734) 761-5368

Toli Free: (800) 344-1707

[&]quot;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."











(S ())	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	g address below)
	_
	- -
Billing Address:	
121 SW Port St. Lucie Blvd Port St. Lucie, FL 34984	_
Port dr. Eddie, FE 34304	-
POC Information	
Name: Albert Sohl Email:	
Phone: Fax:	
Sale of the above listed items is made in accordance with the to Attachment 1: Sales Quote 08/01/25	erms contained in the following attachments:
intention to export or transfer items/information beyond the nattachments listed above, is intended by these parties as a fire	subject to Department of State and/or Department of Commerce export restriction. Any amed Buyer shall be disclosed by Buyer at time of purchase. This agreement, including the nal expression of their agreement and as a complete and exclusive statement of its terms. No nade or relied upon in the making of this Agreement other than those specifically set forthed by the parties or their duly authorized agents.
Changes. If Buyer's order is canceled for any reason other th order termination processing costs and restocking fees for an	an Seller's default, Buyer is liable for all costs incurred at the time of cancellation to include by 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
	Vendor Ouestionnaire

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 Interative 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



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): _____
 - 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 ____ Signature Caroline Shiges

121 SW Port St. Lucie Blvd., Port St. Lucie, FL 34984 / 772-871-5163



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

N	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					
1	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					

(A)	MILO RANGE ADVANCED TRAINING SYST	The state of the s	\$24,932.75
	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	
	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	

	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 comple	tion 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	If Buyer's order is canceled for any reason other than for Seller's default, Buyer is liable for all costs		
Convenience:	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 of	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	e identified with a	
V	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 fo	orth in FAR 8.402(f).	
Orders:	FAAC requires buying agencies to submit a Purchase Order as a binding agreement for	or the items proposed	
	herein. Purchase Orders must reference FAAC's proposal. Please address all orders t	o:	
	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% US	A Sourced	
Tax ID:	38-2690218 Berry Compliant: Yes		
DUNS:	175204163		
UEI:	UY43FBN7NHK8		
GSA Schedule:	PSS/00CORP; Contract # GS-00F-332CA		
Sales Representative:	Nell 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):

[&]quot;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

Robert Melne

1229 Oak Valley Drive

Ann Arbor, MI 48108 USA

800.344.1707

www.milorange.com

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.

Telephone: Contractor Name: MILO

Contractor Contact: Neil Gikas

(734)-358-8292

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
- 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
- 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.

To Be Used for Procurement Records	
Only CONTRACT #: 20260017	
PELENTINE DIS	
REQUISITION ID #:	
If Publicly Solicited, Number of Protests: ☐ Awarded Sole-Source ☐ 4\$\$\text{\$\text{PQ}\$}\$\text{\$\text{\$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
	Project Details
	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