



4800 Ashford Dunwoody Road
Dunwoody, Georgia 30338
dunwoodyga.gov | 678.382.6700

MEMORANDUM

To: Mayor and City Council
From: Billy Grogan, Chief of Police
Date: October 22, 2018
Subject: Approval of Purchase Contract with Ti Training for a Firearms Simulator

DESCRIPTION

Approval of a purchase contract with Ti Training to provide a 180 degree, three screen firearms simulator. This contract includes all equipment, training and an extended warranty that provides all new equipment at the end of five years.

BACKGROUND

A firearms simulator is a combination of software and hardware designed to test police officers ability to respond to calls for service, communicate effectively, deescalate stressful incidents and use the appropriate level of force.

Police officers are taken through various interactive scenarios being displayed on three screens. The police trainer has the ability to change the outcome of the scenario based on the officers response to what is happening on the screen.

We anticipate putting our Citizen Police Academy students through several of these scenarios each class so they can better understand a police officer’s responsibility and the skills required to have successful outcomes.

We requested quotes from three vendors who are on the approved General Services Administration vendor list. We received the following quotes:

Ti Training	\$112,500
VirTra	\$179,993
Megitt Training Systems, Inc.	\$186,345

After a careful review of all of the quotes by Dunwoody Police staff, we believe the system that best meets the needs of our department is provided by Ti Training, which happens to be the lowest quote.



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The firearms simulator will be installed on the 2nd floor of Dunwoody City Hall Annex building at 4470 North Shallowford Road, which is currently being renovated.

The firearms simulator will be purchased with Federal Asset Forfeiture funds.

RECOMMENDATION

Staff recommends approval of a purchase contract with Ti Training for their Firearms Simulator using Federal Asset Forfeiture funds. This purchase has followed all City of Dunwoody purchasing policies and has been reviewed by our City of Dunwoody purchasing staff.

Denis Shortal Mayor
Eric Linton, ICMA-CM City Manager
Sharon Lowery, CMC City Clerk

Pam Tallmadge City Council Post 1
Jim Riticher City Council Post 2
Tom Lambert City Council Post 3

Terry Nall City Council Post 4
Lynn Deutsch City Council Post 5
John Heneghan City Council Post 6

Packet page:...



Quote

Dunwoody Police
 41 Perimeter Center East ,
 100
 Dunwoody, GA 30346
 678-382-6920

4680 Table Mountain Drive
 Suite 150
 Golden, CO 80403
 (800) 634-1936
<http://TiTraining.com/>

Estimate No. 1017 Issued on Thu Jul 5, 2018

Qty	Name	Description	Rate	Amount	Tax
1	Training Lab - Installed	Turnkey System Includes 800+ Scenarios plus updates for life, 1) Drop in Handgun Recoil Kit for GLock 21 gen 4 w/ 1 Co2 Magazine, 1) OC Canister, 1) G2 Handheld Infrared Flashlight, Baton/Punch/Kick Branching, Picture in Picture student capture camera debrief, Onsite Training is Included	\$42,000.00	\$42,000.00	NON
1	Recoil Kit for Handgun	Weapon not included. Glock 21 Gen 4	\$2,900.00	\$2,900.00	NON
2	Additional Magazines for Recoil Kits	Additional Magazines for Glock 21 Recoil Kit	\$300.00	\$600.00	NON
2	Weapon Mounted Light	TLR1 style	\$300.00	\$600.00	NON
2	Recoil Kit for Rifle		\$2,900.00	\$5,800.00	NON
2	Additional Magazine for Recoil Kit	Additional Magazine for Rifle Recoil Kit	\$300.00	\$600.00	NON
2	TASER X2	2 Laser Cartridges to be used with Live X2 Handle	\$2,600.00	\$5,200.00	NON
1	OC Laser Canister		\$1,400.00	\$1,400.00	NON
1	Shotgun Drop in Laser		\$1,400.00	\$1,400.00	NON
1	Training Lab EX Upgrade	180-degree 3 Screen	\$40,000.00	\$40,000.00	NON
1	4 Year	4 Year Extended Warranty on EX Training Lab system	\$21,000.00	\$21,000.00	NON

Extended with Upgrade replacement of CPU/hit detect
Warranty cameras/projectors, and Laser devices Refurbish during
with year 5.
Upgrade

1 *Discount Trade In Value

\$-9,000.00 \$-9,000.00 NON

Tax	\$0.00
Estimated Total	\$112,500.00

Signature:
Signature Date:

Thank you for considering Ti Training.

If these items meet your approval, automatically [approve this estimate now!](#)

QUESTIONS? CONTACT US

Kila Otte
kila@titraining.com
(303) 414-3555

TERMS & CONDITIONS

We accept payment by check, cash and credit. Please send checks to our main address or call with credit card info.

NOTE:

This is not an invoice. Please contact Ti Training/Ti Outdoors if you approve this quote and wish to proceed with an order.