

# LOS RIOS COMMUNITY COLLEGE DISTRICT PURCHASE ORDER NO 0001097981

PURCHASING: (916) 568-3071 • FAX: (916) 568-3145  
 ACCOUNTING OPS: (916) 568-3065 • FAX: (916) 286-3636

Date	Revision	Page
04/24/2018		1
Payment Terms	Freight Terms	Ship Via
NET 30	Shipping Point	Best Metho
Reference:	Location / Dept	
1011334 MITCHINERB SHEWMAKERN04LILH209	CTE	

PLEASE SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

**Supplier:** 0000040345  
 TI TRAINING LE LLC  
 4680 TABLE MOUNTAIN DR STE 150  
 GOLDEN CO 80403

**Phone:** (303) 414-3555  
**Fax:** (303) 414-3556

**email:** sales@titraining.com

**Ship To:** FOLSOM LAKE COLLEGE  
 RECEIVING  
 10 COLLEGE PARKWAY  
 FOLSOM CA 95630-6798  
 United States

**Bill To:** 1919 Spanos Court  
 Sacramento CA 95825-3981  
 United States

Line-Sch	Item/Description	Quantity UOM	PO Price	Extended Amt	Due Date
1- 1	TL-102 TRAINING LAB SIMULATOR	1.00 EA	19,750.00	19,750.00	04/20/2018
2- 1	ON-SITE TRAINING: INCLUDES 2 DAYS FOR 6 STUDENTS AND THE MASTER INSTRUCTOR TRAINING	1.00 EA	3,500.00	3,500.00	04/20/2018
3- 1	TL-112 LASER OC CANISTERS	2.00 EA	1,400.00	2,800.00	04/20/2018
4- 1	TL-517 FLASHLIGHTS WITH FILTERS	2.00 EA	250.00	500.00	04/20/2018
5- 1	TL-VRG-HG REPLICHA HANDGUN	1.00 EA	400.00	400.00	04/20/2018
6- 1	4 YEAR EXTENDED WARRANTY WITH SYSTEM UPGRADE INCLUDED	1.00 EA	10,500.00	10,500.00	04/20/2018

PROPOSAL DATED JANUARY 9, 2018

Vendor: TI TRAINING CORP.  
 4680 TABLE MOUNTAIN DRIVE, SUITE 150  
 GOLDEN COLORADO 80403  
 PH: 303-414-3555  
 FAX: 303-414-3556

 **EMAILED**  
*4/24/18*  
*WJ*

TERMS: FOB - DESTINATION  
 SHIPPING: FREE, DELIVERY 30-45 DAYS  
 WARRANTY: 12 MONTHS FROM DELIVERY. 4 YEAR EXTENDED WARRANTY WITH FREE SYSTEM UPGRADE PURCHASED.

The Administrative of Justice department has selected the bid provided by TI Training Corp because they offer a "Mile High" warranty upgrade package that offers the following coverage: 4 years of coverage in addition to the 1 year warranty included in the base system package. Anytime with the 5th year of ownership, the Administrative of Justice department will be able to trade their current training simulator for a newer, updated model for no additional cost.

All shipments, invoices, and correspondence must be identified with our Purchase Order Number. Overshipments will not be accepted unless authorized by Buyer prior to shipment.

Authorized Signature	Authorized Signature on Total PO Amount Page
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Notice to vendor: You are responsible for delivering goods and delivery documents to the Receiving Department at the site. Failure to do so will delay payment processing. Vendor is responsible for obtaining verification of delivery by authorized Receiving Room personnel. Receipt of goods by other parties and failure to obtain authorized signatures may also delay payment. NOTE: PAYMENT TERMS NET 30  
 MATERIAL SAFETY DATA SHEETS (MSDS) must be provided with the delivery of product as required by law.

# LOS RIOS COMMUNITY COLLEGE DISTRICT PURCHASE ORDER NO 0001097981

PURCHASING: (916) 568-3071 • FAX: (916) 568-3145  
 ACCOUNTING OPS: (916) 568-3065 • FAX: (916) 286-3636

Date	Revision	Page
04/24/2018		2
Payment Terms	Freight Terms	Ship Via
NET 30	Shipping Point	Best Metho
Reference:	Location / Dept	
1011334 MITCHINERB SHEWMAKERN04LILH209 CTE		

PLEASE SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

**Supplier:** 0000040345  
 TI TRAINING LE LLC  
 4680 TABLE MOUNTAIN DR STE 150  
 GOLDEN CO 80403

**Phone:** (303) 414-3555  
**Fax:** (303) 414-3556

**email:** sales@titraining.com

**Ship To:** FOLSOM LAKE COLLEGE  
 RECEIVING  
 10 COLLEGE PARKWAY  
 FOLSOM CA 95630-6798  
 United States

**Bill To:** 1919 Spanos Court  
 Sacramento CA 95825-3981  
 United States

Tax Exempt? N

Line-Sch	Item/Description	Quantity	UOM	PO Price	Extended Amt	Due Date
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Sub Total Amount	37,450.00
Sales Tax Amount	1,817.38
Total PO Amount	39,267.38

BU	Acct	Fd	Org	Prog	Sub	Proj	Amount	BYear
GENFD	6490	12	FL.VI.SWPA	21050	00000	481Y	39,267.38	2018

0001011334KIRKLINK03-APR-2018

Verification of this purchase order can be made using the Los Rios Community College District web site listed below. If you have any questions, please contact the Purchasing Office at (916)568-3071.

<http://www.losrios.edu/purchasing/povalidation>

Addition to Terms and Conditions/Revised 01/26/18

23. CERTIFICATION: CONTRACTOR warrants that it is not debarred or suspended, proposed for debarment or declared ineligible for award of contracts by any Federal, State or local Agency.

All shipments, invoices, and correspondence must be identified with our Purchase Order Number. Overshipments will not be accepted unless authorized by Buyer prior to shipment.

Authorized Signature

Notice to vendor: You are responsible for delivering goods and delivery documents to the Receiving Department at the site. Failure to do so will delay payment processing. Vendor is responsible for obtaining verification of delivery by authorized Receiving Room personnel. Receipt of goods by other parties and failure to obtain authorized signatures may also delay payment. NOTE: PAYMENT TERMS NET 30  
 MATERIAL SAFETY DATA SHEETS (MSDS) must be provided with the delivery of product as required by law.

## LOS RIOS COMMUNITY COLLEGE DISTRICT

American River College • Cosumnes River College • Folsom Lake College • Sacramento City College

### PURCHASE ORDER TERMS AND CONDITIONS

1. **APPLICABLE LAW:** The contract resulting from this order shall be governed by the laws of the State of California
2. **COMPLETION OF ORDERS:** LRCCD reserves the right to withhold payment until order is completed.
3. **DISCOUNTS:** Please show cash payment discount offered on your invoice in connection with any discount offered, time will be computed from date of delivery of the supplies or equipment, or from date correct invoices are received in the office specified by LRCCD if the latter date is later than the date of delivery. Payment is deemed to be made for the purpose of earning discount, on the date payment is mailed or on behalf of LRCCD.
4. **INVOICES:** Invoices shall be prepared and submitted in duplicate unless otherwise specified. Invoices shall contain Purchase order number, date, description of items, sizes and quantities, unit prices, extended totals, place and date of delivery. Invoices or vouchers not on printed bill heads shall be signed by the CONTRACTOR or person furnishing the supplies or services. Every invoice shall be properly itemized. If LRCCD has not received billing for product or services within a one year period LRCCD will not be held responsible for satisfying the debt.
5. **CHANGES:** No change or modification in terms, quantities, or specifications may be made without express authorization in writing from the LRCCD Purchasing Office and signed by the parties hereto, and no oral understanding or agreement not incorporated herein shall be binding on any of the parties hereto. If unit cost of any item exceeds the amount shown by 10% or \$250.00 whichever is less do not ship. Contact LRCCD Purchasing at the phone number provided.
6. **BILL OF LADING:** If Bill of Lading is applicable to this order, send originals to "Ship to" address and duplicate Bill of Lading with invoices to "Bill to" address. All correspondence, invoices, bills of lading, shipping memos, packages, etc., must show purchase order number. If factory shipment, advise factory to comply.
7. **TRANSPORTATION CHARGES:** Invoices for prepaid transportation charges must be supported by original receipted expense bills.
8. **FOB POINT AND FREIGHT CHARGES:** Unless otherwise specified on this order, all items shall be delivered FOB Destination. No charge for delivery, drayage, express, parcel post, packing, cartage, insurance, license fees, permits, or for any other purpose will be paid by LRCCD unless expressly included and itemized in the order. Unless otherwise shown, on "FOB Shipping Point" transactions, CONTRACTOR shall arrange for lowest cost transportation, prepay and add freight to invoice and furnish supporting freight bills if the amount exceeds \$50.00. On "FOB Shipping Point" transactions, should any shipments under this purchase order be received by LRCCD in a damaged condition and any related freight loss and damage claims filed against the carrier or carriers be wholly or partially declined with the inference that damage was the result of the act of the shipper such as inadequate packaging or loading or some inherent defect in the equipment and/or material, CONTRACTOR on request of LRCCD shall at CONTRACTOR's own expense assist LRCCD in establishing carrier liability by supplying evidence that the equipment and/or materials was properly constructed, manufactured, packaged, and secured to withstand normal transportation conditions. Shipments that are California intrastate in nature and where freight is to be borne by LRCCD shall be tendered to carriers with written instructions that rate and charges may not exceed the lowest lawful rates on file with the California Public Utilities Commission.
9. **PATENT INDEMNITY:** The CONTRACTOR shall hold LRCCD, its officers, agents and employees harmless from alleged liability of any nature or kind, including costs and attorney fees and expenses, for infringement or use of any copyrighted or uncopyrighted composition, secret process, patented or unpatented invention, article or appliance furnished or used in connection with the contract or purchase order.
10. **TAXES:** Certain articles sold to LRCCD are exempt from certain Federal excise taxes. LRCCD will reimburse the CONTRACTOR for, or pay directly, all California State and local sales and use taxes applicable to this purchase.
11. **EQUAL OPPORTUNITY EMPLOYER:** The acceptance of this purchase order by a supplier of goods and services is a certification that such supplier complies with all provisions of executive order 11246 and is an equal opportunity employer.
12. **GENERAL SAFETY ORDERS:** All materials, supplies and services sold to LRCCD shall conform to the general safety orders of the State of California. All materials, except as otherwise specified, must be new and of the best quality of their respective kinds.
13. **INDEMNIFICATION:** CONTRACTOR shall indemnify, defend and hold harmless LRCCD, its trustees, officers, agents, employees and volunteers, from any and all claims, demands, suits, causes of action, damages, penalties, breaches of this agreement, infringement of patent rights, costs, expenses, violations of employee occupational health and safety laws, attorney fees, losses or liability, property damage, personal injuries to or death of persons, arising out of, alleged to have arisen out of, or relating in any way to CONTRACTOR's work to be performed under this agreement, except if caused solely by the negligence of LRCCD.
14. **TERMINATION:** LRCCD may terminate this agreement and be relieved of the payment of any consideration to CONTRACTOR should CONTRACTOR fail to perform the covenants herein contained at the time and in the manner herein provided. In the event of such termination LRCCD may proceed with the work in any manner deemed proper by LRCCD. The cost to LRCCD shall be deducted from any sum due the CONTRACTOR under this agreement and the balance if any, shall be paid the CONTRACTOR upon demand.
15. **ASSIGNMENT:** Without the written consent of LRCCD, this agreement is not assignable by CONTRACTOR either in whole or in part.
16. **PUBLIC WORKS PROJECTS:** CONTRACTOR must comply with Public Contract Code.
17. **CA LABOR CODE:** Pursuant to Section 1700, and following, the CONTRACTOR shall pay not less than the prevailing rate of per diem wages as determined by the Director of the California Department of Industrial Relations. Copies of such prevailing rate of per diem wages are on file at the Business Office of the Los Rios Community College District, 1919 Spanos Court, Sacramento, CA 95825. Those copies shall be made available to any interested party upon request. The CONTRACTOR shall forfeit, as penalty to the LRCCD, Fifty Dollars (\$50.00) for each calendar day or portion thereof, for each workman paid less than the stipulated prevailing rates for any work done under the contract by him/her or by any subcontractor under him, in violation of the provisions of such Labor Code.
18. **NOTICE:** Your employees may be exposed to hazardous substances during the course of their work while on LRCCD property. For additional information on the hazardous substances that your employees may be exposed to contact the LRCCD General Services Department at (916) 568-3048.
19. **INSURANCE:** CONTRACTOR shall, at all times, maintain in full force and effect the following insurance: Workers' Compensation, Commercial General Liability, Auto Liability, and Professional Liability if licensed professional. Policy limits for each shall be at least \$1,000,000 AND \$3,000,000 AGGREGATE for bodily injury, personal injury and property damage. Any combination of General Liability and Excess Coverage can be combined to meet the Aggregate. LRCCD shall be named as an additional insured on CONTRACTOR's policies. The CONTRACTOR shall provide a certificate of insurance and required endorsements to comply with this section at least 15 days prior to commencement of work under this contract. The certificate shall state that LRCCD will be given 30 days notice of any material change or cancellation in coverage.
20. **DISQUALIFIED EMPLOYEES:** CONTRACTOR shall ensure that persons who perform services on LRCCD property have not been convicted of any felony, or any controlled substance offense or any sex offense as those terms are defined by Education Code section 87008-87010. If LRCCD determines that any person employed by CONTRACTOR to work on LRCCD property is incompetent, unfaithful, intemperate, disorderly, abusive or is otherwise unsatisfactory, CONTRACTOR shall cause that employee to be removed from working on LRCCD property immediately, and that person shall not be employed again on LRCCD property.
21. **WORK AUTHORIZATION:** Prior to LRCCD's acceptance of this Agreement, CONTRACTORS who are not U.S. citizens must provide verification of (a) work authorization status from the appropriate U.S. Department of State; (b) a copy of their U.S. visa; (c) the number of days present in the U.S.; and (d) tax treaty status. LRCCD shall not make any payments to CONTRACTOR unless CONTRACTOR holds the appropriate U.S. visa. CONTRACTOR is responsible for ensuring they are in possession of the appropriate visa.
22. **WARRANTY:** CONTRACTOR expressly warrants that all materials, goods, equipment, services, and/or labor shall conform to the requirements set forth or incorporated into this order and any applicable industry standards or requirements, shall be merchantable and free from defects in workmanship, materials and/or design (including latent defects), and shall perform as specified. CONTRACTOR further warrants that all materials, goods, equipment, services, and/or labor will be fit and sufficient for the particular purposes intended by LRCCD. Unless agreed upon otherwise between LRCCD and CONTRACTOR, the warranty period shall be the longer of: (a) any express warranty included in this service agreement; (b) one year after the materials, goods, equipment, services, and/or labor are accepted by LRCCD; or (c) any warranty period provided under any applicable California law.

# Requisition

**Supplier:** MISCELLANEOUS  
 \*\*\*\*\*  
 \*\*\*\*\* CA 95825  
 United States  
  
**email:**

000003680

<b>Business Unit:</b> GENFD OPEN	
Req ID: 0001011334	Date: 03/22/2018
Requisition Name: ADMJ TRAINING SIMULATOR	
Requester: Brandi Mitchiner	Bldg#: CTE
Requester Signature	
Buyer: Nicholas Shewmaker	
Approved:	
Entered By: MITCHINB 22-MAR-2018	

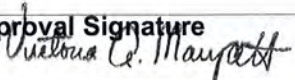
**Ship To:** RECEIVING  
 10 COLLEGE PARKWAY  
 FOLSOM CA 95630-6798

Line-Schd	Description	Quantity	UOM	Price	Extended Amt	Due Date
1-1	TL-102 TRAINING LAB SIMULATOR	1	EA	19,750.00	19,750.00	04/20/2018
	ASSET DEPT: CTE      LOCATION: 04LILH209      CATEGORY: EQU:OTHER 1      PROFILE: EQP:OTHER					
2-1	ON-SITE TRAINING: INCLUDES 2 DAYS FOR 6 STUDENTS AND THE MASTER INSTRUCTOR TRAINING	1	EA	3,500.00	3,500.00	04/20/2018
	ASSET DEPT: CTE      LOCATION: 04LILH209      CATEGORY: TRAIN 1      PROFILE: EQP:OTHER					
3-1	TL-112 LASER OC CANISTERS	2	EA	1,400.00	2,800.00	04/20/2018
	ASSET DEPT: CTE      LOCATION: 04LILH209      CATEGORY: EQU:OTHER 2      PROFILE: EQP:OTHER					
4-1	TL-517 FLASHLIGHTS WITH FILTERS	2	EA	250.00	500.00	04/20/2018
	ASSET DEPT: CTE      LOCATION: 04LILH209      CATEGORY: EQU:OTHER 2      PROFILE: EQP:OTHER					
5-1	TL-VRG-HG REPLICA HANDGUN	1	EA	400.00	400.00	04/20/2018
	ASSET DEPT: CTE      LOCATION: 04LILH209      CATEGORY: EQU:OTHER 1      PROFILE: EQP:OTHER					
6-1	4 YEAR EXTENDED WARRANT WITH SYSTEM UPGRADE INCLUDED	1	EA	10,500.00	10,500.00	04/20/2018
	ASSET DEPT: CTE      LOCATION: 04LILH209      CATEGORY: FEES 1      PROFILE: EQP:OTHER					
7-1	7.75% SALES TAX	1	EA	2,902.38	2,902.38	04/20/2018
	ASSET DEPT: CTE      LOCATION: 04LILH209      CATEGORY: TAX 1      PROFILE: EQP:OTHER					

Total Requisition Amount:      40,352.38

Vendor: TI TRAINING CORP.  
 4680 TABLE MOUNTAIN DRIVE, SUITE 150  
 GOLDEN COLORADO 80403  
 PH: 303-414-3555  
 FAX: 303-414-3556

TERMS: FOB - DESTINATION  
 SHIPPING: FREE, DELIVERY 30-45 DAYS  
 WARRANTY: 12 MONTHS FROM DELIVERY. 4 YEAR EXTENDED WARRANTY WITH FREE SYSTEM UPGRADE PURCHASED.

<b>Approval Signature</b> 	<b>Approval Signature</b>	<b>Approval Signature</b>
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# Requisition

Supplier: MISCELLANEOUS

000003680

\*\*\*\*\*  
 \*\*\*\*\* CA 95825  
 United States

email:

Ship To: RECEIVING  
 10 COLLEGE PARKWAY  
 FOLSOM CA 95630-6798

Business Unit: <b>GENFD</b>		<b>OPEN</b>
Req ID: 0001011334	Date: 03/22/2018	Page: 2
Requisition Name: ADMJ TRAINING SIMULATOR		
Requester: Brandi Mitchiner	Bldg#: CTE	
Requester Signature		
Buyer: Nicholas Shewmaker		
Approved:		
Entered By: MITCHINB 22-MAR-2018		

Line-Schd	Description	Quantity	UOM	Price	Extended Amt	Due Date
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The Administrative of Justice department has selected the bid provided by Ti Training Corp because they offer a "Mile High" warranty upgrade package that offers the following coverage: 4 years of coverage in addition to the 1 year warranty included in the base system package. Anytime with the 5th year of ownership, the Administrative of Justice department will be able to trade their current training simulator for a newer, updated model for no additional cost.

<u>BU</u>	<u>Acct</u>	<u>Fd</u>	<u>Org</u>	<u>Prog</u>	<u>Sub</u>	<u>Proj</u>	<u>Amount</u>
GENFD	6490	12	FL.VI.SWPA	21050	00000	481Y	40,352.38

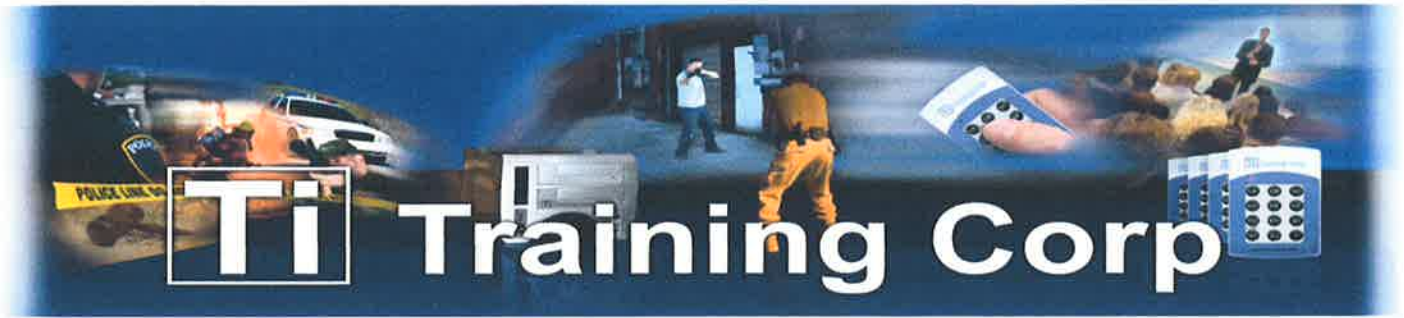
**Purchases Charged to Catagorical Programs, Grants or Special Project.**

This purchase is in compliance with the requirement of Strong Workforce

For grants/special projects 481Y

\_\_\_\_\_  
 Name: Victoria Q. Mayfield

Approval Signature 	Approval Signature 	Approval Signature
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## Training Lab Use of Force Training Simulator Proposal for:

January 9, 2018 — *NO expiration date per the  
purchasing Rep: Humberto Perez*

Reynando J. Accooe | Assistant Professor  
Public Safety Education Department Coordinator  
Folsom Lake College  
10 College Parkway | Folsom, CA 95630  
Office ( 916) 608-6912 | [AccooeR@flc.losrios.edu](mailto:AccooeR@flc.losrios.edu)

**Ti** Training Corp.

Ti Training Corp.  
4680 Table Mountain Drive Suite 150  
Golden, CO 80403

Humberto Perez  
[Humberto@Titraining.com](mailto:Humberto@Titraining.com)  
1.800.634.1936 X 310  
562-324-1532 Cell  
303-414-3556 Fax

“The Strongest Element in Training”



Training Corp.

The Strongest Element in Training



CONTRACTOR INFORMATION

FULL LEGAL FIRM/COMPANY NAME: Ti Training LE LLC.

BUSINESS MAILING/ STREET ADDRESS: 4680 Table Mountain Drive #150 Golden, CO, 80403

BUSINESS TELEPHONE NUMBER: 303-414-3555

BUSINESS FAX NUMBER: 303-414-3556

COUNTY: Jefferson MINORITY OWNED: NO

.....  
NATURE OF BUSINESS: Design, Mfg., Sales and Maintenance of LE Simulators

PRINCIAPALS:

NAME: Gregory Otte TITLE: President

NAME: Joe Mason TITLE: Vice President

NAME: Kila Otte TITLE: Director of Sales

.....  
YEARS EST: 2006

FEDERAL TAX ID # 46-4301759

CCR# X9HJR5

DUNS # 7806 80802

GSA# GS-02F-161AA

“The Strongest Element in Training”



**Training Corp.**

*The Strongest Element in Training*



## **Training Lab™ Master Instructor Initial Certification Course**

### **Master Instructor Training @ Customer Site**

Training is for 6 Students at the customers' site (2 days)

Ti Training Corp.'s course of simulation instruction is designed to train selected students in the set-up, function, operation, and maintenance of the Training Lab™ and Training Room™ interactive simulation systems, manufactured by Ti Training Corp. These systems utilize the latest advances video, laser, RF and programming technology to provide an intuitive, easy to maintain training tools. These tools are designed to aid in teaching Public Safety Personnel to effectively and safely perform their duties. This course begins with classroom theory and progresses to "hands on", proficiency based exercises. We at Ti Training Corp recognize that even the most advanced technology is useless in the hands of someone who cannot effectively operate and maintain that technology.

In addition to setup, operation and troubleshooting of the simulator, this course includes an Instructor development block entitled "Effective Simulation Training." Developed in conjunction with an accredited college and backed by scientific research, this portion of the course contains the latest training techniques and methodologies for providing effective training in a simulated environment. Some of the components of this section of the course are listed below for reference:

Need and Justification for Simulation Based Training

Training Area Set Up

Training Objectives

Training Evolution Lesson Planning

Scenario Implementation

Effective Debriefing and Documentation of the Training

Successful completion of the entire course of instruction provided by Ti Training Corp. certifies the attendees as "Master Simulation Instructors." As such they can not only provide training to members of your agency but they are also able to certify others within your agency as "Simulation Instructors."

### **Ti "Mile High" Support**

- Ti** 24 Hours a day, 7 days a week, 365 days a year Hot Line Technical Support via telephone
- Ti** On-line Remote Maintenance
- Ti** Diagnostics, Repair Parts and Labor 100% covered at the Ti Repair Facility in Colorado
- Ti** Free Software Updates
- Ti** Unlimited Credits to a Instructor Operation / Technical Course offered monthly, based on availability, Golden, Colorado
- Ti** Loaner system while yours is in repair.

**"The Strongest Element in Training"**





**Ti Training Corp.**

*The Strongest Element in Training*



**1) TL-102 Training Lab STANDARD FEATURES: Portable Turn Key System**

- Ti** Training Scenario Library 800+ pre-loaded
- Ti** New Scenarios for life of system
- Ti** Exclusive Certified TASER Courses and Scenarios
- Ti** Windows Professional Operating platform
- Ti** System is Self-Calibrating under any lighting conditions
- Ti** Travel Case (Storm Type)
- Ti** 17" Laptop with Training Lab Software Pre-Installed
- Ti** HD 3D Video Projector (16:9 aspect Ratio) (1980x1280)
- Ti** 12'x7' Portable Projection Screen 16x9 Format with Travel Case
- Ti** Portable Speaker System
- Ti** Exclusive Scenario and "On-the-Fly" 3-D Audio
- Ti** Up to 12 Independently Detected Devices (e.g. 12 Separate Shooters)
- Ti** PiP - Recording and Playback of Trainee - Audio and Video (Camera)
- Ti** Customized Record Keeping and Report Generation
- Ti** Advanced Debrief- (All of Your Teaching Tools Can Be Used in Scenario Debrief)
- Ti** All necessary cables, connections, software
- Ti** Lowlight Simulator includes 1 Flashlight (TL-517) with Filter
- Ti** Baton Branching
- Ti** 1- Laser OC Canister (TL-112)
- Ti** 2-Replica Glock Handguns with Lasers
- Ti** 12 Month Warranty - Extended System Warranties Available

<b>1) TL-102 Base System Price</b>	<b>\$19,750</b>
<b>Suggested Add-On Options</b>	
ONSITE TRAINING	\$3,500
2- Laser OC Canister (TL-112) \$1,400ea	\$2,800
2- Flashlight (TL-517) with Filter \$250ea	\$500
1-VRG Handgun (TL-VRG-HG) Replica Handgun	\$400
4YWU- 4 Year Extended Warranty with System Upgrade Included	\$10,500
<b>TOTAL</b>	<b>\$37,450</b>

**Shipping:** There is no additional charge for shipping. Shipping is FOB destination.

**Terms:** FOB: Destination  
 Delivery: 30-45 days  
 Warranty: 12 Months from delivery. Extended Warranties Available for 5% of purchase price. (4 Year Extended Warranty with Free Upgrade Available for \$10,500)

“The Strongest Element in Training”



**Training Corp.**

*The Strongest Element in Training*



### **Ti "Mile High" Warranty Upgrade Package**

This package includes 4 Years Additional Coverage that starts after the initial 1 year included in the base system package. Anytime within the 5th year of ownership of your Training Lab you can trade it in for a NEW Training Lab for no additional charge! This insures that your training technology is never out of date, always operational and includes the latest in advanced features.

**“The Strongest Element in Training”**



## ***TRAINING LAB TECHNICAL SPECIFICATIONS***

### **COMPUTER & SOFTWARE**

Professional Grade CPU and Hardware

Windows OS

Microsoft Office

Lightweight Flat Panel LCD Instructor Monitor

Ti's Scenario Creation & Editing Interface

Ti's Instructor Interface for complete Scenario Control and Debrief

Keyboard, Optical Mouse, and all necessary wires, cables, connectors

Full Warranty – Includes 24/7 technical support and loaner system

### **MULTIMEDIA SPECS**

High-Quality Surround Sound

HD Projection Screen

Low Light and adjustable light conditions

Automatic self-calibration with sub-pixel accuracy

Environmental control options: light bar, strobe light, fog machine, wind, etc.

## **SCENARIOS**

800+ Pre-Loaded Scenario Library

Skill Builder Shooting Drills

Scenario Updates for the life of the system

High Def video quality

True Distance#8482; Stereoscopic 3D Technology

Capable of creating scenario playlist with save and recall function

## **DEBRIEF SPECS:**

Zoom-In controls during debrief

Picture in picture capability (PIP)

Customizable Trainee Report Generator

Slow-Motion, Pause, Frame Forward, Frame Back controls for debrief replay

## FEATURES OF THE TRAINING LAB™ THAT SET IT APART

### FREQUENTLY UPDATED SCENARIOS

Ti's Scenarios are filmed with the same RED Cameras currently being used in Hollywood on major motion pictures and our media staff utilize Hollywood-style Special Effects. With our level of production it is no surprise our scenarios are known for their outstanding quality and realism. Another huge benefit is the frequent updates of these high quality scenarios FREE of CHARGE for the life of the system. Automatically you will receive new Scenarios for your system-- completely new situations with updated learning objectives and tactical possibilities!

Have an idea for a Training Scenario?

Use this button to submit your idea:

### REGULAR LIGHTING AND AVAILABLE SPACE

The Training Lab is designed to operate in normal lighting conditions and nearly any space you have available in your department. We've engineered our system to be highly adaptable to your environment. The Training Lab is easily set up in conference rooms or average classroom settings. The system is designed to project life-size images in a 9 x 16 High Definition Format and can be projected on a large screen or simple wall.

### COMMON HARDWARE & SOFTWARE

Easy to maintain training equipment is a key aspect of our dedication to customer service. Other training simulators operate on proprietary equipment, but Ti's Training Lab and its peripherals utilize a mix of universal and commonly accessible computer hardware. Should your TI system have a hardware issue, parts are easily sourced and we'll have you up and running again in a very short time. Even the batteries are commercially available. Be sure to see the Tech Help section for our technical commitment to supporting your system and maintaining your satisfaction.

### EASILY UPGRADEABLE SYSTEM

Ti's Training Lab is customizable and upgradable. We know that one size does not fit all, so we designed our system to be highly customizable to fit the needs of our individual customers. Do you want to incorporate new weapons? Are technological advancements in Ti's Simulator available? The design of the system allows you to add weapons, feature sets, and software updates to keep your department current.

## **LIVE FIRE CAPABILITY**

A true breakthrough for Simulation Training, The Training Lab is fully capable of operating in live fire mode. With the addition of a live fire laser you will have the ability to shoot live rounds in scenario-based training and still utilize all other Use of Force options. For the first time you can combine less lethal force options with live fire in the simulation environment. NO SPECIAL SCREEN REQUIRED.

## **PORTABLE AND MOBILE**

The Training Lab can be taken on the road because it is easily portable. The two industrial strength carrying cases, weighing less than 60 lbs. each when loaded, allow you to wheel The Training Lab's components to different locations. Simply break down your system into the cases and hit the road. Even the screen folds neatly into its own enclosure for complete mobility. With The Training Lab, simulation training at off-site locations has never been this easy.

## **MORE STANDARD FEATURES OF THE TRAINING LAB:**

- 800+ Pre-loaded Video Scenarios and Graphic-Based Skill Building Exercises
- Complete Weapons Control - simulate weapon malfunctions, clearances, and reloads
- TASER™, OC Spray and Baton capability
- Up to 18 Participants or devices for a single training session
- Ability for Multiple Officers Utilizing Multiple Devices
- Interactive Debriefing Tools
- Scenario Scrolling, Frame by Frame Playback, Slow Motion Playback
- Picture in Picture Playback
- Scene Magnification - Zoom in on any aspect of the scenario to show greater detail
- Advanced Debrief – Display policy, procedure, case law, etc.
- Printable Training Reports that document the training scenarios
- Hit zone editing interface for customization of existing scenarios
- Ability to upload your own scenarios and create hit zones

**DATE:** 23-Mar-2018  
**SUBMITTED TO:** Folsom Lake College  
 10 College Parkway  
 Folsom, CA 95630  
  
**POC:** Reynando Accooe  
**PHONE:** 916.608.6912  
**EMAIL:** [accooer@flc.losrios.edu](mailto:accooer@flc.losrios.edu)  
  
**PROPOSAL Nº:** MTS17USL3365 Rev01  
**RE:** SIRT  
**OFFER TYPE:** OPEN MARKET Offer

Meggitt Training Systems, Inc. is pleased to submit the following quotation for your consideration. Please contact your MTSI POC listed below should you have any questions. Thank you for the opportunity to submit a quotation.

BASE QUOTATION						
GSA / OPEN MARKET (MKT)	PART NO.	DESCRIPTION	QTY	UNIT	UNIT PRICE	TOTAL PRICE
OPEN MARKET	V-SYS-100P-USG-HW	Virtual Laptop Based System, ruggedized transport containers with 1080 projection. Allows 1 to 5 personnel to train in Individual Marksmanship, and 1 to 8 personnel in Judgmental (Video) application. System includes a projection system, laptop and audio subsystems. Price includes installation and training CONUS, and a 1-year warranty. Software package and weapons must be purchased separately.	1	EA	\$ 17,885.00	\$ 17,885.00
OPEN MARKET	V-SW-100P-USG-GE	Virtual Small Arms Trainer Generic Software Package. Includes Individual Marksmanship (Lanes) and Judgmental (Video) Applications; Generic Lanes courses of fire; video scenarios; Includes the capability for the user to author Lanes courses of fire and Judgmental scenarios.	1	EA	\$ 26,828.00	\$ 26,828.00
OPEN MARKET	V-ACC-FLASH-100P	Flashlight Option with Cables - 100P system. Can convert any individual Marksmanship (Lanes) or Judgmental (Video) scenario from daylight to one requiring flashlight usage. Includes qty. 1 Streamlight Stinger flashlight. Option must be selected at time of system purchase.	1	EA	\$ 2,935.00	\$ 2,935.00
OPEN MARKET	SIRT	SIRT 110	1	EA	\$ 800.00	\$ 800.00

GSA / OPEN MARKET (MKT)	PART NO.	DESCRIPTION	QTY	UNIT	UNIT PRICE	TOTAL PRICE
OPEN MARKET	DVO-TASER-X26	DVORAK Taser X26	1	EA	\$ 2,300.00	\$ 2,300.00
OPEN MARKET	DVO-Spray	DVORAK Chemical Spray	1	EA	\$ 2,300.00	\$ 2,300.00
OPEN MARKET	WRTY	12-Month Warranty	1	LOT	INCLUDED	INCLUDED
OPEN MARKET	FRT	Freight & Delivery shall be C.P.T. Jobsite (Folsom, CA) in accordance with INCOTERMS® 2010.	1	LOT	INCLUDED	INCLUDED
<b>SUBTOTAL PRICE</b>						<b>\$ 53,048.00</b>
<b>(7.75) Sales Tax</b>						<b>\$ 4,111.22</b>
<b>TOTAL BASE PROPOSAL PRICE</b>						<b>\$ 57,159.22</b>

<b>OPTIONS</b>						
<b>EXTENDED WARRANTY</b>						
Open MKT	EXT WRTY	One Year Warranty Contract for one Virtual LE System	1	LOT	\$ 3,800.00	\$ 3,800.00
Open MKT	EXT WRTY	Two Year Warranty Contract for one Virtual LE System	1	LOT	\$ 7,600.00	\$ 7,600.00
Open MKT	EXT WRTY	Three Year Warranty Contract for one Virtual LE System	1	LOT	\$ 11,400.00	\$ 11,400.00

**SPECIAL NOTES:**

- NOTE 1:** [Please reference MTS17USL3365 Rev01 on your Purchase Order to expedite order processing.](#)
- NOTE 2:** Orders may be faxed or emailed to: 678.288.1515 | [MTSContracts@Meggitt.com](mailto:MTSContracts@Meggitt.com), Attn: Contracts.
- NOTE 3:** All items listed above are covered by a 12 Month Warranty.
- NOTE 4:** All items included herein are Open Market items as specified.
- NOTE 5:** Items will be shipped C.P.T. Jobsite in accordance with INCOTERMS® 2010.
- NOTE 6:** Quote assumes Buyer is Tax Exempt. Therefore, sales tax is not included.
- NOTE 7:** Extended Warranty pricing is based on the items and quantities listed above (options not included). If actual items or quantities purchased vary, pricing will be adjusted accordingly. Extended warranty pricing does not cover Non-MTSI products, such as Dvorak Retrofit Kits.
- NOTE 8:** The Extended Warranty begins upon completion of the 12-Month Warranty. If the 12-Month Warranty has already expired, the Extended Warranty will begin upon approval and acceptance of order.

**SALES TAX:** If your organization is federal or state tax exempt, provide a copy of the tax exemption. MTSI is responsible for collecting sales tax in the following states: CA, CT, FL, MN, GA, IL, KY, VA, NJ, SD, and WA. If work is to be performed in any of these states under a Purchase order issued as a result of this proposal, any applicable sales tax will be added to the final invoice. If your organization is exempt from state sales tax, a copy of the tax exemption certificate will be required. Otherwise, please include the sales tax value on any resulting purchase order.



**DELIVERY:** Delivery on all items is 90 - 180 days after receipt and acceptance of order; receipt End User Certificate, and any required United States State Dept. or Bureau of Alcohol, Tobacco, Firearms and Explosives (ATF) licensing, whichever occurs last, unless otherwise noted.  
- Delivery time frame is subject to availability of weapons from the manufacturer.  
- Heavy Weapons: Delivery for Heavy Weapons is 6 months ARO and subject to availability from the manufacturer.  
- Delivery of Virtual SA-TASER™ X26 subject to availability from the manufacturer.

**VALIDITY:** Quote is valid for 90 days.

**CONTRACTOR:** **Meggitt Training Systems, Inc. (MTSI)**  
296 Brogdon Road  
Suwanee, GA 30024  
Tel: 678-288-1090  
Fax: 678-288-1515

**PAYMENT TERMS:** Payment Terms are 25% with placement of order and signed quotation, 25% with returned approved MTSI submittal drawings, and the remaining 50% of the balance is due ten (10) working days before the scheduled ship date. Delay in payment will invalidate the quoted delivery date. Any deviation must be mutually agreed upon in writing.

**PAYMENT ADDRESS:** Meggitt Training Systems, Inc.  
P.O. Box 100530  
Atlanta, Ga. 30384-0530

**TERMS AND CONDITIONS:** The Meggitt Training Systems, Inc. (MTSI) Standard Terms & Conditions [MTS-DOM-001-REV4-09-11-2015] incorporated by reference herein shall apply to all Open Market Items. If the Seller is awarded the contract\purchase order by the Buyer, the Seller presumes that the buying agency has followed all required competition justification. MTSI shall provide the Terms & Conditions upon request.

**PLEASE SUBMIT PURCHASE ORDERS TO:**

**EMAIL:** [MTSContracts@meggitt.com](mailto:MTSContracts@meggitt.com)  
**FAX:** 678.288.1515  
**MAIL:** Attn: Contracts Dept.  
Meggitt Training Systems, Inc. (MTSI)  
296 Brogdon Road  
Suwanee, GA 30024

**VENDOR INFO:** **Meggitt Training Systems, Inc.**  
**Contract Administration Source:** Amy Neighbors, Director of Contracts  
**Business Size:** Large  
**DUNS Number:** 00-765-5863  
**CAGE Code:** 087W6  
**TIN:** 58-2272995

**\*For assistance with equipment, services or any other technical related inquiries, please contact:\***

**MTSI SALES POC:**

**MTSI POC:** Juan Barillas  
Virtual Sales  
470.266.8379  
[juan.barillas@meggitt.com](mailto:juan.barillas@meggitt.com)

**PREPARED BY:** Moumita Roy  
Sr. Proposal Manager

**USE & DISCLOSURE OF DATA:**

Any and all information and data contained herein is the property of Meggitt Training Systems, Inc. (MTSI); and shall not for any reason, whether tangible or intangible, be disclosed, duplicated, or used, in whole or in part, for any reason other than to evaluate this proposal. If, however, a contract is awarded to MTSI as a result of, or in connection with, the submission of this proposal, the recipient (Buyer) shall have the right to duplicate, use, or disclose the information and data contained herein to the extent provided in the resulting contract. These restrictions do not limit Buyer's right to use information or if it is obtained from another, legitimate source without restriction.

**DESTINATION CONTROL STATEMENT:**

The enclosed document contains Technical Data that is subject to the Export Administration Regulations. Diversion contrary to U.S. Law is prohibited.

**END USER CERTIFICATE:**

This product may only be sold to an authorized entity that must be authorized to receive such equipment. The order must be accompanied with an End User Certificate and the end user must be listed on the purchase order/contract.



# Quote

Date: 2/9/2018  
 Quote #: 29070  
 Expiration Date: 3/11/2018

To: Folsom Lake College  
 Reynando Accooc  
 10 College Pkwy  
 Folsom, CA 95630

Salesperson	Email	Telephone	Shipping	Payment Terms
Brad Herm	bherm@lasershot.com	281-240-1122	Ground	Check
Qty	Description	Unit Price	Line Total	
1	<b>SYSTEM, LE SIM RANGE PRO</b>	26,456.00	\$	26,456.00
	<b>System includes the following items:</b>			
1	Sim Range Projector w/Integrated Camera			
1	Laser Detection Tracking Software			
1	Mini Gaming Console			
1	Wireless Keyboard & Touchpad			
1	JTS Wireless Control Tablet			
1	JTS Router			
1	Software, JTS Player w/Full Library			
1	Software, JTS Remote Viewer			
1	Software, Course of Fire II			
1	Software, Skill Drills I			
1	Software, Skill Drills II			
1	Software, Practical Shooting Alpha-Foxtrol			
1	Software, Steel Challenge			
1	Software, CQC			
1	Screen, 62 x 108 Cinefold			
1	Cover Concealment Angle Trainer Unit			
2	SIM 17, IR			
2	Case, Small Single Gun			
1	OC Spray Kit, Keypress			
1	LS X2 Taser, Keypress			
1	I650 Pelican Case			
1	One Day System Training			
1	12 Month (1) Year Warranty			
	<b>TRAVEL &amp; PER DIEM</b>			
1	TRAVEL & PER DIEM (Standard GSA Rates Apply)	1,695.00	\$	1,695.00
	<b>Optional Weapons and Accessories NOT included in Total</b>			
	M4 Inert	1,450.00		
	M4 Barrel Reservoir Upper	2,895.00		
	Magazine, M4 Round Count (361.50 ea)	723.00		
	Glock Tetherless Recoil Kit	2,895.00		
	CO2 Refill Adaptor	238.00		
	Software, Skill Drills III	1,000.00		
	<b>*Taxes are not included. At time of purchase, please send a copy of your tax exempt form to avoid taxes being added.</b>	Subtotal	\$	28,151.00
		Freight	\$	290.00
		<b>Total</b>	<b>\$</b>	<b>28,441.00</b>

*"Confidentiality Notice: This Quote is confidential and is intended only for the review of the party to whom it is addressed, This Quote is subject to Laser Shot's Standard Terms and Conditions of Sales. The BUYER must obtain at his own risk and expense any export and/or import license or other official authorization and carry out, where applicable, all customs formalities necessary for the export and/or import of the goods. Laser Shot, Inc. shall under no circumstances be responsible for any failure to fill an order due to: 1) failure of buyer to obtain export licenses, 2) export controls or authorizations, or 3) any existing or future laws or acts of Government (including specifically, but not exclusively, any orders, rules, or regulations issued by any official of any such government). All prices quoted are US Dollars"*

## LASER SHOT Simulator/Software Overview

PSATS is a one-man portable and accessible, fully contained M-4 and M-9 firearms training simulator for units and individuals in any location wherever there is power. PSATS is designed to provide for your weapons simulation needs in a small package that is easily transportable by a single individual. PSATS includes the weapons, the system, the software, and the accessories. All the user needs to do is provide power, a small space, and shooters.

### Revenue

- Sell more guns – laser inserts allow test firing
- Sell professional instruction – service after the sale
- Sell range time for training and entertainment
- Corporate event and party rental
- Teach Hunter Education Classes
- Retail sales – Home Theater

### System Value

- Camera tracking is accurate to the subpixel
- Use real guns with laser inserts or laser guns
- Choose from many virtual environments, targets, and software
- Recoil or non recoil options
- Live fire or Airsoft capable

### Equipment

- LS performance computer
- High resolution projector
- Speakers
- Portable hardened carrying case
- Built-in surge protection

### Judgmental Training Software (JTS)

JTS improves effective judgmental training using high definition interactive simulation scenarios. These scenarios are created from anticipated threats or previous real-world situations that resulted in officer or soldier fatalities. Students can interact with threatening opponents on the screen in office environments to assess threats and react to active shooter situations. Leaders can evaluate student performance with comprehensive AAR features within JTS and coach based on current engagement policies.

Training scenarios can be generated from an existing library or customized to address emerging threats and specific training requirements. Training will challenge individuals' decision-making skills and reaction times to potential threats they may encounter. Laser Shot's live-fire hit detection technology

provides the most realistic opportunity to train, like drawing from the holstered position or taking cover as needed dependent on the threat presented in the scenario.

A remote tablet is included in this package so that instructors can operate Judgmental Training Software away from the operator station to assist trainees at the firing line as an alternative. The remote tablet will network back to mini gaming console via the JTS router.

JTS includes a user-friendly built-in scenario editor, enabling instructors with basic computer skills to effortlessly create or modify complex scenarios. Easy to use tools such as advanced zoning options and simple drag-and-drop controls support importing scenarios into the design canvas. This creates a simple platform for generating new simulations and branches that are automatically generated and displayed in a top-down, real-time 3D, hierarchal view. While training, the instructor can manually direct the scenario to create multiple outcomes based on the student's interaction, reinforcing communication and deeper understanding of the use-of-force continuum.

## **Close Quarters Battle (CBQ) Simulator**

Laser Shot's CBQ simulator features realistic, life sized avatars that are projected onto wall surfaces and react as authored by the user friendly editing module within the instructor control station. Animations mimic kneeling, crouching, walking, running, taking cover, escalating hostility, firing, reloading, wounding, and death.

### **Key Features:**

- Ability to simulate hostage scenarios
- Multi-room/multi-target zone engagements
- User-friendly scenario authoring station for end user content creation
- Advanced AAR system displays real-time recording of bullet impacts and character reactions.

## **SimRange™ Simulation**

SimRange simulates a traditional shooting range with the use of virtual targets. Laser Shot's newest technology allows ultra-short throw projectors with integrated hit detection cameras to be installed within 18" of the screen surface dramatically reducing the overall footprint required, allowing smaller rooms or spaces to now be converted in to virtual ranges for safe, effective training without the need for ballistic facilities or live weapons or ammunition.

The SimRange™ is scalable and can be configured in multiples of three lanes per screen allowing for expansion to meet throughput requirements. Courseware will replicate actual training and qualification standards and built-in editors allow the end user to easily author their own content.

In the past, firearms simulators required installing an independent laser hit detection camera adjacent to the projector requiring careful positioning and calibration. This task was performed every time a portable simulator was set up or moved. SimRange™ solves that problem by integrating the laser hit detection camera inside the projector ensuring that it is always properly aligned and ready to go.

### **Key Features:**

- Scalable for larger training throughput
- Exceptional video quality in 1080p HD

- Increases shooter's proficiency, confidence and skill levels
- Integrated Hit Detection Camera for easier set up and calibration
- Safely conduct firearms training without the need for ballistic or live weapons

**From:** [Shewmaker, Nicholas](#)  
**To:** [Mitchiner, Brandi](#); [Haney, Brenda](#)  
**Subject:** RE: For Your Action\_ OLR#\_0001011334\_TI Training Corp / Additional Documentation Required  
**Date:** Wednesday, April 18, 2018 10:22:32 AM

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Hi Brandi,

Thanks for all of this. I will move forward with this purchase order and if anything else is need I will let you know ASAP.

Thanks,  
Nick

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**From:** Mitchiner, Brandi  
**Sent:** Wednesday, April 18, 2018 10:04 AM  
**To:** Haney, Brenda <[haneyb@flc.losrios.edu](mailto:haneyb@flc.losrios.edu)>  
**Cc:** Shewmaker, Nicholas <[shewman@crc.losrios.edu](mailto:shewman@crc.losrios.edu)>  
**Subject:** RE: For Your Action\_ OLR#\_0001011334\_TI Training Corp / Additional Documentation Required

Hi Brenda,

- Attached are the TI Training Vendor Specifications.
- The list of instructors who will be included in the On-Site TI training will be: Reynando Accooe, Don Hopkins, Cynthia Crennell and Andrew Bates
- I do not believe this equipment was reviewed by Media Services and/or Operations. The simulator is a portable and comes in two industrial strength rolling cases that are approximately 60lbs. While the simulator will primarily be used in Lilac Hall Room 209, it will be stored in Lilac Hall Room 210 in locked cabinets.
- Laser Shot has not responded to my attempts to contact them, but I was able to find their product specifications and have attached a copy. I could not find warranty information outside of the 12 month warranty that is listed on the original quote.

Kindly,

**Brandi Mitchiner**  
CTE Grant Coordination Clerk  
Folsom Lake College  
(916) 608-6924 | [MitchiB@flc.losrios.edu](mailto:MitchiB@flc.losrios.edu)  
**Top 5 Strengths:** *Deliberative, Intellection, Connectedness, Relator, Futuristic*

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**From:** Haney, Brenda  
**Sent:** Wednesday, April 18, 2018 9:23 AM

**To:** Mitchiner, Brandi <[MitchiB@flc.losrios.edu](mailto:MitchiB@flc.losrios.edu)>

**Cc:** Shewmaker, Nicholas <[shewman@crc.losrios.edu](mailto:shewman@crc.losrios.edu)>

**Subject:** For Your Action\_ OLR#\_0001011334\_TI Training Corp / Additional Documentation Required

**Importance:** High

Hi Brandi –  
Happy Wednesday !

District Purchasing needs a bit more documentation to complete Comparative Quote requirements for attached OLR#\_0001011334\_TI TRAINING CORP.

Please provide the following:

- o TI Training Vendor Specifications: (Overview, Features & Tech Specs) for the TI Training Lab Use of Force Simulator.
- o List of Instructors to be included in the On-Site TI Training
- o Confirm if this equipment and Install Requirements/Specs were reviewed by Media Services and/or Operations for the intended Installation in Lilac Hall Room 209.
  
- o Laser Shot Quote – provide more detail on product specifications and Warranty offered with quote.

Thank you,  
*Brenda Haney*

Business Services

Folsom Lake College | 10 College Parkway | Folsom, CA 95630

☎ 916.608.6635 | ✉ [haneyb@flc.losrios.edu](mailto:haneyb@flc.losrios.edu)