

District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent


www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

June 15, 2010

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

RE: Meggitt Training Systems, Inc.
Purchase Orders #00012242

The attached purchase order for Meggitt Training Systems, Inc. in the amount of \$51,570.00 is being forwarded for your consideration and subsequent approval. This request is for the purchase of Virtual Portable Law Enforcement System and Virtual Small Arms Trainer software modules to be installed and used at Fivay High School through the coordination of the Community, Career and Technical Education Department.

Under the Department of Education Rule 6A-1.012(11)(b), the requesting of bids from three (3) or more sources is waived for the purchase of computer software where such materials are purchased directly from the producer or publisher, the owner of the copyright, an exclusive agent within the state, a governmental agency or a recognized educational institution. Considering Meggitt Training Systems, Inc. is the owner of the copyrights (see attached), it is my recommendation that the Board approve the attached purchase orders to Meggitt Training Systems, Inc. for \$51,570.00.

Should you have any questions regarding this request, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/amj

Attachments

June 7, 2010

Andrea Jackson
District School Board of Pasco County Florida
7227 Land O' Lakes Blvd.
Land O'Lakes, FL 34638
Phone: 813.794.2258
Email: amjackso@pasco.k12.fl.us

Subject: Sole Source Justification for XVT Training System
Reference: MTS10USL4480

Dear Ms. Jackson:

In response to your request for sole source justification, I submit the following information.

- Meggitt Training Systems, Inc. (MTSI), is the manufacturer of the "FATS" product line in Suwanee, GA.
- MTSI is the sole producer of the software that is used on the "FATS" product line, and this software is proprietary.
- The XVT is the only virtual training system designed specifically for the training of Law Enforcement professionals designed for both full portability and fixed site training without modification.
- The XVT comes delivered in a mil spec, crushproof, dustproof, lockable, wheeled "hard" casing with fold down side handles, a pull-up handle for use with wheels designed to fit in the truck of a standard cruiser.
- The XVT includes a touch screen tablet notebook for wireless control of all XVT training applications. Weighing just over 3 lbs., the wireless tablet notebook frees the instructor from a "station" and allows complete mobility in the training environment.
- The XVT employs a radically simplified touch screen user interface. Designed for the ultimate in simplicity, logic and chronology, the interface applies large button icons and just three "clicks" to begin a training session. 1. Select training type (Judgmental or Marksmanship). 2. Select courseware (judgmental scenario or course of fire). 3. Start training.
- The XVT includes a full Microsoft PowerPoint application for use in training pre-brief, post-brief, AAR and any other training/classroom presentation needs.
- The XVT System is capable of training up to eight officers simultaneously in judgmental mode and up to 4 in marksmanship mode.



MEGGITT

- The XVT is designed to use any existing FATS® BLUEFIRE® wireless weapons, FATS® System Controlled (tethered) weapons and Dvorak weapon adaptor kits (duty weapons using Dvorak drop-in laser kits).
- FATS® System-Controlled firearms offer unparalleled diagnostics and sensing. They allow you to trace where the muzzle of the firearm is pointing throughout the entire scenario. They can be sensed to measure grip pressure and trigger squeeze. They can also be programmed with a predetermined number of rounds, and the instructor can initiate jams and misfires at any time during which the scenario is playing.
- Meggitt Training Systems, Inc. is the only simulation manufacturer to offer the FATS® BLUEFIRE® Weapons line. FATS® BLUEFIRE® Weapons offer a full fidelity experience in use of force option handling and application allowing freedom of movement unencumbered by a tether. These are the only simulated use of force options (duty weapon, Taser, chemical spray) that provide all of the same functionality as our FATS® System Controlled Weapons, while at the same time offering the flexibility of wireless technology.
- Meggitt Training Systems, Inc. is the only manufacturer that can properly service the FATS® BLUEFIRE® proprietary technology offered in our FATS® BLUEFIRE® Weapons line.
- The XVT offers additional training enhancement through the use of a Hostile Fire Simulator, Flashlight and live fire options. The Hostile Fire Simulator enforces the proper use of cover and maneuver. The flashlight option allows officers to train both judgmental and marksmanship requirements in low light conditions. The live fire option allows for judgmental training (and marksmanship) using live rounds with duty weapons.
- Meggitt Training Systems, Inc. has an existing courseware library of hundreds of professionally produced scenarios to meet all of your training requirements. The XVT may be used in both 16:9 Tru Hi-Definition and 4:3 standard definition formats and is compatible with existing MTSI courseware.
- The XVT has the capability to use any of your existing FATS® system controlled weapons, BLUEFIRE® wireless weapons, and Dvorak style weapons. The Dvorak style weapons allow the user to use his duty weapon with the use of a recoil assist kit.

All of the above items and features may only be purchased through Meggitt Training Systems, Inc. in Suwanee, GA. Should you need additional information, please contact me at the number listed below.

Sincerely,

Deborah Layfield
Sr. Contracts Administrator
Meggitt Training Systems, Inc.
678.288.1272



MEGGITT

Date: 27-Apr-2010

SUBMITTED TO: District School Board of Pasco County Florida
7227 Land O' Lakes Blvd
Land O' Lakes, FL 34638

POC: Joanne Hattaway-Auer
Jhattawa@pasco.k12.FL.us
813-794-2204

PROPOSAL #: MTS10USL4480 Rev 1

TABLE 1

CATALOG NO.	DESCRIPTION	QTY	UNIT	UNIT PRICE	TOTAL PRICE
VL-SYS-XVT	Virtual Portable XVT Law Enforcement System	1	EA	\$ 30,770.00	\$ 30,770.00
VL-SW-XVT	Virtual Small Arms Trainer Generic XVT Law Enforcement Software Package	1	EA	\$ 20,800.00	\$ 20,800.00
-	1 Year Factory Warranty	1	EA	INCLUDED	INCLUDED
S-TR-2D-CONUS	Installation and Training-2 Days-CONUS	1	EA	INCLUDED	INCLUDED
-	Shipping-CONUS	1	EA	INCLUDED	INCLUDED
SUB- TOTALS					\$ 51,570.00

TABLE 1 ** All prices are in US Dollars (\$) and do not include any taxes**

SPECIAL NOTES:

NOTE 1: Please reference MTS10USL4480 Rev 1 on your Purchase Order to expedite order processing.

SALES TAX: If your organization is federal or state tax exempt, provide a copy of the tax exemption. If not, note the sales tax value on your purchase order.

DELIVERY: Delivery on all items is 30-60 days ARO, except as noted.

VALIDITY: Price quote valid until July 27, 2010

CONTRACTOR: **Meggitt Training Systems, Inc. (MTSI)**
296 Brogdon Road
Suwanee, GA 30024
Tel: 678-288-1090
Fax: 678-288-1520

PAYMENT TERMS: **NET 30 Days**
Payment address: Meggitt Training Systems, Inc.
P.O. BOX 100530
Atlanta, Ga. 30384-0530

SINGLE SOURCE REQUEST

The Pasco County School Board is bound by Board Policy to an open and competitive bidding process. To enforce this, the use of proprietary specifications and/or sole source, single source purchases are normally not allowed. However, in some circumstances they may be justified, but, there are a number of "tests" that must be passed first.

This is a single source request for (list product(s) and/or service):

Virtual Portable XVT Law Enforcement System & Virtual Small Arms Trainer Generic XVT Law Enforcement Software Package

Supplier: Meggitt Training Systems, Inc.

Full Address: 296 Brogdon Road; Suwanee, GA 30024

Contact Person: Rod Bettis

Phone #: 404.642.4178

SUBMIT TO THE PURCHASING DEPARTMENT

In order to consider ANY request for single-source, the following MUST be completed and submitted with the request:

1. Sole source letter from supplier – previously submitted
2. Cut sheets and specifications - attached
3. Written justification, to include responses to the following questions:
 - a. Is there truly only the one vendor listed above who is able to furnish the product and/or service?
 1. Yes. Meggitt Training Systems, Inc is the only manufacturer to offer the XVT Law Enforcement Training System.
 - b. Does the supplier possess exclusive capabilities? What are they? Provide verifiable information.
 1. Yes. See attached cut sheet and system specifications.
 - c. Is there a lack of responsive competition for the product(s) and/or service? Why? How have you substantiated this?
 1. In researching alternative manufactures of similar systems I was referred back to this system by the Global Security Group a training provider for Law Enforcement and the Military. I determined that there are additional vendors of fire arms training systems but they are not compatible with the programs existing weapons. The existing Criminal Justice program will be moved to the new high school.
 - d. Are the product(s) and/or service vital to the district? Why/how?
 1. Yes. This system is an integral resource of the Criminal Justice program and allows existing components (weapons and accessories) to be used. The existing Criminal Justice program will be moved to the new high school. The current instructor is most familiar with this system.
 - e. Is the product(s) and/or service unique and easily established as one-of-a-kind? Why/how?
 1. Yes. The XVT is the only virtual training system designed specifically for the training of Law Enforcement professionals designed for both full portability and fixed site training without modification. This fact has been established by comparing this equipment with other competitive manufacturers of similar products through on-site demonstrations and written technical specifications/explanations.
 - f. Can requirements be modified so that competitive products and/or services may be used?
 1. No.

1. Meggitt Training Systems is an established company with a longstanding history of solidarity and financial stability that shows no sign of discontinuing this product. The only reason they would discontinue manufacturing this product is because technological capabilities made this product obsolete and drastically less effective. If this were to happen, MTSI would offer the new improved product to the end-user at a discounted rate and train them how to properly and effectively use the new equipment.
- h. Are there patented or proprietary rights that fully demonstrate:
1. A feature providing a superior utility not obtainable from similar products.
 1. Yes.
 2. Product availability from only one prime source and not merchandised through wholesalers, jobbers or retailers where competition could be encouraged.
 1. Yes.

The Purchasing Department will review the single source request and make a determination. Single source request, if they are granted, which have a dollar value exceed the formal bid-limit (\$25,000) must be submitted to the Board for their review and formal approval.

Statement of Need: As requester, my recommendation for sole source is based upon an objective review of the product(s)/service being required and appears to be in the best interest of the Board. I know of no conflict of interest on my part or involved in any way with this request. No gratuities, favors were a deciding influence on my request to single/sole source this purchase when there are other known suppliers to exist.

Signature of Requester/Supervisor: Barbara Donaghy Date: 5-6-10

Signature of Director: Rob Quinn Date: 5/6/2010

Purchasing Approval: _____ Date: _____

**DISTRICT SCHOOL BOARD OF PASCO COUNTY
PURCHASING DEPARTMENT
20430 GATOR LANE LAND O' LAKES, FL 34638
PHONE: 813.794.2221 FAX: 813.794.2111**

PURCHASE ORDER NUMBER
12242

PAGE 1 OF 2

INVOICE IN TRIPLICATE
INCLUDING THIS PURCHASE ORDER NUMBER TO:
District School Board of Pasco County
Accounts Payable
7227 Land O Lakes Blvd
Land O Lakes FL 34638
Telephone 813/794-2290

A TAXPAYER IDENTIFICATION NUMBER CERTIFICATION FORM WITH THE VENDOR'S CURRENT EMPLOYER IDENTIFICATION NUMBER OR SOCIAL SECURITY NUMBER MUST BE ON FILE WITH THE PURCHASING DEPARTMENT OR THE PAYMENT WILL NOT BE ISSUED.

Reasonable cost changes may be permitted, provided they are not on a blanket purchase order, bid, quote or contracted item, but must not exceed 5% of the total order without prior approval in writing from the Purchasing Department. We reserve the right to retain any and all shipped merchandise and to deny payment for any charges that are contrary to an awarded contract of this or another governmental agency, or that are beyond the aforementioned 5%.

VENDOR
MEGGITT TRAINING SYSTEMS INC
PO BOX 100530
ATLANTA GA 30384-0530

SHIP TO F.O.B. DESTINATION
Fivay High School
12115 Chicago Avenue
Hudson FL 34669

DATE PRINTED	ORDERED BY/DEPARTMENT	CLASS ITEM NO.	FEDERAL EMPLOYER ID NO.	SALES TAX EXEMPTION NO.
06/04/10	Criminal Justice	78500	59-6000792	85-8013921275C-1

SEQ	DESCRIPTION	PCSB ITEM	QTY	UNIT	UNIT PRICE	EXTENDED AMOUNT
001	VL-SYS-XVT Virtual portable XVT Law Enforcement System		1	EACH	30,770.0000	30,770.00
002	VL-SW-XVT Virtual Small Arms Trainer Generic XVT Law Enforcement Softwar Package/1 Yr. Factory Warranty Installation and Training/2 Days-Conus Included		1	EACH	20,800.0000	20,800.00
	* * * ITEM TOTAL * * *					51,570.00
	* * * TERMS & CONDITIONS * * *					
	SOLE SOURCE - RULE DOE 6A-1.012(7); effective 2/25/2009 rule reference number changed to 6A-1.012(11)(b)					
	PLEASE NOTE: School is currently under construction. Vendor must contact EFI at school, Charlie Barthle (727)243-8845 to confirm delivery at least 72 hours in advance; delivery hours 8 am- 3pm. Anticipated date of delivery noted on PO. FIVAY HIGH SCHOOL					
	No loading dock at school; vendor is solely responsible for unloading truck and for delivery into designated space inside school.					
	Vendors not confirming delivery and/or not delivering per designated schedule, are solely responsible for all return costs.					

INFORMATION ON REVERSE

1 - VENDOR COPY

Kendra Dredman
PURCHASING AGENT/S/

DISTRICT SCHOOL BOARD OF PASCO COUNTY
PURCHASING DEPARTMENT
 20430 GATOR LANE LAND O' LAKES, FL 34638
 PHONE: 813.794.2221 FAX: 813.794.2111

PURCHASE ORDER NUMBER
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06/04/10	Criminal Justice	78500	59-6000792	85-8013921275C-1

SEQ	DESCRIPTION	PCSB ITEM	QTY	UNIT	UNIT PRICE	EXTENDED AMOUNT
	Vendor must indicate District purchase order number on each box, and on all paperwork included with the order.					
	* * * NOTES * * *					
	DELIVERY DATE: JUNE 14, 2010					
	EFI: CHARLIE BARTHLE 727-246-4000					
	Meggitt #404-642-4178 Rod Bettis					
	PASCO SCHOOL BOARD USE ONLY					
	398.0114.8925.0643.7400.9270					30,770.00
	398.0114.8925.0691.7400.9270					20,800.00
	* * ACCT TOTAL * *					51,570.00
	REQ NBR: 9040 03183					
	VNDR NBR: V0000069660					

INFORMATION ON REVERSE

1 - VENDOR COPY

Kendra Brodman
 PURCHASING AGENT/S/