

**CITY COUNCIL
COMMUNICATION:**

ITEM _____

**OFFICE OF THE CITY MANAGER
CITY OF DES MOINES, IOWA**

00-078

SYNOPSIS -

AGENDA:

FEBRUARY 28, 2000

SUBJECT:

COMPUTER
GENERATED
FIREARMS
SIMULATOR
EQUIPMENT
PURCHASE

The City applied for and received a grant award from the Bureau of Justice Assistance through the Local Law Enforcement Block Grant (LLEBG) program of 1998. The grant proposal was specified for expenditure in the program purpose area of "Law enforcement support for procuring equipment, technology and other material directly related to basic law enforcement functions." Equipment identified and budgeted for purchase through the grant included a computer-generated firearms training simulator to be utilized for the enhancement of officers' situational judgement training when faced with "shoot don't shoot" situations. Proposals for the purchase of the simulator have been received and reviewed. The selection committee recommends that Advanced Interactive Systems (565 Andover Park West, Suite 201, Seattle, WA 98188, Mr. Alan M. Davis, President) be selected as the company that best meets the needs of the Police Department and that approval be given to enter into a contract with the company.

TYPE:

RESOLUTION
ORDINANCE
RECEIVE/FILE

FISCAL IMPACT -

SUBMITTED BY:

WILLIAM H.
MOULDER
CHIEF OF POLICE

The total 1998 grant award was \$315,010, which included the 1998 LLEBG award of \$283,509 and the use of \$31,501 in forfeited funds for the local match. The grant award purpose area is "Law enforcement support for procuring equipment, technology and other material directly related to basic law enforcement functions." Advanced Interactive Systems submitted a bid of \$124,025 as the total cost of their system. An additional \$750 was recommended by the selection committee for the inclusion of a "Course of Fire" option that will allow the simulator to also be utilized for the enhancement of marksmanship skills. The recalculated total cost of the system is \$124,775. Funds are available in the 1998 LLEBG.

RECOMMENDATION -

Approval.

BACKGROUND -

On November 16, 1998, by Roll Call No. 98-3565, Council accepted the 1998 LLEBG and Special Conditions, which included the appointment of an Advisory Board. The charge of the Advisory Board was to review the Police Department's proposed expenditure of block grant funds and to report back to the Council with non-binding recommendations for the use of funds received under this program. The Advisory Board was also required to hold one public hearing to receive public comments on the use of LLEBG funds, to be included in their report to the Council. The Advisory Board held the public hearing on March 18, 1999. There was no opposition to the proposed expenditures. Council adopted the Advisory Board report and approved the Police Department proposal on April 5, 1999, by Roll Call No. 99-959.

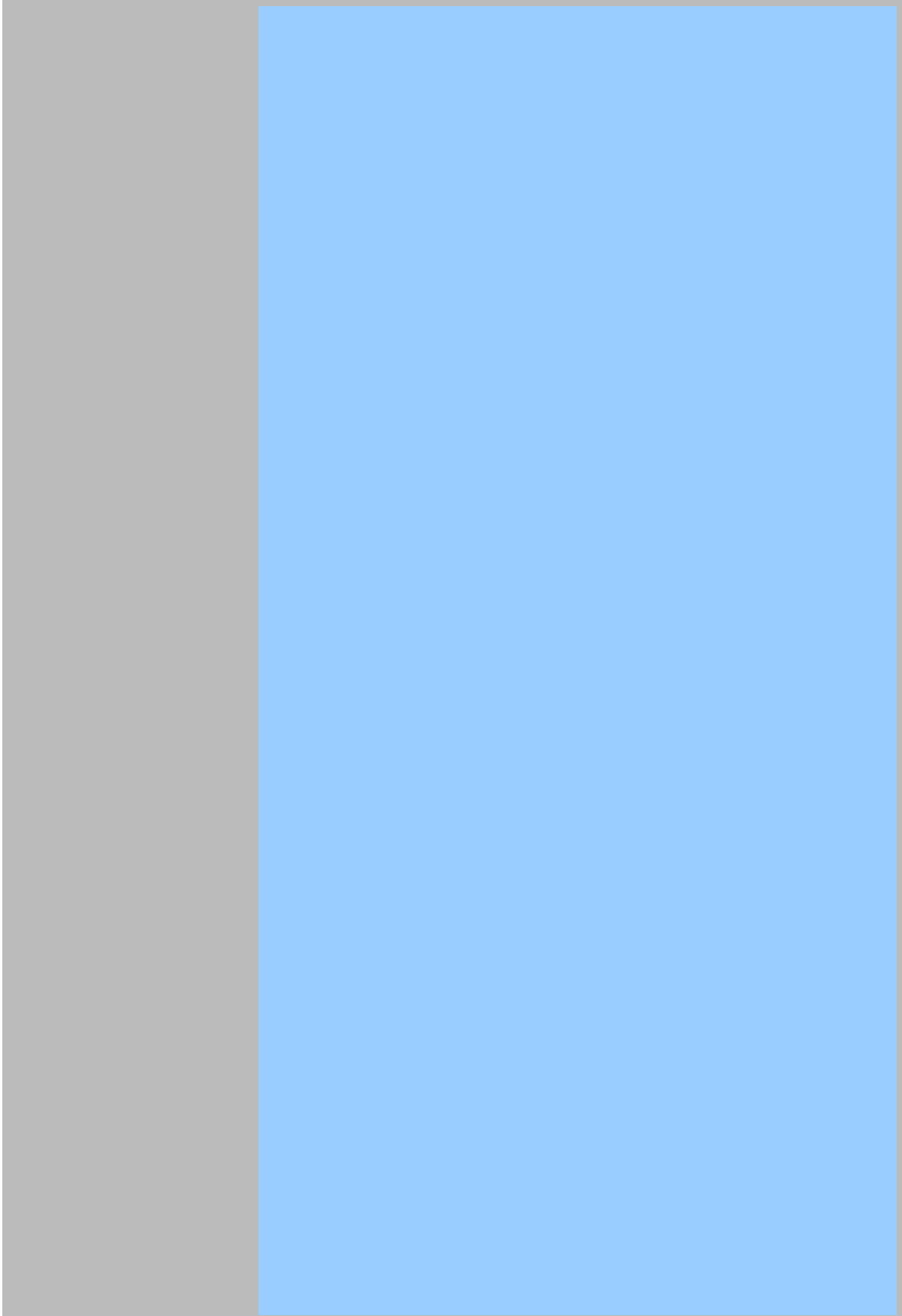
On December 16, 1999, the firearms simulator Request for Proposal (RFP) was sent to seven companies. On January 6, 2000, three companies returned bids. The selection committee met three times to review and evaluate the proposals. During the evaluation process it was learned that one of the companies, IES Electronics Industries USA was not able to supply the "Return Fire" component as required in the system specifications of the RFP. The company conceded their inability to meet the specifications and withdrew their bid. IES was not considered further leaving Advanced Interactive Systems and Fats, Inc. as the two remaining proposals.

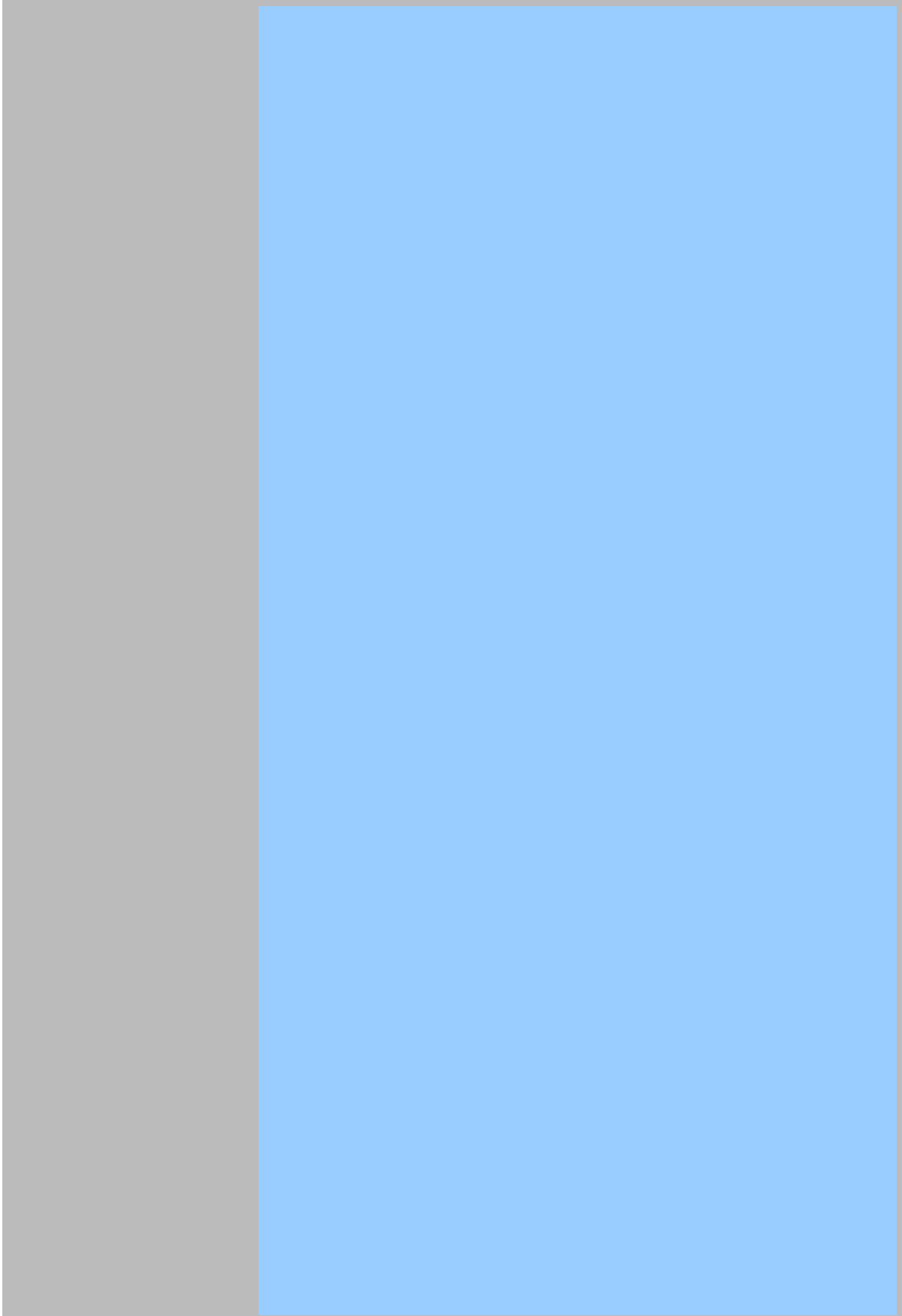
Of the two remaining systems, Advanced Interactive Systems (AIS) was selected by the committee as having the product that would best meet the department's needs. A summary of the combined scores of the five committee members. is attached to the roll call.

AIS scored higher in seven of the nine evaluation categories. One category was scored even. Fats, Inc. scored higher in the cost category as a result of submitting the low bid.

Fats, Inc. scored lower than AIS for a variety of reasons. Following the product demonstrations the committee judged

the AIS system easier to operate. The AIS system provided more realistic training and the selected system weapons were more accurate. AIS company personnel were more knowledgeable about their product and were more proficient in its operation. Ultimately, the deciding factor was the variety of required weapons the two companies were able to supply with their systems. AIS could deliver the completed required weapons with their system. Due to a lag in their product development, Fats, Inc. did not include any completed weapons in their bid. Rather they included only four barrels, for which the department would be required to supply new weapons for modification by the company. The company could not supply any other weapons for six months, at which time the department would still be required to purchase all new weapons and ship them to Fats, Inc. for their modification.







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