

O'Fallon Police Department



MEMORANDUM

To: Captain Gray, DSN 107
From: Edward Smith, DSN 238 (Range Master)
Date: April 21, 2017
RE: Vetting of TI, Milo & VirTra Simulators

**Committee/Evaluators during this process: Major Kelley,
Captain Gray, PO Ed Smith, PO Kevin DeHart, PO Gene DeLaney**

PO DeHart, PO, DeLaney and I observed and shot the VirTra 300 system in Peoria Illinois. Mayor Bill Hennessy also accompanied the officers and witnessed the demonstration. The VirTra system ran flawlessly with no issues. Major Kelley and Captain Gray viewed the 180 Milo system and the VirTra 300 system at the 2015 & 2016 IACP conferences. Milo did not have a 300 system on display at the IACP conferences and they do not have any 300 system customers in the state of Missouri or Illinois for us to demo. Major Kelley and Captain Gray did receive a demo of Milo's 180 system and witnessed several issues with that system. During the demo, the screens were out of calibration with each other and ultimately, Milo could not get their system to operate as a whole. Major Kelley and Captain Gray also viewed and shot the VirTra 300 systems at the IACP conferences and found the system to be impressive. A Request for Proposal was developed and three (3) companies responded and were vetted and evaluated.

Below are some notable differences between the three simulators:

TI:

- TI Training does not have a 300, 5 screen system available and therefore does not meet the minimum requirements for this proposal 16-021L

Milo:

- Feedback device is a vibrate only collar placed on forearm called Range React (DogTra is the maker and sold at pet stores)
- Offers 75 scenarios
- Offers 1 year warranty on their initial quote.
- Offers 1 annual site visit on their initial quote.
- Quote does not specify customer service support
- Milo requires a 35 x 35 training space for rear projection (our JC Training room is 31 x 31)
- Offers up to 8 laser detection devices (does not support 2 officer scenarios)
- First 300 system sold in 2014
- Offers to train up to 6 instructors for their system
- Cannot use one panoramic photo, utilizes 5 individual photos for each screen to create our own scenarios
- Calibration process is 1 minute for each of the 5 screens equating to a 5 minute process
- See attached references (several notable issues)

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VirTra:

- Feedback device is a patented electronic impulse device called Threat Fire that is placed on your belt
- Offers 150 scenarios
- Offers 5 year warranty on their initial quote
- Offers 5 annual visits for the 5 years of the warranty on their initial quote
- Offers 24 hour customer telephone service, remote assistance, labor, parts, travel, software updates and overnight shipping on their initial quote
- VirTra requires a 30 x 30 space for rear projection (our JC Training room is 31 x 31)
- Offers up to 16 laser detection devices (supports 2 officer scenarios)
- First 300 system sold in 2004
- Offers to train up to 7 instructors for their system
- Utilizes one panoramic photo for creating own scenarios
- Calibration process is 45 seconds executed by an auto calibrate button
- See attached references (no notable issues)

The common theme from Milo's references was issues with the CO2 recoil packs, calibration of the screens and the difficulty in creating their own scenarios. The CO2 recoil packs add realism to the training and are especially important. The screens are sensitive, going out with a bump or touch, and the calibration of the screens is time consuming. Milos's scenario package does not appear to be user friendly. It is my opinion, based upon references and research of Milo Range, that Milo is too new to the 300, 5 screen technology (2014) and that they have a lot of technical issues to work out before I would consider them to have a stable and mature system.

In contrast, VirTra is a proven company with the 300, 5 screen technology and has been selling their system since 2004. Based upon references and our research of VirTra, as well as our own experiences with the 300, 5 screen systems, they have proven to be a consistently stable and mature system providing the realism and custom scenario functionality we require.

The original cost estimate for the VirTra system listed in the budget was obtained in 2015 based on a conversation at the IACP conference with Major Kelley and Captain Gray. The additional listed cost of the VirTra system covers a four year warranty, which was negotiated at a reduced price, benefitting the City of O'Fallon. The Committee/Evaluators highly recommend we select the VirTra system to be utilized for shooting and use of force simulation for our new Justice Center.

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Respectfully Submitted,

Edward Smith 238

P.O. Edward Smith, DSN 238 (Range Master)

Concur/Forwarded:

Capt J Gray 4-21-17
Captain Jeff Gray
Captain, Administrative Division

Approved:

Roy Joachimstaler
Colonel Roy Joachimstaler
Chief of Police
(4-21-17)

Concur/Forwarded: *C.K.P.*

Major K. Kelley 4/21/17
Major Kyle Kelley
Assistant Chief of Police