

1 **BILL NO. S-25-02-11**

2 SPECIAL ORDINANCE NO. S-36-25

3
4 **AN ORDINANCE** approving THE MARKSMANSHIP
5 TRAINING SIMULATOR - QUOTE NUMBER 41538 -
6 \$133,906.00 between LASER SHOT INC. and the City
7 of Fort Wayne, Indiana, as a Special Procurement
8 under I.C. 5-22-10 by and through its Fort Wayne
9 Police Department.

10 **NOW, THEREFORE, BE IT ORDAINED BY THE COMMON
11 COUNCIL OF THE CITY OF FORT WAYNE, INDIANA:**

12 **SECTION 1.** That the MARKSMANSHIP TRAINING SIMULATOR
13 PROCUREMENT - QUOTE NUMBER 41538 - \$133,906.00 between LASER
14 SHOT INC. and the City of Fort Wayne, Indiana, as a Special Procurement under
15 I.C. 5-22-10 by and through its Fort Wayne Police Department, is hereby ratified,
16 and affirmed and approved in all respects, respectfully for:

17 All labor, insurance, material, equipment, tools, power,
18 transportation, miscellaneous equipment, etc., necessary for the
19 procurement of the Marksmanship Training Simulator;

20 involving a total cost of ONE HUNDRED THIRTY THREE THOUSAND NINE
21 HUNDRED SIX AND 00/100 DOLLARS - (\$133,906.00) all as more particularly set
22 forth in said MARKSMANSHIP TRAINING SIMULATOR PROCUREMENT
23 between LASER SHOT INC. which is on file in the Office of the Department of
24 Purchasing, and is by reference incorporated herein, made a part hereof, and is
25 hereby in all things ratified, confirmed and approved.
26
27
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29
30

January 21, 2025

SYSTEM, MMT COMPACT SOLE SOURCE LETTER



4214 Bluebonnet Drive
Stafford, TX 77477
Ph: (281) 240-1122
Fax: (281) 476-7464
www.lasershot.com

21, JAN 2025

Fort Wayne Police Department
Attn: SGT Michael Tapp
7602 Patriot Crossing
Fort Wayne, IN 46816

Laser Shot manufactures the MMT Compact and is the only manufacturer of this product. Laser Shot's cameras, software, and firmware have been developed and configured by Laser Shot to work specifically with the Sim Range. Only Laser Shot's technology and software works with the MMT Compact as our technology is proprietary and has been designed to integrate with this product.

Laser Shot is the sole source from whom you can purchase Laser Shot technology and the associated training for the MMT Compact. Our products are protected by trade secrets and patents and are unique in the market. Laser Shot is the publisher, holder of all copyrights, and sole source for the only software that works with the MMT Compact.

Sincerely,

A handwritten signature in black ink, appearing to read "AJ Alexander", written in a cursive style.

AJ Alexander
General Counsel



LASER SHOT, INC
 4214 Bluebonnet Dr.,
 Stafford, Texas 77477
 Ph. 281-240-1122 Fax 281-476-7464
www.lasershot.com

LASER SHOT, INC
 4214 BLUEBONNET DR
 STAFFORD TEXAS 77477
 PH(281) 240-1122 * FX (281) 476-7464

QUOTE

Date: 2/17/2025
 Quote #: 41538
 Expiration Date: 4/3/2025

TO: Fort Wayne PD
 Attn: SGT Michael Tapp
 7602 Patriot Crossing
 Fort Wayne, IN 46816

Salesperson	Email	Telephone	Shipping	Payment Terms
Dave Jobe	djobe@lasershot.com	281-240-1122	45-60 ARO	CHECK
Qty	Description	Unit Price	Line Total	
1	CUSTOM MOBILE MARKSMANSHIP TRAINING SIMULATOR COMPACT	148,313.00	\$ 148,313.00	
<i>Includes the following items:</i>				
1	Multi Series Laser Detection Camera			
1	LS Mini Gaming Console			
1	Wireless Keyboard & Mouse			
1	LS Short Throw Video Projector			
1	LS Multimedia Speaker System			
1	Screen, 12' Cinefold			
1	JTS Tablet & Router			
1	4u Shock Mount Case			
SOFTWARE:				
1	Software, JTS Player w/Season I & II Scenarios			
1	Software, JTS Remote Viewer			
1	Software, Preliminary Marksmanship Instruction, LE			
1	Software, Skill Drill I & II			
1	Software, Course of Fire			
1	Software, Practical Shooting (ALPHA-DELTA) Software			
1	Software, KD Range			
1	Software, CQC			
1	Software, Steel Challenge			
TRAINING WEAPONS & ACCESSORIES:				
4	Sim 7 Dryfire Trainers, IR			
2	Flashlight Training System			
2	Flashlight Trainer			
4	OC Spray Kit, Keypress			
4	LS X2 Taser, Keypress			
8	Glock 45 Simulated Recoil Weapon			
4	Case, Small Single Gun			
4	M4 Simulated Recoil Weapon			
8	Magazine, Roundcount			
1	CO2 Refill w/ Stand			
TRAINING:				
1	Two Day Operator & Maintenance System Training			
WARRANTY:				
1	One Year System Warranty			

**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 is responsible for collecting sales tax in the following states: AZ, CA, FL, IL, IN, KS, KY, ME, MN, NY, NC, PA, SC, TX, VA, WA, WI. Purchase order (s) issued as a result of this proposal in any of these states, applicable sales tax will be added to the final invoice. If your organization is federal or state tax exempt, provide a copy of the tax exemption certificate.*

Subtotal	\$	148,313.00
Show Special	\$	(14,832.00)
Freight	\$	425.00
Total	\$	133,906.00

Wire Transfer Information:
 Comerica Bank, Houston, Texas, USA
 Route #: 111000753
 Account #: 1881483828
 Account Name: Laser Shot, Inc.
 Swift Code: MNBDUS33

COUNCIL DIGEST SHEET

RFPs , BIDS, OTHER PROJECTS

Bid/RFP#/Name of Project	N/A
Awarded To	
Amount	
Number of Registrants	
Number of Bidders	
Required Attachments	

EXTENSIONS

Date Last Bid Out	N/A
# Extensions Granted To Date	None

SPECIAL PROCUREMENT

Contract #/ID <i>(State, Federal, Piggyback--Authority)</i>	
Sole Source/Compatibility Justification	Marksmanship Training Simulator for use at the Public Safety Academy

BID CRITERIA *(Take Buy Indiana requirements into consideration.)*

Most Responsible, Responsive Lowest	<input type="checkbox"/> Yes <input type="checkbox"/> No <i>If no, explain below</i>
If not lowest, explain	

COUNCIL DIGEST SHEET

COST COMPARISON

<i>Increase/decrease amount from prior years For annual purchase (if available).</i>	N/A
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DESCRIPTION OF PROJECT / NEED

<i>Identify need for project & describe project; attach supporting documents as necessary.</i>	<p>The Marksmanship Training Simulator, aka Laser shot is more than just a firearms trainer. It is an advanced apparatus that is designed specifically for scenario-based training that prioritizes safety and effectiveness. It allows for the following:</p> <ul style="list-style-type: none"> • Enhanced Safety: Our simulator allows for realistic training without the risks associated with live ammunition. Trainees can practice in a controlled environment, significantly reducing the chance of accidents. • Realistic Scenarios: With a wide range of customizable scenarios, trainees can experience various high-pressure situations that they may encounter in real life. From active shooter situations to tactical decision-making, our simulator prepares them for anything. • Immediate Feedback: The simulator provides instant performance analysis, allowing trainees to understand their strengths and areas for improvement. This feedback loop enhances learning and retention. • Cost-Effective Training: By eliminating the need for ammunition and range time, our simulator provides a cost-effective training solution that can be utilized repeatedly without incurring additional expenses. • Accessibility: The simulator can be set up in various locations, making it accessible for different training schedules and allowing for remote training options. • Versatile Applications: Suitable for law enforcement, and civilian training, our simulator can be tailored to meet the specific needs of various organizations. • Skill Development: Focus on critical skills such as marksmanship, decision-making, and situational awareness, ensuring that trainees are well-prepared for real-world challenges. <p>Indiana Code 5-2-1-9 directs mandatory training in areas of De-escalation, scenario based or reality based training and working with mentally ill subjects. The scenarios available through the requested equipment are numerous and facilitate our compliance with the Indiana Law Enforcement Training Board.</p>

REQUEST FOR PRIOR APPROVAL

<i>Provide justification if prior approval is being requested.</i>	N/A

FUNDING SOURCE

<i>Account Information.</i>	2024 CIP Lease-Police

BILL NO. S-25-02-11

REPORT OF COMMITTEE ON FINANCE

March 11, 2025

Geoff Paddock Chair

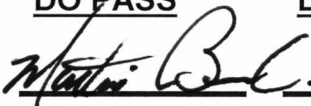
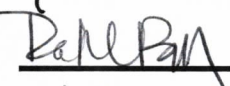


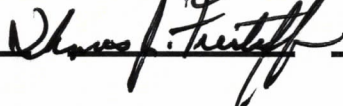
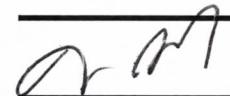
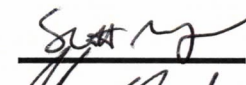

Nathan Hartman Co-Chair

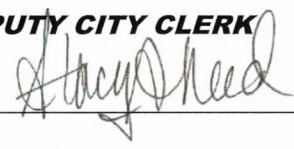
All Council Members

An Ordinance approving The Marksmanship Training Simulator - Quote Number 41538 - between Laser Shot Inc. and the City of Fort Wayne, Indiana, as a Special Procurement under I.C. 5-22-10 by and through its Fort Wayne Police Department

Involving a total cost of \$133,906.00

COMMITTEE ON FINANCE HAVE HAD SAID Ordinance under consideration and beg leave to report back to the Common Council that said Ordinance

<u>COUNCIL MEMBER</u>	<u>DO PASS</u>	<u>DO NOT PASS</u>	<u>ABSTAIN</u>
BENDER			
BOOKER			
CHAMBERS			
ENSLEY			
FREISTROFFER			
HARTMAN			
JEHL			
MYERS			
PADDOCK			

STACY REED
DEPUTY CITY CLERK


Public Hearing Date: N/A

Read the first time in full and on motion by Councilperson Paddock.

Read the second time by title and referred to the Finance Committee.

Read the third time in full and on motion by Councilperson Paddock, placed on passage by the following vote:

<u>TOTAL VOTES</u>	<u>AYES</u>	<u>NAYS</u>	<u>ABSTAINED</u>	<u>ABSENT</u>
BENDER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
BOOKER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CHAMBERS	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ENSLEY	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FREISTROFFER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
HARTMAN	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
JEHL	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MYERS	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
PADDOCK	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

DATED: March 11, 2025

STACY REED, DEPUTY CITY CLERK

Passed and adopted by the Common Council of the City of Fort Wayne, Indiana, as

Special Ordinance No. S-25-02-11 on the 11th day of March, 2025

ATTEST:

STACY REED
DEPUTY CITY CLERK

PRESIDING OFFICER

Presented by me to the Mayor of the City of Fort Wayne, Indiana, on the 12th of March 2025, at the hour of 2:20 o'clock P.M. E.S.T.

STACY REED, DEPUTY CITY CLERK

Approved and signed by me this 13th day of March 2025, at the hour of 1:57 o'clock P.M. E. S.T.

SHARON TUCKER, MAYOR

