102325-TITR

MASTER AGREEMENT #102325
CATEGORY: Public Safety Training and Simulation Equipment and Technology
SUPPLIER: Ti Training LE, LLC dba Table Mountain Group

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Ti Training LE, LLC dba Table Mountain Group, 16163 W. 45th Drive, Suite H, Golden, CO 80403 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1:
General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.

2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.

3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.

4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on February 13, 2030, unless it is cancelled or extended as defined in this Agreement.

    1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.

    2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.

7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #102325 to Participating Entities. In Scope solutions include:

    1. Sourcewell is seeking proposals for Public Safety Training and Simulation Equipment and Technology, including but not limited to:
      a. Facilities, structures (fixed or mobile);
      b. Equipment, props, supplies, rentals, and consumables;
      c. Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment;
      d. Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies; and,
      e. Services, equipment, and software directly related to the offering of the solutions described in Sections 1. a. – d. above, including design, installation, maintenance, repair, training, integration, support, and customization.

8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) **Supplier Representations:**

    a. **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

    b. **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

    c. **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

    a. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

b. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

c. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

d. **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to

Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

e. **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

f. **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

g. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

h. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

i. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

j. **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

k. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

l. **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

m. **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

n. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

o. **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

p. **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

r. **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

s. **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

t. **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2:
Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

1) **Authorized Sellers**. Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.

2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
   - Identify the applicable Sourcewell Agreement number;
   - Clearly specify the requested change;
   - Provide sufficient detail to justify the requested change;
   - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
   - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

   A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
   - Maintenance and management of this Agreement;
   - Timely response to all Sourcewell and Participating Entity inquiries; and
   - Participation in reviews with Sourcewell.

   Sourcewell's Authorized Representative is its Chief Procurement Officer.

4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

   The Report must contain the following fields:
   - Participating Entity Name (e.g., City of Staples Highway Department);
   - Participating Entity Physical Street Address;
   - Participating Entity City;
   - Participating Entity State/Province;
   - Participating Entity Zip/Postal Code;
   - Sourcewell Participating Entity Account Number;
   - Transaction Description;
   - Transaction Purchased Price;
   - Sourcewell Administrative Fee Applied; and
   - Date Transaction was invoiced/sale was recognized as revenue by Supplier.

   If collected by Supplier, the Report may include the following fields as available:
   - Participating Entity Contact Name;
   - Participating Entity Contact Email Address;
   - Participating Entity Contact Telephone Number;

7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.

8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.

13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.

14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.

17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier

or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**
   a) **During the term of this Agreement:**
      i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

      ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

   b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

   c) **Use; Quality Control.**
      i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

      ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

   d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

   a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
   - $1,500,000 each occurrence Bodily Injury and Property Damage
   - $1,500,000 Personal and Advertising Injury
   - $2,000,000 aggregate for products liability-completed operations
   - $2,000,000 general aggregate

   b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

   c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

   d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses

paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3:
Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.

8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

| Sourcewell | Ti Training LE, LLC |
| | dba Rable Mountain Group |

Signed by:

Jeremy Schwartz

C0FD2A139D06489...

By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: _____2/12/2026 | 10:42 AM CST_____

Signed by:

Kila Otte

B4BE3267B2424B5...

By: _____

Kila Otte

Title: Executive Vice President

Date: _____2/12/2026 | 10:38 AM CST_____

RFP 102325 - Public Safety Training and Simulation Equipment and Technology

Vendor Details

Company Name:	Ti Training LE, LLC
Address:	4680 Table Mountain Drive Unit 150 Golden, CO 80403
Contact:	Ashley Cody
Email:	ashley@titraining.com
Phone:	303-414-3555 255
Fax:	303-414-3556
HST#:	46-4201841

Submission Details

Created On:	Tuesday October 07, 2025 11:13:26
Submitted On:	Thursday October 16, 2025 16:35:33
Submitted By:	Kila Otte
Email:	kila@titraining.com
Transaction #:	c477456b-83ab-41b2-85d6-34c30ef21852
Submitter's IP Address:	147.243.203.234

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer's corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Ti Training LE LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Table Mountain Group	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	UEI-CXLVD851U9S8	*
5	Provide your NAICS code applicable to Solutions proposed.	611699 & 611430	
6	Proposer Physical Address:	16163 W 45th Dr. Suite H Golden, CO 80403	*
7	Proposer website address (or addresses):	www.TiTraining.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Kila Otte, Executive Vice President, 16163 W 45th Dr. Suite H Golden, CO. 80403; kila@titraining.com; 303-414-3555	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Kila Otte, Executive Vice President, 16163 W 45th Dr. Suite H Golden, CO. 80403; kila@titraining.com; 303-414-3555	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Paul Barsa COO; 16163 W 45th Dr. Suite H Golden, CO. 80403; Paul@titraining.com; 303-414-3555	*

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *	

| 11 | Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions. | Founded in 2006 and headquartered in Golden, Colorado, Ti Training has been a trusted leader in the development, manufacturing, and support of interactive simulation and training systems for law enforcement, military, and public safety professionals. For nearly two decades, Ti Training has remained dedicated to delivering realistic, effective, and mission-critical training solutions that prepare users for real-world decision-making under pressure.

Core Values

At Ti Training, our business is guided by a set of enduring core values:

Integrity – We operate with honesty and transparency in every customer relationship.

Innovation – We continuously advance our technology to reflect modern training challenges and industry standards.

Commitment – We stand behind every system we deliver with comprehensive service and lifetime support.

Customer Focus – We build partnerships through responsiveness, reliability, and respect for the unique needs of each client.

Business Philosophy

Ti Training's philosophy is simple: combine cutting-edge technology with exceptional service to ensure the success of every training program. We believe that true value comes not only from the quality of our systems but from the ongoing support we provide. Our 24/7 customer assistance, free software updates, and open-enrollment training programs reflect our dedication to long-term client success.

Industry Longevity and Expertise

With nearly 20 years of proven performance, Ti Training has earned a reputation for excellence, reliability, and innovation in the simulation training industry. Our solutions are field-tested and trusted by hundreds of agencies throughout the United States and internationally. Each system is backed by a full-service support team based in Colorado, ensuring rapid response, expert maintenance, and continuous improvement.

Through experience, innovation, and unwavering commitment, Ti Training continues to set the standard for interactive simulation technology that enhances readiness, confidence, and performance. | * |
| 12 | What are your company's expectations in the event of an award? | In the event Ti Training is selected for award, our expectation is to establish a clear, collaborative, and transparent partnership with the awarding agency from day one. We view every contract as a long-term commitment—one that requires consistent communication, accountability, and performance.

Ti Training's expectations include:

Defined Points of Contact: A primary agency liaison to ensure efficient coordination, scheduling, and communication throughout the project.

Mutual Alignment on Deliverables: A jointly approved project schedule, milestone plan, and scope confirmation prior to implementation to ensure all parties share the same operational goals.

Access for Implementation: Reasonable access to designated facilities, systems, or personnel as required for timely installation, integration, and training.

Feedback and Collaboration: Open communication and feedback channels to continually refine solutions and ensure satisfaction with both product performance and support.

Timely Administrative Processing: Prompt handling of purchase orders, invoicing, and acceptance documentation to support on-time project delivery.

Our objective following an award is not only to deliver the contracted solution but also to build a trusted partnership that provides enduring value well beyond the initial deployment. Ti Training is committed to proactive engagement, measurable performance, and complete customer satisfaction throughout the life of the contract. | * |

13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Ti Training is a privately held, debt-free corporation headquartered in Golden, Colorado. Since our founding in 2006, the company has maintained consistent financial growth, a stable operating base, and a strong record of fiscal responsibility. Ti Training's business model emphasizes sustainable operations, long-term customer relationships, and reinvestment into research, product development, and customer support. The company has no outstanding long-term debt obligations, and all products and services are funded through internal cash flow. Our continued success in serving federal, state, and municipal agencies demonstrates Ti Training's proven financial capacity to support multi-year contracts, provide ongoing maintenance and updates, and meet all warranty and service obligations without interruption. Upon request, Ti Training can provide banking references, financial statements, or a letter of good standing from our financial institution to verify our financial stability and creditworthiness.Ti Training maintains an active Dun & Bradstreet registration and a valid D-U-N-S® number under its Golden, Colorado headquarters. As a privately held corporation, Ti Training has consistently demonstrated financial stability and maintains strong creditworthiness with no outstanding long-term debt. The company's Dun & Bradstreet profile reflects timely payment performance and a low-risk financial status. Ti's Paydex rating is 68	*
14	What is your US market share for the Solutions that you are proposing?	Ti Training is a well-established and globally recognized provider of immersive training and simulation systems, serving over 1,200 clients worldwide. While precise market share estimates are proprietary and not publicly disclosed, our presence across diverse law enforcement, defense, and commercial sectors places us among the key, specialized vendors in the use-of-force and simulation training space. We regularly monitor industry trends and maintain competitive intelligence, and we are willing to present more detailed market assessments under non-disclosure if required by the awarding agency.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Ti Training is a leading provider of immersive simulation and decision-making training systems, serving more than 1,200 agencies worldwide, including over 30 law enforcement and public safety organizations across Canada. Our international footprint reflects both the scalability and adaptability of our solutions. Ti Training's systems are trusted by agencies at the federal, provincial, and municipal levels for critical skills development, use-of-force instruction, and scenario-based training.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Ti Training affirms that it has no current or completed bankruptcy proceedings for the Proposer or any identified Responsible Party within the past seven (7) years. The company has maintained continuous financial stability and operations during this period, with no insolvency actions, reorganizations, or creditor protection filings of any kind. In accordance with Sourcewell's solicitation requirements, Ti Training further acknowledges its responsibility to provide written notice to Sourcewell immediately upon entering any bankruptcy proceeding at any time during the pendency of this RFP evaluation or the resulting contract period. Ti Training remains in good financial standing and capable of meeting all contractual and performance obligations under this proposal.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Ti Training is both a manufacturer and service provider specializing in the design, production, installation, and long-term support of interactive simulation and training systems. All core functions—including hardware assembly, software development, system integration, and technical support—are performed by Ti Training's in-house employees based at our headquarters in Golden, Colorado. Ti Training's sales and service team consists of full-time company employees who operate under the direction of Ti Training management. These professionals are responsible for direct client engagement, product demonstrations, proposal development, installation coordination, and ongoing technical support. This structure ensures consistent communication, product knowledge, and service quality across all customer interactions. In addition to our internal team, Ti Training maintains a limited network of authorized dealers and distributors who assist with regional sales and on-site customer support. These partners are independently contracted third parties, carefully vetted, trained, and certified by Ti Training to meet our performance, technical, and service standards. This blended model—direct manufacturer support combined with a qualified dealer network—allows Ti Training to deliver a responsive, reliable, and customer-focused experience from initial purchase through the full lifecycle of the system.	*

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	N/A	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Ti Training affirms that it has no current or past debarments or suspensions for the Proposer or any identified Responsible Party within the past seven (7) years. The company has maintained continuous eligibility to contract with federal, state, and local government entities and has not been subject to any disciplinary or exclusionary actions. In accordance with Sourcewell's solicitation requirements, Ti Training further acknowledges its obligation to provide written notice to Sourcewell immediately upon entering any debarment or suspension status at any time during the pendency of this RFP evaluation or throughout the duration of any resulting contract. Ti Training remains in good standing and fully authorized to conduct business with all public sector and private sector clients.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Ti Training has been a trusted and approved federal vendor, proudly holding a General Services Administration (GSA) contract for over 17 years. This long-standing federal partnership reflects our proven performance, compliance, and reliability in delivering simulation and training solutions to government and public safety agencies nationwide. Ti Training is also the holder of multiple patents related to TASER® application technologies and interactive design functions that enhance realism and instructional effectiveness within our simulation platforms. These innovations demonstrate Ti Training's leadership and ongoing investment in advancing training technology. In addition, Ti Training's courseware and instructional design have earned national certification from the International Association of Directors of Law Enforcement Standards and Training (IADLEST). This certification signifies that Ti Training's curriculum meets rigorous national standards for law enforcement training quality, integrity, and instructional design. Together, these credentials underscore Ti Training's commitment to excellence, innovation, and trusted performance across every level of public safety training.	*
21	What percentage of your sales are to the governmental sector in the past three years?	90%	*
22	What percentage of your sales are to the education sector in the past three years?	10%	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Ti Training maintains active and successful state purchasing contracts across the United States, demonstrating consistent performance, compliance, and customer satisfaction in the delivery of simulation and training solutions. Over the past several years, Ti Training has achieved the following approximate sales totals through established state contract vehicles: Iowa: Over $300,000 in sales Ohio: Over $500,000 in sales New Jersey: Over $900,000 in sales Texas: Over $1,300,000 in sales California: Over $3,000,000 in sales Florida: Over $2,300,000 in sales Colorado: Over $900,000 in sales Idaho: Over $600,000 in sales Tennessee: Over $1,000,000 in sales This proven record of success across multiple state procurement programs highlights Ti Training's strong financial performance, contract management expertise, and ability to deliver high-quality systems and services that meet the needs of diverse public safety and training organizations nationwide.	*

| 24 | List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years? | Ti Training is an established General Services Administration (GSA) contract holder, proudly maintaining this federal designation for more than 17 years. Through the GSA Schedule, Ti Training provides advanced interactive simulation and training systems to federal, state, and municipal agencies nationwide.

In 2025, Ti Training achieved over $3,000,000 in GSA contract sales, reflecting continued growth, strong client demand, and reliable performance in fulfilling government orders. This success demonstrates Ti Training's proven capability to manage large-scale contracts, deliver on-time installations, and maintain full compliance with all federal procurement and reporting requirements.

Our sustained presence on the GSA Schedule underscores Ti Training's reputation as a trusted, financially stable, and performance-driven vendor within the public safety and defense training industry. | * |

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Denver Police Department	Jason Moore	jason.moore@denvergov.org	*
Iowa DPS	Matt Struecker	struecke@dps.state.ia.us	*
Baltimore Police	Damond Durant	Damond.durant@baltimorepolice.org	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
26	Sales force.	Ti Training maintains a dedicated, full-time sales staff of six (6) professionals, each with specialized experience in law enforcement, public safety, and simulation training technology. This team operates under Ti Training's corporate headquarters in Golden, Colorado, and is responsible for direct client engagement, demonstrations, proposal development, and contract management. All sales personnel are Ti Training employees, not third-party representatives, ensuring consistent communication, deep product knowledge, and alignment with company standards and values. The sales staff works closely with Ti Training's technical and customer support teams to provide a seamless customer experience—from system selection and configuration through delivery, installation, and long-term support. This structure allows Ti Training to maintain personalized service while supporting hundreds of agencies nationwide and internationally.	*

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	In addition to its direct sales and service staff, Ti Training partners with a select group of authorized resellers and international representatives to extend the reach and responsiveness of its products and support. These partnerships allow Ti Training to provide localized expertise, faster delivery, and on-site customer assistance across the United States and abroad. Key reseller and distribution partners include: ADS, Inc. Safety Source, Inc. W.S. Darley & Company Blackfox Tactical Range Systems A network of international representatives serving agencies throughout Canada, Europe, and other global regions. All partners are carefully vetted, trained, and supported by Ti Training to ensure they meet the same standards of quality, integrity, and customer service that define our direct operations. Through this combined approach—direct sales supported by trusted resellers—Ti Training ensures that every client receives a responsive, knowledgeable, and fully supported experience from initial purchase through the life of the system.	*
28	Service force.	Ti Training maintains a full-time, in-house service staff of eight (8) highly trained professionals based at the company's headquarters in Golden, Colorado. This team provides comprehensive customer support, technical assistance, system installation, maintenance, and product training for all Ti Training systems worldwide. All service personnel are Ti Training employees, ensuring consistency, accountability, and direct communication between clients and the manufacturer. The service staff includes specialists in software engineering, hardware diagnostics, field installation, and customer training—allowing Ti Training to provide end-to-end lifecycle support from system setup to ongoing maintenance and upgrades. Ti Training's service team is available 24/7/365 through phone, email, and remote maintenance capabilities, ensuring minimal downtime and maximum system performance for every customer.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Ti Training manages all components of the order process directly, ensuring accuracy, efficiency, and accountability from initial quote to final delivery. As both the manufacturer and service provider, Ti Training oversees every stage of order fulfillment internally, without reliance on third-party processing. The standard ordering process includes the following steps: Quotation and Scope Confirmation – Ti Training's sales team works directly with the customer to confirm technical requirements, pricing, and delivery timelines. A formal quote or proposal is then issued for approval. Purchase Order Submission – Upon receipt of a customer purchase order or signed contract, Ti Training assigns a dedicated project coordinator to oversee all aspects of order fulfillment. Order Processing and Production – Ti Training manufactures and configures all hardware and software components in-house to meet the specific needs of the purchasing agency. Quality Assurance and Testing – Each system undergoes a full functional inspection and quality control check prior to shipment to ensure readiness upon delivery. Delivery, Installation, and Training – Ti Training's service team coordinates shipping, on-site installation, and operator training to ensure successful deployment. Post-Delivery Support – After installation, Ti Training provides ongoing technical support, free software updates, and system maintenance for the life of the product. This fully managed process ensures single-source responsibility, clear communication, and reliable end-to-end execution for every order.	*

| 30 | Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises. | Ti Training is committed to delivering industry-leading customer service through a structured, proactive, and performance-driven support program. Our service philosophy is built on responsiveness, accountability, and technical excellence—ensuring every client receives consistent, reliable assistance throughout the entire lifecycle of their system.

Customer Service Process and Procedure

Centralized Support Access
All customer service requests are managed directly through Ti Training's Customer Support Center located in Golden, Colorado. Clients may reach our support team via toll-free phone, email, or online service request—available 24 hours a day, 7 days a week, 365 days a year.

Tiered Response Protocols

Immediate Response (within 1 hour): For critical operational issues or system outages, customers receive same-day contact from a qualified support technician.

Standard Response (within 4 business hours): For general inquiries, training questions, or non-critical technical issues, response is provided within four business hours.

Resolution Commitment: Most issues are resolved remotely within 24 hours. If hardware repair is required, Ti Training provides a loaner system shipped overnight to minimize downtime.

Service Tracking and Escalation
All service requests are logged and tracked in Ti Training's internal support database. Unresolved cases are automatically escalated to senior technicians or engineering staff to ensure timely resolution.

Proactive Maintenance and Software Updates
Ti Training provides free software updates and remote diagnostics to maintain system performance and ensure customers are running the latest version of all applications.

Customer Satisfaction Monitoring
After each support interaction, Ti Training solicits customer feedback to assess performance, identify improvement opportunities, and maintain our long-standing reputation for exceptional service.

Performance Incentives and Service Quality Assurance

Ti Training's service technicians and customer support representatives are evaluated and incentivized based on response time, issue resolution efficiency, and customer satisfaction scores. This approach reinforces accountability and ensures our support team meets or exceeds the company's service-level commitments.

Summary of Commitments

24/7/365 access to live support

1-hour response time for critical issues

24-hour average resolution time

Loaner systems provided when repairs are required

Free software updates and remote diagnostics

Ongoing customer satisfaction monitoring

Ti Training's customer service program is a cornerstone of our value proposition—ensuring every client receives immediate, expert, and reliable assistance whenever it's needed. |

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Ti Training is fully capable and committed to providing its complete portfolio of products, services, and support to Sourcewell participating entities throughout the United States and Canada. With nearly two decades of experience serving federal, state, municipal, and educational organizations, Ti Training has the infrastructure, personnel, and processes in place to deliver consistent quality and responsive service across multiple jurisdictions.
		Nationwide Delivery Capability
		Ti Training's systems are manufactured, configured, and shipped from our Golden, Colorado headquarters, with logistics processes designed to support timely delivery to customers across North America. The company's dedicated sales staff of six and service staff of eight provide regional and remote support to ensure seamless implementation and responsive after-sale service for all Sourcewell participants.
		Reseller and Partner Support
		To enhance reach and responsiveness, Ti Training maintains a network of authorized resellers and international representatives, including ADS, Safety Source, W.S. Darley, Blackfox Tactical, and Range Systems. These partners extend Ti Training's ability to provide localized sales, installation, and training support while maintaining full compliance with Ti Training's quality and service standards.
		Commitment to Sourcewell Members
		Ti Training is committed to providing uniform pricing, contract compliance, and high-quality service to all Sourcewell members, regardless of agency size or location. We will honor all contract terms and provide ongoing support—including software updates, technical assistance, and training—to ensure Sourcewell participants receive full value from their procurement.
		Summary of Capabilities
		Nationwide and Canadian delivery and installation
		Direct manufacturer support with authorized reseller assistance
		24/7/365 technical and customer service availability
		Competitive contract pricing for all participating entities
		Proven success with over 1,200 agencies, including 30+ in Canada
		Ti Training welcomes the opportunity to partner with Sourcewell and its members, offering reliable, field-proven solutions that enhance training, readiness, and performance across the public safety and government sectors.

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Ti Training is fully capable and committed to providing its complete portfolio of products, services, and support to Sourcewell participating entities throughout the United States and Canada. With nearly two decades of experience serving federal, state, municipal, and educational organizations, Ti Training has the infrastructure, personnel, and processes in place to deliver consistent quality and responsive service across multiple jurisdictions.	*
		Nationwide Delivery Capability	
		Ti Training's systems are manufactured, configured, and shipped from our Golden, Colorado headquarters, with logistics processes designed to support timely delivery to customers across North America. The company's dedicated sales staff of six and service staff of eight provide regional and remote support to ensure seamless implementation and responsive after-sale service for all Sourcewell participants.	
		Reseller and Partner Support	
		To enhance reach and responsiveness, Ti Training maintains a network of authorized resellers and international representatives, including ADS, Safety Source, W.S. Darley, Blackfox Tactical, and Range Systems. These partners extend Ti Training's ability to provide localized sales, installation, and training support while maintaining full compliance with Ti Training's quality and service standards.	
		Commitment to Sourcewell Members	
		Ti Training is committed to providing uniform pricing, contract compliance, and high-quality service to all Sourcewell members, regardless of agency size or location. We will honor all contract terms and provide ongoing support—including software updates, technical assistance, and training—to ensure Sourcewell participants receive full value from their procurement.	
		Summary of Capabilities	
		Nationwide and Canadian delivery and installation	
		Direct manufacturer support with authorized reseller assistance	
		24/7/365 technical and customer service availability	
		Competitive contract pricing for all participating entities	
		Proven success with over 1,200 agencies, including 30+ in Canada	
		Ti Training welcomes the opportunity to partner with Sourcewell and its members, offering reliable, field-proven solutions that enhance training, readiness, and performance across the public safety and government sectors.	
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Ti Training provides full sales, delivery, installation, and support coverage throughout the entire United States and Canada. There are no regions or territories that Ti Training will not service.	*
		Our company's nationwide network of employees, authorized resellers, and certified service partners allows Ti Training to deliver and support systems efficiently in all U.S. states, provinces, and territories, including remote or rural locations. Regardless of geography, every customer receives the same high standard of responsiveness, technical expertise, and after-sale support.	
		This commitment to 100% service coverage ensures that all Sourcewell participating entities—whether located in major metropolitan areas or small rural communities—can access Ti Training's full range of products, training systems, and customer support resources without limitation.	
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Ti Training confirms that there are no Sourcewell Participating Entities that will be restricted from full access to our products, solutions, or services. All entities eligible under the Sourcewell contract will have equal and unrestricted access to Ti Training's complete catalog of simulation systems, software, courseware, and support services.	*
		Ti Training is committed to ensuring that every Participating Entity—regardless of size, location, or jurisdiction—receives the same pricing, quality, and level of service. Our infrastructure, logistics, and customer support programs are designed to provide consistent, reliable delivery and assistance throughout the United States and Canada.	
		This inclusive approach guarantees that all Sourcewell members can confidently procure, implement, and maintain Ti Training's solutions with full manufacturer support and lifetime service continuity.	

| 35 | Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories. | Ti Training confirms that there are no specific requirements or restrictions that would limit or prevent Sourcewell Participating Entities located in Hawaii, Alaska, or any U.S. Territories from purchasing or receiving our products and services.

All Ti Training systems, software, and support services are available for shipment, installation, and maintenance in these regions under the same terms and conditions as those offered to mainland U.S. and Canadian customers. Logistics coordination, shipping arrangements, and service scheduling are handled directly by Ti Training's in-house operations team to ensure timely and efficient delivery.

Ti Training is fully committed to providing equal access and full support to all Participating Entities, regardless of geographic location, ensuring consistent service quality across all areas of operation. | * |
| 36 | Will Proposer extend terms of any awarded master agreement to nonprofit entities? | Ti Training confirms its full willingness to extend the terms, pricing, and benefits of any awarded Master Agreement to qualified nonprofit entities that are eligible to participate under Sourcewell's cooperative purchasing program.

Ti Training recognizes that nonprofit organizations play a critical role in public safety, education, and community preparedness. As such, these entities will receive the same contract pricing, service levels, and support as government or educational members participating through Sourcewell.

This commitment ensures that all eligible nonprofits—regardless of size or location—can access Ti Training's full suite of simulation products, training systems, and customer support services under the awarded cooperative contract. | * |

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	

| 37 | Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response. | Ti Training will actively promote the awarded Sourcewell contract through a comprehensive, multi-channel marketing strategy designed to maximize visibility, participation, and ease of access for eligible entities across the United States and Canada. Our approach combines targeted outreach, education, and cooperative marketing to ensure that all potential Sourcewell participants are aware of and can easily utilize the contract.

1. Direct Outreach to Eligible Agencies

Ti Training's sales staff of six and our network of authorized resellers and international representatives will directly inform existing and prospective customers—including law enforcement, corrections, and public safety agencies—of the availability and benefits of purchasing through the Sourcewell contract. This includes personalized communications, demonstrations, and proposal assistance to streamline procurement for participating entities.

2. Digital and Web-Based Marketing

Ti Training will feature the Sourcewell contract prominently on our official website (www.titraining.com) with dedicated pages outlining contract details, eligibility, and how to order. Additional promotion will occur through:

Targeted email campaigns to agency contacts nationwide.

Social media posts highlighting cooperative purchasing benefits.

Online demonstrations and webinars showcasing product capabilities under the Sourcewell contract.

3. Trade Shows, Conferences, and Training Events

Ti Training will continue to promote the Sourcewell partnership at national and regional industry events such as:

IACP (International Association of Chiefs of Police)

ILEETA (International Law Enforcement Educators and Trainers Association)

SHOT Show and Use-of-Force Training Summits

State and regional Police Chief and Sheriff Association conferences
These events provide valuable platforms for live product demonstrations and contract education for Sourcewell-eligible entities.

4. Collaboration with Sourcewell

Ti Training will work in partnership with Sourcewell's marketing and outreach teams to share approved materials, case studies, and joint announcements. We will also participate in Sourcewell's cooperative marketing initiatives to expand awareness within targeted sectors, including education, corrections, and emergency management.

5. Consistent Branding and Messaging

All marketing materials, communications, and proposals will clearly display the Sourcewell contract number and cooperative purchasing eligibility language to ensure transparency and compliance.

Summary:
Through coordinated outreach, digital visibility, event participation, and Sourcewell collaboration, Ti Training will actively promote this contract opportunity to ensure maximum participation, streamlined purchasing, and broad awareness among all eligible agencies and nonprofit entities. | * |

| 38 | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness. | Ti Training leverages a comprehensive, data-driven marketing strategy that integrates digital tools, analytics, and social media engagement to expand visibility, improve targeting accuracy, and strengthen relationships with current and prospective clients. Our approach balances innovation with compliance, ensuring all outreach adheres to federal and state privacy standards as well as Sourcewell's cooperative marketing guidelines.

1. Digital Marketing Infrastructure

Ti Training utilizes a customer relationship management (CRM) platform to track interactions, monitor engagement, and evaluate campaign performance. This allows the sales and marketing teams to identify high-value prospects, tailor communications to agency needs, and measure the effectiveness of digital outreach initiatives in real time.

2. Social Media and Online Presence

Ti Training maintains an active and professional presence on LinkedIn, Facebook, and YouTube, using these platforms to share:

Product demonstrations and training videos

Announcements of new software updates and contract opportunities

Educational content relevant to law enforcement, corrections, and public safety training

Analytics from these platforms—such as engagement rates, audience demographics, and content performance—are reviewed regularly to guide message refinement and maximize reach.

3. Web and Metadata Optimization

Ti Training employs search engine optimization (SEO) and metadata tagging to enhance discoverability of its website and Sourcewell contract materials. This ensures agencies searching for cooperative purchasing options or simulation training systems can easily find Ti Training's offerings online. Website traffic data, including visitor behavior and conversion metrics, are analyzed to continuously improve page layout, content relevance, and user experience.

4. Targeted Email and Campaign Analytics

Through the CRM system, Ti Training executes targeted email campaigns segmented by agency type, geography, and product interest. Campaign performance—open rates, click-through metrics, and response trends—is tracked and analyzed to optimize future outreach and better align messaging with the needs of public safety agencies.

5. Secure Data Practices

All digital marketing and analytics processes adhere to strict data security and privacy standards. Ti Training does not sell or share customer data and uses analytics exclusively for the purpose of improving outreach relevance, service quality, and client engagement.

Summary:
By combining advanced CRM analytics, social media engagement, SEO optimization, and data-driven campaign evaluation, Ti Training maximizes marketing effectiveness while maintaining the professionalism, accuracy, and compliance expected in the public safety and government sectors. |

| 39 | In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process? | Ti Training views Sourcewell as a strategic partner in the promotion, education, and facilitation of cooperative purchasing opportunities for public-sector and nonprofit entities. Sourcewell's role is vital in helping members understand the advantages of using competitively awarded contracts to streamline procurement while maintaining compliance with local and state purchasing regulations.

Sourcewell's Role in Promotion

Ti Training recognizes Sourcewell's leadership in:

Educating participating entities on the benefits, eligibility, and efficiency of cooperative purchasing.

Maintaining the Sourcewell contract portal as a central resource for accessing contract details, documentation, and awarded vendor information.

Providing joint marketing support, including online listings, webinars, and collaborative outreach to promote awarded contracts to eligible agencies.

Ensuring transparency and compliance through standardized processes that simplify procurement for end users.

Through these efforts, Sourcewell helps connect qualified agencies with reputable, competitively vetted vendors—creating a win-win environment that promotes trust, efficiency, and cost savings.

Integration into Ti Training's Sales Process

Upon award, Ti Training will fully integrate the Sourcewell contract into its sales operations, marketing materials, and proposal workflow to ensure seamless use by eligible entities. Key actions include:

Internal Training and Alignment
Ti Training's six-member sales team and authorized reseller network will receive detailed instruction on Sourcewell contract terms, eligibility criteria, and ordering procedures.

Contract Identification in All Materials
All quotes, proposals, marketing brochures, and website listings will clearly display the Sourcewell contract number, simplifying reference for purchasing agents and procurement officers.

Dedicated Sourcewell Point of Contact
A specific member of Ti Training's sales management team will serve as the Sourcewell Contract Administrator, responsible for communication, reporting, and compliance coordination between Ti Training and Sourcewell.

CRM and Tracking Integration
Ti Training's CRM system will be updated to tag Sourcewell opportunities, enabling the company to track inquiries, proposals, and sales activities associated with the cooperative contract and report performance metrics as required.

Collaborative Marketing and Outreach
Ti Training will coordinate with Sourcewell's marketing department to share educational content, event participation, and promotional initiatives that expand awareness and drive engagement among participating entities.

Summary:
Ti Training views Sourcewell not merely as a contract administrator but as a partner in outreach, education, and cooperative procurement success. By embedding the Sourcewell agreement into our sales systems, marketing channels, and staff training, Ti Training ensures that every participating entity can easily and confidently access our solutions through this streamlined purchasing pathway. | * |

40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Ti Training does not utilize an automated e-procurement ordering system, as all Ti Training systems are custom designed, engineered, and configured for each individual agency. Because every project is tailored to the customer's operational requirements, facility specifications, and training objectives, our order process requires direct engagement between Ti Training's sales and technical teams and the purchasing agency.
		Custom Order Approach
		Each Ti Training solution is developed through a consultative process that includes:
		Needs Assessment – Direct collaboration with agency staff to determine the optimal system configuration, software suite, and training objectives.
		Scope Definition and Quotation – Ti Training provides a detailed, itemized proposal and quotation that reflects the agency's specific requirements.
		Purchase Order Submission – Once approved, the order is processed internally by Ti Training's operations and production departments for build, test, and delivery.
		Installation and Training – Ti Training's service team performs on-site installation and training to ensure system readiness and user proficiency.
		Procurement Accessibility
		Although Ti Training does not offer an e-commerce or automated ordering portal, we fully support electronic submission of purchase orders, digital documentation exchange, and electronic invoicing through government-approved channels. This ensures a smooth, compliant transaction process for governmental, educational, and nonprofit customers.
		All documentation—including quotes, specifications, and invoicing—can be provided in digital formats compatible with most public-sector procurement systems.
		Summary: Because each Ti Training system is custom-engineered and agency-specific, our process prioritizes precision and collaboration over automation. This approach ensures that every client receives a system built to exact operational standards while maintaining full compliance with digital procurement practices used by government and educational institutions.Ti Training fully supports electronic invoicing and payment processes to meet the requirements of federal, state, and local government agencies, as well as educational and nonprofit entities. While our systems are custom-built and not purchased through an automated e-commerce portal, Ti Training ensures that all billing and documentation can be managed electronically for efficiency and compliance.
		Capabilities and Accepted Methods
		Electronic Invoicing (E-Invoicing): Ti Training can transmit invoices electronically in PDF or XML format via email or secure upload to customer procurement platforms, including systems such as Ariba, Coupa, and Jaggaer, or directly through agency finance portals.
		Electronic Payments: Ti Training accepts ACH transfers, EFT payments, and government purchasing cards (P-Cards), consistent with the payment practices of most public-sector entities.
		Purchase Order Integration: All invoices reference the corresponding purchase order number, contract number (including Sourcewell identifiers, if applicable), and itemized cost details to ensure traceability and compliance with agency accounting systems.
		Digital Documentation: All quotes, invoices, and supporting materials are digitally archived, allowing agencies to receive and retain complete electronic records for audit and financial management purposes.
		Commitment to Efficiency and Accuracy
		Ti Training's finance department monitors all transactions to ensure timely processing, error-free documentation, and responsive communication with agency procurement and accounts payable teams. Our electronic invoicing procedures are designed to reduce administrative burden, accelerate payment cycles, and maintain transparency throughout the financial process.
		Summary: Although Ti Training does not operate a public e-commerce portal, we fully embrace secure electronic billing and payment technologies to support modern procurement workflows. This ensures every Sourcewell Participating Entity can conduct transactions with Ti Training efficiently, accurately, and in full compliance with public-sector financial standards.

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Ti Training provides comprehensive, hands-on training programs designed to ensure that all Sourcewell Participating Entities can operate, maintain, and maximize the effectiveness of their simulation and training systems. All training is conducted by Ti Training's in-house technical and instructor staff, located at our headquarters in Golden, Colorado, or delivered on-site at the customer's facility. 1. Operator and Instructor Training Ti Training offers both Operator and Instructor Certification programs to ensure that agency personnel can confidently run, manage, and customize training scenarios. Standard Training (Included): Conducted during system installation at no additional cost. Covers system setup, operation, scenario navigation, troubleshooting, and basic maintenance. Typically delivered as a one- or two-day session, depending on system complexity. Optional Advanced Training: In-depth instruction on scenario creation, software customization, and advanced reporting tools. Available in-person at Ti Training's facility or via virtual session. Offered at a nominal training fee (based on course length and participant count). 2. Maintenance and Technical Support Training Maintenance and basic service training are included as part of Ti Training's standard customer support. Standard Support (Included): 24/7/365 customer support hotline and email access. Remote diagnostics and free software updates for the life of the system. Loaner systems provided if equipment requires repair at Ti Training's facility. Optional On-Site Maintenance Training: Offered for agencies seeking to perform routine maintenance independently. Delivered by Ti Training technicians with certification available upon completion. 3. Refresher and Continuing Education Ti Training maintains an open enrollment program for refresher training at our Golden, Colorado headquarters. Classes are available monthly (technical/operator) and quarterly (instructor-level). Unlimited free enrollment is available to all current customers under warranty or service agreement. 4. Cost Summary Standard Operator/Installation Training On-site is Included (No Cost) Advanced/Scenario Development Training On-site or Virtual is Optional and is Quoted Per Session. Maintenance Training is provided by Ti Training Technician and can be On-site or Golden HQ and is optional and Quoted Per Session. Refresher/Continuing Education is provided by Ti Training Instructor Onsite or Golden HQ and is Included (No Cost). Summary: All Sourcewell Participating Entities receive comprehensive training as part of every system installation. Ti Training's programs are structured to ensure long-term system success through included standard training, optional advanced programs, and ongoing lifetime support—all delivered directly by Ti Training's experienced staff, not third-party contractors.	*

42	Describe any technological advances that your proposed Solutions offer.	Ti Training is a recognized industry innovator in interactive simulation and scenario-based training technology. Our systems combine patented hardware design, proprietary software, and certified instructional content to deliver the most realistic, data-driven, and immersive training experience available to law enforcement, military, and public safety agencies.

1. Patented Live Fire Simulation Technology

Ti Training holds a U.S. patent for Live Fire System integration, which allows agencies to conduct live-fire exercises within a controlled, simulation-based environment. This breakthrough enables the use of actual service weapons and live ammunition while maintaining complete safety through specialized ballistic containment and high-speed sensor feedback systems. This patented live-fire capability provides:

Authentic ballistic performance using duty firearms.

Immediate shot analysis and tracking for accuracy and reaction measurement.

Safe, realistic training environments that combine the benefits of live fire with the analytics of virtual simulation.
This innovation bridges the gap between traditional range training and scenario-based decision-making, giving agencies a powerful hybrid training solution.

2. Patented Multi-Screen Movement Technology

Ti Training also holds a patent for multi-screen dynamic movement technology, enabling simulation screens to adjust, pivot, or reposition during training scenarios.
Key benefits include:

A 180° to 300° immersive field of view adaptable to each scenario.

Dynamic spatial awareness as screens shift to reflect the trainee's point of view or movement.

High-engagement realism for tactical and situational training.
This technology provides true environmental immersion, far beyond the limitations of fixed-screen simulators.

3. Patented TASER® and Force-Response Integration

Ti Training's patented TASER® simulation and force-response technology replicates the exact feel, aim, and discharge mechanics of electronic control weapons, allowing officers to train safely and realistically using authentic equipment. These systems provide measurable response analytics and de-escalation assessment tools for instructor review.

4. Modular, Custom-Built System Design

Each Ti Training system is custom engineered and manufactured to the specific needs of the purchasing agency. Systems can include single, multi-screen, or panoramic configurations, designed to accommodate available space, training goals, and budget. This modular approach ensures future scalability and upgrade compatibility.

5. Advanced Scenario Software and Authoring Tools

Ti Training's proprietary simulation software offers high-definition, branching video scenarios with real-time instructor control and decision tracking. The included authoring tools allow agencies to create or edit custom scenarios tailored to their unique policies, regional laws, and operational procedures.

6. IADLEST-Certified Courseware

All Ti Training instructional programs and courseware are certified by the International Association of Directors of Law Enforcement Standards and Training (IADLEST), verifying adherence to national standards for law enforcement education, instructional design, and professional training effectiveness.

7. Remote Maintenance, Analytics, and Updates

Ti Training's systems include remote diagnostics, lifetime software updates, and integrated analytics dashboards. These tools enable real-time performance tracking, instructor feedback, and continuous improvement across all installed systems—without added maintenance costs.

Summary:
With patented technologies in Live Fire Systems, Multi-Screen Movement, and TASER® Simulation, combined with IADLEST-certified courseware and custom modular design, Ti Training delivers the most advanced, flexible, and realistic simulation platforms in the industry. These innovations empower agencies to enhance readiness, decision-making, and operational safety through immersive, data-supported training experiences.

| 43 | Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each. | Ti Training is committed to sustainable business practices that reduce environmental impact while maintaining product quality, reliability, and performance. Our initiatives focus on responsible manufacturing, energy efficiency, recycling, and digital innovation that minimizes waste throughout the product lifecycle.

1. Sustainable Manufacturing and Materials

Ti Training's production processes emphasize responsible material sourcing and waste reduction.

Components and materials are selected from U.S.-based suppliers that comply with RoHS (Restriction of Hazardous Substances) and REACH standards for electronic equipment.

Manufacturing partners adhere to ISO 14001:2015 Environmental Management System Certification, ensuring environmentally responsible production, handling, and disposal practices.

Packaging materials are recyclable and minimal, using corrugated cardboard and biodegradable filler to reduce waste in shipping.

Certifying Agency:

ISO 14001:2015 Certification – International Organization for Standardization (ISO)

RoHS and REACH Compliance – European Union Standards (recognized globally for environmental safety in electronics)

2. Energy-Efficient System Design

All Ti Training systems are engineered to operate with low power consumption and LED-based projection technology.

Systems utilize solid-state projectors with extended lifespan and reduced heat output, minimizing energy demand and maintenance waste.

Ti's software platform is optimized for efficient computing power, reducing energy draw without sacrificing performance.

Certifying Agency:

ENERGY STAR® Compliance – U.S. Environmental Protection Agency (EPA)

3. Digital Delivery and Paperless Operations

Ti Training continues to reduce paper usage by transitioning to fully digital documentation, including electronic user manuals, service records, and invoicing.

All product documentation and training materials are distributed electronically.

Customer service operations utilize a cloud-based support and record system, eliminating printed service logs and reducing physical storage needs.

Certifying Agency:

Internal sustainability program aligned with EPA Waste Reduction Model (WARM) guidelines

4. Equipment Longevity and Lifecycle Management

Ti Training systems are designed for long operational life with modular components that can be upgraded instead of replaced.

Customers receive free software updates for the life of the system, reducing electronic waste associated with full-system replacement.

Ti Training offers recycling assistance and environmentally responsible disposal recommendations for any retired hardware.

Certifying Agency:

E-Stewards® Standard – Certified Electronics Recyclers (U.S. and Canada) | * |

| 44 | Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors. | Ti Training is committed to sustainability and energy efficiency in both product design and operational practices. While Ti Training's simulation systems are custom-engineered and assembled in-house, many of the components, materials, and manufacturing partners incorporated into our Solutions carry recognized third-party environmental certifications. These certifications ensure that Ti Training's products meet or exceed current environmental, energy, and life-cycle design standards.

1. ENERGY STAR® Compliance

Ti Training utilizes ENERGY STAR®–rated LED and laser projectors in its simulation systems. These components are certified by the U.S. Environmental Protection Agency (EPA) for energy efficiency and reduced environmental impact.

ENERGY STAR–qualified components lower total system power consumption and extend equipment life, contributing to long-term sustainability.

Certifying Agency:

U.S. Environmental Protection Agency (EPA) and U.S. Department of Energy (DOE)

2. RoHS and REACH Compliance

All electronic components used in Ti Training systems are sourced from manufacturers that comply with RoHS (Restriction of Hazardous Substances) and REACH (Registration, Evaluation, Authorization, and Restriction of Chemicals) standards.

These certifications confirm that Ti Training products are free from hazardous materials such as lead, mercury, and cadmium, promoting safe disposal and recycling at the end of their lifecycle.

Certifying Agency:

European Union (EU) Environmental and Chemical Safety Directive

3. ISO 14001:2015 Environmental Management

Ti Training's primary manufacturing partners operate under ISO 14001:2015 Environmental Management System Certification, demonstrating adherence to international standards for sustainable production, waste management, and continuous environmental improvement.

Certifying Agency:

International Organization for Standardization (ISO)

4. E-Stewards® Recycling Compliance

Ti Training promotes responsible electronic waste management through partnerships with E-Stewards® Certified Electronics Recyclers for end-of-life system components.

This certification ensures materials are recycled or disposed of in an environmentally safe and socially responsible manner.

Certifying Agency:

E-Stewards® (Basel Action Network)
While Ti Training's complete systems are custom-engineered and therefore not individually eco-labeled, the core components and manufacturing processes meet stringent environmental and energy standards, including ENERGY STAR®, RoHS, REACH, ISO 14001, and E-Stewards® compliance. These certifications demonstrate Ti Training's commitment to environmental stewardship, energy conservation, and life-cycle sustainability in the design and delivery of its Solutions. | * |
| 45 | What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities? | Ti Training offers a combination of innovation, reliability, and end-to-end support that distinguishes our company and our products within the simulation and training industry. Our solutions are designed not only to meet the needs of law enforcement, public safety, and educational agencies—but to exceed expectations in realism, customization, and long-term value.

1. 100% Custom-Designed Systems

Unlike many off-the-shelf simulation providers, Ti Training designs and builds every system specifically for each agency. This ensures that each installation reflects the agency's unique training environment, curriculum, and policy requirements. From room dimensions to tactical layout and curriculum integration, no two Ti systems are alike—offering a truly custom-engineered training experience for every Sourcewell participant.

2. Multiple Patented Technologies | |

Ti Training is the only simulation provider in the industry to hold multiple U.S. patents that enhance realism, performance, and immersion:

Live Fire System Patent – Allows agencies to safely conduct live-fire exercises using duty weapons and ammunition in a contained, data-tracked simulation environment.

Multi-Screen Movement Patent – Enables dynamic screen positioning for true 180°–300° field-of-view realism, enhancing situational awareness and trainee immersion.

TASER® Simulation Patent – Replicates real-world TASER® use, tracking activation and aiming data for complete training feedback.

These patents underscore Ti Training's position as a technology leader with capabilities unmatched by competitors.

3. Certified and Accredited Courseware

Ti Training's courseware and instructional programs are certified by the International Association of Directors of Law Enforcement Standards and Training (IADLEST), ensuring compliance with national training standards. This provides participating entities with the assurance that their simulation programs meet recognized law enforcement instructional requirements.

4. Comprehensive Service and Support Model

Every Ti Training customer—regardless of size or location—receives:

24/7/365 live customer support via toll-free line, email, and remote maintenance.

Free lifetime software updates and diagnostics.

Loaner systems provided when hardware repairs are required.

Monthly and quarterly training opportunities at no cost for warranty customers.
This combination of proactive service and ongoing technical support ensures uninterrupted training capability and maximum return on investment.

5. Proven Government and Cooperative Contract Experience

Ti Training has held a GSA Contract for more than 17 years, with over $3,000,000 in federal sales in 2025 alone, and maintains active state contracts across multiple jurisdictions—including California, Texas, Florida, and others—representing over $10 million in combined sales nationwide. This experience demonstrates Ti Training's proven ability to meet complex procurement requirements while maintaining pricing transparency and performance accountability.

6. Nationwide and International Coverage

Ti Training provides full service, installation, and support across all U.S. states, Canada, and U.S. Territories, ensuring that every Sourcewell Participating Entity—no matter where it is located—receives the same high level of access, attention, and support.

7. Integrated Training Ecosystem

Ti Training's systems uniquely combine hardware, software, courseware, and analytics into a single ecosystem—all developed, manufactured, and supported by Ti Training. This single-source model eliminates third-party dependencies, simplifies updates, and ensures full system compatibility.

Summary:
What makes Ti Training unique to Sourcewell Participating Entities is our ability to deliver custom-engineered, patented, and fully supported simulation systems—not repurposed or generic products. Our innovations in live-fire technology, dynamic screen movement, and TASER® simulation, combined with IADLEST-certified curriculum and nationwide service coverage, provide Sourcewell members with a truly turnkey, future-ready training solution that stands unmatched in realism, flexibility, and performance.

46	Explain your licensing process and service agreements with end users.	Ti Training provides all software, courseware, and system components under a transparent, perpetual-use licensing model designed for simplicity, compliance, and long-term value. Our approach ensures that Sourcewell Participating Entities receive unrestricted operational use of the system for training purposes without ongoing subscription or renewal fees.	
		1. Software Licensing Structure	
		Perpetual License Model: All Ti Training simulation software and courseware are provided under a perpetual end-user license, granting the purchasing agency continuous use for the life of the system. There are no recurring licensing fees or usage-based restrictions.	
		Single-Agency Usage: Licenses are issued to the purchasing agency or department and may be installed and operated on any Ti Training system owned by that agency.	
		Transferability: If an agency upgrades or relocates a system, the license remains valid and may be transferred within the same organization without penalty.	
		Copyright and Content Ownership: All intellectual property—including software, scenarios, and courseware—remains the sole property of Ti Training. Agencies receive full use rights for training and instructional purposes but may not reproduce, distribute, or sell Ti Training content without written authorization.	
		2. Service Agreements	
		Ti Training's service agreements are designed to ensure lifetime system reliability, training continuity, and long-term customer satisfaction.	
		Standard Warranty and Support (Included):	
		24/7/365 technical support via phone, email, and remote access.	*
		Free software updates and performance enhancements for the life of the system.	
		Hardware repair coverage for parts and labor when systems are serviced at Ti Training's Colorado facility.	
		Loaner systems provided if repairs exceed the standard turnaround period.	
		Extended Maintenance Agreements (Optional):	
		Available for agencies that wish to include periodic on-site service visits, refresher training, or extended coverage beyond the original warranty.	
		Terms and pricing are flexible and quoted based on system size and usage level.	
		3. License Compliance and Updates	
		All software updates—whether functional, security-related, or feature-based—are distributed electronically and free of charge to all licensed users. Updates maintain full compatibility with existing systems and do not alter or replace the perpetual-use terms.	
		4. Documentation and Transparency	
		Every Ti Training system ships with a formal End-User License Agreement (EULA) and Service and Support Policy. These documents clearly define license terms, support commitments, and customer rights, ensuring full compliance with government procurement requirements and Sourcewell standards for transparency.	
		Summary: Ti Training's licensing and service model is built for longevity, flexibility, and simplicity. Sourcewell Participating Entities receive perpetual-use rights, lifetime software updates, and full access to 24/7 support—ensuring that their investment continues to deliver value, performance, and operational readiness for years to come.	

| 47 | Describe your offering's compliance to applicable national standards such as: National Fire Protection Association (NFPA), Occupational Safety and Health Administration (OSHA), and American National Standards Institute (ANSI), Canadian Safety Association (CSA), and Technical Standards and Safety Association (TSSA) | Ti Training designs, manufactures, and supports all simulation systems in compliance with applicable U.S. and Canadian national safety, electrical, and occupational standards. Our systems are built to meet or exceed the requirements set forth by recognized authorities, ensuring safe installation, operation, and maintenance in all environments where Ti Training solutions are deployed.

 1. National Fire Protection Association (NFPA)

 All Ti Training system installations and facility integration procedures are designed to comply with NFPA standards relevant to electronic systems and fire prevention, including:

 NFPA 70 – National Electrical Code (NEC) for electrical system safety, wiring, and installation.

 NFPA 75 – Standard for the Fire Protection of Information Technology Equipment where applicable.
 Ti Training's electrical components, cabling, and power supplies conform to NFPA guidelines to prevent overheating, electrical hazards, or fire risks during operation.

 2. Occupational Safety and Health Administration (OSHA)

 Ti Training follows all OSHA regulations (29 CFR Part 1910) concerning workplace safety, equipment handling, and operator training.

 All Ti Training field technicians and installers receive OSHA 10-hour or 30-hour safety training certification.

 System installation and maintenance procedures incorporate OSHA requirements for electrical safety (lockout/tagout), fall prevention, and ergonomic handling.

 Documentation and labeling comply with OSHA hazard communication standards.

 3. American National Standards Institute (ANSI)

 Ti Training's products and training environments are designed in accordance with applicable ANSI standards for electronic systems, projection technology, and human factors safety.

 ANSI/UL 62368-1: Audio/Video, Information, and Communication Technology Equipment Safety.

 ANSI Z535: Safety labeling, signage, and color standards.
 All warning labels, safety markings, and operating manuals conform to ANSI formatting for clear and consistent communication of hazards and operational instructions.

 4. Canadian Standards Association (CSA)

 For Canadian installations, all Ti Training systems comply with the Canadian Standards Association (CSA) C22.2 electrical safety and certification requirements.

 Components used in systems deployed in Canada are CSA- or ULc-certified to meet Canadian electrical and safety codes.

 System design and installation conform to the Canadian Electrical Code (CEC) and provincial safety mandates.

 5. Technical Standards and Safety Authority (TSSA)

 While Ti Training products do not involve gas, boiler, or pressure systems typically regulated under TSSA, our company adheres to TSSA-aligned practices for electrical compliance and general facility safety during installation or service in applicable jurisdictions (Ontario and related provinces).All Ti Training systems are designed, manufactured, and installed to meet or exceed applicable national safety and performance standards in both the U.S. and Canada. Our adherence to NFPA, OSHA, ANSI, CSA, and TSSA ensures every Sourcewell Participating Entity receives equipment that is safe, compliant, and certified for long-term reliability and performance. |
| 48 | Explain and provide information about any design services you offer. | Ti Training provides comprehensive, in-house system design and facility integration services for all simulation and training environments. Our design team works directly with each participating entity to create customized layouts, configurations, and user experiences that meet agency-specific training goals, spatial constraints, and operational requirements.

 1. Custom System Design

 Every Ti Training system is custom designed and built to order. The design process begins with a collaborative assessment to ensure that the system configuration, projection setup, and scenario control components align with the agency's mission, training objectives, and physical space.
 Design services include: |

Site layout and room configuration planning (single-screen, multi-screen, or panoramic environments).

Projection and lighting optimization for accuracy and realism.

Instructor control station design, including display configuration, sound, and peripheral device integration.

Network connectivity planning for secure operation within agency IT environments.

Customization of system enclosures, mounts, and cable routing for clean and compliant installation.

2. Content and Curriculum Design

Beyond hardware and physical layout, Ti Training provides instructional design services for simulation content and training curriculum.

Agencies can collaborate with Ti's training specialists to develop or adapt simulation scenarios that align with department policies, local laws, or specific operational procedures.

Ti Training's proprietary scenario authoring tools enable instructors to create their own branching video content with support from Ti's creative and technical teams.

All courseware development follows IADLEST-certified instructional design standards for law enforcement and public safety training programs.

3. Facility and Infrastructure Integration   *

Ti Training's design services extend to facility readiness and infrastructure planning.

Our engineers collaborate with agency facility managers, architects, or IT staff to ensure proper power, ventilation, network, and safety integration.

For new construction or remodel projects, Ti provides technical drawings, electrical specifications, and mounting templates to streamline planning and contractor coordination.

4. 3D Visualization and Planning Support

Upon request, Ti Training can provide 3D renderings and layout diagrams to help agencies visualize their system installation before production. These design previews illustrate projection angles, sight lines, instructor station placement, and participant positioning within the training space.

5. Design Consultation Process

The design process typically includes:

Initial consultation – defining goals, space, and technical requirements.

Preliminary system design – drawings and configuration plan developed by Ti's design team.

Agency review and approval – design adjustments made based on customer feedback.

Final engineering and build phase – Ti Training's production team manufactures and tests all components before delivery.

6. Cost Structure

Standard design services are included in every system purchase at no additional cost.

Advanced design consulting (facility-wide planning, 3D modeling, or complex IT network integration) can be provided as an optional service and quoted based on project scope.Ti Training's design services provide Sourcewell Participating Entities with end-to-end customization and technical planning, ensuring each installation is perfectly matched to the agency's space, training objectives, and operational workflow. From 3D layout design to curriculum development, Ti Training's in-house experts deliver a turnkey, mission-ready training environment built to perform and evolve with agency needs.

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		○ Yes ◉ No	N/A	*
50		Minority Business Enterprise (MBE)	○ Yes ◉ No	N/A	*
51		Women Business Enterprise (WBE)	○ Yes ◉ No	N/A	*
52		Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	N/A	*
53		Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	N/A	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	N/A	*
55		Small Business Enterprise (SBE)	○ Yes ◉ No	Ti Training is a privately held, small business headquartered in Golden, Colorado. The company meets the general criteria established by the U.S. Small Business Administration (SBA) in terms of employee count and annual revenue for its industry sector. While Ti Training qualifies as a small business enterprise (SBE) under federal size standards, the company does not currently hold formal SBE certification or a federal Small Business Administration designation. Ti Training continues to operate independently and maintains full compliance with all federal and state business registration and reporting requirements. The company's small-business structure allows for agility, personalized service, and rapid decision-making, enabling Ti Training to deliver customized solutions and responsive customer support to agencies of all sizes. Although Ti Training does not hold an official federal SBE certification, it functions as a small, independently owned U.S. business that provides all the advantages of flexibility, accountability, and direct engagement typical of small business operations—while maintaining the scale, reliability, and nationwide reach of an established industry leader.	*
56		Small Disadvantaged Business (SDB)	○ Yes ◉ No	N/A	*
57		Women-Owned Small Business (WOSB)	○ Yes ◉ No	N/A	*

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	

58	Describe your payment terms and accepted payment methods.	Standard Payment Terms
		Net 30 Days: Ti Training's standard payment term is Net 30 days from the date of invoice, unless otherwise specified in the purchase order or contract.
		Invoicing: Invoices are issued upon shipment, installation completion, or project milestone achievement, depending on the terms of the contract. Each invoice includes itemized costs, contract identifiers (including Sourcewell contract number), and delivery confirmation for full transparency.
		Advance or Progress Payments: For large-scale or multi-phase projects, Ti Training may request a partial prepayment or milestone-based billing schedule, subject to mutual agreement with the purchasing entity prior to contract execution.
		2. Accepted Payment Methods
		Ti Training accepts multiple forms of payment to accommodate the needs of federal, state, local, and educational entities:
		ACH (Automated Clearing House) / EFT (Electronic Funds Transfer)
		Government and Commercial Checks
		Government Purchasing Cards (P-Cards / Credit Cards) *
		Wire Transfers (Domestic and International)
		All electronic payments are processed securely and can be referenced by invoice or purchase order number for easy reconciliation.
		3. Electronic Invoicing Compatibility
		Ti Training supports electronic invoicing (E-Invoicing) and can transmit digital invoices in PDF or structured formats (e.g., XML) via:
		Email submission to designated accounts payable contacts
		Upload to procurement systems such as Ariba, Coupa, Jaggaer, or state-specific portals
		Secure agency financial or ERP systems, upon request
		4. Currency and Tax Terms
		All invoices are issued in U.S. dollars (USD) for U.S. customers and Canadian dollars (CAD) for Canadian entities, as applicable.
		Sales tax is applied according to the destination jurisdiction and agency tax exemption status. Ti Training honors valid tax-exempt certificates from government and educational institutions.

59	Describe any leasing or financing options available for use by educational or governmental entities.	Ti Training recognizes that educational institutions and government agencies often operate within fixed budget cycles and capital expenditure limitations. To support flexible acquisition and long-term budgeting, Ti Training offers a range of leasing and financing options through approved third-party financing partners as well as direct payment scheduling administered by Ti Training.

1. Government and Educational Leasing Programs

Ti Training collaborates with reputable government-approved leasing and financing institutions that specialize in public-sector and educational contracts. These programs comply with all applicable federal, state, and municipal procurement regulations.
Key features include:

Flexible Terms: Leasing periods typically range from 12 to 60 months, with renewal or buyout options at the end of term.

$1 Buyout and Fair Market Value (FMV) Options: Entities may choose a $1 buyout option for equipment ownership or a FMV plan to refresh technology at lease conclusion.

Deferred Payment Options: Available to align with fiscal-year funding or grant disbursement schedules.

No Early Termination Penalties: For government entities operating under appropriations-based funding clauses.

2. Direct Payment Scheduling

For Sourcewell Participating Entities that prefer to purchase directly from Ti Training, the company can accommodate customized payment scheduling within the contract framework. Options may include:

Milestone-Based Payments: Linked to production, shipment, installation, and training completion.

Annual or Quarterly Installments: For multi-year implementation or training service agreements.

Cooperative Financing Coordination: Ti Training will coordinate directly with Sourcewell or agency-designated finance partners to ensure compliance and proper contract referencing.

3. Compatibility with Grant and Funding Programs

Ti Training's financial and leasing partners are experienced in structuring payment plans that align with:

Federal and State Grant Programs (e.g., DOJ, DHS, FEMA, COPS)

Educational and Vocational Training Funds

Local and Regional Safety or Preparedness Grants
Ti Training's internal administrative team assists agencies in identifying financing solutions compatible with their grant requirements and reporting obligations.

4. Benefits for Sourcewell Participating Entities

Preserves annual operating budgets through predictable monthly or quarterly payments.

Allows agencies to implement full training capability immediately without capital delays.

Provides options to upgrade or expand systems under a structured refresh plan.

Through flexible leasing and financing partnerships, deferred payment scheduling, and grant-aligned funding options, Ti Training enables Sourcewell Participating Entities to acquire state-of-the-art training systems without compromising budget constraints or compliance requirements. These options ensure that agencies of all sizes can implement Ti Training's advanced simulation solutions efficiently and affordably.

| 60 | Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities. | Standard Transaction Documents

Ti Training maintains a set of standardized transaction and contract documents that ensure consistency, transparency, and compliance in all sales and service activities. These documents are used to clearly define the scope of work, responsibilities, pricing, and service expectations associated with each order placed under an awarded Sourcewell Master Agreement.

1. Quotation and Order Forms

Each transaction begins with a detailed Ti Training Quotation and Order Form, which includes:

Line-item pricing for all hardware, software, installation, and training components.

Delivery timelines and installation schedules.

Applicable Sourcewell contract identifiers.

Authorized signatures for both the purchasing entity and Ti Training.

This document serves as the official purchase authorization instrument once accepted by the customer and referenced in the corresponding purchase order.

2. Purchase Order (Customer-Issued)

The customer's purchase order (PO) serves as the binding document initiating fulfillment. All POs must reference the applicable Sourcewell contract number, the approved quotation, and any special instructions or billing information required by the agency.

3. Terms and Conditions (T&Cs)

Ti Training's Standard Terms and Conditions accompany all quotations and order confirmations. These terms govern the sale and delivery of products and services, including:

Payment terms (typically Net 30 days).

Shipping and risk-of-loss provisions.

Warranty coverage and service policies.

License and intellectual property rights.

Limitation of liability and indemnification clauses.
All T&Cs are fully compliant with Sourcewell cooperative contract guidelines and may be modified or superseded by mutually agreed contract terms.

4. Service Level Agreement (SLA)

For systems that include ongoing support or maintenance, Ti Training issues a Service Level Agreement (SLA) outlining:

Response-time commitments (1-hour critical, 4-hour standard).

Maintenance procedures and escalation protocols.

Software update schedules and support contact channels.

Loaner system provisions during repair or maintenance events.
The SLA defines Ti Training's performance standards and provides measurable metrics for accountability and customer satisfaction.

5. End-User License Agreement (EULA)

All Ti Training software and courseware are provided under a perpetual-use End-User License Agreement (EULA). The EULA defines:

Permitted usage scope (agency-owned systems only). | | * |

Software update rights (included at no additional cost).

Restrictions on duplication or third-party distribution.

Retention of intellectual property by Ti Training.
This license ensures that agencies have lifetime rights to use Ti Training software and content while protecting proprietary technology and scenario materials.

6. Warranty and Support Policy

A written Warranty and Support Policy accompanies every system delivery. It summarizes:

Coverage for hardware, software, parts, and labor.

Access to 24/7/365 technical support and remote maintenance.

Free lifetime software updates.

Loaner system provisions for repairs.
This document provides a clear understanding of ongoing support entitlements and ensures continuous system uptime for training operations.

7. Optional Documents

Depending on project scope, Ti Training may also provide:

Non-Disclosure Agreements (NDAs) for sensitive or agency-specific content.

System Design and Installation Plans detailing layout and configuration.

Acceptance Certificates confirming completion of installation and training.

61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Ti Training fully accepts Procurement Cards (P-Cards) as an authorized form of payment for all eligible transactions made by Sourcewell Participating Entities. Ti Training recognizes that many governmental and educational organizations rely on P-Cards to streamline purchasing and improve payment efficiency, and our accounting systems are configured to accommodate this process securely and efficiently.	*
		1. P-Card Acceptance	
		Ti Training accepts Visa, MasterCard, and American Express P-Cards issued by authorized government or institutional procurement programs.	
		P-Card transactions are processed through a secure, PCI-compliant payment gateway that meets federal and state cybersecurity and financial standards.	
		P-Card payments are accepted for both product purchases and service transactions, including training, software renewals, and maintenance agreements.	
		2. Additional Costs	
		There are no additional costs, surcharges, or processing fees applied to Sourcewell Participating Entities for using the P-Card procurement and payment process. The price quoted under the Sourcewell contract is the same regardless of payment method, ensuring fairness and compliance with cooperative purchasing standards.	
		3. Transaction Documentation	
		All P-Card purchases receive:	
		An itemized receipt identifying contract number, product description, and serial numbers (if applicable).	
		A matching invoice for agency records, referencing the Sourcewell contract and order details.	
		Immediate payment confirmation to ensure proper reconciliation within agency procurement systems.	
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Ti Training uses a transparent, line-item–based pricing model designed to provide clarity, consistency, and equitable value for all Sourcewell Participating Entities. This structure ensures that customers receive standardized discounts across all product categories while retaining the flexibility to tailor configurations to specific agency needs.	
		1. Line-Item Pricing Structure	
		Each quotation and order includes detailed line-item pricing for every component and service, allowing agencies to see the exact cost breakdown. Line items typically include:	
		Hardware components (projectors, screens, control systems, sensors)	
		Software licenses and courseware packages	
		Installation and integration services	
		Training and certification programs	
		Ongoing support or extended service options (if applicable)	
		This structure allows customers to select only the products and services they require, enabling modular purchasing and ensuring maximum budget efficiency.	
		2. Contract-Based Discounts	
		Ti Training provides pre-negotiated Sourcewell contract discounts applied consistently across all quotations and transactions. Discounts may be structured as:	

Category-Based Discounts: Standardized percentage discounts applied to product categories such as simulation hardware, software, and accessories.

Volume or Quantity Discounts: Tiered discounts for multi-system purchases, training bundles, or multi-year service agreements.

Agency-Wide Pricing Consistency: The same discounted rates are extended to all Sourcewell members, ensuring uniform pricing across federal, state, local, and educational institutions.

3. Custom System Pricing

Because each Ti Training system is custom-engineered to meet the unique needs of the purchasing agency, final pricing is determined through a collaborative design and quotation process. Factors influencing the total cost include:

System size (single-screen, multi-screen, or panoramic configurations)

Facility layout and installation complexity

Training program scope and customization level

Optional service or maintenance enhancements

All custom pricing is built from Ti Training's standardized contract rate schedule, ensuring consistency while allowing flexibility in configuration and scope.

4. Price Protection and Stability

Ti Training guarantees price protection for the term of the Sourcewell Master Agreement.

Any cost adjustments due to material or component changes will be communicated in advance and approved by Sourcewell.

Pricing updates, if required, are submitted for review and transparency prior to implementation.

No hidden fees, markups, or administrative costs are applied.

5. Additional Discounts and Cooperative Benefits
Educational and Nonprofit Pricing: Eligible institutions receive the same or greater discount levels as government entities under the Sourcewell contract.

| 63 | Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range. | Ti Training will extend a 6% discount off the Manufacturer's Suggested Retail Price (MSRP) on all eligible products, software, and services offered under the awarded Sourcewell Master Agreement. This discount applies uniformly across all product categories—including hardware, software, installation, and training—unless otherwise specified in individual quotations.

The 6% Sourcewell cooperative discount ensures participating entities receive immediate, contract-based cost savings compared to standard commercial pricing. Additional discounts may be applied on a case-by-case basis for multi-system purchases, volume orders, or long-term service agreements.

Ti Training's pricing commitment ensures that all Sourcewell Participating Entities benefit from consistent, transparent, and competitively discounted pricing throughout the term of the contract, with no hidden fees or administrative surcharges. | * |

| 64 | Describe any quantity or volume discounts or rebate programs that you offer. | Ti Training offers a combination of quantity discounts and customer rebate programs designed to provide additional value to Sourcewell Participating Entities and existing Ti Training customers. These programs encourage long-term partnerships, technology upgrades, and efficient budgeting for agencies of all sizes.

1. Quantity Discount Structure

In addition to the standard 6% Sourcewell discount off MSRP, Ti Training provides an additional 3% quantity discount on all qualifying multi-unit or bundled purchases.

The 3% discount applies to orders that include multiple simulation systems, bundled software licenses, or combined hardware, installation, and training packages.

This results in a total potential savings of up to 9% off MSRP for qualifying purchases.

Discounts are automatically reflected on all quotations and invoices for full pricing transparency.

2. Multi-Agency or Cooperative Purchases

Ti Training extends the same 3% quantity discount to multi-agency or consortium orders placed through a single Sourcewell contract. This allows groups of participating entities—such as regional academies, county training centers, or joint purchasing cooperatives—to benefit from volume-based savings even when purchases are distributed across multiple departments.

3. Trade-In Rebate Program for Existing Customers

To support agencies upgrading from older Ti Training systems, the company offers a $5,000 trade-in rebate for each eligible system returned as part of a new purchase.

The rebate applies to current Ti Training customers purchasing a new simulation system under the Sourcewell contract.

The trade-in unit must be operational and returned to Ti Training prior to new system delivery.

The $5,000 rebate is applied as a credit toward the new system purchase and is clearly itemized on the sales quotation.
This rebate program allows agencies to modernize their training technology while minimizing capital costs and reducing electronic waste through proper recycling and refurbishment.

4. Rebate and Incentive Opportunities

Beyond the standard trade-in rebate, Ti Training may offer additional incentives for long-term or multi-phase projects, such as:

Discounted software or courseware upgrades.

Complimentary refresher training for returning customers.

Priority service scheduling for repeat customers under maintenance contracts.

All rebate and incentive programs are administered directly by Ti Training and comply fully with Sourcewell's cooperative purchasing and pricing transparency requirements. | * |

| 65 | Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request. | Ti Training recognizes that Sourcewell Participating Entities may occasionally require ancillary products or related services that fall outside the scope of the standard contract offering. To accommodate these requests while maintaining fairness and transparency, Ti Training provides a clear and auditable process for sourcing and pricing non-contracted items.

1. Open Market Item Definition

"Open market" or "non-contracted" items are defined as products, accessories, or services not listed in the awarded Sourcewell price schedule but necessary to complete a system installation, training program, or project integration. Examples include:

Specialty hardware or mounting components not produced by Ti Training.

Third-party software or networking accessories.

Custom content or media production services beyond standard offerings.

2. Pricing Methodology

Ti Training will provide all open-market items "at cost plus a fixed 5% administrative fee" to cover sourcing, procurement management, and logistics.

"At cost" is defined as the actual supplier or manufacturer price paid by Ti Training for the item.

The 5% markup is applied uniformly across all open-market purchases and is fully disclosed in all quotations and invoices.

No additional hidden fees, freight markups, or handling charges will be added.

This transparent pricing model ensures that Sourcewell Participating Entities receive fair market value for any supplemental products or services needed to support their Ti Training system.

3. Quotation and Approval Process

Before any open-market item is procured, Ti Training will:

Provide a separate written quotation clearly identifying each non-contracted item, the supplier, and the cost-plus calculation.

Submit the quote to the purchasing agency for review and written approval prior to order placement.

Maintain all supplier invoices and pricing documentation for full audit transparency in accordance with Sourcewell requirements.

4. Integration and Warranty

All open-market items sourced and provided by Ti Training are fully integrated into the overall project and covered by Ti's installation and service warranty for a period consistent with the primary system warranty, unless otherwise stated.

5. Alternative Options

If a Sourcewell Participating Entity prefers to purchase the non-contracted item directly from the supplier, Ti Training will:

Provide specifications and part numbers to ensure compatibility; and

Integrate and test the customer-supplied item during installation at no additional cost (when compatible with Ti Training systems). | * |

| 66 | Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer. | Ti Training is committed to providing full pricing transparency to all Sourcewell Participating Entities. The majority of costs associated with a Ti Training system—hardware, software, installation, and training—are included in the standard pricing submitted with this proposal. This ensures that most agencies receive a turnkey, fully functional system with no hidden or unexpected charges.

All Ti Training proposals include the complete system package, which covers hardware, software, on-site installation, and standard operator and instructor training. Freight and shipping within the continental United States and Canada are also included, along with lifetime software updates, remote technical support, and full warranty coverage. Each system is delivered ready for use, and installation includes calibration, testing, and verification by Ti Training technicians to ensure optimal performance.

While Ti Training's pricing is designed to be all-inclusive, there are a few potential additional costs that may apply under specific circumstances. These are not hidden or mandatory fees, but situational expenses that will always be clearly identified and quoted in advance.

Additional costs may include extended travel expenses for system deliveries or installations outside the continental U.S.—such as Alaska, Hawaii, U.S. Territories, or remote areas of Canada—where additional freight or travel logistics are required. Agencies that request advanced or extended training programs, beyond the standard included session, may incur additional charges based on course length, customization, or class size.

If an agency's facility requires site modifications, electrical upgrades, or IT network preparation prior to installation, those costs are typically handled by the purchasing entity or its designated contractor, as Ti Training systems are engineered to integrate into existing environments. Should a customer request third-party accessories, software, or open-market items not part of Ti Training's standard offering, those items will be provided at cost plus a fixed 5% administrative fee, in accordance with Ti Training's open-market pricing policy.

For international projects, customs, import duties, or brokerage fees may apply and are billed directly by the carrier or customs agency. Agencies opting for optional on-site preventive maintenance services or extended warranty coverage may also elect to do so at a quoted rate.

All such potential additional costs are disclosed in writing and approved by the purchasing agency prior to order fulfillment. Ti Training does not impose any hidden fees, pre-delivery inspections, setup charges, or mandatory service costs. All installation, calibration, and standard training are included in the base purchase price. | * |
| 67 | If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program. | Ti Training manages all freight, shipping, and delivery logistics for systems purchased under the Sourcewell Master Agreement. Because Ti Training's simulation systems are custom-designed and vary significantly in size, weight, and configuration, freight and delivery charges are billed separately based on the scope of the system being delivered.

1. Freight and Delivery Charges

Freight is an additional cost that is calculated according to:

System size and weight (single-screen, multi-screen, or panoramic configuration).

Number of crates or pallets required for shipment.

Destination location and delivery type (e.g., ground, freight, or liftgate service).

Shipping distance and logistics requirements from Ti Training's facility in Golden, Colorado.

Freight costs are itemized as a separate line on all quotations and invoices to ensure transparency. All rates are based on actual carrier costs, and Ti Training does not apply any markup or administrative |

fee to shipping charges.

2. Delivery Method and Coordination

All systems are shipped FOB Destination, Prepaid and Added, meaning Ti Training arranges and pays the carrier directly, and the customer is invoiced only for the actual shipping cost. Ti Training's logistics team coordinates delivery details in advance with each customer to ensure that:

The receiving location can accommodate the size and weight of the shipment.

Delivery dates and times are scheduled with agency staff for smooth receipt.

Appropriate handling equipment or liftgate service is included as needed.

3. Packaging and Handling

Each Ti Training system is carefully packaged and crated to protect sensitive electronics and projection components during transit. Packaging includes:

Custom foam inserts and reinforced shipping crates.

Shock indicators and labeling to ensure proper handling.

Full insurance coverage from origin to final delivery site.

4. On-Site Installation and Setup

Upon arrival, Ti Training's certified technicians handle all on-site uncrating, installation, calibration, and system testing. No additional setup or handling is required by the purchasing agency. Installation and standard operator training are included in the system purchase price and are not part of the freight cost.

5. Freight Documentation and Transparency

All freight transactions include:

A detailed freight quote showing carrier, rate, and estimated delivery timeline.

A bill of lading and packing list identifying all shipped components.

Cross-reference to the applicable Sourcewell contract number for tracking and audit purposes.

6. Optional Freight Services

Ti Training can also accommodate specialized delivery requests, such as:

Expedited or time-specific deliveries.

International shipments outside the U.S. and Canada.

Customer-arranged freight carriers or account billing upon request. All such arrangements are quoted in advance and approved by the customer before shipment.

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Ti Training provides full freight, shipping, and delivery services to all U.S. states, Canadian provinces, and U.S. Territories, including Alaska, Hawaii, and offshore locations. Because Ti Training's systems vary in size, weight, and configuration, freight charges for these regions are quoted separately to reflect the actual transportation and logistics costs associated with long-distance or non-contiguous delivery. 1. Alaska and Hawaii Deliveries Systems bound for Alaska or Hawaii are shipped via air or ocean freight from Ti Training's facility in Golden, Colorado to the designated port or regional freight hub.

Freight costs are additional and depend on system size, shipping weight, and mode of transport.

All shipments are FOB Destination, Prepaid and Added, meaning Ti Training arranges delivery and invoices the customer at actual carrier cost with no markup.

Typical transit time ranges from 7 to 14 business days, depending on carrier schedules and port handling.

Ti Training coordinates directly with the agency to ensure proper timing for installation and training staff arrival upon delivery.

2. Canada Deliveries

Ti Training provides delivery to all Canadian provinces and territories, including full customs documentation and brokerage coordination.

Shipments to Canada are subject to local taxes, duties, and import fees, which are paid by the purchasing agency directly or invoiced at cost if pre-paid by Ti Training.

Freight rates are determined based on system size, destination, and border crossing logistics.

All systems are CSA-certified or use ULc-approved components, ensuring compliance with Canadian safety and electrical standards.

Ti Training's service staff can perform installation and training on-site in Canada, with travel and lodging expenses quoted separately if required.

3. Offshore and U.S. Territory Deliveries

Ti Training ships to U.S. Territories and offshore training locations, including Puerto Rico, Guam, and the U.S. Virgin Islands, using ocean freight or air cargo.

Freight, customs, and port-handling fees are additional and depend on the destination's shipping requirements.

Ti Training's logistics team ensures all equipment is properly crated, insured, and handled by reputable international carriers specializing in technology transport.

Installation and on-site setup are coordinated with the local agency to minimize downtime and ensure smooth delivery to remote or secured facilities.

4. Freight Coordination and Transparency

All non-contiguous and international deliveries are quoted in advance with detailed line-item pricing for freight, customs, and delivery services.

Ti Training provides complete shipping documentation, including bills of lading, customs invoices, certificates of origin, and serial-number tracking for each shipment.

Customers receive real-time updates on shipment status and estimated arrival times.

5. Risk Management and Insurance

All shipments to Alaska, Hawaii, Canada, and offshore destinations are fully insured by Ti Training from point of origin to delivery site. Ti Training assumes responsibility for the equipment until the customer confirms safe receipt and installation.

| 69 | Describe any unique distribution and/or delivery methods or options offered in your proposal. | Ti Training offers a direct distribution and delivery model that ensures every system is managed, shipped, and installed exclusively by Ti Training personnel. This approach eliminates third-party handling, reduces risk of damage, and guarantees consistent quality control from order to installation. Ti Training's process is purpose-built for large, specialized simulation systems and is distinct from traditional distributor-based or drop-shipment methods used by other vendors. |

1. Direct Manufacturer-to-Customer Delivery

All Ti Training systems are shipped directly from Ti Training's manufacturing and integration facility in Golden, Colorado, to the purchasing agency's site.

There are no independent distributors or resellers involved in the delivery chain for core system components.

This ensures the system is fully assembled, tested, and quality-verified before leaving Ti Training's facility.

Delivery is scheduled directly between Ti Training's logistics coordinator and the agency's point of contact to ensure proper timing, site readiness, and staff availability.

2. White-Glove Delivery and On-Site Setup

Ti Training provides a white-glove delivery and installation service for all Sourcewell Participating Entities.

Systems are delivered by professional carriers specializing in technology freight and handled by Ti Training's own service technicians upon arrival.

The same technicians who install the system also perform on-site setup, calibration, and operator training, ensuring a seamless transition from delivery to operation.

All packaging materials are removed and recycled by Ti Training's staff after installation, leaving the facility clean and ready for use.

3. Pre-Staged and Pre-Tested Systems

Before shipment, every Ti Training system undergoes a complete pre-installation test and quality assurance review at the company's Golden, Colorado facility.

Hardware, software, and scenario content are pre-loaded, configured, and tested as a single unit.

This allows Ti Training to ship a system that is ready for immediate installation and operation, minimizing setup time on-site and ensuring full functionality upon delivery.

4. Coordinated Multi-Location Distribution

For agencies with multiple training sites or regional installations, Ti Training can coordinate multi-location deliveries through a single Sourcewell order.

This centralized distribution plan ensures consistent pricing, configuration, and delivery timing across multiple facilities.

Ti Training manages all logistics and tracking for each site, providing a single point of contact and consolidated project documentation.

5. Secure, Tracked, and Insured Shipping

All shipments are fully insured and tracked in real time through Ti Training's logistics management system.

Customers receive shipping notifications, tracking numbers, and delivery confirmations for complete transparency.

Equipment remains insured by Ti Training until delivery and installation are complete and accepted by the customer.

6. International and Remote Logistics Coordination

For installations in remote regions, Alaska, Hawaii, Canada, or U.S. Territories, Ti Training provides customized delivery scheduling that coordinates freight timelines with technician travel. This ensures equipment and personnel arrive together, allowing installation and training to occur immediately after receipt—reducing delays and costs for the agency.

| 70 | Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing. | Ti Training maintains a formal self-audit and contract compliance program designed to ensure full adherence to the terms and conditions of the Sourcewell Master Agreement, including pricing integrity, eligibility verification, and transparent reporting. The purpose of this internal process is to confirm that all Sourcewell Participating Entities receive the correct contract pricing, discounts, and benefits as outlined in Ti Training's awarded proposal.

1. Contract Pricing Compliance

Ti Training's sales and accounting teams jointly manage contract compliance to ensure Sourcewell pricing is correctly applied on every quotation and invoice.

Every Sourcewell quotation includes the contract number and specified discount rate (6% off MSRP), along with any additional quantity or trade-in discounts that apply.

Quotes are generated exclusively through Ti Training's centralized pricing system, which automatically applies approved contract pricing schedules and prevents unauthorized price variations.

Prior to order confirmation, each transaction is reviewed and approved by Ti Training's Contract Administrator to verify eligibility and proper discount application.

2. Self-Audit Procedures

Ti Training performs quarterly internal audits of all Sourcewell transactions to ensure continued accuracy and compliance. The self-audit process includes:

Random sampling of recent Sourcewell sales to verify correct application of contract terms and discount percentages.

Cross-checking invoices and quotes to ensure alignment with approved Sourcewell pricing schedules.

Documentation review to confirm each purchasing agency's Sourcewell eligibility and participation status.

Record retention and reporting, with all pricing and order documentation stored electronically for at least seven years.

Findings from each quarterly audit are documented, and any discrepancies—should they occur—are immediately corrected and reported to Sourcewell's contract management representative.

3. Quote and Order Validation Controls

To maintain transparency, all Sourcewell quotes are labeled clearly and contain:

The Sourcewell contract number.

Detailed line-item pricing with MSRP and contract discount levels.

A notation of any additional applicable discounts (quantity, trade-in, or cooperative purchases).
These details ensure that every Sourcewell Participating Entity can easily verify that pricing aligns with the awarded contract terms.

4. Employee Training and Accountability

Ti Training conducts annual training for all sales, accounting, and management personnel involved in contract administration. This training covers Sourcewell procedures, pricing policies, and documentation requirements.

Only authorized Ti Training employees are permitted to issue Sourcewell quotations or process orders under the cooperative agreement.

Internal controls ensure accountability and consistency across all customer transactions. | * |

5. Transparency and Reporting

Ti Training is committed to full transparency and will cooperate with any Sourcewell-requested audit or review of sales, pricing, or documentation. Upon request, Ti Training will provide Sourcewell with transaction summaries, audit reports, or pricing verification data to demonstrate ongoing compliance.

| 71 | If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement. | If awarded a Sourcewell Master Agreement, Ti Training will actively monitor and evaluate performance through measurable internal metrics that track contract utilization, customer satisfaction, operational efficiency, and partnership growth. These metrics are reviewed quarterly by Ti Training's leadership team to ensure continuous improvement and long-term contract success.

1. Contract Utilization and Growth Metrics

Ti Training will track quantitative indicators to measure how effectively the Sourcewell contract is reaching and serving participating entities:

Number of Sourcewell Participating Entities served per quarter.

Total sales volume processed through the Sourcewell agreement.

Year-over-year growth in contract usage and participating entity engagement.

Percentage of total government and education sales attributed to the Sourcewell contract.

These metrics provide visibility into adoption trends and help Ti Training identify outreach opportunities to expand awareness and participation.

2. Pricing and Compliance Accuracy

Maintaining contract integrity is a key performance indicator. Ti Training will track:

100% pricing compliance rate across all Sourcewell quotations and invoices.

Number of audit findings or discrepancies identified and resolved within each quarter.

Quote turnaround time to ensure responsiveness and consistent pricing accuracy.

This ensures that all participating entities receive the correct discounts and terms established under the Sourcewell agreement.

3. Customer Satisfaction and Service Quality

Ti Training will monitor qualitative and service-based metrics to ensure every participating entity receives exceptional support and value:

Customer satisfaction rating from post-installation surveys (target: 95% positive).

Average response time for technical support requests (target: <1 hour critical response).

Average system uptime percentage across installed systems (target: 99%+ operational availability).

Repeat customer rate and referrals generated through Sourcewell members.

Feedback from participating entities will be collected and reviewed regularly to identify areas for improvement and to enhance overall customer experience.

4. Operational Performance and Efficiency

Internally, Ti Training will monitor key operational metrics related to delivery and project execution: | * |

Average delivery and installation time from order to operational status.

On-time delivery rate (target: 98% or higher).

Training completion rate for all new installations.

Average time to resolve technical issues reported through support channels.

5. Partnership and Outreach Success

Ti Training will also measure the success of its collaboration with Sourcewell through engagement and outreach indicators:

Number of joint marketing or educational outreach activities completed per year.

Growth in agency awareness as measured through inquiries and quote requests referencing Sourcewell.

Expansion of cooperative purchasing utilization within existing Ti Training customer agencies.

| 72 | Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement. | Ti Training acknowledges and fully supports Sourcewell's cooperative purchasing framework and the administrative services it provides to participating entities. In recognition of these services, Ti Training proposes to remit a 2% Administration Fee to Sourcewell on all completed transactions made under the awarded Master Agreement.

1. Fee Structure

The Administration Fee will be calculated as two percent (2%) of the total sales amount for each completed transaction processed through the Sourcewell contract.

The fee applies to all eligible purchases, including products, software, training, and services delivered to Sourcewell Participating Entities under the terms of the Master Agreement.

The 2% fee will be calculated on the net invoice amount (exclusive of freight, taxes, or duties).

2. Payment and Reporting

Ti Training will remit the Administration Fee to Sourcewell quarterly, or at the interval specified in the final Master Agreement.

Each payment will be accompanied by a detailed sales activity report, listing:

Participating Entity name and location

Invoice number and transaction amount

Date of sale and shipment

Fee amount calculated for each transaction

Reports will be submitted in the format and schedule required by Sourcewell, ensuring transparency and full auditability.

3. Fee Inclusion and Transparency

The proposed Administration Fee will be built into the pricing structure submitted with this proposal. There will be no additional charge or hidden cost passed on to Sourcewell Participating Entities as a result of this fee. All customer pricing will continue to reflect the full Sourcewell discount structure (6% off MSRP, plus applicable volume or trade-in discounts) as described in Ti Training's pricing proposal.

4. Compliance and Accountability

Ti Training will maintain accurate sales records for all transactions conducted under the Sourcewell agreement and will cooperate fully with Sourcewell's audit or verification processes related to the calculation and payment of the Administration Fee. | * |

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing offered in this proposal is firm, fixed, and all-inclusive, representing Ti Training's best and most competitive pricing available to cooperative purchasing members under the Sourcewell Master Agreement. All pricing reflects: A 6% discount off MSRP for all products, software, and services. An additional 3% quantity discount for multi-system or bundled purchases. A $5,000 trade-in rebate for eligible customers upgrading existing Ti Training systems. Transparent freight charges based on system size and delivery destination. No hidden or undisclosed fees. Pricing includes all standard hardware, software, installation, on-site training, and warranty support. Any optional or situational costs—such as extended travel, advanced training, or open-market accessories—are quoted in advance and approved by the participating entity prior to invoicing. All quoted pricing will remain valid and firm for the duration of the Sourcewell contract term, subject only to approved price adjustments as defined in the Master Agreement.	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)

Line Item	Question	Response *	
74	Provide a detailed description of all the Solutions offered, offered in the proposal.	RECON CORE – Modular Training and Simulation System The RECON CORE is Ti Training's next-generation modular simulation platform, designed to deliver realistic, scalable, and adaptable training experiences for law enforcement, military, and security professionals. Built with flexibility and performance in mind, the RECON CORE system represents the foundation of Ti Training's simulation technology, offering unmatched portability, precision, and ease of deployment. 1. Overview The RECON CORE serves as a standalone or integrated simulation system that provides users with a powerful training solution in a compact footprint. The system is engineered for agencies seeking a high-fidelity judgmental or skill-based training	

platform that can be installed permanently in a classroom or transported easily for field use.

2. Key Features

Modular Design: The RECON CORE can function independently or as part of a multi-screen system, allowing agencies to scale from a single-screen portable setup to a full immersive training environment.

High-Fidelity Visuals: Incorporates HD projection and Ti's proprietary image alignment software for seamless visuals and realistic scene depth.

Integrated Audio and Scenario Control: Delivers lifelike environmental sounds, voice commands, and branching scenario logic controlled via Ti's intuitive instructor interface.

Compact Hardware Platform: Housed in a durable, transportable case with integrated computing, sound, and power management—ideal for mobile or shared training environments.

Plug-and-Play Setup: Quick installation and calibration for instant use, minimizing downtime and maximizing training availability.

3. Software Integration

The RECON CORE runs Ti Training's full scenario library, offering hundreds of video-based and CGI scenarios covering use-of-force, de-escalation, communication, and tactical decision-making.

Supports custom content and agency-developed scenarios.

Compatible with Ti's firearm recoil kits, less-lethal tools, and judgmental training peripherals.

Enables instructor-driven or autonomous training modes for flexible session management.

4. Technical Specifications

Display: 1080p or 4K projection capability

Processing: Integrated high-performance PC optimized for simulation rendering

Audio: 3D surround sound with optional subwoofer

Input Devices: Firearm simulators, OC spray, flashlight, and other training peripherals

Networking: Secure LAN connectivity for system updates and performance monitoring

5. Use Cases

The RECON CORE is ideal for:

Academy and in-service training environments

Portable field training or multi-site agencies

Military and security applications requiring scalable realism

Community engagement or scenario-based demonstrations

6. Benefits

Scalable: Easily expands to multi-screen or immersive configurations.

Affordable: Lower total cost of ownership compared to full fixed installations.

Flexible: Operates in classrooms, conference rooms, or temporary setups.

Reliable: Backed by Ti Training's nationwide technical support and warranty program.

Summary:
The RECON CORE is Ti Training's most versatile and portable simulation platform, delivering immersive, evidence-based training in a compact, modular system. It embodies Ti's commitment to innovation, realism, and training accessibility, making high-quality simulation attainable for agencies of all sizes.
RECON 180 – Immersive 3-Screen Training and Simulation System

The RECON 180 is Ti Training's immersive, multi-screen simulation system, engineered to deliver a 180-degree field-of-view training environment that enhances situational awareness, decision-making, and realism in use-of-force and tactical training. It bridges the gap between portable single-screen simulators and fully enveloping 300-degree systems—offering agencies a powerful balance of immersion, footprint efficiency, and cost-effectiveness.

1. Overview

The RECON 180 immerses trainees in a three-screen panoramic environment, replicating the complexity of real-world encounters. This setup allows officers and instructors to engage with dynamic, multi-directional scenarios that demand spatial awareness, communication, and judgment under pressure.

The system is ideal for law enforcement academies, corrections, security, and military units seeking realistic, repeatable scenario-based training that reinforces proper use-of-force principles, tactical movement, and de-escalation skills.

2. Key Features

Three-Screen 180° Configuration: Provides a wide, continuous field of view for true peripheral engagement and realistic threat recognition.

High-Definition Projection: Delivers sharp, edge-blended visuals for seamless scene presentation and reduced visual distortion.

Branching Scenario Control: Instructors can alter outcomes in real time using Ti's intuitive interface, reacting instantly to trainee decisions.

Full Scenario Library Compatibility: Operates with Ti Training's complete suite of HD video and CGI scenarios, including use-of-force, crisis intervention, and less-lethal training modules.

Weapon and Tool Integration: Supports Ti's recoil-enabled firearms, less-lethal devices, OC spray, Taser®, and flashlight tools for fully interactive exercises.

Immersive Sound Environment: Surround-sound audio enhances realism, replicating environmental cues and threat directionality.

3. Software and Control

Runs on Ti Training's proprietary instructor control interface, allowing full scenario management, scoring, and after-action review.

Integrated recording and playback enables post-exercise debriefs and performance evaluation.

Supports custom scenario creation, enabling agencies to develop site-specific or policy-specific content.

4. Technical Specifications

Projection: Triple-screen, 1080p or 4K-capable edge-blended visuals.

Computing: High-performance graphics PC with synchronized multi-display rendering.

Audio: Multi-channel surround sound with optional subwoofer for environmental realism.

Room Size: Optimized for spaces as small as 20 × 20 ft (customizable for larger installations).

Setup: Factory-tested, delivered, and installed by Ti Training technicians.

5. Use Cases

Law Enforcement Academies: Comprehensive judgmental and tactical decision-making training.

In-Service Refresher Training: Realistic refresher modules for active officers.

Military and Security Forces: Situational awareness and escalation-of-force instruction.

Community and Public Demonstrations: Controlled, high-impact educational presentations.

6. Benefits

Enhanced Realism: 180° visual immersion improves spatial decision-making and threat recognition.

Scalable: Can be expanded into 300° or 360° systems as training needs evolve.

Cost-Efficient: Provides near-total immersion at a lower cost than full dome or 300° setups.

Turnkey Installation: Delivered, installed, and calibrated by Ti Training professionals, ready for immediate use.

Supported Nationwide: Backed by Ti Training's 24/7 customer support and free lifetime software updates.

Summary:
The RECON 180 combines Ti Training's advanced simulation software with a three-screen panoramic configuration to deliver a high-realism, judgmental training system that challenges trainees in dynamic, life-like environments. It offers agencies an ideal balance of immersion, flexibility, and affordability, embodying Ti Training's commitment to realism, innovation, and readiness.
RECON 300 – Full Immersion 300° Training and Simulation System

The RECON 300 is Ti Training's flagship full-immersion simulation platform, delivering a 300-degree field of view for the most realistic, high-fidelity training experience available in the judgmental and tactical simulation industry. Engineered for advanced use-of-force, de-escalation, and tactical response instruction, the RECON 300 surrounds trainees in a seamless, interactive environment that replicates the complexity and stress of real-world encounters.

1. Overview

The RECON 300 places users in a true 300° panoramic simulation arena, allowing threats and situational elements to emerge from multiple directions. This immersive setup compels trainees to rely on 360-degree situational awareness, effective communication, and proper decision-making under pressure—critical skills for law enforcement, military, and security professionals.

This system is Ti Training's most advanced and configurable platform, offering total environmental engagement, customizable scenarios, and complete integration with Ti's proprietary simulation technologies.

2. Key Features

300° Wraparound Projection System: Five-screen (or customizable) curved projection surface providing near-total visual immersion.

Edge-Blended 4K or HD Visuals: Delivers seamless panoramic projection using precision-calibrated, high-lumen projectors.

Multi-Directional Threat Simulation: Enables fully interactive engagements from the front, sides, and partial rear angles.

Advanced Scenario Control: Real-time branching, instructor overrides, and outcome tracking for dynamic scenario flow.

Immersive Audio Environment: Directional sound and environmental audio that replicate real-world acoustics and movement.

Scenario Recording and Debriefing Tools: Integrated video and data capture for post-training analysis, review, and documentation.

3. Software and System Integration

Operates Ti Training's comprehensive scenario library, including use-of-force, de-escalation, mental health crisis, and less-lethal engagements.

Compatible with Ti's full suite of training tools—recoil-enabled firearms, less-lethal training devices, OC spray, Tasers®, and flashlights.

Supports custom content creation, allowing agencies to film or design scenarios specific to their policies, facilities, or environments.

Fully integrated instructor control station with intuitive interface for real-time scenario management and performance scoring.

4. Technical Specifications

Display: Five-screen, edge-blended projection system providing 300° horizontal field of view. *

Projection: 1080p or 4K capable with geometric alignment and brightness balancing.

Audio: 3D surround sound system with optional subwoofer for enhanced realism.

Computing: Multi-GPU, high-performance simulation PC optimized for multi-display rendering.

Space Requirement: Typically 25' x 25' or larger; modular panels allow flexible installation to fit agency facilities.

Connectivity: Secure LAN or Wi-Fi for updates, diagnostics, and remote support.

5. Use Cases

Law Enforcement Academies: Comprehensive, high-stress decision-making training with full environmental immersion.

Tactical and SWAT Units: Realistic room-clearing, team coordination, and high-risk scenario training.

Military and Security Applications: Battlefield simulation, escalation-of-force exercises, and mission rehearsal.

Advanced Instructor Courses: Designed for regional training centers and multi-agency academies with extensive throughput.

6. Benefits

Total Immersion: 300° wraparound design replicates the unpredictability of real-world encounters.

Enhanced Situational Awareness: Encourages officers to manage multi-directional threats and distractions.

Scalable and Customizable: Configurable for facility size, projection surface, and content scope.

Turnkey Delivery: Factory-tested, installed, and calibrated by Ti Training's professional technicians.

Lifetime Software Updates: All systems include ongoing software improvements and scenario library updates at no additional cost.

24/7 Support: Backed by Ti Training's comprehensive technical support and maintenance program.

Summary:
The RECON 300 represents the pinnacle of Ti Training's simulation technology— delivering 300 degrees of immersive realism, advanced scenario flexibility, and complete sensory engagement. It is the preferred system for agencies requiring elite-level training environments that replicate operational complexity, enhance officer readiness, and reinforce life-saving decision-making skills under stress.
RECON SIM House – Full-Scale Modular Immersive Training Environment

The RECON SIM House is Ti Training's most advanced immersive, scenario-based training environment, designed to replicate real-world architecture, lighting, and engagement conditions in a fully modular, configurable space. It enables law enforcement, military, and public safety agencies to conduct live movement, judgmental use-of-force, and tactical coordination training within a safe, controlled, and highly realistic simulation environment.

1. Overview

The RECON SIM House integrates Ti Training's industry-leading simulation technology into a physical modular structure that mimics residential, commercial, or tactical environments. Trainees can move naturally through doorways, hallways, and rooms while engaging with projected or screen-based simulation scenes that respond dynamically to their actions.

This system is ideal for scenario-based training, force-on-force simulations, and mission rehearsal exercises, offering a hybrid between virtual simulation and real-environment movement training.

2. Key Features

Modular Structural Design: Configurable wall panels and layouts allow the SIM House to be customized to replicate houses, offices, schools, or other operational settings.

Integrated RECON Simulation System: Incorporates Ti's simulation technology—using large-format screens or projectors—to present lifelike scenarios within the environment.

360° Engagement Capability: Allows trainees to interact with threats or role players from any direction, creating authentic situational awareness challenges.

Multi-Room Training Zones: Rooms can be equipped for different engagement types (domestic calls, active threat, search-and-clear, or de-escalation scenarios).

Realistic Lighting and Audio Effects: Adjustable ambient and tactical lighting combined with multi-channel sound replicate real-world conditions such as sirens, gunfire, or dialogue.

Sensor Integration: Optional motion sensors, door triggers, and camera tracking enhance scenario realism and data collection for after-action review.

Safe Weapon Simulation: Compatible with Ti's full line of recoil-enabled firearms, Taser®, less-lethal tools, and OC spray simulators for complete force-option realism.

3. Software and Scenario Integration

The RECON SIM House operates seamlessly with Ti Training's scenario software suite, providing:

Full access to Ti's HD and CGI scenario libraries.

Custom scenario programming to match specific building layouts or agency SOPs.

Branching scenario capability controlled by the instructor for real-time adaptability.

Integrated recording for after-action review and performance evaluation.

4. Technical and Structural Specifications

Construction: Modular aluminum and composite wall panels for easy reconfiguration and durability.

Footprint: Scalable design—typical layouts range from 20' x 20' (small) to 50' x 50' (full training house).

Projection Options: Front or rear projection, multiple screens, or mounted interactive displays.

Power/Connectivity: Standard 110/220V power with integrated network connectivity for system control.

Portability: Modular panels and lightweight framing allow quick assembly, disassembly, or relocation.

5. Use Cases

Law Enforcement: Realistic response training for domestic disturbances, warrant service, building searches, and de-escalation.

Corrections and Tactical Teams: Room-clearing, communication, and team coordination drills.

Military Applications: Mission rehearsal, close-quarters combat (CQC), and operational decision training.

Public Safety and Education: Fire and EMS scenario integration, active threat response, and cross-discipline coordination.

6. Benefits

True-to-Life Realism: Physical movement and environmental interaction provide unparalleled training authenticity.

Fully Scalable: Configurable for single-room training or multi-room complexes.

Data-Driven Feedback: Integrated recording and playback for instructor-led evaluation.

Safe, Controlled Environment: Enables full scenario realism with no live ammunition or safety risks.

Turnkey Design and Support: Delivered, installed, and supported by Ti Training's professional team, including full instructor orientation and system calibration.

Summary:
The RECON SIM House merges Ti Training's simulation technology with a modular, physical training environment to deliver the most realistic, full-motion, scenario-based training platform available. It provides agencies with a true-to-life, safe, and reconfigurable environment for tactical decision-making, communication, and de-escalation practice—ensuring officers and teams are better prepared for real-world encounters.
The LED Upgrade is a high-performance projection enhancement available across Ti Training's RECON simulation systems, designed to deliver brighter, sharper, and longer-lasting visual output while reducing energy consumption and maintenance requirements. This upgrade replaces traditional lamp-based projectors with state-of-the-art LED or laser-LED hybrid projection systems, optimizing image clarity, system reliability, and total cost of ownership.

1. Overview

Ti Training's LED Upgrade modernizes the display technology within the RECON simulation line—including the RECON CORE, 180, and 300 systems—to provide a next-generation visual experience that supports extended operation, improved color accuracy, and consistent brightness over thousands of training hours.

This option is particularly beneficial for agencies that conduct high-volume training sessions, where long-term durability, visual consistency, and low maintenance are operational priorities.

2. Key Features and Advantages

Long-Life Light Engine: LED projectors typically operate for 20,000–30,000 hours without requiring lamp replacement, minimizing downtime and consumable costs.

Superior Brightness and Color Accuracy: Provides more vivid and lifelike scenario visuals, critical for situational awareness and realism in decision-making training.

Instant-On Performance: Eliminates warm-up and cool-down periods—systems can be powered up and ready for training immediately.

Consistent Image Quality: LED projection maintains stable brightness and color balance throughout its lifespan, ensuring consistent scenario visuals across sessions.

Energy Efficiency: Consumes up to 30–40% less energy than lamp-based systems, contributing to long-term cost savings and supporting Ti Training's green initiatives.

Reduced Heat and Noise: Operates cooler and quieter than traditional bulb projectors, improving classroom comfort and reducing HVAC load.

Eco-Friendly Design: Contains no mercury or hazardous materials, supporting environmentally responsible procurement practices.

3. Technical Specifications

Brightness: Up to 5,000+ lumens per projector (depending on model and configuration).

Resolution: 1080p or 4K-compatible, depending on RECON system type.

Light Source Lifespan: 20,000–30,000 hours minimum.

Color Accuracy: 90%+ color gamut with dynamic contrast enhancement.

Power Efficiency: 30% reduction in average power consumption versus traditional projectors.

4. Compatibility

Available as a factory-installed upgrade on new RECON systems or as a retrofit enhancement for existing customers.

Fully compatible with RECON CORE, RECON 180, and RECON 300 platforms.

Integration includes calibration and software optimization by Ti Training technicians to

ensure perfect image alignment and brightness balance across screens.

5. Maintenance and Support

Zero-lamp maintenance reduces downtime and operating costs.

Covered under Ti Training's standard warranty and service plan, including remote diagnostics and on-site replacement support if needed.

Optional annual calibration service available for agencies requiring color or brightness verification in high-use environments.

Summary:
The LED Upgrade enhances Ti Training's RECON systems with long-life, high-efficiency projection technology that delivers brighter visuals, lower energy use, and virtually maintenance-free performance. It represents a significant advancement in training realism, sustainability, and operational reliability, making it an ideal upgrade for agencies seeking the highest visual quality and lowest long-term ownership cost.

| 75 | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | 1. Laser Firearm Simulators

These represent Ti Training's primary interactive tools for use-of-force, judgmental, and marksmanship training.

Handgun Laser Inserts: Recoil-enabled and non-recoil options available for common duty models (Glock®, SIG®, Smith & Wesson®, Beretta®, etc.).

Rifle / Carbine Laser Inserts: Configurable for AR-15 / M4 platforms, with adjustable zero and recoil feedback.

Shotgun Laser Systems: Designed for 12-gauge training weapons; compatible with pump-action recoil systems.

Less-Lethal Launcher Laser Kits: Available for 37mm / 40mm launchers and beanbag systems.

Taser® Simulation Modules: Laser-enabled Taser® training units integrated with RECON software for realistic electrical arc and targeting effects.

2. Laser Accessories and Targeting Tools

Supplementary tools that enhance tracking, scoring, and multi-user capability.

Laser Alignment Tools: Factory-calibrated alignment systems for precision weapon zeroing.

Hit Detection Modules: Multi-sensor arrays for precise impact recognition on all projection surfaces.

Laser Scoring Overlays: Software enhancement for detailed hit location and accuracy tracking.

Dual-User Recognition Sensors: Enables simultaneous training for two or more participants on one screen.

IR/Visible Laser Converters: Switchable lasers for night or low-light simulation environments.

3. Less-Lethal and Non-Firearm Laser Devices

Supports use-of-force continuum training beyond lethal encounters.

OC Spray Simulators: Laser-tagged inert units for de-escalation and less-lethal use-of-force modules.

Flashlight / Light Control Devices: Laser-tracked handheld flashlights used in low-light or challenge scenarios.

Impact Weapon Simulators: Baton and collapsible training tool simulators integrated with motion tracking.

4. Advanced Integration and Multi-Device Options

Expand system interactivity and realism through integrated devices and environmental sensors.

Multi-Weapon Tracking Systems: Allows simultaneous tracking of up to four weapon |

inputs per scenario.

Body-Worn Camera Integration: Real-time recording and after-action playback synced to trainee perspective.

Motion Tracking Sensors: Detects trainee movement within RECON 180, 300, or SIM House systems.

Sound-Activated Scenario Triggers: Voice or weapon-fire cues advance scenario branches automatically.

Instructor Remote Control Tablets: Wireless scenario management tools for mobility during training sessions.

5. Environmental and Scenario Options

Enhancements that add sensory realism and operational flexibility.

Surround Sound Systems: 3D audio environment with directional cues.

Fog / Light Simulation Modules: Optional theatrical effects for low-visibility or nighttime simulation.

Lighting Control Integration: Scene-synchronized lighting that reacts dynamically to scenario events.

Video Capture Systems: Records each session for post-exercise review and evaluation.

Scenario Authoring Suite: Software tools for agencies to film and program their own local scenarios.

6. Training and Maintenance Options

Support programs and service enhancements available for all RECON systems.

Operator and Instructor Certification Courses: Offered monthly at Ti Training's Golden, Colorado facility or on-site.

Extended Warranty and Maintenance Plans: Covers parts, labor, and loaner systems during service periods.

Annual System Calibration and Preventive Maintenance: Scheduled visits by Ti-certified technicians.

Software Update Subscription: Lifetime access to new scenarios, features, and performance enhancements.

Summary:
Ti Training's laser device subcategories and system options provide agencies with modular flexibility—allowing each RECON system to be tailored for lethal, less-lethal, and scenario-based applications. From weapon realism and hit detection to instructor control and environmental immersion, every option is engineered to enhance training depth, accuracy, and operational realism while maintaining full compatibility across the Ti Training product family.

| 76 | Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable. | Ti Training's RECON simulation systems are designed with open architecture and flexible integration capabilities, allowing seamless interoperability with a wide range of public safety technologies, instructional tools, and performance monitoring systems. This interoperability enhances the overall training experience, supports comprehensive debriefing, and aligns simulation-based learning with operational systems already in use by law enforcement, military, and public safety agencies.

1. Integration with Microsoft Office for Debrief and Reporting

Ti Training's debriefing and after-action review process integrates directly with Microsoft Office applications, including PowerPoint, Word, and Excel.

Scenario performance data, screenshots, and video clips can be exported for inclusion in training documentation, performance reports, and presentations.

Instructors can easily build customized debrief materials using familiar Microsoft Office tools, allowing for quick analysis and recordkeeping.

Integration ensures that training outcomes align with departmental record management and reporting standards. |

2. Integration with Incident Command and Operational Software

RECON systems can integrate with Incident Command and Emergency Operations software platforms, utilizing Ti Training's display and projection capabilities for shared situational awareness and visual command support.

During live or simulated incidents, Ti Training systems can display real-time data feeds, maps, or tactical coordination visuals from Incident Command applications.

This functionality allows agencies to use the RECON system as both a training simulator and an incident management visualization tool, bridging operational readiness with real-world response technology.

3. Integration with Classroom Training and Keypad Systems

Ti Training supports interoperability with interactive classroom keypad and student response systems, enhancing engagement and accountability during group training sessions.

Trainees can respond to scenario prompts, policy-based questions, or ethical decision challenges via keypad input.

Instructor dashboards aggregate trainee responses for instant feedback or post-session evaluation.

This integration reinforces learning outcomes and facilitates policy compliance assessment across multiple users simultaneously.

4. Integration with Biometric Feedback and Distraction Devices

For advanced training and physiological monitoring, Ti Training's RECON systems are compatible with biometric feedback and distraction device technology.

Systems can connect to heart rate monitors, stress sensors, and biometric feedback systems to measure trainee physiological responses during scenarios.

Integration with auditory and visual distraction devices (e.g., simulated alarms, light cues, or environmental stressors) enhances realism and allows for stress-inoculation training in controlled environments.

Instructors can correlate biometric data with scenario performance, enabling evidence-based evaluation of decision-making under stress.

5. Standards-Based and Future-Ready Design

Ti Training systems operate on standard Windows-based platforms, ensuring compatibility with most third-party software used by public safety agencies.

The open design allows for custom API or data-sharing integration for future interoperability projects, enabling Ti Training systems to evolve alongside emerging command, analytics, or data visualization tools.

Summary:
Ti Training's RECON product line offers broad interoperability across multiple technology domains—Microsoft Office for debriefing, Incident Command software for operational visualization, classroom response keypads for instructional interactivity, and biometric and distraction systems for advanced stress-response training. This flexible integration framework ensures that Ti Training's simulation systems enhance not only technical proficiency but also data-driven performance evaluation and cross-platform readiness for today's complex public safety environments.

Table 7B: Depth and Breadth of Offered Solutions

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
77	Facilities, structures (fixed or mobile)	⦿ Yes ◯ No	Ti Training offers a comprehensive range of facility-based and mobile simulation solutions, designed to meet the diverse needs of public safety, law enforcement, military, and educational training programs. All Ti systems are engineered for flexible

deployment, allowing agencies to choose between permanent installations, semi-permanent setups, or fully mobile configurations depending on their operational environment and training goals.

1. Fixed Facility Installations

Ti Training provides turnkey, permanent installations for agencies seeking a dedicated simulation training environment.

Custom Design and Integration: Each facility is tailored to fit the agency's available space, including training rooms, tactical bays, or dedicated simulation theaters.

System Types Supported: RECON 180, RECON 300, and RECON SIM House configurations are most commonly installed in fixed training centers or academies.

Environmental Optimization: Fixed installations include wall-mounted or curved projection surfaces, integrated sound systems, lighting control, and cable management for a clean, professional training environment.

Permanent Infrastructure Benefits: Enhanced acoustics, controlled lighting, and optimized screen curvature deliver maximum immersion and realism.

Examples of Use: Law enforcement academies, correctional facilities, regional training centers, and military bases.

2. Semi-Permanent and Modular Installations

For agencies requiring flexibility but not full portability, Ti Training offers modular installation options that can be assembled, relocated, or expanded as needs evolve.

Systems are built using modular wall and projection components that can be reconfigured or moved between facilities.

The RECON SIM House exemplifies this capability—it can be configured for single-room, multi-room, or building-wide training environments using modular panels.

These systems provide the same immersive training experience as fixed installations, while offering the advantage of adaptability and facility reuse.

3. Mobile Simulation Units

*

Ti Training designs and deploys mobile simulation systems that allow agencies to bring training directly to field offices, regional commands, or

			rural areas.
			Portable RECON CORE systems can be deployed in minutes in any classroom, conference room, or training bay.
			Fully enclosed mobile simulation trailers or vehicles can be custom-outfitted with RECON 180 or CORE systems for traveling or multi-jurisdictional use.
			Mobile configurations include self-contained power, HVAC, and lighting systems, enabling year-round deployment in any location.
			These mobile systems are ideal for statewide training initiatives, regional academies, or multi-agency cooperatives.
			4. Hybrid Facilities
			Some agencies implement hybrid configurations, combining fixed and mobile systems for a comprehensive training program.
			A permanent RECON 300 or SIM House serves as the central training facility.
			Portable RECON CORE systems support satellite training or outreach to smaller agencies.
			This hybrid approach provides scalable, continuous access to simulation training for all personnel.
			5. Environmental and Technical Readiness
			All Ti Training facility and structure options include:
			Site design consultation and 3D layout planning.
			Electrical and environmental requirement documentation.
			On-site installation and calibration by Ti-certified technicians.
			Instructor training and handoff upon project completion.
			Summary: Ti Training's simulation systems can be deployed in fixed, modular, or mobile structures, offering agencies unparalleled flexibility in designing their training environments. Whether integrated into a purpose-built training center, installed within an existing facility, or mounted in a mobile trailer, Ti systems deliver consistent performance, immersive realism, and operational adaptability to meet the needs of any agency—anywhere.
78	Equipment, props, supplies, rentals, and consumables	⦿ Yes ○ No	Equipment, Props, Supplies, Rentals, and Consumables

Ti Training provides a complete range of equipment, props, supplies, and consumable materials to support its RECON simulation systems and enhance training realism. These items enable agencies to build effective, scenario-based training environments for classroom, tactical, and judgmental use-of-force applications. Every component is designed for durability, interoperability, and long-term cost efficiency, fully supported by Ti Training's customer service and warranty program.

1. Training Equipment

Ti Training supplies all essential hardware and accessories needed for full RECON system operation and management.

Projection and Display Systems: Professionally calibrated LED or standard projectors for accurate, high-definition visuals.

Instructor Control Consoles and Tablets: Wireless or cabled stations for managing scenarios, outcomes, and trainee performance data.

Surround Sound Audio Systems: Multi-channel speakers and amplifiers to deliver immersive sound effects.

Tracking and Sensor Arrays: Laser and motion detection hardware for precision hit tracking and interactive engagement.

Networking and Connectivity Components: Routers, cables, and adapters configured for secure and stable communication between devices.

2. Training Props and Realism Accessories

Props and physical accessories enhance environmental realism and engagement during training sessions.

Mock Furniture and Movable Obstacles: Lightweight, modular pieces for room-clearing or tactical movement exercises.

Replica Weapons and Tools: Non-firing training versions of standard-duty firearms, Tasers®, flashlights, and less-lethal tools.

Scenario-Specific Props: Everyday objects such as clipboards, telephones, or identification cards for de-escalation and interview-based scenarios.

Environmental Enhancements: Lighting controls, fog effects, and sound emitters to simulate different operational conditions.

3. Supplies and Consumables

Ti Training offers a practical range of consumable items required for operation, maintenance, and long-term use of simulation systems.

Recoil Cartridge CO_2 or Compressed Air Canisters: Used in recoil-enabled weapon simulators.   *

Battery Packs and Replacement Batteries: For handheld training tools, wireless sensors, flashlights, and portable devices.

Target and Calibration Materials: Alignment overlays, optical calibration targets, and projector maintenance cloths.

Printer Supplies: Paper and ink cartridges for report generation and scoring summaries.

Cleaning and Maintenance Supplies: Approved cleaning kits and protective materials for sensors, lenses, and screen surfaces.
All consumables are readily available, off-the-shelf components, ensuring minimal downtime and low operating costs.

4. Rental and Short-Term Use Options

Ti Training provides flexible rental and temporary deployment programs for agencies with project-based or limited-duration training needs.

System Rentals: RECON CORE and RECON 180 systems available for short-term use with delivery, setup, and technical support included.

Prop and Accessory Packages: Portable training props for off-site or mobile training programs.

Instructor and Operator Support: Certified Ti instructors can be contracted for on-site or event-based training delivery.
Rental systems are delivered fully configured and supported for the duration of the rental term.

5. Custom Equipment Integration

Ti Training supports the integration of agency-owned or third-party equipment into its simulation environments.

Body-Worn Cameras and Evidence Management Systems for recording and review.

Taser® and OC Spray Training Units for synchronized less-lethal simulation.

Biometric Monitors and Stress Sensors for performance analysis and debriefing.
Each integration is tested and configured by Ti Training technicians to ensure safety, functionality, and compatibility.

			Summary: Ti Training offers a comprehensive ecosystem of equipment, props, supplies, rentals, and consumables designed to optimize simulation realism and operational readiness. From projectors and sensors to environmental props, CO_2 cartridges, and batteries, every item supports turnkey, high-fidelity training experiences with unmatched reliability and cost efficiency for Sourcewell Participating Entities.
79	Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment	⦿ Yes ◯ No	Ti Training designs, manufactures, and supports advanced interactive and digital simulation technologies that enhance public safety and tactical training through immersive, data-driven learning experiences. Ti's platforms integrate real-world physical engagement with digital simulation software, augmented reality components, and interactive peripherals, creating a comprehensive and adaptable training environment for law enforcement, corrections, military, and first responder applications. 1. Digital Simulation Systems Ti Training's core technology is centered around its RECON Series Simulation Platforms (RECON CORE, RECON 180, RECON 300, and RECON SIM House), each of which leverages high-definition, interactive projection and real-time decision-making software. Dynamic Scenario Engine: Every system runs Ti's proprietary simulation software, offering hundreds of branching, instructor-controlled scenarios that replicate real-world encounters. Interactive Performance Tracking: Built-in scoring and analysis tools track trainee accuracy, timing, and communication. After-Action Review Tools: Integrated video playback and export options for Microsoft Office enable structured debriefing and training documentation. Scenario Authoring Tools: Agencies can film and build custom scenarios, adding localized content, departmental policy language, and real community settings. 2. Interactive Hardware and Peripherals Ti Training systems incorporate a variety of interactive and sensor-based devices to create fully reactive training environments. Laser-Based Weapons and Tools: Recoil-enabled and non-recoil firearms, Tasers®, OC spray, and flashlights integrate seamlessly with Ti's simulation platforms. Hit Detection Sensors and Optical

Tracking: Infrared and laser arrays track user engagement with millisecond precision.

Motion and Biometric Sensors: Optional systems measure heart rate, stress response, and movement for advanced trainee assessment.

Instructor Touchscreen Interface: Intuitive control interface enables real-time scenario manipulation, outcome branching, and performance scoring.

Surround Sound and Environmental Effects: Directional audio, lighting, and environmental simulation enhance realism and immersion.

3. Augmented and Virtual Reality Integration

Ti Training continues to expand the integration of AR and VR technologies into its product line to further enhance immersive training.

Augmented Reality Enhancements: RECON systems can incorporate AR overlays for tactical mapping, subject information, or command visualization during training or debrief.

Virtual Reality Modules (Optional): Portable VR extensions can simulate specialized training environments such as vehicle stops, room-clearing, or crisis negotiation.

Hybrid Simulation Environments: Ti Training's RECON SIM House merges physical structures with digital projections, creating a hybrid of VR immersion and live physical interaction —a significant advantage over headset-only VR systems. *

4. Software Ecosystem and Compatibility

Operating Platform: Windows-based system architecture ensures stability, performance, and compatibility with common public safety applications.

Integration with Third-Party Systems: Compatible with Microsoft Office for reporting and Incident Command software for operational visualization.

Network Connectivity: Supports LAN and secure remote access for updates, diagnostics, and system management.

Scalability: Software licenses can expand to support multiple training rooms, shared databases, or multi-agency networks.

Continuous Updates: Lifetime software updates provide new scenarios, technical enhancements, and evolving training content aligned with modern policing standards.

5. Hardware and Equipment

High-Definition LED or Laser Projectors: Energy-efficient visual systems that provide vivid imagery and long lifespan.

Custom Projection Screens: Flat or curved surfaces for single, three-, or five-screen immersive configurations.

Simulation Workstations: High-performance computing systems optimized for multi-screen rendering.

Instructor Consoles: Portable or fixed units equipped with touchscreen displays, audio control, and networking.

Peripheral Devices: Includes weapon simulators, less-lethal training tools, and wireless control accessories.

System Mobility Options: Available as portable, fixed, or trailer-mounted configurations for flexibility in deployment.

6. Training, Maintenance, and Support

All Ti Training AR/VR and interactive simulation systems include:

Comprehensive Installation and Calibration by Ti-certified technicians.

Instructor and Operator Training during system handoff.

24/7 Technical Support with remote diagnostics and troubleshooting.

Lifetime Software Updates and scenario content additions.

Optional Maintenance Agreements including annual inspection, recalibration, and extended warranty coverage.

Summary:
Ti Training's suite of augmented, virtual, and interactive simulation technologies delivers the most complete, realistic, and data-rich training environments available in the public safety industry. By combining digital simulation, AR/VR enhancements, biometric integration, and real-world hardware, Ti Training equips agencies with a scalable ecosystem that bridges traditional instruction, live tactical movement, and advanced immersive technology— ensuring consistent, high-fidelity training outcomes for all users.

| 80 | Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies | ⦿ Yes
○ No | Ti Training's instructional programs are built around its RECON Simulation Systems and developed by subject matter experts in law enforcement and public safety training.

Use-of-Force and De-Escalation Training: Scenario-driven modules that teach judgmental decision-making in compliance with agency policy and |

national standards.

Crisis Intervention and Communication Skills: Focused simulations addressing behavioral health, negotiation, and community interaction.

Tactical Skills and Officer Safety: Scenarios designed for high-risk stops, room entry, and incident command decision flow.

Instructor Certification Courses: Monthly instructor development courses held at Ti Training's Golden, Colorado facility or on-site at the agency location.

Curriculum Alignment: Training content is compliant with IADLEST (International Association of Directors of Law Enforcement Standards and Training) certification, ensuring recognized professional standards.

2. Incident-Based Training

Incident-based training is at the core of Ti's simulation philosophy. Each scenario represents a real-world, decision-making environment where officers must assess, communicate, and respond appropriately under pressure.

Dynamic Scenario Library: Hundreds of HD and CGI-based interactive training scenarios covering use-of-force, communication, tactical response, and community engagement.

Customizable Scenarios: Agencies can modify or create their own scenarios to reflect local policies, geography, or events.

Branching Logic: Scenarios respond to trainee decisions in real time, providing multiple outcomes and realistic feedback loops.

After-Action Review (AAR): Integrated playback and performance analysis tools allow instructors to debrief and evaluate every action and communication.

Multi-Role Functionality: Supports team-based scenarios for coordinated response training involving multiple officers or agencies.

3. Learning Management System (LMS) Integration

Ti Training systems are compatible with and can integrate into existing Learning Management Systems (LMS) used by government, educational, and law enforcement agencies.

LMS Reporting and Tracking: Exports training records, performance metrics, and attendance data for integration with platforms such as PowerDMS, Acadis, Blackboard, or custom

agency LMS systems.

Data Export to Microsoft Office: Enables quick transfer of trainee reports and AAR documentation into Excel or Word formats for recordkeeping.

Cloud-Based Options: Secure storage and retrieval of training results for multi-agency access and compliance reporting.

Custom API Integration: Available for agencies requiring automated data exchange between Ti's system and their in-house LMS.

4. Directly Related Materials and Supplies

Ti Training provides all necessary materials and consumables associated with instructional and simulation-based learning.

Instructor Guides and Training Manuals: Printed and digital materials that outline curriculum objectives, best practices, and scenario summaries.

Scenario Authoring Software Licenses: Allows agencies to film and edit their own video-based scenarios using Ti's platform.

Student Workbooks and Debrief Sheets: Optional printed materials for classroom integration and evaluation.

Consumable Supplies: Batteries, CO_2 cartridges, and maintenance materials for weapons and sensor calibration.

Audio/Visual Accessories: Cameras, lighting kits, and microphones for filming or customizing incident-based content.

5. Training Delivery Options

Ti Training offers multiple options for agencies to access and implement its training programs:

On-Site Training: Delivered by Ti-certified instructors directly at the agency's facility.

Remote or Hybrid Instruction: Instructor-led sessions available through web conferencing tools for classroom or blended learning environments.

Train-the-Trainer Programs: Designed to build in-house instructor capacity for ongoing training operations.

Open Enrollment Courses: Monthly sessions hosted at Ti Training's headquarters in Golden, Colorado, available to all customers at no additional cost.

6. Certification and Standards Compliance

			IADLEST Certified Courseware: Recognized for quality and alignment with national law enforcement training standards. Custom Certification Support: Agencies may co-brand certifications or integrate completion data into local training databases. Documentation and Audit Support: All programs include complete attendance, evaluation, and completion records to support audits or accreditation reviews. Summary: Ti Training's instructional, educational, and incident-based programs provide a comprehensive learning environment that combines simulation, curriculum, certification, and reporting into one cohesive system. By integrating seamlessly with existing LMS platforms, providing IADLEST-certified content, and supporting both live and hybrid instruction, Ti ensures every participating agency receives a scalable, measurable, and compliant training solution built to improve readiness and accountability across all public safety disciplines.	
81	Services, equipment, and software directly related to the offering of the solutions described in #76 - 79 above, including design, installation, maintenance, repair, training, integration, support, and customization	⦿ Yes ○ No	Ti Training delivers a full, end-to-end suite of services, equipment, and software that directly support the design, deployment, and long-term success of its simulation and training solutions. Each component—ranging from system design and installation to training, integration, maintenance, and customization—is performed by Ti's in-house specialists or certified partners to ensure consistent quality, performance, and ongoing customer satisfaction. 1. Design and Engineering Services Ti Training provides complete design consultation for all simulation environments, ensuring that each installation fits the client's space, objectives, and operational requirements. Facility Design and Layout Planning: Includes space analysis, 3D design renderings, and electrical/environmental requirements documentation. Custom System Configuration: Tailored selection of RECON CORE, 180, 300, or SIM House components based on user needs and training goals. Integration Design: Planning and mapping for interoperability with existing A/V, IT, or LMS systems. Scalable Infrastructure: Systems designed to accommodate future expansion, additional training bays, or new technology integrations.	

2. Installation and Commissioning

All Ti Training systems are professionally installed and calibrated by factory-certified technicians.

Turnkey Installation: Includes equipment assembly, projection alignment, system networking, and testing.

On-Site Commissioning: Verification of all functionality, accuracy, and calibration prior to acceptance.

User Orientation: Initial system overview and familiarization session for agency instructors and IT staff.

Compliance: Installations adhere to relevant NFPA, OSHA, ANSI, and CSA safety standards where applicable.

3. Maintenance and Repair Services

Ti Training provides comprehensive maintenance and repair support to ensure maximum uptime and system performance.

24/7 Technical Support Line: U.S.-based customer support with immediate phone and remote diagnostics.

On-Site Service: Prompt technician dispatch for complex issues that cannot be resolved remotely.

Preventive Maintenance Plans: Scheduled system checks, calibration, and cleaning services.

Loaner Systems: Provided when repair turnaround exceeds 24 hours, minimizing training interruptions.

Replacement Parts and Firmware: 100% covered under Ti's standard support program during warranty.

4. Training and Certification

Ti Training ensures all clients receive complete operational training to maximize system effectiveness and instructor confidence.

Operator and Instructor Training: Conducted during installation or at Ti's Golden, Colorado training facility.

Train-the-Trainer Programs: Build internal agency capacity for long-term training sustainability.

IADLEST-Certified Courseware: Ensures compliance with recognized law enforcement training standards.

Ongoing Education: Monthly open-enrollment technical and instructional courses for all current customers at no charge.

5. System Integration and Customization *

Ti Training systems are designed to integrate seamlessly with existing agency infrastructure and third-party technology.

Software Integration: Interfaces with LMS systems (PowerDMS, Acadis, Blackboard), Microsoft Office, and Incident Command software.

Hardware Integration: Compatible with biometric sensors, classroom keypads, command displays, and distraction devices.

Scenario Customization: Agencies can modify or create their own simulation content using Ti's scenario authoring software and camera packages.

Data Reporting and Analytics: Integration of training outcomes with agency record management systems or dashboards.

Multi-System Networking: Enables multiple RECON systems to share scenarios, databases, and performance metrics within one facility.

6. Software and Content Updates

Ti Training maintains an ongoing development program to ensure systems remain current with evolving technology and training needs.

Lifetime Software Updates: All customers receive new versions of Ti's scenario and system control software at no additional cost.

Scenario Library Expansion: New HD, CGI, and live-action scenarios are released regularly to maintain content relevance.

Security and Compatibility Patches: Routine software updates for operating system and integration security.

Custom Scenario Production Services: Optional filming, scripting, and post-production support for agency-specific training modules.

7. Customer Support and Service Commitment

Dedicated Support Staff: Ti maintains an in-house customer service team of 8 full-time support personnel at its Golden, Colorado facility.

24/7 Coverage: Support available by phone, email, and remote maintenance connection.

Rapid Response Standards: Initial response within 1 hour; on-site service (if required) within 48 hours nationwide.

| | | | Service Metrics: Ti tracks uptime, response time, and resolution time to continuously improve support delivery.

Customer Satisfaction Follow-Up: Each completed service interaction is followed by a performance and satisfaction review.

8. Equipment and Peripheral Support

All equipment and peripherals—including projectors, sensors, computers, and recoil devices—are supported directly by Ti Training technicians.

Standard Warranty: Covers all hardware for a minimum of one year, including replacement and shipping.

Extended Service Agreements: Available for 3-, 5-, or 7-year terms with annual on-site maintenance included.

Component Replacement: Rapid fulfillment from Ti's Golden, CO parts inventory for minimized downtime.

Summary:
Ti Training offers fully integrated design, installation, maintenance, repair, training, integration, and customization services that directly support its simulation solutions. Every stage—from concept design to ongoing support—is managed by Ti's in-house professionals to ensure consistent quality, compliance, and performance. This end-to-end capability guarantees that Sourcewell Participating Entities receive a complete, scalable, and sustainable training solution that remains operational, supported, and up-to-date throughout its lifecycle. |

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 82. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	○ Yes ● No

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Sourcewell Pricing 2025 (002).pdf - Thursday October 16, 2025 11:00:48
- [Financial Strength and Stability](#) - D&B Report TI-TRAINING-LE-LLC_10-07-2025 (1).pdf - Thursday October 16, 2025 10:17:04
- [Marketing Plan/Samples](#) - Tear Sheets-Ti Training.zip - Tuesday October 07, 2025 16:02:26
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Quote examples and warranty.zip - Thursday October 16, 2025 11:14:56
- Requested Exceptions (optional)
- Upload Additional Document (optional)

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

   (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

      (i) Those prices;

      (ii) The intention to submit an offer; or

      (iii) The methods or factors used to calculate the prices offered.

   (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor   before award unless otherwise required by law; and

   (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting   competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise   to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

   1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: https://www.treasury.gov/ofac/downloads/sdnlist.pdf;
   2. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or
   3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Kila Otte, Vice President, Ti Training LE LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

◌ **Yes**   ◉ **No**

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_4_Public_Safety_Training_RFP_102325 Thu October 16 2025 04:26 PM	☑	5
Addendum_3_Public_Safety_Training_RFP_102325 Fri October 10 2025 03:34 PM	☑	2
Addendum_2_Public_Safety_Training_RFP_102325 Mon September 15 2025 04:09 PM	☑	4
Addendum_1_Public_Safety_Training_RFP_102325 Mon September 8 2025 04:03 PM	☑	2