



**COMMENT AND REVIEW  
to the  
REQUEST FOR PROPOSAL (RFP) #102325  
Entitled**

**Public Safety Training and Simulation Equipment and Technology**

The following advertisement was placed September 4, 2025 in on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), September 5, 2025 in Oregon’s *Daily Journal of Commerce* and South Carolina’s *The State*, September 7, 2025 on *The Salt Lake Tribune*, September 9, 2025 on the *Deseret News*, and September 5 and September 12, 2025 in *The Oklahoman*, and in the USA Today.

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Training and Simulation Equipment and Technology to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than October 23, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

A1A Software, LLC	Kirila Fire Training Facilities, Inc. dba KIRILA FIRE CANADA ULC
A5 Raik	KNZ Solutions, Inc.
Action Target, Inc.	Koteria Global Services, Inc.
Adams and Reese	L.N. Curtis & Sons
Advanced Solutions International – Canada, Inc.	Laerdal Medical Corporation
Advanced Training Systems, LLC	Lander Simulation & Training Solutions SAU
All Hands Fire Equipment, LLC	Laser Ammo USA
All Points Logistics, LLC	Laser Shot, Inc.
American 3B Scientific	LC Action Police Supply, Ltd.
American Fire Training Systems, Inc.	Lexipol, LLC

Arcadus, LLC	LION Group, Inc. dba LION Safety Solutions
ARCortex, Inc.	M&L Supply, Fire & Safety
Axon Enterprise, Inc.	Makinex USA, LLC
Best Buy Stores, L.P.	Marsol Technologies, Inc.
BlueVoice, Inc.	Max Fire Training, Inc.
Brogan Fire and Safety	Mechdyne Corp
Catapult Design Studios, Inc. dba Catapult Tactical XR	Military Consulting Solutions, LLC
Certus	MLK Abilities, Inc.
Clarion Events, Inc dba Fire Engineering Training	MS. G and Associates
CM Labs Simulations, Inc.	My3Tech, Inc.
Consolidated Trailers, Inc.	National Safety Council dba ORC HSE Strategies, LLC
Construction Service Workers, LLC	Needl, Inc. dba Aurelian
Covington's Consulting & Services, LLC	Neobridge
Crisis Response Leader Training, Inc.	Nucor Environmental Solutions, Ltd.
CrossBar International, LLC	Olympus Technologies, Inc.
D.P. Associates a division of L3 Technologies, Inc.	Panasonic Corporation of North America
D5 Consulting Group, LLC	Pipe Creek Enterprises, Ltd.
Deborah Alston	Pocket Nurse Enterprises, Inc.
Delta Saber, Inc.	policyBUILDERS
DHE Computer Systems, LLC	PowerTrain, Inc.
DiaMedical USA Equipment, LLC	Prime Vendor, Inc.
Digimation, Inc. dba DART Range	PWXPress
Diversified Logistics Training Solutions, LLC	Quality and Assurance Technology Corporation
Doron Precision Systems, Inc.	Quantum Creations, LLC dba Azulle
Draeger Safety Canada, Ltd.	RAMROD XR GmbH
DreamSeats, LLC	Ray O'Herron Company, Inc.
Driver Training Solutions, LLC	Raymond Chabot Grant Thornton Consulting, Inc.
Education Management Solutions, LLC	Red Line Emergency Services, LLC
Elcome International, Inc.	Regional Alliance for Firefighter Training
Electronic Design Company	Retired LE Consultants
Elevate Healthcare	Safety Compliance Services, LLC
eRepublic, Inc.	Second Mile Consulting, LLC
ERISXR	Senzary, LLC
Evolve Range Solutions, LLC	Shea Enterprises, LLC dba Shea Safety, LLC
EW Packaging	Simformotion LLC dba Cat Simulators
Excel Driver Systems, LLC dba Sim-Tech	SoCal Pre Apprenticeship Program
FAAC Incorporated	SOLOXR CORP
Fire Facilities, Inc. dba Trachte Building Systems	Strategic Communications
Fireblast Global	Street Smarts VR
Fol-Da-Tank, LLC and EVAC Rescue	SupplyCore
Forcible Entry, Inc. dba Lionheart	Symtech Fire, LLC dba On Scene Training
Gaumard Scientific Company, Inc.	TacMed Solutions, LLC

Gen Tech Associates	Tactik 360
Gold Coast Partners Group, Inc.	Taylor Systems LLC
GovWorx, Inc.	ThisGen, Inc.
GTS Technology Solutions, Inc.	Thoroughtec Simulation, Inc.
Hale Outdoor Products, LLC	Ti Training LE, LLC dba Table Mountain Group
Henricksen & Company, Inc.	Tommy's Motorsports, Inc.
Herc Rentals, Inc.	Trailer Technologies Holdings LLC
Hygieia Indoors, LLC	TrainCy, Ltd.
ICP	Transportation Solutions & Lighting, Inc.
In Balance IT Solutions, LLC	TSheehan Consulting
Innova Solutions, Inc.	V-Armed, Inc.
Inteliblu, LLC	vCloud Tech, Inc.
Interplay Learning	VES, LLC dba Vrpayers
InVeris Training Solutions, Inc.	Virage Simulation, Inc.
iZen ai, Inc.	VirTra, Inc.
Jahnke & Sons Construction, Inc. dba WHP Trainingtowers	W.S. Darley & Co.
JAM Services, LLC	William L. Doolittle
JHB Group, Inc.	Witherspoon Upholstery, LLC
Kaiden Incorporated	Wrap Technologies, Inc.
KEVEREST TECHNOLOGIES	Wright Tool Company
KFT Fire Trainer, LLC	WSP E&I Canada
Kilonova Interactive, Inc.	XpertVR, Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on October 23, 2025, at 4:30 pm CT. Proposals were received from the following:

- A1A Software, LLC
- Action Target, Inc.
- All Hands Fire Equipment, LLC
- American 3B Scientific
- American Fire Training Systems, Inc.
- ARCortex, Inc.
- BlueVoice, Inc.
- Catapult Design Studios, Inc. dba Catapult Tactical XR
- Clarion Events, Inc. dba Fire Engineering Training
- CM Labs Simulations, Inc.
- Crisis Response Leader Training, Inc.
- DHE Computer Systems, LLC
- DiaMedical USA Equipment, LLC
- Digimation, Inc. dba DART Range
- Diversified Logistics Training Solutions, LLC
- Doron Precision Systems, Inc.

Draeger Safety Canada, Ltd.  
Driver Training Solutions, LLC  
Elevate Healthcare  
Evolve Range Solutions, LLC  
Fire Facilities, Inc. dba Trachte Building Systems  
Fireblast Global  
Forcible Entry, Inc. dba Lionheart  
Gaumard Scientific Company, Inc.  
GovWorx, Inc.  
InVeris Training Solutions, Inc.  
iZen ai, Inc.  
Jahnke & Sons Construction, Inc. dba WHP Trainingtowers  
JHB Group, Inc.  
Kaiden Incorporated  
KFT Fire Trainer, LLC  
Kilonova Interactive, Inc.  
Kirila Fire Training Facilities, Inc. dba KIRILA FIRE CANADA ULC  
KNZ Solutions, Inc.  
L.N. Curtis & sons  
Laerdal Medical Corporation  
Laser Ammo USA  
Lexipol, LLC  
LION Group, Inc. dba LION Safety Solutions  
Military Consulting Solutions, LLC  
National Safety Council dba ORC HSE Strategies, LLC  
Needl, Inc. dba Aurelian  
Pocket Nurse Enterprises, Inc.  
Quantum Creations, LLC dba Azulle  
RAMROD XR GmbH  
Regional Alliance for Firefighter Training  
Retired LE Consultants  
Safety Compliance Services, LLC  
Shea Enterprises, LLC dba Shea Safety, LLC  
Simformotion LLC dba Cat Simulators  
SoCal Pre Apprenticeship Program  
Street Smarts VR  
SupplyCore  
Symtech Fire, LLC dba On Scene Training  
TacMed Solutions, LLC  
Tactik 360  
Taylord Systems, LLC  
ThisGen, Inc.  
Thoroughtec Simulation, Inc.  
Ti Training LE, LLC dba Table Mountain Group  
TrainCy, Ltd.  
V-Armed Inc.  
VES, LLC dba Vrpatients  
Virage Simulation, Inc.

W.S. Darley & Co.  
XpertVR Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Julie Riebe, NIGP-CPP, Senior Procurement Analyst  
Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II  
Mari Vielma, Procurement Analyst II  
Neva Crawford, Procurement Analyst I

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and/or services offered in the proposal response from CM Labs Simulations Inc., DHE Computer Systems, LLC, iZen ai, Inc., Quantum Creations, LLC dba Azulle, Safety Compliance Services, LLC, and Simformotion, LLC dba Cat Simulators fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Action Target, Inc. specializes in designing, manufacturing, and installing custom shooting range solutions. The company also provides maintenance programs, warranty support, and replacement parts. Their sales and service teams work closely with authorized resellers and distribution partners across the United States and Canada. Sourcewell participating entities are receiving competitive pricing and project-based discounts.

All Hands Fire Equipment LLC offers a wide range of structures, props and simulated training equipment for fire, search and rescue, and EMS training needs. All Hand's offers both standard and optional training courses. Their sales and service force are available to Sourcewell participating entities in both the United States and Canada. All Hand's is offering a competitive range of discounts off MSRP pricing, along with varying volume discounts.

Clarion Events provides the latest developments and standards in clinical breakthroughs and training for firefighters, EMTs, paramedics, and those professionals serving these industries. Through their industry leading off the shelf content library that features over 1,200 fire courses and videos, 400 EMS courses and 70 OSHA compliant courses as ready to use training. They are offering favorable pricing terms along with solid discounts off their solutions for Sourcewell members.

Doron Precision Systems, Inc. provides a line of driving simulators for law enforcement and municipality training and assessment needs. Equipment maintenance training, warranty service, and on-site maintenance contracts are available. Doron's sales and service force are available to Sourcewell participating entities in the United States and Canada. They are offering competitive discounts from commercial rates with available volume purchase discounts.

Driver Training Solutions, LLC offers driver-training simulators and curriculum for public safety. Their modular OmniSim cabs provide additional simulated vehicles with less cost and less hardware required. They act as a dealer with a direct sales force that can sell and service all Sourcewell participating entities across the United States and Canada. Driver Training Solutions is offering a strong discount off MSRP.

Fireblast Global, Inc. provides live fire training system equipment and technology. They manufacture mobile live fire training structures as well as supply thermal lining systems for facilities/structure. Fireblast Global, Inc. sales and service force are available to serve Sourcewell participating entities throughout the United States and Canada. They are offering a competitive discount off list pricing.

Jahnke & Sons Construction, Inc. began as a local construction company and expanded its offerings by acquiring WHP™ Training Towers. WHP™ specializes in providing pre-engineered fire training towers to fire departments, military organizations, governments, and municipalities around the globe. With over 1,000 installations nationwide, WHP™ delivers turnkey solutions that meet diverse fire training needs. Sourcewell participating entities benefit from discounted pricing off the manufacturer's MSRP.

JHB Group, Inc. provides engaging, hands-on training and educational platforms that incorporate augmented reality, virtual reality, and immersive mobile experiences to enhance learning. The company focuses on developing versatile, multi-disciplinary mobile units and innovative training systems. Additionally, JHB Group, Inc. offers Sourcewell members a competitive discount off list prices.

KFT Fire Trainer, LLC is a supplier of computer-controlled, gas fueled, live fire training systems. They offer fixed containerized solutions that replicate structural trainers and mobile Structural/Aircraft Rescue Fire Fighting (ARFF) training solutions. Their sales and service network can serve Sourcewell participating entities in the United States and Canada. KFT is a certified small business enterprise in compliance with the Small Business Administration size standards. They are offering a solid discount off list price.

Laerdal Medical Corporation is a manufacturer offering a wide range of patient simulators, programmed scenarios simulation learning management systems and services. The company has a nationwide sales and service force and collaborates with several distribution partners. Laerdal Medical will provide substantial discounts to Sourcewell participating entities.

Lexipol, LLC delivers a comprehensive Software-as-a-Service (SaaS) platform designed for law enforcement, fire departments, and public safety agencies. The company's direct sales and service teams are equipped to support Sourcewell participating entities throughout the United States and Canada. Lexipol provides sizeable discounts on all its solutions.

National Safety Council (NSC) provides safety and compliance consulting, training, and program design services applicable to facilities and structures. Their sales and service network can serve Sourcewell participating entities in the United States and Canada with a network of 12,000 certified instructors and nearly 5,000 authorized training centers. NSC offerings include workplace safety assessments, facility hazard evaluations, and customized safety training. They are offering a solid discount off list price.

SupplyCore LLC offers a wide variety of training and simulation products for fire and rescue, public safety, use of force, and emergency response via their catalog. Turnkey installation, training services, maintenance and ongoing support are offered for added value. SupplyCore's sales and service force are available for to Sourcewell participating entities in both the US and Canada. They are offering a range of discounts off of standard list price.

Symtech Fire, LLC offers a full line of simulation technologies, training towers, and props for fire service training. Maintenance services and various operator training programs are also an added benefit. Symtech Fire's sales and service force are available to assist Sourcewell participating entities in all geographic areas of the United States and Canada. Symtech's pricing reflects a competitive discount off of standard list pricing with volume discounts available.

TacMed Solutions, LLC specializes in high-fidelity medical training simulators designed for tactical and trauma scenarios, particularly benefiting public safety entities such as law enforcement, fire/rescue, EMS, and military

personnel. Their design services emphasize customized simulation solutions tailored to the client needs. TacMed Solutions, LLC is offering strong discounts to Sourcewell participating entities.

Ti Training LE, LLC, d.b.a. Table Mountain Group, specializes in interactive simulation and training systems. Their nationwide sales and service network is supported by authorized resellers. The company offers competitive pricing, including quantity discounts and a Trade-In Rebate Program.

Virage Simulation Inc. provides driving simulator equipment and technology. They offer a wide range of simulator technologies including law enforcement, and ambulance operator training and assessment. The Virage sales and service force are available to Sourcewell participating entities in the United States and Canada. Virage pricing reflects a competitive discount from standard list price, with available quantity discounts on the purchase of multiple units.

For these reasons, the following awards of Sourcewell **Master Agreement #102325** are recommended:

Action Target, Inc.	#102325-ATG
All Hands Fire Equipment, LLC	#102325-ALH
Clarion Events, Inc dba Fire Engineering Training	#102325-CLN
Doron Precision Systems, Inc.	#102325-DRN
Driver Training Solutions, LLC	#102325-DRT
Fireblast Global	#102325-FRB
Jahnke & Sons Construction, Inc. dba WHP Trainingtowers	#102325-JHK
JHB Group, Inc.	#102325-JHB
KFT Fire Trainer, LLC	#102325-KFT
Laerdal Medical Corporation	#102325-LAE
Lexipol, LLC	#102325-LXP
National Safety Council dba ORC HSE Strategies, LLC	#102325-NSL
SupplyCore	#102325-SPY
Symtech Fire, LLC dba on Scene Training	#102325-SYM
TacMed Solutions, LLC	#102325-TMD
Ti Training LE, LLC dba Table Mountain Group	#102325-TITR
Virage Simulation, Inc.	#102325-VIR

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*Julie Riebe*

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Julie Riebe, NIGP-CPP, Senior Procurement Analyst

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*Scott Dobereiner*

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Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II

Sourcewell

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*Mari Vielma*

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Mari Vielma, Procurement Analyst II

Signed by:

*Neva Crawford*

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Neva Crawford, Procurement Analyst I

### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #102325 for Public Safety Training and Simulation Equipment and Technology**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

Signed by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Sourcewell Chief Operating and Procurement Officer