

CITY OF CARLSBAD SOLE SOURCE AND EMERGENCY PROCUREMENT REQUEST AND DETERMINATION FORM

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the Purchasing Manager. *A purchase order will not be issued and orders may not be placed until the sole source determination as been posted for a minimum of 15 days.*

I. Name of Company: Full Swing Golf Date: 10/27/23

Please Check One: New Sole Source Renewal of Existing Sole Source

Please Check One: Product Services Product and Services

Type of Sole Source Requested: *(Please check the one that best describes the type of Sole Source you are requesting)*

Company Sole Source (Only one company can provide the goods or services)

Brand Name Sole Source (Only this brand will serve the intended purpose or function with existing equipment or systems, including software)

Unique Professional Services (Only one company or individual can provide this service due to the creative nature of the service or custom delivery of goods or services that are unique and subject to custom design and/or fabrication.

****Please note- True Professional Services under \$60,000 in value are considered a small purchase and does not require a sole source determination.**

Proprietary Sole Source (Only this company provides this product or service and only this company can provide after sale maintenance, repairs or service agreements)

Local Sole Source (Only one company exists to provide this product or service locally and due to the nature of the purchase, it is not feasible or reasonable to obtain the product or service from non-local sources. Only one local vendor is able to respond to the need in a timely manner due to local proximity)

Amount of Purchase \$ 128,900

Sole Source Determination

III. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor ***the one source*** capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”)

All Full Swing’s tracking technology and software to drive the user experience is completely proprietary, all made directly in house by Full Swing engineers and developed since the company’s inception in 1986.

IV. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are ***unique and how this uniqueness is substantially related to the intended purpose of the contract.***

Our tracking technology and software is the only simulator that creates a real-life ball flight experience where the ball transitions seamlessly from the strike point towards the screen, and transitions directly where you would expect it to as it enters the virtual space.

- V. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

Our unique tracking technology, built with a combination of high-speed cameras and doppler radar, make us the only simulator partnered with the PGA Tour, Golf Channel, TGL, and tour players such as Jon Rahm and Tiger Woods. Because of our unique partnerships, we have access to create and develop real golf courses that other companies don't have access to.

- VI. Provide a narrative of the due diligence used in determining the basis for the procurement, including a review of available sources and include Include a list of businesses contacted (*do not state that no other businesses were contacted*), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, provide the goods or services; or an explanation of why the department has determined that no businesses other than the prospective contractor can provide the goods or services requested.

The City of Carlsbad looked at approximately 20 different options for golf simulators to be installed at Lake Carlsbad Golf Course's driving range facility and ultimately decided that the best option for what the City wanted to accomplish with this project was only offered by Full Swing Golf. Since all of the simulator's on the market are unique and proprietary in nature, conducting a formal Bid or RFP was not feasible since other companies would not be able to provide a simulator with the exact same specifications and technology that the City desires.

Certified by:

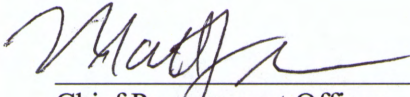
Date: 10/27/2023



Department Director

APPROVED:

Date: 10/27/23



Chief Procurement Officer

Authority to Proceed

- 1) the signature of the CPO on this form certifies the sole source has been posted for thirty (30) calendar days and has received no challenges;
- 2) the sole source is granted as of the date of signature by the State Purchasing Agent; and
- 3) the signature of the CPO on this form is the final signature required for this sole source procurement.

Breakdown of Software:

- FS Unlimited Subscription – We charge the first 2 years up front, that's why you see a quantity of 2 under each line item, with one line item for each of the 2 simulators. These are discounted to \$1,100 per sim, per year, under the commercial software discounts per unit. Reference page 8 of attachment 4 for overview. All future games and golf course updates are included in the subscription, so you will always be current with the latest offerings.
- Showdown Golf – Series of 20 skills games and challenges, similar to Topgolf. No charge, permanent license.
- Sports Pack 3 – This is our original sports pack which includes the games such as zombie dodgeball, basketball, baseball, soccer, football, and others. No charge, permanent license.

Net Total:

- **\$128,900** (includes local tax)
- Deposit Amount: **\$32,225**

Terms and Conditions:

- These are attached for your review, which also includes information on our proprietary software and tracking technology. If all looks good to proceed, we take a 25% deposit to initiate the order and begin lead time/project management. 50% progress payment will be billed prior to shipment/installation, and final 25% is billed after installation.

Give me a call with any questions.

BRENT DOTTERS

Direct: 858.924.8519

FULL SWING
CHAMPION PROVEN TECHNOLOGY



From: Brent Dotters
Sent: Wednesday, September 20, 2023 8:42 AM
To: kccass@cityofcarlsbadnm.com
Subject: RE: Full Swing Simulators

Hi KC,

Great speaking with you today!

FULL SWING

WWW.FULLSWINGGOLF.COM - SALES@FULLSWINGGOLF.COM

800.798.9094 - 1905 ASTON AVE STE 100 CARLSBAD, CA 92008



[@FULLSWINGOLFSIMULATORS](https://www.instagram.com/fullswinggolfsimulators)



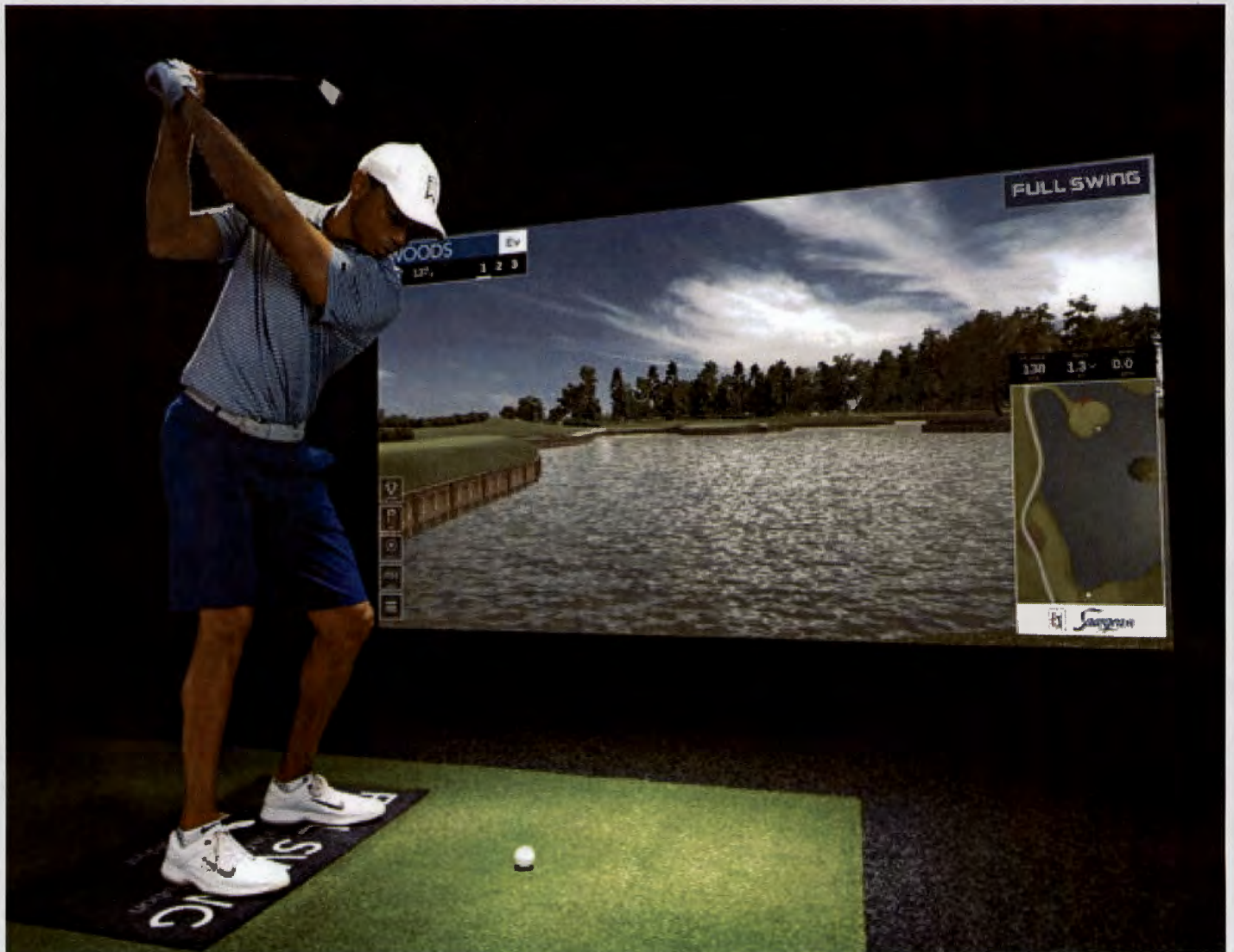
[FULL SWING](https://www.facebook.com/fullswing)



[@FULLSWINGGOLF](https://www.twitter.com/fullswinggolf)

FULL SWING

CHAMPION PROVEN TECHNOLOGY



2023 / COMMERCIAL

FULL SWING

WITH OVER 30 YEARS OF INSTALLATIONS AROUND THE WORLD, FULL SWING HAS BEEN TRUSTED BY THE BEST IN THE GAME TO CREATE THE PERFECT SIMULATOR SETUP.

- Practice like PGA TOUR Champions Tiger Woods, Jon Rahm & More
- Play The World's Most Iconic Courses like TPC Sawgrass & Pebble Beach
- Experience More Than 15+ Sports & Games like Football & Zombie Dodgeball
- Watch Your Favorite Shows, Movies and Teams on Your New Home Theatre.



WWW.FULLSWINGGOLF.COM - SALES@FULLSWINGGOLF.COM
800.798.9094 - 1905 ASTON AVE STE 100 CARLSBAD, CA 92008



RAHM

CANTLAY

WOODLAND

WOODS

DAY

SCHAUFFELE

SPIETH



TEAM FULL SWING

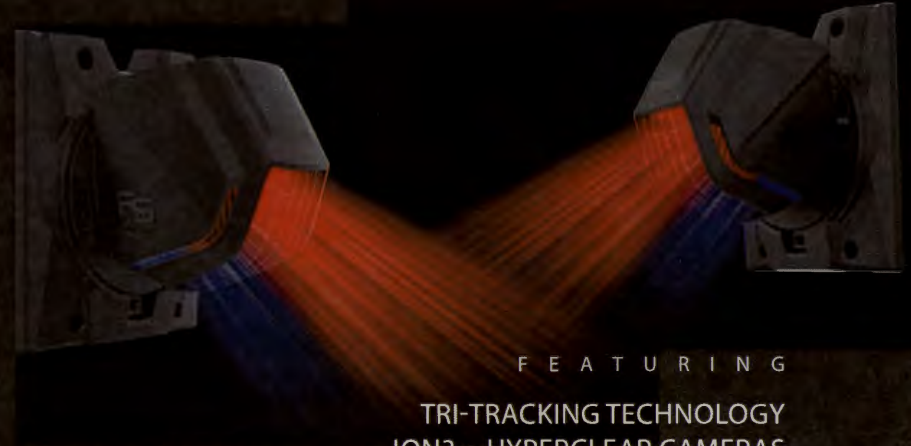
INTRODUCING

PRO | 2.0

SIMULATOR



THE BEST JUST GOT BETTER



FEATURING

TRI-TRACKING TECHNOLOGY
ION3 + HYPERCLEAR CAMERAS

Full Swing builds on our 30+ years of innovation by developing the latest evolution in simulation, The Pro 2.0 Simulator.

We have taken the accuracy & speed of our infrared tracking technology and combined it with blue light LEDs encased in a compact, durable housing to produce the fastest & most accurate indoor ball-tracking technology in sports.

The new Pro 2.0 is the most advanced simulator, ever.

PRECISION



2X INCREASE IN RESOLUTION
FOR PRECISION ACCURACY

SPEED



30% INCREASED SCAN RATE FOR
INSTANTANEOUS BALL FLIGHT

REMOTE UPDATES



AUTOMATED PERFORMANCE
UPDATES



PRO|2.0

STANDARD

The pro series simulator sets a new standard in the golf industry.

\$55,900*

308-A Model Shown. Recommended Space 10'H x 12'6"W x 20'D

MULTIPLE SIZE OPTIONS AVAILABLE



PRO|2.0

WIDESCREEN

Our flagship simulator designed to provide the most immersive experience possible.

30% wider than our Standard model

\$66,900*

328-A Model Shown. Recommended Space 10'H x 16'6"W x 22'D

MULTIPLE SIZE OPTIONS AVAILABLE

*Additional Software,
Shipping & Installation
Costs Not Included

SPORT

SIMULATOR



BETTER THAN THE REST



F E A T U R I N G

DUAL-TRACKING TECHNOLOGY
ION3 + LINESCAN CAMERAS

It starts with real measurements of your club & ball data at impact from our overhead ION3 Camera.

Then we measure your ball speed, launch angle and direction in real-time multiple times as your ball passes our four high-speed linescan cameras before transitioning to the exact spot on screen where your ball transitions to the virtual world.

The Sport Simulator gives you real ball-flight that you can trust.



The image shows a golf simulator setup in a dark room. A large screen displays a virtual golf course with a green, fairway, and sand traps under a blue sky with clouds. A camera is mounted above the screen. A green mat is on the floor in front of the screen. The word 'SPORT' is written in large white letters below the screen.

SPORT

STANDARD

Powerful solution featuring leading camera technology.

\$45,900*

308-A Model Shown. Recommended Space 10'H x 12'6"W x 20'D
MULTIPLE SIZE OPTIONS AVAILABLE



The image shows a wider golf simulator setup in a dark room. A large screen displays a virtual golf course with a green, fairway, and sand traps under a blue sky with clouds. A camera is mounted above the screen. A green mat is on the floor in front of the screen. The word 'SPORT' is written in large white letters below the screen.

SPORT

WIDESCREEN

The most immersive golf experience in the Sport Series.

30% wider than our Standard model

\$51,900*

328-A Model Shown. Recommended Space 10'H x 16'6"W x 22'D
MULTIPLE SIZE OPTIONS AVAILABLE

*Additional Software,
Shipping & Installation
Costs Not Included



WE PROVIDE EVERYTHING YOU NEED

- CINEMA QUALITY PROJECTOR 1
- ION3 OVERHEAD HIGH-SPEED CAMERA 2
- SOLID WOOD BOOTH ENCLOSURE & PLATFORM 3
- ENERGY ABSORBING DIFFUSER SCREEN & BAFFLING 4
- BALL TRACKING HARDWARE 5
- TOUCHSCREEN MONITOR 6
- CUSTOM BUILT SUPERCOMPUTER 7
- CABINET FOR COMPUTER, KEYBOARD,
MOUSE AND ELECTRONICS 8
- INDUSTRIAL GRADE CARPET 9
- PREMIUM HITTING MAT 10

FULL-SERVICE PROJECT MANAGEMENT AND INSTALL



BUILD YOUR BUSINESS

WE WILL TAKE CARE OF EVERYTHING FROM PROJECT MANAGEMENT TO PROVEN BEST PRACTICES.

- SEASONAL LEAGUES & TOURNAMENTS
- INCREASED & IMPROVED LESSONS
- FAMILY-FRIENDLY EVENTS
- YOUTH GOLF & SPORTS PROGRAMMING
- PRIVATE EVENT RENTALS

ALL-YEAR ROUND

RENTALS, EVENTS, LEAGUES, PARTIES AND MORE TO DRIVE FOOD & BUSINESS SALES



KEEP THEM COMING BACK

LONGER TIME SPENT ON-SITE,
MORE RETURN VISITORS AND BIGGER PARTIES!



PLAY, PRACTICE, IMPROVE, COMPETE

ON-DEMAND

- TEEING IT UP FOR 18 AT PEBBLE BEACH
- LEARNING WITH THE LADIES GROUP
- COMPETING IN A QUARTERBACK CHALLENGE
- PLAYING ZOMBIE DODGEBALL WITH THE KIDS



PLAY ANY TIME

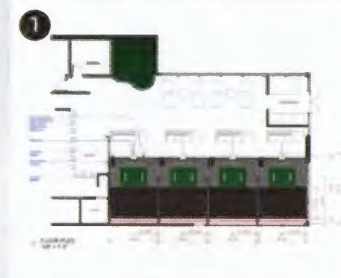
NIGHT, DAY, RAIN, SNOW



**OUR TEAM WILL HANDLE EVERYTHING
TO TRANSFORM YOUR SPACE**

TRANSFORM YOUR SPACE

Full Swing has been in business for over 30 years and has installed simulators in nearly every type of room configuration imaginable, so we're ready for your space.



1. Share your vision, space dimensions, photos and blueprints with our sales team.



2. Our team will create a rendering of your space, working with your contractor on details.



3. We send a detailed electrical CAD drawing to begin prepping the space.



4. Our trained team arrives to complete turnkey installation and training.

ION3

THE ION3 CAMERA IS THE NEXT EVOLUTION IN INDOOR GOLF

Our ION3 Overhead Camera captures the club and initial ball launch data as it records HD video of your clubhead through impact for your analysis post-swing, side by side with 13 points data.



GARY WOODLAND

"That's the beauty of Full Swing, I can see all the data and video that's coming from every swing instantly."



ALL FULL SWING SIMULATORS INCLUDE ION3 TECHNOLOGY.

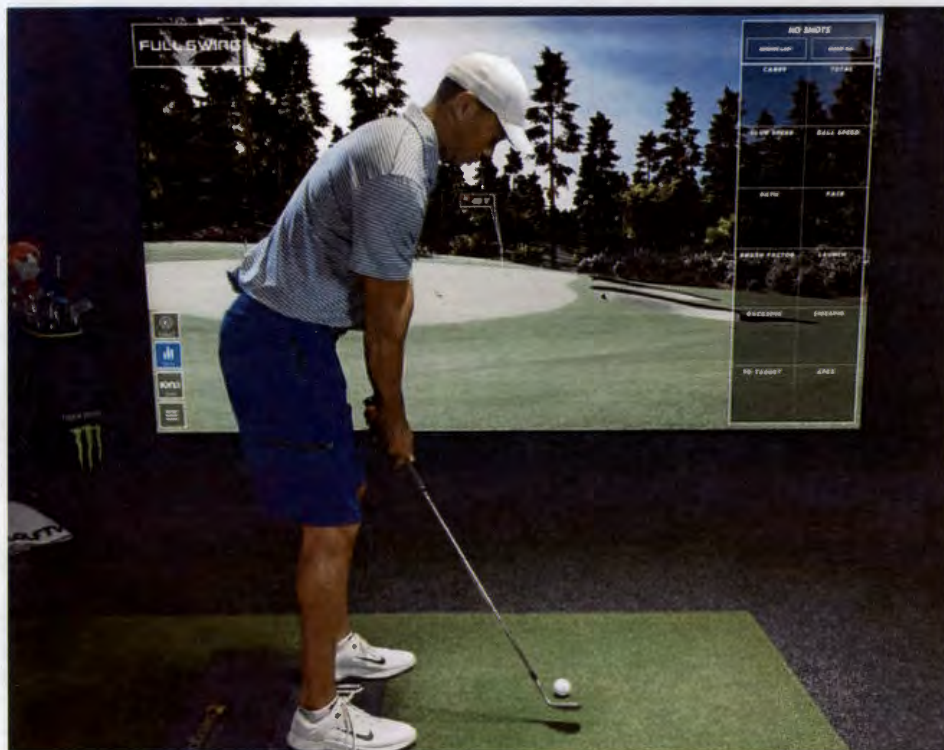
YOUR CLUB, YOUR SWING, INSTANT FEEDBACK.

FULL SWING **GOLF**



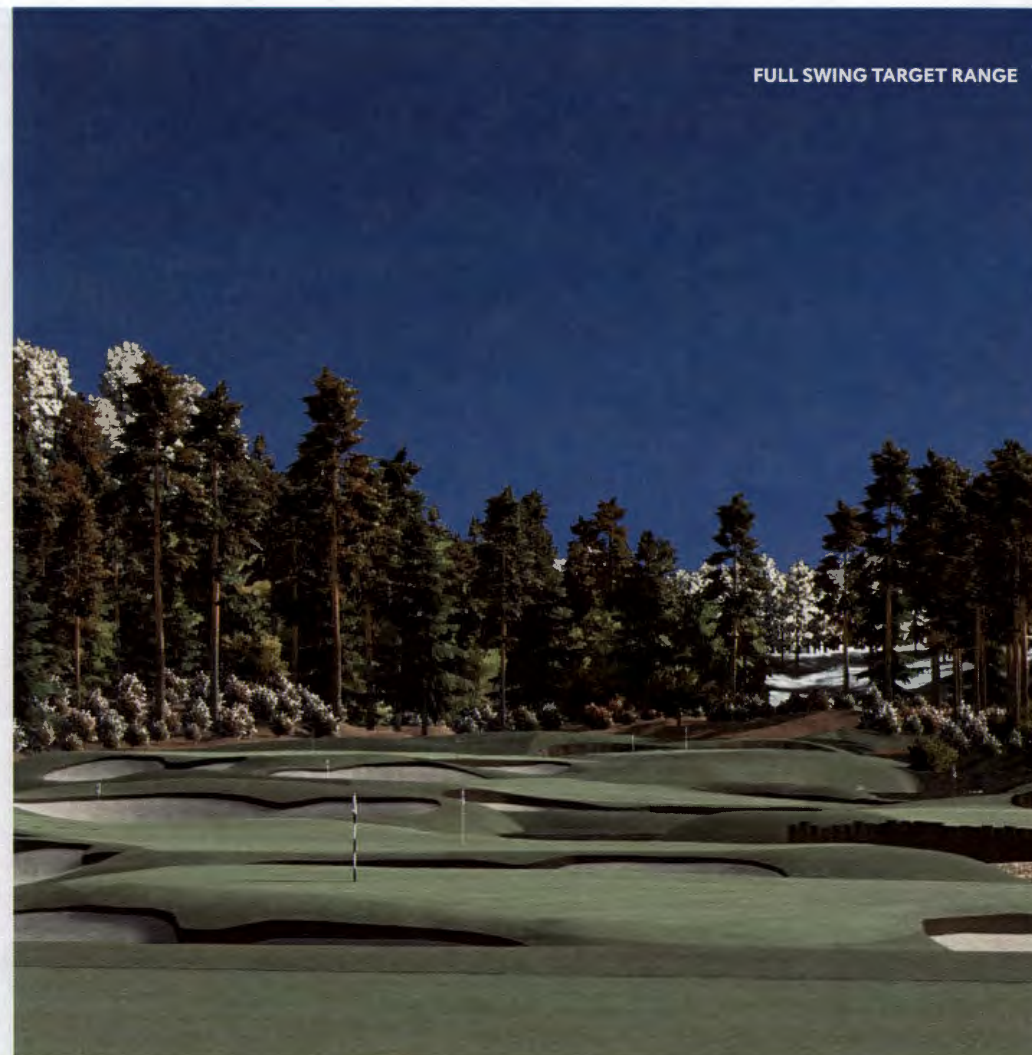
EXPLORE THE MOST ICONIC
COURSES WITH THE MOST
INNOVATIVE SOFTWARE
IN GOLF

PEBBLE BEACH HOLE #7



PRACTICE LIKE NEVER BEFORE

With our new practice areas, take aim at over 30 different target pins and two drivable fairways, or dial in your short game with a 360 degree approach options on our multi-tiered green.



WADE HAMPTON



FEATURED COURSES INCLUDE



Spyglass Hill
Golf Course
PEBBLE BEACH



Scottsdale



RIVER HIGHLANDS



Boston



PEBBLE BEACH



Southwind



THE CASTLE COURSE



THE HAY



THE JUBILEE COURSE
St Andrews Links
— 1897 —



THE NEW COURSE
St Andrews Links
— 1895 —



DEERE RUN



THE BRIDGES
AT RANCHO SANTA FE



POTOMAC



THE FARMS



SUMMERLIN



THE BEAR'S CLUB



PAYNE'S VALLEY



BUFFALO
RIDGE



DIAMANTE
CASO RAY LUGAR



Valhalla
GOLF CLUB



TOPGOLF



BLUEJACK
NATIONAL



INTRODUCING

FULL SWING **GAMES**

THE NEWEST WAY TO PLAY FOR EVERYONE

Higher-Resolution Graphics, More Gameplay Options
And No Golf Experience Required to Enjoy

WHETHER YOU'RE LOOKING FOR FAMILY FUN, A NEW WAY TO PRACTICE
OR A QUICK WAY TO GET MOVING, WE HAVE THE GAME FOR YOU!



Developed with legendary NFL Quarterback Drew Brees for the most authentic & fun experiences.
Challenge your friends to see who can drive their team downfield, win an accuracy competition or kick the winning field goal.



Fun for the whole family for both non-golfers who want to throw & roll balls at the screen and a way for golfers
to enjoy a whole new challenge using your putter for Skee-Ball or hitting wedges & punch shots to win other games.

**MORE SPORTS & GAMES COMING THROUGHOUT YOUR SUBSCRIPTION,
TALK TO YOUR SALES REP TO FIND OUT MORE ABOUT PACKAGES AND PRICING.**



MultiSport

- HIGH HEAT PITCHING • QB CHALLENGE • BASKETBALL SHOOTOUT • HOME RUN DERBY • FIELD GOAL KICKS
- BOCCE • CARNIVAL • SOCCER • HOCKEY • LACROSSE • RUGBY • CRICKET • ZOMBIE DODGEBALL



MORE THAN JUST GOLF!

With over 13 sports experiences, there's something for everybody!





THE COMPETITION GOES BEYOND THE COURSE

Compete in 20 head-to-head golf competitions and skill contests. Play arcade-style golf on your Full Swing simulator.



BLACK JACK GOLF



TARGET CARRY CHALLENGE

DEMOLITION GOLF



GOLF CART GUY CLASH

3BAY MANAGER

FULL SWING HAS AUTOMATED YOUR SIMULATOR MANAGEMENT



SCHEDULE, MANAGE AND MORE ALL REMOTELY

Full Swing's solution for commercial venues looking to remotely schedule reservations for your simulators, lock & unlock multiple bays, allow customers to extend their session and more, all from any internet accessible device.



Schedule your league nights, parties, junior programs, game-watches, special pricing and more all in advance. Your staff can easily see what is on the calendar, add new reservations, and modify existing plans all remotely.

MANAGE YOUR SIMULATORS REMOTELY



Show your guests how much time is remaining on their rental and the option to add time, all through the on-screen display.



FULL SWING KIT

From The Brand with The Most Trusted Indoor Simulator,
Complement Your Experience Outside with The Most Innovative Launch Monitor



OLED SCREEN

The First Full-Color Customizable Display

HIGH-RES CAMERA

4K Camera, 1080p Output

LED INDICATOR

Shows You When KIT's Ready & Measuring

5D MICRO DOPPLER RADAR

Patented Higher Resolution at Further Distances

MULTI-CORE PROCESSOR

Featuring Neural Network Processing



THE ONLY LAUNCH MONITOR TRUSTED BY TIGER WOODS

"I know that Full Swing is measuring my golf ball not guessing at it."

[CLICK HERE TO SEE THE VIDEO](#)



16 POINTS OF CLUB & BALL DATA INCLUDED

Get every data point from the most advanced radar in golf and high-resolution video playback of your swing to see your game in perfect clarity.



CUSTOMIZE WHAT YOU SEE & HOW

Arrange what data points are shown on your KIT display, iPhone, iPad, Apple Watch or spoken to you through your headphones.

