

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: InVeris Date: 7/28/23

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 \$ 76,000.00

II. **Emergency Procurement Request**

DEFINITION OF EMERGENCY CONDITIONS:

An emergency condition is a situation which creates a threat to public health, welfare, safety or property such as may arise by reason of floods, epidemics, riots, equipment failures or similar events. The existence of the emergency condition creates an immediate and serious need for services, construction or items of tangible personal property that cannot be met through normal procurement methods and the lack of which would seriously threaten:

- A. the functioning of government;
- B. the preservation or protection of property; or
- C. the health or safety of any person.

Please provide a detailed explanation for why the purchase required meets the above definition of an Emergency Condition.

N/A

**** The Emergency Determination will only be in effect as long as needed to alleviate the emergency conditions. Once the emergency condition has passed, regular procurement methods and procedures must be followed.**

Amount of purchase: \$ _____

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.”)



InVeris Training Solution's Virtual Reality Training Simulator (SVR) has provided a letter stating that they are the only supplier capable of satisfying the requirements for an integrated, lighthouse-tracked, "enterprise" solution including:

- Customizable Scenario Platform
 - Body Tracking
 - Hand Tracking
 - Supports up to 3 simultaneous users
 - Dual-Screen Views
 - Suspect Actions can be selected without limitations
 - Proprietary Visual Gaze System
-

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.***

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

InVeris includes several customizable scenarios, support and unique environment interactions.

- 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.

Certified by:

Date: 08/01/2023

Shane Skinner 
Department Director

APPROVED:

Date: 8/16/23


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.



July 26, 2023

Lieutenant Adrian Rivera
Carlsbad Police Department
602 West Mermod Street
Carlsbad, NM 88220
575-885-2111 ext #2236
sarivera@cityofcarlsbadnm.com

Subject: InVeris Training Solution's Virtual Reality Training Simulator (SVR)
Sole Source Justification Letter

IVTS Ref No.: 24672-23-USL Rev 1

Dear Lt. Rivera,

InVeris Training Solutions, Inc. (IVTS) is pleased to provide this sole source justification letter to Carlsbad Police Department in support of the procurement of an IVTS Virtual Reality Training Simulator (SVR).

This Sole Source Justification is in support of IVTS Proposal Number 24672-23-USL Rev 1.

Sole Source Justification:

It is our opinion that there is only one supplier capable of satisfying the requirements for an integrated, lighthouse-tracked, "enterprise" solution that can include:

- **Customizable Scenario Platform.** Allows instructors to create an essentially infinite number of scenarios, including domestic violence, active shooters, suicidal individuals, emotionally disturbed persons, and more.
- **Body tracking.** SVR renders a virtual avatar for each trainee's body so trainees can realistically interact with each other in multi-user experiences. Other simulators often only render a floating headset, which is unrealistic for simulating real-life interactions.
- **Hand tracking.** Allows trainees to manually handcuff suspects, open doors, etc.
- **Supports up to 3 simultaneous users without VR backpacks.** SVR's wireless headsets are more robust, easier to troubleshoot, and have batteries lasting 3x longer than VR backpacks. (Note: must purchase one system per simultaneous user.)
- **Dual-screen view.** Allows operators to simultaneously control scenarios and view what the trainee sees in their headset.

- **Suspect actions can be selected without limitations.** Many simulators end a scenario when a specific number of actions are completed.
- **Proprietary visual gaze system.** Allows trainees to interact with distant virtual objects, unlike other training simulators.
- **Optional cloud-enabled software updates.** Upon launching the SVR software, a patching application will automatically check for updates.
- **Optional secure offline updates via encrypted flash drives.** No cloud connectivity required if desired by the customer. (Subject to additional costs and update delays.)
- **3D After Action Review from any angle.** Includes training metrics such as shot placement, gaze point, and distance from a subject.
- **After Action Review bookmarks.** Mark timestamps of interest to quickly switch back and forth.
- **Shot trajectory tracking.** SVR's physics system enables lethal and less-lethal projectiles to travel exactly as they would in the real world. Shot trajectory can be viewed during scenario playback.
- **Full suite of weapons/tools for simultaneous use.** Supports up to 8 simultaneously tracked weapons/tools per trainee. Other simulators typically only allow up to 2-4.
- **Prop placement system.** Allows instructors to place props in various environments.
- **Over 120 props available.** Many ways to customize environments, from backpacks to firearms.
- **Realistic suspect avatars.** Characters are 3D-scanned with various customization options.
- **Proprietary networked microphone input tool.** Allows instructors to speak directly to all trainees without the trainees needing to remove their headsets. Instructors can also verbalize as suspects in real-time.
- **3D/directional audio.** Supports noises such as gunshots during active shooter situations.
- **Artificial movement system.** Enables trainees to seamlessly navigate large virtual environments despite being in a small physical space.
- **Custom training environments based on real locations.** Offered as an optional add-on service.
- **Over 160 different characters.** Instructors can select suspects and bystanders from a large database of characters, with the ability to customize and randomize them as well.
- **Unique environment interactions.** Such as generating certain sounds on command and having suspects open/close doors.
- **Fatal hit placement system.** Allows instructors to choose which body parts result in a suspect's fatality when impacted.
- **Physics-based animation system.** Simulates realistic less-lethal impacts on characters.
- **Advanced analytics system.** Secure, locally stored, and anonymous. Can be used to track trainees' progress during live scenarios and over time (e.g. review past bodycam footage).
- **Scenario saving.** Allows instructors to save and edit new scenarios for later use.
- **Multiple suspect support.** Allows instructors to place, customize, and control multiple suspects in a scenario. Can support up to 10 suspects in certain scenarios.
- **Customizable military security gate scenario.** For military customers - allows randomized vehicles to enter and exit an entry point with randomly generated suspects and objects in each vehicle. Instructors can choose from several environments, some of which exist in real life.

- **Intelligent suspect movement system.** Allows instructors to click on any location to have a suspect intelligently (e.g. run, walk, strafe) move to that location.
- **Trainee placement system.** Allows instructors to move and rotate trainees within a training environment.
- **Realistic flashlight.** Dynamically and realistically adjusts the surrounding lighting.
- **Highly realistic separate tracked tools for OC Spray and Flashlight** instead of a single unrealistic “universal device” for both tools.
- **Dynamic environment lighting.** Smoothly changes the time of day for scenarios in real time.
- **Weapon reloading.** Also supports customizable ammo counts.
- **Top-tier graphics cards (NVIDIA RTX 30 series).** Far superior to legacy cards in other simulators.

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To the best of our knowledge, the combination of technology and services listed above (the “SVR Virtual Reality Training Simulator”) is only available from InVeris Training Solutions, and not from any other supplier. InVeris Training Solutions is also the original manufacturer of most of our technologies and the sole distributor of the SVR Virtual Reality Training Simulator. We believe that you will find the SVR Virtual Reality Training Simulator unique and therefore eligible for sole-source procurement.

Thank you for your time and consideration. We look forward to working with you.

Sincerely,

Christian Carrillo,
Virtual Sales
InVeris Training Solutions, Inc.
296 Brogdon Road
Suwanee, GA 30024
470-680-7666
Christian.carrillo@inveristraining.com

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