



POLICE DEPARTMENT  
Town of Chapel Hill  
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December 8, 2023

## Memorandum

To: Amy Oland

From: Joshua Mecimore

Subject: Justification for Sole Source Purchase - VirTra Simulation Equipment

I am writing to propose the procurement of VirTra Simulation Equipment from VirTra Systems as a sole source provider for the Town of Chapel Hill. The purpose of this memorandum is to outline the unique capabilities and exclusivity of VirTra's products, justifying the decision for this specific acquisition.

### 1. Uniqueness and Specialization:

VirTra Systems has been the pioneering developer and producer of proprietary simulation systems and software tailored for small arms and use of force training since 2001. Their simulation technology, incorporating real and interactive video seamlessly displayed across multiple screens, remains unparalleled in the industry. After extensive market research, it is evident that VirTra is the sole manufacturer offering such advanced capabilities, particularly with their patented V-Threat-Fire® Device.

### 2. Exclusive Patents and Innovations:

VirTra holds exclusive patents (#8,016,594, #8,267,691, #10,438,503, #10,436,539) for crucial elements integral to law enforcement training. Notably, they are the only company authorized to produce and sell simulation equipment incorporating safe electric shock impulses through the V-Threat-Fire device, specialized training cartridges for TASER® products by Axon®, and kits simulating mechanical malfunctions in real firearms.

### 3. Seamless Integration and Versatility:

VirTra's simulation systems offer seamless integration of interactive video across interconnected screens, facilitating immersive and realistic training scenarios. Additionally, their V-Author® scenario software is exclusively compatible with VirTra Simulators, allowing the creation of unique and interactive training content specifically designed by the Chapel Hill Police Department to address the unique needs of our community.

### 4. Comprehensive Training Solutions:

VirTra's Virtual Interactive Coursework Training Academy® (V-VICTA®) delivers a one-of-a-kind, certified curriculum and interactive virtual coursework designed exclusively for law enforcement departments. This comprehensive program, in conjunction with VirTra's simulators, provides an all-in-one solution for training, testing, and sustaining critical skills.

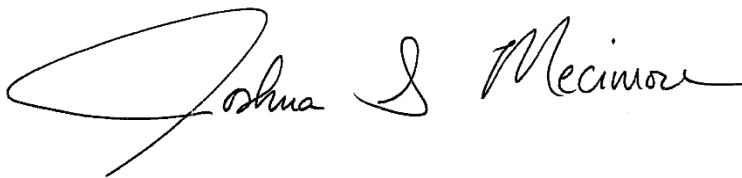
5. Sole Source Provider:

Market research confirms that VirTra Systems stands as the sole responsive and responsible source for the equipment and capabilities outlined above, specifically tailored for integration with the VirTra V-180-LE equipment. Their exclusive offerings, including the patented technologies and software, directly fulfill the unique needs of our organization.

In conclusion, the acquisition of VirTra Simulation Equipment from VirTra Systems as the sole source provider aligns with our requirements for top-tier training solutions that meet regulatory compliance, ensure realism in scenarios, and facilitate comprehensive skill development for our personnel.

Please let me know if further details or clarification are needed regarding this proposed procurement.

Sincerely,

A handwritten signature in black ink that reads "Joshua S. Mecimore". The signature is fluid and cursive, with the first name "Joshua" being the most prominent part.

Joshua Mecimore  
Assistant Chief of Police  
(919)968-2747