



To: Mayor and Common Council
From: Thomas Ledwell, Chief of Police
Date: April 25, 2022
Re: Approval – Purchase of Apex Officer Training Simulator

Background

As part of the 2021 Maryland Legislative Session, Maryland Senate Bill 71 was passed into law and will go into effect on July 1, 2022. Senate Bill 71 reads in part:

“Each law enforcement agency shall... provide the officers with training, behavioral interventions, reassignments, or other appropriate responses to reduce the risk of the use of excessive force... When time, circumstances, and safety allow, take steps to gain compliance and de-escalate conflict without using physical force. Intervene to prevent or terminate the use of force by another police officer beyond what is authorized under this Subsection...”

“A Police Officer shall undergo training on when a police officer may or may not draw a firearm or point a firearm at a person and enforcement options that are less likely to cause death or serious physical injury, including scenario-based training, de-escalation tactics and techniques, and reasonable alternatives to decrease physical injury. Sign a training completion document stating that the officer understands and shall comply with the Maryland Use of Force Statute. A police officer may not intentionally violate the Maryland Use of Force Statute resulting in serious physical injury or death to a person. A police officer who violates the Maryland Use of Force Statute is guilty of a misdemeanor and on conviction is subject to imprisonment not exceeding 10 years. A sentence imposed under this Subsection may be separate from and consecutive or concurrent with a sentence for any crime based on the act establishing a violation of this Subsection. The Maryland Police Training and Standards Commission shall suspend or revoke the certification of a police officer who violates the Maryland Use of Force Statute.”

The police department is required to add this training mandate to all of the current training mandates and to other developmental in-service training curriculum. Current challenges our agency faces in implementing this additional scenario-based training requirements include:

1. Scheduling officers for training while maintaining minimum Patrol staffing
2. The space to conduct scenario-based training
3. The role players and support staff required to conduct scenario-based training
4. The classroom space to fit a decision-making scenario projection simulator
5. Travel time and cost, and system availability when utilizing other agency systems

The Apex Officer Training Simulator is an interactive crisis intervention, de-escalation, and use of force training simulator system that is contained in virtual reality headsets and accompanying backpacks. The system includes a library of scenarios whose outcomes modify based on officer actions. Officers are provided with haptic feedback in response to their actions that simulate real consequences. The Apex Officer training system is a comprehensive solution that is designed to allow trainers the ability to give presentations and classes, conduct interactive testing and assessment, and provide immersive hands-on scenario-based exercises with detailed debriefing and after-action reviews. Each Apex Officer system is designed to increase trainee knowledge, skills, and confidence in a safe, challenging environment that is highly interactive and engaging.

The benefits of the Apex Officer Training Simulator System to the Westminster Police Department (WPD) are numerous and include:

1. Scenario-based training with low-risk of injury
2. Scenario-based training with minimal staffing requirements
3. Scenario-based training that could be conducted at WPD police headquarters
4. Portability that would allow use at community meetings or citizen police academies
5. An infinite number of scenarios and outcomes to provide “real-life” unpredictability for officers
6. Both in-service and remedial training capabilities
7. The ability to comply with new Maryland police reform legislation without having to compete with other police agencies to reserve simulators at other training locations with travel time and cost required
8. Updates and upgrades for future advancements (“Apex Officer customers receive the best technical service in the business, including free software updates, newly developed and released training content with new exercises and environments to keep trainee interest high and skills sharp.”)
9. The ability to conduct after action critiques of officer performance and decision-making to develop our officers’ critical thinking skills and mindfulness (priceless)

The Apex Officer Training Simulator has been utilized by the Maryland State Police (MSP) since 2020. MSP training staff speak very highly of the system and its capabilities. The Maryland Police Training Commission is purchasing this system to train “police accountability boards” and “police charging committees” mandated under new legislation.

The Apex Officer – Pro Training Simulator and Apex Officer X1, X2, X3, X4, X6, and X9 – Pro Training Simulator are all sole-source products, manufactured, sold, and distributed exclusively by Govred Technology, Inc. Currently, Govred Technology, Inc. is the sole manufacturer and provider of Apex Officer; nor any other company makes a similar or competing product. Additionally, no other vendors are legally permitted to provide the Apex Officer product. This product must be purchased directly by institutions from Govred Technology, Inc. at the address provided below. There are no agents or dealers authorized to represent this product. There are no other like item(s) or product(s) available for purchase that would serve the same purpose or function because of the proprietary and exclusive Apex Officer content library, training modules, dynamic scenario generator, haptic feedback system, backpack-mounted modular workstations, virtual reality training technology accessories and more.

Recommendation

Staff recommends that the Mayor and Common Council authorize the purchase of the Apex Officer Pro Training Simulator and the Apex Officer X2 – Hardware Upgrade from Govred Technology, Inc. at a total cost of \$67,500.

Attachments

- Apex Officer Training Simulator Proposal
- Govred Technology, Inc. Sole Source Letter

cc: Sara Imhulse, City Administrator
Elissa Levan, City Attorney



Apex Officer Training Simulator

Interactive Crisis Intervention, De-Escalation, and Use of Force Training Simulator

Proposal Prepared For:

Jay Landsman

Westminster Police Department

36 Locust St, Westminster, MD 21157

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February 14, 2022

Dear Jay Landsman,

Thank you for your interest in the interactive Apex Officer virtual reality training simulator from Govred Technology, Inc. This proposal and attached sole source letter will provide you with the requested system information, specifications, pricing, and details for the system and equipment you've inquired about.

The Apex Officer training system is a comprehensive solution that is designed to allow trainers the ability to give presentations and classes, conduct interactive testing and assessment, and provide immersive hands-on scenario-based exercises with detailed debriefing and after-action reviews. Each Apex Officer system is designed to increase trainee knowledge, skills, and confidence in a safe, challenging environment that is highly interactive and engaging.

Through our history of providing innovative interactive simulation training solutions, Apex Officer has become widely regarded as a low-risk, highly reliable contracting, and business partner. We have the industry's most dedicated and customer-committed sales and support team on staff and all Apex Officer customers receive the best technical service in the business, including free software updates, newly developed and released training content with new exercises and environments to keep trainee interest high and skills sharp.

On behalf of the entire Apex Officer team, I sincerely appreciate the consideration of our proposal for this requirement and also to have the opportunity to be of service to the men and women of Westminster Police Department.

Respectfully sent on February 14, 2022.

Chase Dittmer
Founder and CEO

GOVRED Technology, Inc.
Direct: 702-901-5344
chase@apexofficer.com
www.apexofficer.com

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APEX OFFICER – PRO TRAINING SIMULATOR SUITE

Description	Qty	Price
<p>Apex Officer – Pro Training Simulator System Includes:</p> <ul style="list-style-type: none"> Apex Officer Content Library High-Performance VR-Ready Workstation Virtual Reality Head Mounted Display Virtual Training Accessories Apex Wireless Dynamic Scenario Generator After Action Debriefing Advanced Officer Analytics Apex Reporting and Monitoring Apex Officer Training with Setup 	1	\$98,368.00
<p>Apex Officer Content Library Every Apex Officer training system includes 24/7 access to Apex Officer's proprietary content library. Apex Officer's content library of virtual reality police and law enforcement training scenarios is the most extensive in the industry. With our unique blend of randomization, artificial intelligence, and voice recognition Apex Officer provides police departments and law enforcement agencies an infinite number of training opportunities and scenarios.</p>	Inc.	
<p>High-Performance VR-Ready Workstation Every Apex Officer simulator comes equipped with the world's most powerful wearable workstation – optimized for free-roam experiences. Each workstation computer is capable of delivering a truly immersive virtual reality experience at a smooth 90 frames per second to the headset.</p> <ul style="list-style-type: none"> Intel Core i7 Processor Nvidia GeForce GTX Graphics Card 16GB DDR4 RAM NVMe Solid State Storage Windows 10 Pro 64-Bit Operating System Hot-Swappable Batteries 	Inc.	

<p>Virtual Reality Head Mounted Display (HMD) Apex Officer utilizes a state-of-the-art virtual reality head-mounted display to create the world's most realistic and immersive judgmental training simulator. With our HMD, we're capable of producing active engagements from a 360-degree environment surrounding the trainees. Our systems utilize Dolby Atmos multi-directional audio technology and seamless software simulations that simulate different environments and situations that will challenge trainees.</p>	Inc.	
<p>Virtual Training Accessories Apex Officer proprietary Virtual Training Weapons and accessories are designed to look, weigh, and feel just like their real-life counterpart. We worked hand and hand with multiple engineers in designing the firearms and training equipment used in our simulations.</p> <p>VR-Training Accessories Included:</p> <ul style="list-style-type: none"> ● Apex-VTW-U1 (Universal Device) ● Apex-VTW-G1 (Pistol) ● Apex-VTW-T26 (Taser) ● Apex-VTW-R1 (Rifle) <p>Every Apex Officer Virtual Training Weapon is equipped with:</p> <ul style="list-style-type: none"> ● Up to 32 low power, ASIC sensors, for 360-degree coverage ● Built-in 1000Hz IMU for low latency, high-resolution tracking ● Bluetooth and wireless connectivity ● Rechargeable battery 	Inc.	
<p>Apex Wireless (AW) The Apex Wireless system is a proprietary combination of wireless networking systems working in harmony to deliver a fully immersive wireless virtual reality experience.</p> <ul style="list-style-type: none"> ● 4x Wireless Base Stations ● Bluetooth Transmitters and Receivers 	Inc.	
<p>After Action Debriefing (AAD) Our After-Action Debriefing system provides real-time monitoring, recording, and playback during debriefing sessions of trainees. Includes software and hardware that integrates into the Apex Officer line of simulators.</p>	Inc.	

<p>Advanced Officer Analytics (AOA) Our Advanced Officer Analytics system provides law enforcement agencies with the opportunity to optimize their recent training activities and provides unprecedented learning opportunities for every officer using the simulator. With the AOA, police departments can track training results and behaviors for each individual officer that runs through the simulator. With this data, the departments have an unprecedented insight into the strengths and weaknesses of each individual officer; thus, allowing for follow-up training exercises.</p>	Inc.	
<p>Apex Reporting and Monitoring Audio and picture in picture color video capture of trainee’s actions in a scenario that can be used for immediate or later debriefing and review. All footage can be scheduled for permanent deletion at a specified time interval (i.e. 24 hours, 72 hours, etc.).</p>	Inc.	
<p>Apex Officer Training with Setup Instructor/Operator Master course covering the Apex Officer system, hardware setup, software updates, troubleshooting, and more for up to 6 students.</p>	Inc.	
Apex Officer – Pro Training Simulator:		\$98,368.00
First In Maryland Discount:		-\$50,868.00
Total:		\$47,500.00
OPTIONAL UPGRADES		
Apex Officer X2 – Hardware Upgrade:		\$30,000.00
First In Maryland Discount:		-\$10,000.00
Total:		\$20,000.00
Total With Optional Upgrades:		\$67,500.00

Additional Notes:

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-See Important Terms and Conditions Below-

Standard Terms and Conditions

1. Please make the purchase order (PO) out to GOVRED Technology, Inc.
2. Payment Terms: Net 30 from date of invoice.
3. Budgetary Pricing: This document is intended for budgeting purposes only and does not constitute a firm-fixed-price offer nor binding agreement.
4. U.S. Delivery Lead Time:
 - a. Standard Production System: 30 Days ARO
 - b. Custom System Production: 120-180 ARO dependent on the level of customization and component requirements.
5. Warranty: 12 Months from date of shipment.
6. If this sale is subject to Use Tax, then you are liable for the tax and should make payment direct to your taxing authority. However, we may collect Sales Tax for the following states: CA, FL, HI, IA, KY, MA, MI, NV, NY, UT, WA, WV.
7. Quote Valid: 30 days.
8. All prices are quoted in US Dollars (\$USD).
9. Late Payment Penalties: Invoices not paid within 30 days of the invoice date will accrue interest at 2% per week.

Purchasing/Contracting Information

1. Company Name: GOVRED Technology, Inc.
2. Company Address: 5006 Bond St, Las Vegas, NV 89118
3. Order POC: Chase Dittmer
4. Order Email: chase@apexofficer.com
5. Phone: 702-901-5344
6. Cage Code: 7Z1H2
7. Tax ID: 82-1742313
8. DUNS: 080742556

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Sole Source Letter

Govred Technology, Inc.
5006 Bond St, Las Vegas, NV 89118
Phone: 702-901-5344
<https://www.apexofficer.com>

RE: Sole Source Letter
February 14, 2022
To Whom It May Concern:

This letter is to confirm that the Apex Officer – Pro Training Simulator and Apex Officer X1, X2, X3, X4, X6, and X9 – Pro Training Simulator are all sole-source products, manufactured, sold, and distributed exclusively by Govred Technology, Inc. Currently, Govred Technology, Inc. is the sole manufacturer and provider of Apex Officer; nor any other company makes a similar or competing product. Additionally, no other vendors are legally permitted to provide the Apex Officer product. This product must be purchased directly by institutions from Govred Technology, Inc. at the address provided below. There are no agents or dealers authorized to represent this product.

There are no other like item(s) or product(s) available for purchase that would serve the same purpose or function because of the proprietary and exclusive Apex Officer content library, training modules, dynamic scenario generator, haptic feedback system, backpack-mounted modular workstations, virtual reality training technology accessories and more.

If you desire additional information, do not hesitate to contact me at 702-901-5344 at any time or visit our website at <https://www.apexofficer.com>. Thank you for your interest in our products.

Sincerely,
Chase Dittmer
Co-Founder

Govred Technology, Inc.
5006 Bond St, Las Vegas, NV 89118
Phone: 702-901-5344
Email: chase@apexofficer.com
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