

"SOLE SOURCE" PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: NMSU FIRE DEPT.

1. Name of product or service: BULLSEYE
2. Name of product manufacturer: LION
3. Name of "sole" product supplier or service provider: LION
4. Describe in general terms the product/service you are requesting and the intended application.

DIGITAL FIRE EXTINGUISHER
TRAINER

5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.
- SELF GENERATING DIGITAL FLAMES
- LASER BASED TRAINING EXTINGUISHERS
- EACH TRAINING REVOLUTION IS UNIQUE AND DYNAMIC
6. How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).
NO OTHER VENDOR OWNS OR SELLS THIS PROPRIETARY TRAINING SYSTEM THAT SELF GENERATES DIGITAL FLAMES, SEE PROPRIETARY DOCUMENT FROM LION. (ATTACHED)
7. What product supplier or service provider has your Department used until now to satisfy similar requirements?
NONE. WE HAVE BEEN LIGHTING SMALL FIRES UTILIZING ACTIVE EXTINGUISHERS UP TO THIS POINT.

[Signature]
Signature of Department Head

4/9/19
Date

(Attach Quote and Use Additional Sheets As Necessary)

**This form is used by Purchasing Department to determine if a "Sole Source" procurement criterion is met. Completing this form does not guarantee approval of this type of procurement.



April 4, 2019

To Whom It May Concern:

NAFECO is the sole source provider in the state of South Carolina for the BullsEye™, which is used to provide cost-effective, realistic and repeatable hands-on fire extinguisher training. The BullsEye cannot be purchased through any other vendor and there are no other similar products available on the market.

The BullsEye represents the latest advancement in fire training technology and is the only hands-on fire extinguisher training systems using self-generating digital flames. BullsEye's realistic, self-generating digital flames respond directly to the trainee's actions. Using LION's proprietary laser-based training extinguishers, users interact dynamically with BullsEye's digital fire. If trainees fail to use the proper technique, the flames respond accordingly. Flames can diminish, grow gradually or even reignite. There is no pre-recorded fire sequence. Instead, every digital fire is unique and dynamic.

The sensors in the BullsEye extinguisher training system determine where a user is aiming and sweeping the laser-based training extinguisher and the on-board control system determines how to vary the flames in response. The sensors also determine how far the trainee is from the fire and what class of extinguisher the training is using. The fire will not respond if the trainee is not within optimal distance or is using the wrong class of extinguisher. If the user utilizes the correct technique, aiming and sweeping at the base of the fire, the flames will be extinguished. The BullsEye also measures a trainee on his or her performance, and offers a time-to-extinguish score for each trainee.

The BullsEye uses patented technology for its realistic digital flames and its ability to sense the trainee's actions. The United States patent number is 7,748,983. The BullsEye has also been awarded a General Services Administration (GSA) contract by the US government which has approved sole source acquisition.

Sincerely,

Mark Smith
Senior Vice President



7200 Poe Ave
Suite 400
Dayton, OH 45414
Ph. 518-689-2023
Fx. 518-689-2034

Quote

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20144787

Quote Number: **401901-0**
Payment Terms: 2%20 NET 30
Freight Terms: Prepay & Add

Date: Mar 26, 2019 8:42 AM
Expiration Date: Apr 26, 2019
Shipping Method: FEDEX GROUND

Customer **NEW MEXICO STATE
UNIVERSITY AT DONA
ANA**

Address 845 N. Motel Blvd
Las Cruces
NM 88007
US

Bill To 845 N. Motel Blvd
Las Cruces
NM 88007
US

Ship To 1510 Wells Street
Las Cruces
NM 88003
US

Contact Cedillo, Maggie

Contract Information

Agreement

0% Discount

Agreement Version 1

This ordering document incorporates, by reference, the terms of the agreement specified above.

Products

You have ordered the products described below for use in the U.S., and not for resale, unless otherwise specified.

Currency Used On This Document **US dollar**

Line	Product	Units	Quantity	List Price	Discount %	Net Price
1.1.1	BullsEye 3.0 Panel - BullEx - BEPB03	EACH	1	9,250.00	0.00	9,250.00
1.1.2	Shipping Kit for BullsEye ₄ Digital Simulation Panel, V3 - BEPSK03	EACH	1	237.00	0.00	237.00
1.1.3	Transport Case for ATTACK Digital Fire Training Panel and BullsEye Digital Simulation Panel, V2 - 103790 - ATC01DP	EACH	1	960.00	0.00	960.00
1.1.4	iPad Mini 4 Wi-Fi 128GB Space Gray - 105267 - BE002IPAD	EACH	1	655.00	0.00	655.00
1.1.5	Case for iPad Mini 4 - 105268 - BE002IPCAS	EACH	1	31.00	0.00	31.00
1.1.6	iPad Software Install - BE002IMCU	EACH	1	149.00	0.00	149.00
1.1.7	Training Record Management Software - BE002IMCRM	EACH	1	945.00	0.00	945.00
1.1.8	Scenario Customization Software - BE002IMCSC	EACH	1	620.00	0.00	620.00
1.1.9	NFPA Fire Extinguishers at Work DVD - 101067 - NFPA02D	EACH	1	250.00	0.00	250.00
1.1.12	BEE05 RF - 5lb BEE RF BullsEye Extinguisher - BEE05RF	EACH	1	950.00	0.00	950.00

74146

72476 - 9507.00



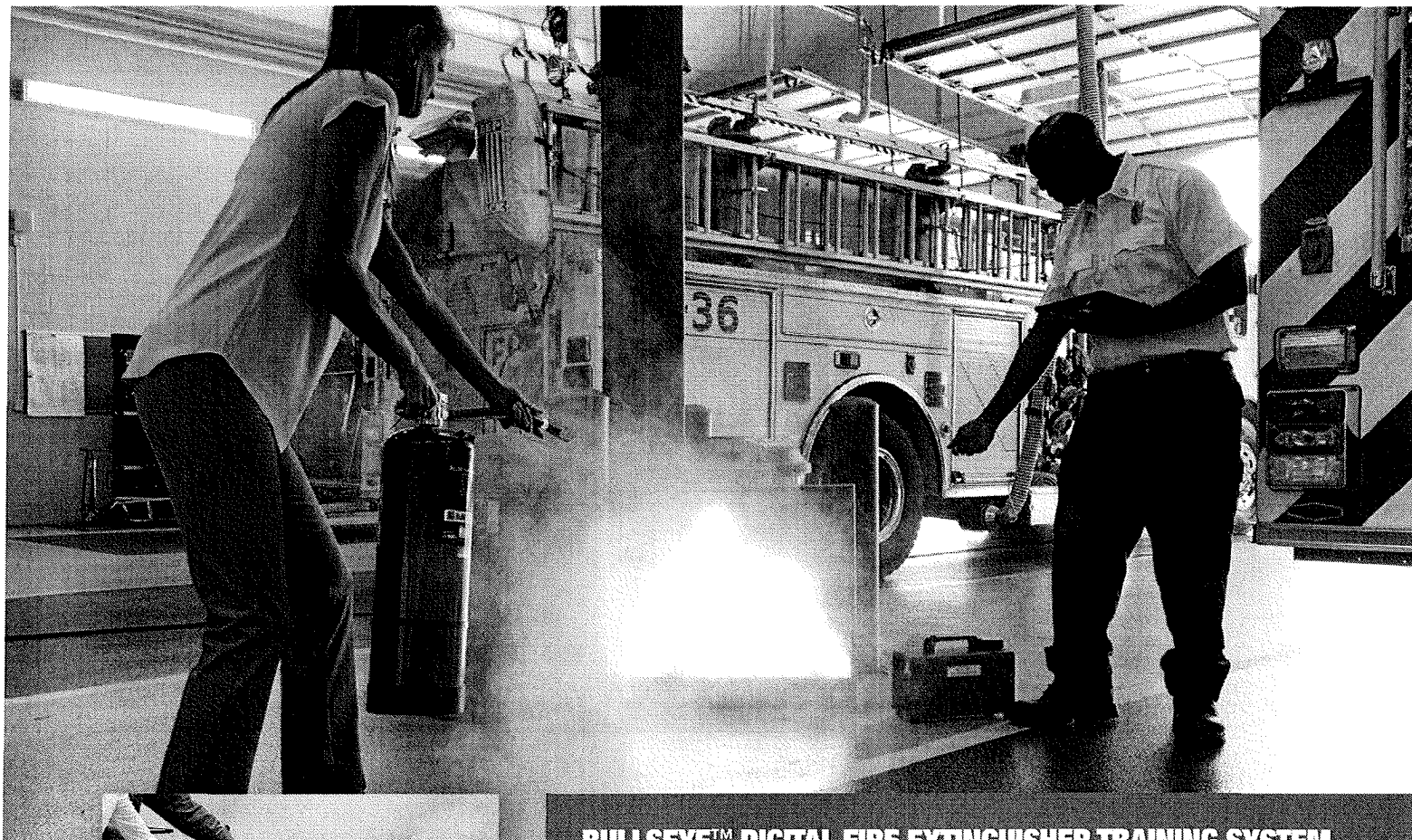
7200 Poe Ave
Suite 400
Dayton, OH 45414
Ph. 518-689-2023
Fx. 518-689-2034

Quote

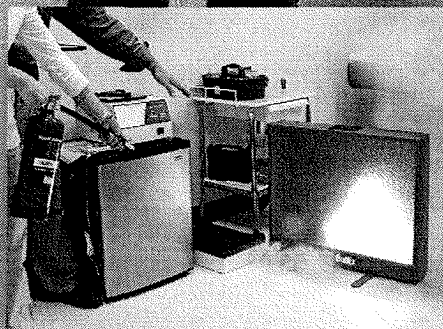
Page:

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1.1.13	BEE10 RF - 10lb BEE RF BullsEye Extinguisher - BEE10RF	EACH	1	1,250.00	0.00	1,250.00
1.1.14	5lb BEE Foam Insert - 100619	EACH	1	32.00	0.00	32.00
1.1.15	10lb BEE Foam Insert - 100625	EACH	1	31.00	0.00	31.00
1.1.16	Industrial Grade Extinguisher Carrying Case - CC057	EACH	1	200.00	0.00	200.00
1.1.17	Shipping Kit for BullsEye ₂ Digital Laser Extinguisher - BEESK01	EACH	2	87.00	0.00	174.00
1.1.19	SG1000/Vico Smoke Generator (Top Only) - SG1000	EACH	1	1,200.00	0.00	1,200.00
1.1.20	NiMH Battery Base for SG1000/Vico Smoke Generator - SGBB01	EACH	1	685.00	0.00	685.00
1.1.21	Smoke Liquid (1 Liter) - SL001L	EACH	1	15.00	0.00	15.00
1.1.22	Smoke Liquid (5 Liter) - SL005L	EACH	1	70.00	0.00	70.00
1.1.23	Transport Case for ETNA Smoke Generator - SGTC01	EACH	1	510.00	0.00	510.00
1.1.24	SG 1000 charger 15 V6A - 105389	EACH	1	50.00	0.00	50.00
1.1.25	Shipping Kit for SG1000/Vico ₂ Smoke Generator (Battery Base) - SG1000BBSK01	EACH	1	73.00	0.00	73.00
Subtotal						18,337.00
Charges						420.00
Tax						0.00
Total						18,757.00



BULLSEYE™ DIGITAL FIRE EXTINGUISHER TRAINING SYSTEM



Realistic, hands-on fire extinguisher training

LASERS SIMULATE THE DISCHARGE OF
ACTUAL EXTINGUISHERS FOR A COMPLETELY
CLEAN, SAFE TRAINING EXPERIENCE

Don't let the first time they handle an extinguisher be during a real fire. Prepare them to successfully put out a fire using the BullsEye Digital Fire Extinguisher Training System.

TRAIN ANYWHERE.

The BullsEye allows you to train in places where emergencies may really occur, like schools, workplaces or the home. Training can now take place completely indoors, allowing you to train anywhere, anytime. With the BullsEye's quick connects, one person can plug the system in, set it up and be ready to train in just one minute. Quickly relocate the system during training to change up the evolution and test your trainees' skills.

TEST THEIR SKILLS.

Make sure they're prepared for a real fire by testing their skills – sensors allow the BullsEye to sense trainees' actions and respond like a real fire. The flames

will only subside and go out if the trainee uses the proper **P.A.S.S.** (Pull the extinguisher pin. Aim the nozzle low at the base of the fire. Squeeze the lever above the handle. Sweep the nozzle from side to side.) method. BullsEye extinguishers are set to discharge for the same amount of time as a real extinguisher, and are weighted accordingly 5lb (2.5kg), 10lb (6kg) or 20lb (9kg) to closely simulate actual extinguishers. Smoke generators emit the proper amount of smoke based on the size of the fire and time since ignition to further enhance the realism of the evolution.

SPEND MORE TIME TRAINING, LESS TIME CLEANING UP.

The BullsEye uses lasers to simulate the discharge of actual extinguishers for a completely clean and safe training experience. Similarly, our training smoke does not leave a residue, so your trainees can enjoy effective training without the hazards of conventional extinguisher training.

1.888.428.5539 | www.lionprotects.com/firetrainingtools

 **LION**
ready for action

AVAILABLE PRODUCTS: A. R.A.C.E. Station Case B. R.A.C.E. Station
C. BullsEye Extinguisher Carrying Case D. BullsEye Laser Extinguishers
E. NFPA "Fire Extinguishers at Work" DVD F. Power Supply G. BullsEye Panel
H. Standard Remote I. BullsEye Transport Case J. iPad & Tablet Control
K. SG1000/VICO Smoke Generator (with battery)

(Not Shown: 7X SmartExtinguishers, Recharge Accessories and Extingisher Carrying Case)



NOTE: Product availability and design may differ based on market location.

BULLSEYE™ DIGITAL FIRE EXTINGUISHER TRAINING SYSTEM

Specifications

PATENTED FEATURES

- **Extinguishers:** Air/Water SmartExtinguishers® or waterless laser extinguishers interact with sensors embedded in the panel
- **Extinguisher Sensing Control System:** Varies flames automatically based on SmartExtinguisher or BullsEye extinguisher input
- Combustible materials, flammable liquids, flammable gas and electrical fire class settings
- Difficulty level settings (Levels 0 - 10)
- Custom training scenarios
- Electronic training records

PHYSICAL SPECIFICATIONS

- **Overall Base Unit Dimensions:** 28 1/2" x 26" x 4 3/4" (72 cm x 66 cm x 12 cm)

- **Base Unit:** Stainless Steel
- **Base Unit Weight:** 31 lbs. (14kg.)

CONTROLS

- Wireless IR remote
- Optional wireless touch screen tablet

SMARTEXTINGUISHER

- **Air Pressure Connection:** Schrader Valve
- **Recommended Pressure:** 100 PSI (690 kPa)
- **Maximum Pressure:** 110 PSI (758 kPa)
- **Minimum Pressure:** 90 PSI (620 kPa)
- **Fill Volume:** 5X: 4 liters, 7X: 6 liters
- **Volume/Trainee:** 5X: 0.80 liters, 7X: 0.85 liters

BULLSEYE EXTINGUISHER

- Infrared signal with green laser display
- **Maximum Output:** 5mW
- **Wave Length:** 532nm
- Class 3R laser product
- Speaker simulating extinguisher discharge

- Ultrasonic emitter for extinguisher distance detection
- Extinguisher type detection
- Rechargeable NiMH 7.2 V

BULLSEYE EXTINGUISHER CHARGER

100-240V AC, 50/60Hz, 0.6A input, 12V DC, 1.5A output

CLASSES OF FIRE (BY COUNTRY)

FUEL SOURCE	EN (US)	EN (UK)	DE	ES	FR	NL
Combustible Materials	Class A	Class A	Klasse A	Clase A	Classe A	Klasse A
Flammable Liquids	Class B	Class B	Klasse B	Clase B	Classe B	Klasse B
Flammable Gas	-	Class C	Klasse C	Gas Inflamable	Classe C	Klasse C
Electrical	Class C	Electrical	Elektrik	Clase C	Risques Electriques	Elektrisch

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H. Standard Remote I. BullsEye Transport Case J. iPad & Tablet Control
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Popular Packages

COMPONENT	BASIC	PLUS	TRAINER'S	ULTIMATE
BullsEye™ Digital Simulation Panel (Water-enabled option also available)	1	1	1	1
BullsEye™ Transport Case	1	1	1	1
Setup Remote	1	1	1	1
BullsEye™ 2 kg/5 lb Dry Chemical Digital Laser Extinguisher	1	2	2	2
Industrial Grade Extinguisher Carrying Case *	1	1	1	1
5X SmartExtinguisher **	1	2	2	2
Air Compressor with Accessories **	1	1	1	1
iPad Mini with iPad control		1	1	1
NFPA Fire Extinguishers at Work DVD		1	1	1
Training Record Management Software			1	1
Scenario Customization Software			1	1
R.A.C.E.™ Station			1	1
Transport Case for R.A.C.E.™ Station			1	1
SG1000/Vico™ Smoke Generator with Wall Power Base				1
NiMH Battery Base for SG1000/Vico™ Smoke Generator				1
Smoke Liquid (1 Liter)				1
Smoke Liquid (5 Liter)				1

* Extra carrying case is added when water-enabled BullsEye is selected

** Only available with water-enabled BullsEye™