



To: Mitch Clay
Fiscal Manager
City of Columbus
Division of Police
614.645.4632

RE: IES MILO Range PRO Upgrade for Columbus (OH) Police Department

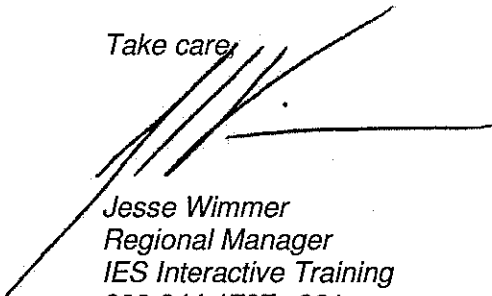
Dear Sir-

IES Interactive Training is the sole provider of the MILO Range use-of-force judgmental simulator. IES designs, manufactures, distributes, and supports the IES product line. The proposed upgrade for the Columbus Police Department's MILO Range system will add not only proprietary software to the existing CPU, but will also add hardware that was previously unavailable at the time of their initial purchase period (Aug. 2005). The proposed upgrade will make the CPD system on par with systems being distributed today. The proprietary software will include the latest version of MILO (Range PRO), as well as new scenarios and graphic-based targeting skill-builders. IES will also be adding various hardware upgrades to include 5.1 sound, a 22" monitor, and a wireless keyboard/mouse combination. All of these items will be delivered through IES for technical and support reasons. Columbus PD will need to send the CPU to IES HQ in Ann Arbor, Michigan for IES to perform the proposed upgrades.

Please do not hesitate to contact me with any questions or concerns on this proposal and I will be happy to elaborate or further document your requests. Again, thank you for your time and diligence concerning this matter.

"IES was the first to market a fully digital simulator, and recently released the Industry's most powerful new simulator, the **MILO Range PRO System**. The MILO Range addresses the entire use of force training continuum in law enforcement, allowing the trainee to use posture, verbalization, soft hand skills, impact weapons, chemical spray, low-light, electronic weapons and lethal force in a scenario based classroom environment. The MILO Range provides the ability to keep pace and train on the latest in world events by featuring self authoring editing capabilities, keeping the training relevant, current and stimulating to the trainee. From laser-based training to live-fire tactical training, IES offers a solution for any training need."

Take care,


Jesse Wimmer
Regional Manager
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