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For the purposes of creating a sole source justification for VirTra Systems' line of simulators, the following details regarding VirTra Systems' Simulators should be considered:

VirTra develops and produces a proprietary simulation system using multiple screens and real video for small arms and use of force training. Based upon our research, VirTra Systems is the only manufacturer of firearms simulation equipment and proprietary software to incorporate real and interactive video seamlessly displayed and fully interactive across all screens at the same time. Video based characters and laser tracking equipment can be engaged and detected on each of the screens of the simulator at the same time or in series of events that trigger others to occur.

In addition, VirTra invented the Threat Fire® Device and is the only manufacturer of this equipment throughout the world. VirTra has been awarded a US Patent (#8,016,594) for the Threat Fire® device and is the only simulator company that can produce or sell any device using electronic impulses to simulate consequences during screen-based simulation training. The Threat Fire device can be added to any and all VirTra simulators after the initial purchase and at a later date.

VirTra Systems is the only manufacturer of simulators to offer an *Upgrade Path* allowing customers to maintain the value of their simulation equipment while under warranty and apply the full value towards the purchase of more immersive VirTra simulation technology at a later date. Example: A customer purchases a V-180, system and wants to upgrade to a five-screen system later and while under warranty- the full value of the V180 (VS180LE-1) System will be applied to the purchase price of the V300, Five Screen System and the equipment will be upgraded.

Lastly, VirTra has created a proprietary software package called V-Author®. The V-Author® software allows for the creation of unique training content that can only be used on the VirTra line of simulation equipment. The V-Author software is the only known software allowing for the creation and display of real video-based assets on multiple, seamless screens. V-Author software and scenarios can be added to any and all VirTra simulators after the initial purchase and at a later date as requested by the customer.

In summary:

- 1) VirTra Simulators have the exclusive ability to simulate return fire and consequences by delivering electrical impulses to the trainee.
- 2) VirTra Simulators seamlessly display real and completely interactive video across all multiple and interconnected screens.
- 3) VirTra Simulators use an automatic 'table top' refill station to recharge the liquid CO2 propellant used in the tether-less recoil systems. The refill station uses Adapter Plates custom made to fit specific magazines.
- 4) The VirTra V-Author® software can only be used on VirTra Simulators.
- 5) VirTra Systems is the only manufacturer of simulation equipment that offers an *Upgrade Path*.

VirTra is the only responsive and responsible source for the above-mentioned equipment and capabilities. This statement is supported by market research and exclusively fulfills the needs of the purchaser. VirTra Systems is the only manufacturer and directly offers the Threat Fire®, VirTra 300, VirTra 180, VirTra Range, VirTra 100, V-Author and other products referenced in herein.

If you have any questions or need clarification, please don't hesitate to contact me.

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