



milo
RANGE
PRO

Proposal Prepared For:
Sergeant Joe Tripp
Key West Police Department
Key West, FL



January 29, 2014

RE: MILO Range System Upgrade

Thank you for your continued support and interest in IES and our family of interactive training products, we are looking forward to assisting you with your training requirements.

Per your request, I have included a proposal for the upgrade of your current Milo system to the latest Milo Range Pro Version 4.

Please call us to further discuss any options, concerns or pricing, and please feel free to contact me personally any time you need assistance. IES looks forward to working with you and your training staff to develop the most advanced "Total Training System" available!

Best Regards!

A handwritten signature in black ink, appearing to read 'Chip Johnson', is written over a light gray background.

Chip Johnson

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Milo Range Pro Upgrade Package:

Item	Description	Qty	Commercial Price	Unit Price (Each)	Pricing
1	<p>MILO Range 4 PRO High Definition System Upgrade</p> <p><i>This upgrade includes the following components:</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> New MILO Range computer w/ Windows 7 x64 <input type="checkbox"/> 22" Touchscreen monitor <input type="checkbox"/> Wireless keyboard & mouse <input type="checkbox"/> New digital audio system <input type="checkbox"/> New High Definition video projector <input type="checkbox"/> New High Definition projection screen <input type="checkbox"/> New 4-lane Hit Detect & Flashlight box <input type="checkbox"/> New PRO TAC camera system <input type="checkbox"/> Ceiling mount kit <input type="checkbox"/> MILO Range v4 software <input type="checkbox"/> All IES scenarios & GraphX skill-building exercises <input type="checkbox"/> 1 year IES Bronze warranty <p><i>Important Upgrade Notes:</i> All other original customer equipment will still be used. Original computer must be returned to IES at customer cost. All upgrade work performed at IES. This upgrade path does not include an upgrade to the 4x4 (16-lane) hit detection system nor live fire capability.</p>	1	\$22,995.00	\$17,995.00 Discounted Commercial Pricing	\$17,995.00
2	<p>Milo Training (3-Day) A 3-day course covering any MILO system and/or software.</p>	1	\$5,995.00	\$5,396.00 Discounted Commercial Pricing	\$5,396.00
3	<p>Range React! Haptic Feedback Device</p>	1	\$995.00	\$895.50 Discounted Commercial Pricing	\$895.50
<p>(A) Milo Range Pro Upgrade Sub-Total= \$24,286.50</p>					

<p>Milo Range Pro 4X4 System with all Requested Peripherals</p>	<p>\$24,286.50</p>
<p>Total Complete:</p>	