

CITY OF CAPE CORAL REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Police Department

Vendor Name: Virtual Driving Essentials

Address: 5137 Golden Foothill Parkway, Suite 150 – El Dorado Hills, CA 95762

Phone: (404) 277-3208

Price: \$ 110,650

Description of item to be procured:

- (1) Desktop Simulator loaded with the proprietary Distracted Driving Experience simulation software with 34" curved monitor, (1) Virtual Driving Essentials software for novice drivers, (3) Hard shell cases for local transport of all components, (1) Shipping, (1) Year warranty

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

Virtual Driver Interactive is the sole source provider of the custom designed Distracted Driving Experience (DDE). DDE provides 16 different distracted driving scenarios governed by a random starting point. DDE interacts with common in-care distractions such as phone calls, navigation systems, music, texting, and more. DDE measures and reports common driving violations such as swerving and hard breaking, running stop signs and running traffic lights. DDE drivers follow the navigation system provided based on the destination but can deviate from the directions if distracted.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

Other similar products are available in the marketplace, however more than one software program/simulator would be necessary to capture all the information that the DDE software will capture, to include the multiple scenarios, available deviations and reporting.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

As more portable simulators become available in the marketplace, the department will evaluate them on an as needed basis.

Department Director's Signature: _____ **Date:** NOV 12, 2024

Approval: Procurement Manager Wanda Roop (not to exceed \$50,000.00) **Date:** 12/01/24

Approval: City Manager _____ (not to exceed \$100,000.00) **Date:** _____

Council authorization required if exceeding \$100,000.00

Grant Equipment Request/Authorization

Name: Lt. Patrick O'Grady Cape Coral Police Department Dept CSB 10/18/2024

Vendor Information:

Company: VDI

Sales Person: Van Burns

Address: 5137 Golden Foothill Pkwy, Suite 150, El Dorado Hills, CA 95762

Phone No. 404 277-3208 Website: N/A

Qty	Item #	Model #	Description	Unit Price	Line Total
1	DVT34C	N/A	Desktop Simulator with 34' curved monitor equipped with Distracted Driving Experience simulation software @11.99 each	11,900.00	11,900.00
1	Software Title	N/A	Second Software Title: Virtual Driving Essentials for novice drivers	2,500.00	2,500.00
1	Set of 3 Cases	N/A	Hard Shell Portable Cases for local transport of all DCT34C components including 34" monitor (\$700), steering /petal assembly (\$400), and computer(\$300)	1,400.00	1,400.00
1	Shipping & Handling	N/A	Shipping and Handling	\$850.00	\$850.00
1	Warranty	N/A	One-year warranty to include all parts and labor for the simulator, computer.	Included	Included
-	N/A	N/A	-	-	-
-	N/A	N/A	-	-	-

Total Request: \$16,650.00

Employee: Patrick O'Grady Date: 10/18/2024
 Patrick O'Grady

Commander or Designee: Matthew Campion Date: 10/18/2024
 Matthew Campion

Grant Coordinator/Writer: Shannon Northrop Date: 10/28/24
 Shannon Northrop

OFFICE USE ONLY: Grant Name: Cape Coral Teen Driving Safety Education Program

Grant No: TSP-2025-00275

Tyler Project No. 621076 Proj 2025 Tyler Grant/Application No. SP25-0275

P.O. No: _____ Check No. or P-Card: _____



5137 Golden Foothill Pkwy. STE 150 | El Dorado Hills, CA 95762
 O: 877-746-8332 x2 C:404-277-3208 F: 925-807-0313

**DVT34C Desktop Simulator with
 Distracted Driving Experience (DDE) software &
 Virtual Driving Essentials (VDE) software & cases for
 Cape Coral Police Department – FL**

Quantity	Description	Cost
One (1)	DVT34C Desktop Simulator with 34" curved monitor equipped with Distracted Driving Experience simulation software @ \$11,900 each	\$11,900
One Time	Second Software Title: Virtual Driving Essentials for novice drivers	\$ 2,500
One Set of Three (3) Cases	Hard Shell Portability Cases for local transport of all DVT34C components including 34" monitor (\$700), steering/pedal assembly (\$400), and computer (\$300)	\$ 1,400
One Time	Shipping and Handling Estimate for DVT34C hardware and portability cases	\$ 850
One (1)	One-year warranty to include all parts and labor for the simulator, computer, and all components. Free updates and unlimited phone calls for the life of the equipment.	Included
	TOTAL	\$16,650*

*Pricing good through December 2024

Wanda Roop
 Patrick O'Grady
 Cape Coral Police Department
 Procurement Manager

Wanda Roop
 Customer Signature

12/1/24
 Date

To purchase, please scan signed copy to yburns@driverinteractive.com

APPROVED BY: Wanda Roop Director
 By: _____
 City Attorney's Office
 Date: 11.22.2024

October 15, 2024



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Terms and Conditions

Payment Terms: Invoice will be issued upon receipt of equipment. Payment is Net 30 days. Late fee of 1.5% per month on all Accounts Receivables past 30 days. Any payments utilizing a credit card will incur a 3% processing fee.

Delivery Time: Systems normally ship within 30 days of signed quote and/or Purchase Order. However, season rush periods and supply chain delays may extend this interval. Please notify us if you require expedited shipping and we will do our best to accommodate your needs.

Warranty: All Driving Simulators include a full one-year warranty to include all parts and labor for the simulator, computer, and all components. Upon expiration of the warranty, an **optional** Support Agreement can be purchased using the scale below to cover any future labor & shipping costs as well as provide 10% discount on all replacement parts. Regardless of Support Agreement status, unlimited phone support and free software updates are included for the life of the equipment.

1-5 Simulators:	\$400 per sim per year
6-10 Simulators:	\$300 per sim per year
11-15 Simulators:	\$250 per sim per year
16-24 Simulators:	\$200 per sim per year
25+ Simulators:	\$100 per sim per year

Exclusions: The foregoing warranties shall not apply to any Hardware or Software that has been:

- (a) Used or operated in a manner inconsistent with the use intended by VDI; or
- (b) Modified or repaired by anyone other than VDI personnel or VDI's authorized service representatives in a manner which adversely affects its operation or reliability; or
- (c) Damaged because of accident, neglect, or misuse.



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**City of Cape Coral
Procurement Department
Cape Coral, Florida**

This letter is to inform you that Virtual Driver Interactive is the Sole Source Provider of the custom designed ***Distracted Driving Experience (DDE)*** software to provide the following exclusive features and benefits.

1. DDE provides 16 different distracted driving scenarios governed by a random starting point selected by the program and which of 4 destinations selected by the driver (Grocery, School, Home, Work). Each scenario has different outcomes based on decisions made by the driver along the way.
2. DDE drivers interact with common in-car distractions such as phone calls, navigation systems, music, texting, and social media accounts. Subsequently, drivers will encounter the real-life consequences of taking their eyes off the road.
3. DDE measures and reports common driving violations such as swerving, hard breaking, running stop signs, and running traffic lights. Infractions such as driving off the road, excessive speeding, or any collision will end the lesson and require the driver to take retake the lesson.
4. DDE drivers follow the navigation system provided based on the destination selected but can deviate from the directions if distracted by other in-car activities. In this case the navigation system will be forced to re-route the driver, adding another level of complicity to the drive.
5. DDE reports every infraction incurred on screen and scores each infraction incurred via the "Life Bar" providing drivers with real-time feedback. A summary of the drivers score is provided at the end of each lesson for review.
6. Impaired driver software effects include delayed response time in braking and steering, as well as impaired vision. Impaired drive also underscores the dangers of drowsy driving resulting from drugs, alcohol, or lack of rest.
7. Impaired drivers also must contend with in-car distractions with performance tracked and reported by the Life Bar on each screen adding greater complexity to the drive.
8. Impaired drivers may happen upon one of several DUI checkpoints located throughout the map which will cause the lesson to end.



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Service and Support after the Sale

VDI offers a full warranty on ALL hardware and software components and a **full time, in-house team of service experts** to provide a single point-of-contact for all customer service and warranty issues so our customers will never have to work with a third-party vendor.

All VDI products and services include **unlimited phone support and free software updates for the life of the equipment.**

VDI is a subsidiary of CXR, Inc. a **wholly owned and operated US based company** supporting the American economy. All products are manufactured in the US and fully comply with the 2022 Buy American Act updates.

Thank you for your due diligence and please feel free to call me if you have any further questions regarding VDI's unique product offerings.

Best regards,

Van

Van Burns
VDI Eastern Sales Director
404-277-3208
vburns@driverinteractive.com
www.driverinteractive.com