## **Event Summary - Remote Control Mobile Range Targets**

Vendor:	ATS Targets	Туре	Request for Bids
Number	005-RFB-0587-2024	Stage Title	-
Organization	DASIowa	Currency	US Dollar
Exported on	8/22/2023	Exported by	David Kundid
Payment Terms	-	Sealed Bid	Yes
Intend to Bid	Yes	Bid Total	18,725.00 USD

## **Event Dates**

Time Zone	CDT/CST - Central Standard Time (US/Central)
Released	-
Open	8/5/2023 3:00 PM CDT
Close	8/21/2023 11:00 AM CDT
Submission Date	8/21/2023 8:45 AM CDT
Sealed Bid	8/21/2023 11:00 AM
Question Submission Close	8/14/2023 11:00 AM CDT

## **Event Users**

Contacts

## David Kundid

david.kundid@iowa.gov Phone +1 515-745-2796

## Description

The purpose of this Request for Bids (RFB) is to solicit bids from qualified providers to provide the goods and/or services described further in this RFB to the Lead Agency and any Participating Agencies. The Lead Agency intends to award a contract(s) beginning and ending on the dates listed in the solicitation, and the Lead Agency may extend the contract(s) for up to the number of annual extensions identified in the solicitation at the sole discretion of the Lead Agency. Any contract(s) resulting from the RFB shall not be an exclusive contract.

This RFB is designed to provide Bidders with the information necessary for the preparation of competitive Bids. The RFB process is for the Lead Agency's and Participating Agencies' benefit and is intended to provide the Lead Agency with competitive information to assist in the selection process. It is not intended to be comprehensive. Each Bidder is responsible for determining all factors necessary for the submission of a comprehensive Bid.

It is advised to "Save Progress" often and especially after uploading documents.

NOTE: Anytime the Bidder opens their bid after the initial submission, they MUST certify and resubmit. No information will be lost from the initial submission.

NOTE: Bidder must approve and resubmit their bid after an amendment has been posted by the Issuing Officer. If the bid was submitted before the amendment, all information will be saved. The Bidder only needs to read and acknowledge the amendment.

**Instructions for Amendments:** Answer the newly posted question in the Questions Section, and CERTIFY and SUBMIT your bid again (if previously submitted).

lowa DAS does not have a contract for remote control mobile range targets. This shall be a new contract in the event the RFB is awarded to a Respondent. Therefore, Iowa DAS cannot provide historical usage for this product.

lowa DAS shall not guarantee any amount of business throughout the longevity of the contract to the awarded Respondent.

#### **Contract Term**

The term of the contract will begin upon award and last for one (1) year.

The Agency shall have the sole option to renew the contract upon the same or more favorable terms and conditions for up to three (3) annual extensions. The resulting contract will be available to all State Agencies.

# **Stage Description**

No description available.

## Prerequisites

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### 1 ★ Instructions To Vendor :

Bidder shall read and make certifications of the their Bid.

#### Certification

Bidder certifies that they have read and agree to the terms. Vendor Must Also Upload a File: No Prerequisite Content: Bidder certifies that the contents of this Bid submitted are true and accurate. Bidder also certifies that Bidder has not knowingly made any false statements in its Bid.

#### **Certification of Independence**

I certify that I am a representative of Bidder expressly authorized to make the following certifications on behalf of Bidder. By submitting a Bid in response to the RFB, I certify on behalf of the Bidder the following:

- 1. The Bid has been developed independently, without consultation, communication or agreement with any employee or consultant to the Agency or with any person serving as a member of the evaluation committee.
- 2. The Bid has been developed independently, without consultation, communication or agreement with any other Bidder or parties for the purpose of restricting competition.
- 3. Unless otherwise required by law, the information found in the Bid has not been and will not be knowingly disclosed, directly or indirectly prior to Agency's issuance of the Notice of Intent to Award the contract.
- 4. No attempt has been made or will be made by Bidder to induce any other Bidder to submit or not to submit a Bid for the purpose of restricting competition.
- 5. No relationship exists or will exist during the contract period between Bidder and the Agency or any other State agency that interferes with fair competition or constitutes a conflict of interest.

#### **Certification Regarding Debarment**

I certify that, to the best of my knowledge, neither Bidder nor any of its principals: (a) are presently or have been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by a Federal Agency or State Agency; (b) have within a five year period preceding this Bid been convicted of, or had a civil judgment rendered against them for commission of fraud, a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction, violation of antitrust statutes; commission of embezzlement, theft, forgery, falsification or destruction of records, making false statements, or receiving stolen property; (c) are presently indicted for or criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in (b) of this certification; and (d) have not within a three year period preceding this Bid had one or more public transactions (federal, state, or local) terminated for cause.

This certification is a material representation of fact upon which the Agency has relied upon when this transaction was entered into. If it is later determined that Bidder knowingly rendered an erroneous certification, in addition to other remedies available, the Agency may pursue available remedies including suspension, debarment, or termination of the contract.

#### Certification Regarding Registration, Collection, and Remission of Sales and Use Tax

Pursuant to *lowa Code sections 423.2(10) and 423.5(8) (2013)* a retailer in lowa or a retailer maintaining a business in lowa that enters into a contract with a state agency must register, collect, and remit lowa sales tax and lowa use tax levied under *lowa Code chapter 423* on all sales of tangible personal property and enumerated services. The Act also requires Bidders to certify their compliance with sales tax registration, collection, and remission requirements and provides potential consequences if the certification is false or fraudulent.

By submitting a Bid in response to the (RFB), the Bidder certifies the following:

- Bidder is registered with the lowa Department of Revenue, collects, and remits lowa sales and use taxes as required by *lowa Code chapter* 423; **OR**
- Bidder is not a "retailer" or a "retailer maintaining a place of business in this state" as those terms are defined in *lowa Code subsections* 423.1(47) and (48).

Bidder also acknowledges that the Agency may declare the Bidder's Bid or resulting contract void if the above certification is false. The Bidder also understands that fraudulent certification may result in the Agency or its representative filing for damages for breach of contract in additional to other remedies available to Agency.

#### 2 ★ Instructions To Vendor :

Bidder shall read and authorize to release information for their Bid.

#### Certification

Bidder certifies that they have read and agree to the Authorization to Release Information.

No

Prerequisite Content:

**Bidder** hereby authorizes the Iowa Department of Administrative Services ("Agency") or a member of the Evaluation Committee to obtain information regarding its performance on other contracts, agreements or other business arrangements, its business reputation, and any other matter pertinent to evaluation and the selection of a successful Bidder in response to this Request for Bids (RFB).

The Bidder acknowledges that it may not agree with the information and opinions given by such person or entity in response to a reference request. The Bidder acknowledges that the information and opinions given by such person or entity may hurt its chances to receive contract awards from the State or may otherwise hurt its reputation or operations. The Bidder is willing to take that risk.

The Bidder hereby releases, acquits and forever discharges the State of Iowa, the Agency, their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the undersigned that it may have or ever claim to have relating to information, data, opinions, and references obtained by the Agency or the Evaluation Committee in the evaluation and selection of a successful Bidder in response to the RFB.

The Bidder authorizes representatives of the Agency to contact any and all of the persons, entities, and references which are, directly or indirectly, listed, submitted, or referenced in the Respondent's Bid submitted in response to RFB.

The Bidder further authorizes any and all persons, and entities to provide information, data, and opinions with regard to its performance under any contract, agreement, or other business arrangement, its ability to perform, business reputation, and any other matter pertinent to the evaluation of the Bidder's Bid. The Bidder hereby releases, acquits and forever discharges any such person or entity and their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the Bidder that it may have or ever claim to have relating to information, data, opinions, and references supplied to the Agency in the evaluation and selection of a successful Bidder in response to RFB.

## **Vendor Attachments**

MT-78 Moving Target Robot Spec Sheet with GPS.pdf	MT-78 Moving Target Robot Spec Sheet with GPS.pdf	//SupplierAttachments/SupplierAtta chments/MT-78 Moving Target Robot Spec Sheet with GPS.pdf
MT-78 with GPS Brochure.pdf	MT-78 with GPS Brochure.pdf	//SupplierAttachments/SupplierAtta chments/MT-78 with GPS Brochure.pdf

## Questions

Page1	
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#### Group 1: Form of Bid

1.1	Enter the Bidder's contact name, telephone number, email address, and shipping address for questions regarding this solicitation. Text (Multi-Line)					
	Shane Hallstrom (651) 429-8091 sales@atstargets.com 304 E Main Street Norwood Young A MN 55397	America,				
1.2	Enter the Bidder's State or Foreign Country of Residence. Text (Single Line)	*				
	Minnesota					
1.3	Bidder shall enter the Resident Preference given by the State or Foreign Country of the Bidder's residence. Enter the resident preference in the text box or indicate "no preference".	*				
	Text (Single Line)					
	no preference					
1.4	Enter the number of years the Bidder has been in business in the text box. Numeric Text Box	*				
	50.00					
1.5	Enter the number of years of experience the Bidder has with providing the types of goods and/or services sought by the solicitation.	*				
	Text (Single Line)					
	50					
1.6	The Bidder shall provide references from three (3) previous customers or clients knowledgeable of the Bidder's performance in providing goods and/or services similar to the goods and/or services described in this solicitation. Enter a contact person, telephone number and email address for each reference. Fill out the text box. If the Bidder wants to upload reference letters to the Vendor Attachments Section, enter "see attached" in the text box.	*				
	Text (Multi-Line)					
	Hundred of agencies operate our robots. This robot is a new product that offers GPS operation robot platform.	on on our				
1.7	Bidder shall read, fill-out and upload the Terminations, Litigation and Debarment document. File Upload	*				
	Terminations_ATS Targets IA GPS.pdf - ./SupplierAttachments/QuestionAttachments/Terminations_ATS Targets IA GPS.pdf					
	Terminations, Litigation and Debarment Document -					
1.8	Is the Bidder requesting confidential treatment of specific information? Yes/No	*				
	No					
1.9	A Bidder requesting confidential treatment of specific information shall fully complete the form attached. In the Items Section, mark each good or service upon which the Bidder believes confidential information appears.	*				
	File Upload					
	No response.					
	Form 22//Attachments/QuestionAttachments/Form 22 -11.22.pdf					

1.10	The State of Iowa requires shipping to be FOB Destination, Freight Prepaid. Does the Bidder agree to the terms?	*
	Dropdown List (Pick One)	
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)	
	Bidder agrees	
Group 2:	Terms and Conditions	
2.1	Bidder shall read the RFB Definitions and enter a response.	*
	Dropdown List (Pick One)	
	Bidder agrees Bidder does NOT agree to the Definitions (submit exceptions question)	
	Bidder agrees	
	Definitions//Attachments/QuestionAttachments/Definitions 11.22.pdf	
2.2	Bidder shall read the Administrative Terms and enter a response.	*
	Dropdown List (Pick One)	
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit Exceptions question)	
	Bidder agrees	
	Administrative Terms//Attachments/QuestionAttachments/Administrative Terms 11.22.p	df
2.3	Bidder shall read the Contract Terms & Conditions and enter a response.	*
	Dropdown List (Pick One)	
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)	
	Bidder agrees	
	Contract Terms & Conditions//Attachments/QuestionAttachments/Contract Terms and	Conditions
2.4	Bidder shall read the Specification Terms and enter a response.	*
	Dropdown List (Pick One)	
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)	
	Bidder agrees	
	Specifications//Attachments/QuestionAttachments/Specifications 11.22.pdf	
2.5	Bidder shall read the Terms and Conditions for GOODS and enter a response.	*
	Dropdown List (Pick One)	
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)	
	Bidder agrees	
	Terms and Conditions for GOODS//Attachments/QuestionAttachments/GOODS Terms	and
2.6	Bidder shall read the Terms and Conditions for SERVICES and enter a response.	*
	Dropdown List (Pick One)	
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)	
	Bidder agrees	
	Terms and Conditions for SERVICES//Attachments/QuestionAttachments/SERVICES 1	erms and
2.7	Bidder shall read the Federal Terms and Conditions and enter a response.	*
	Dropdown List (Pick One)	
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)	
	Bidder agrees	

Federal Terms and Conditions - ../../Attachments/QuestionAttachments/FEDERAL Terms and

2.8	Bidder shall read the Insurance Requirements and enter a response. Dropdown List (Pick One)	*					
	Bidder agrees Bidder does NOT accept the Insurance Requirements (submit exceptions question)						
	Bidder agrees						
	Insurance Requirements//Attachments/QuestionAttachments/Insurance Requirements RF	B.pdf					
2.9	The Bidder hereby explicitly authorizes the Agency to conduct criminal history and/or other background investigation(s) of the Bidder, its officers, directors, shareholders, or partners and managerial and supervisory personnel retained by the Bidder for the performance of the resulting Contract. Bidder shall enter a response.	*					
	Dropdown List (Pick One)						
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)						
	Bidder agrees						
2.10	Public Entities (Political Subdivisions) - The resulting Contract will be made available to Political Entities, i.e. cities, counties, and schools. Bidder shall enter a response. Dropdown List (Pick One)	*					
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)						
	Bidder agrees						
l							
2.11	Nonprofit Entities - The resulting Contract will be made available to nonprofit entities that qualify under I.R.S. § 501 (c) provisions. Bidder shall enter a response. Dropdown List (Pick One)	*					
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)						
	Bidder agrees						
2.12	Quarterly Sales Report - The Bidder shall provide a detailed quarterly report in Microsoft Excel on ALL sales made under the resulting Contract via e-mail to the Iowa Department of	*					
	Administrative Services. Bidder shall enter a response.						
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)						
	Bidder agrees						
2.13	Administrative Fee - In addition to the approved discounts or prices specified in the solicitation herein, the Bidder shall pay to the Agency a 1.00% Administrative Fee on all sales made against the resulting Contract. The fee shall be paid quarterly to the Iowa Department of Administrative Services. Bidder shall enter a response.	*					
	Dropdown List (Pick One)						
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)						
	Bidder agrees						
Group 3: P	ayment Terms						
3.1	Payment Terms - Per Iowa Code § 8A.514 the State of Iowa is allowed sixty (60) days to pay an invoice submitted by a Bidder. Does the Bidder agree to the terms?	*					
	Dropdown List (Pick One)						
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)						
	Bidder agrees						

3.2	What discount will the Bidder give for payment in 30 days? Enter the discount in the text box. $\star$ If none, enter zero.
	Numeric Text Box
	0.00
3.3	Terms of Pcard Acceptance - The State of Iowa prefers to pay Bidders using its Purchasing Card Program (Pcard) whenever possible. Bidders accepting Pcard payments shall comply with the Terms of Pcard Acceptance.
	Dropdown List (Pick One)
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)
	Bidder agrees
	P-Card Acceptance//Attachments/QuestionAttachments/Terms of Pcard Acceptance 11.22.pdf
3.4	Required Use of Pcard - All payments, by State of Iowa agencies, against the resulting Contract(s) will require use of the State of Iowa Pcard. Does the Bidder agree?
	Dropdown List (Pick One)
	Bidder agrees Bidder does NOT accept the Terms & Conditions (submit exceptions question)
	Bidder agrees
	P-Card Acceptance//Attachments/QuestionAttachments/Terms of Pcard Acceptance 11.22.pdf
Group 4: S	pecifications
4.1	Respondent shall be the manufacturer or manufacturer authorized dealer for their proposed product.
	Yes/No
	Yes
4.2	ROBOTIC RANGE TARGET SPECIFICATION: 1) All-wheel drive moving target system. 2) All terrain wheels. 3) Minimum wireless operating range of 500 meters. 4) High clearance chassis. 5) Minimum 125 lbs. payload. 6) Armor ballistic protection. 7) Maximum speed shall be at least 5 miles per hour. 8) Quick charge batteries.
	Yes/No
	Yes
4.3	GPS SPECIFICATIONS: 1) GPS controls. 2) Minimum storage for up to 25 waypoints and loop mode. 3) Fail safe.
	Yes/No
	Yes

## **Product Line Items**

Required Product Line

#	Item Name, Commodity Code, Description		Allow Alternate s	Qty.	UOM	Requested Delivery	Unit Price (USD)	Total Unit Price (USD)	Total Price (USD)	Estimated Delivery
P1.1	Robotic Range Target	$\star$		1	EA - Each	-	12,550.00	12,550.00	12,550.00	12/29/2023
Comment	-		MT-78 STO	P-DROP	4WD MOVIN	G TARGET (LIT	HIUM ION)			
	Percentage Off:+(	0.00	%							_
P1.2	GPS	*		1	EA - Each	-	4,675.00	4,675.00	4,675.00	12/29/2023
Comment			GPS OPTIC	DN						
	Percentage Off:+(	0.00	%							
P1.3	Target Holder	*		1	EA - Each	-	1,500.00	1,500.00	1,500.00	12/29/2023
Comment	-		HIT REACT	IVE TARC	GET HOLDER					
	Percentage Off:+(	0.00	%							
						Total Pric	e (USD)	18,725.00		

Subject = Question 5		Public Thread
Q: Please confirm if the government's intention is to lease/rent or purchase the Remote Control Mobile Range Targets?	Question added by: David Kundid	8/14/2023 8:01 AM CD
A: Purchase	Answered by: David Kundid	8/14/2023 8:01 AM CD
Subject = Question 4		Public Thread
Q: Reference #4.2 8) will 'quick swap' batteries satisfy the quick charge batteries requirement, batteries can be swapped in 1-2 minutes allowing training continue while the old batteries are regenerated.	Question added by: David Kundid	8/14/2023 8:00 AM CC
A: Batteries can be quick swap as long as they can be charged with a standard wall outlet plug system. Minimum run time 2-4 hours.	Answered by: David Kundid	8/14/2023 8:00 AM CE
Subject = Question 3		Public Thread
Q: reference #4.2 6) is protection to 7.62mm/.308cal sufficient ( .375" AR500), and if not what ammunition will be used?	Question added by: David Kundid	8/14/2023 8:00 AM CE
A: Ammunition used will be Short Range Training Ammunition (SRTA) up to .50 Cal and Training Practice grenade rounds308 / 7.62 is sufficient, minimum .25" AR500 Steel with Bernal Rated certificate	Answered by: David Kundid	8/14/2023 8:00 AM CE
Subject = Question 2		Public Thread
Q: Please confirm if there is a minimum ground clearance requirement - reference #4.2 4) 'high clearance chassis', or if a mover design that enables transport over unimproved terrain and up and down curbs is sufficient?	Question added by: David Kundid	8/14/2023 7:59 AM CE
A: Mover will go over rough terrain, grassland, and unimproved surfaces, cannot be a tracked system	Answered by: David Kundid	8/14/2023 7:59 AM CE
Subject = Question 1		Public Thread
Q: Please confirm if the requirement is for a remote controlled personnel target (aka trackless Moving Infantry Target, aka trackless RunngingMan) or a remote controlled vehicle target (aka Trackless MAT)?	Question added by: David Kundid	8/14/2023 7:59 AM CE
A: Remote Controlled or GPS controlled mobile infantry target (MIT) – maximum line of sight 1000 meters, prefer a minimum of 30 waypoint storage	Answered by: David Kundid	8/14/2023 7:59 AM CE



## **Advanced Training Systems**

atstargets.com 651.429.8091 304 Main St. E., NYA, MN 55397

# **MT-78 SERIES SPECIFICATIONS**

#### **Dimensions** Base

30"x27"x13" (LxWxH)

#### Weight

Base Unit (Standard)
Base Unit (Armored)
Stop/Drop with Manikin
Carry capacity (Standard)

#### Environmental

Temperature Rain

**Battery Base** 

Туре

Run time (Standard) Run time (Armored)

#### Charger

Type Input Voltage Output Voltage/Current 111 lbs. 161 lbs. 14 lbs. 150 lbs.

> 32°F - 140°F Water resistant, but cannot be submerged for Long periods of time

Sealed lead acid Capacity (6) 12VDC / 9Ah Built into 1 battery pack with 6 Batteries, wired for 24V 3 hours (50% duty Cycle) 1.6 hours (50% duty Cycle)

IC 120VAC/240VAC 12VDC / 12A

#### Drivetrain

Motors	4 – 24V 120W 270rpm IP44 Motors
Tires	4 – 13" x 5.00-6 Pneumatic
Speed	0 to 14 feet/second Variable
	Forward or Reverse, Skid Steering

#### Radio

Standard-range Distance Frequency Standard

#### Long-range

Distance Frequency Standard

Frequency Option 1

Frequency Option 2 (Japan)

Transmit power

#### Armor (Optional)

Capacity	100 lbs.
Material	0.25" AR500 Plate
Protection	Up to .308 incidental

Maximum effective range 1000 m line of sight

2.4 GHz Spread Spectrum Futaba or FlySky

600 m line of sight

FCCID MCQ-XBEE3

4 mW

900 MHz spread-spectrum FCCID MCQ-XB900HP

2.4 GHz spread-spectrum

2.4 GHz spread-spectrum Japan Approvals R210-119309 Environment Accuracy Waypoints Safety

**Optional Mounts** 

Outdoor only Approximately ±6 ft Up to 40 Auto Shut-down when controller lost

Dual Stake Pockets (standard) PT-61 A or B Mannequin Mike<sup>™</sup> Stop/Drop Reactive Mannequin Mike<sup>™</sup> Non-Reactive E, F, IVAN Surveillance cameras Portable lighting systems Mobile phones (for hostage negotiations) Fire-back (Paintball)



# MT-78 NEXT GEN ROBOT WITH GPS

Introducing the MT-78. The very latest in a long line of robotic targety products from ATS Targets. Developed for the federal law enforcement and the United States military, this is the premier moving live-fire target system for tactical firearms training.

This next generation robot incorporates larger tires for better ground clearance on rough terrain, optional ballistic protection up to 7.62 caliber, GPS control and a multiple range and frequency options for control in any country, any environment.

## **KEY FEATURES:**

- Running man speeds to 8 mph.
- AR500 ballistic protection.
- Quick change batteries with optional lithium ion for extended run time.
- Standard 600-meter, wireless range
- Hit-reactive, Stop/Stop-Drop Manikin Mike™
- Optional GPS

Advanced Training Systems atstargets.com 651.429.8091 304 Main St. E. | NYA, MN 55397





GPS:

- Estimated 1100 meters line of sight range in military field environments
- Stores up to 40 Waypoints
- Ability to loop from final waypoint back to first waypoint to cycle through path again to create a "track"
- Failsafe mode so you don't get runaways
- Low battery detection









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