

**TACTICAL FIREARM & TEMS COURSE QUOTATION**





6. CLOSURE..... 17



**Aut Papare Impetro Tergum Ad Sinistram**

14 January 2020

Ref: 2020/01/01

Customer

Dear Sir

**Re: Quotation Tactical Firearm & TEMS Training Course**

• **Introduction.**

The Edge Shooting Institute (TESI) would like to submit a quotation for a Tactical & TEMS<sup>1</sup> course to be presented in April 2020 in South Africa

• **Proposal**

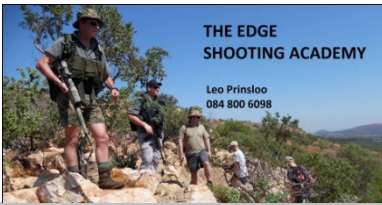
TESI introduces the services of a competent training institution which will ensure that you receive the best training on the market available. The training consists of a complete course which includes all the aspects that are required to become a competent tactical firearm arm operator. These include:

- Marksmanship
- Tactical Weapons Training
- Operations in a Urban environment
- Operations in a Bush environment
- Medical First Aid training, especially in a hostile environment
- Operations involving helicopters
- Survival & Mindset
- Physical Fitness
- Bush Craft & Tracking
- Scuba Diving

The duration of the course is estimated to be 46 calendar days, starting on 18 April 2020 and finishing on 3 June 2020

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<sup>1</sup> TEMS stands for Tactical Emergency Medical Support



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- **Why The Edge Shooting Institute**

The Edge employs a number of instructors whom have worked in various institutions and environments. The chief instructor, Leo Prinsloo, was a member of the Elite Counter-Terrorism police unit; The Police Special Task Force for 12 years. During this period Leo served as instructor of this renowned law enforcement unit and was involved in countless high risk operations in South Africa.

Morne Rossouw is the lead instructor in the medical field and has trained numerous EMS personnel when it comes to hostile tactical environments. Morne has worked in hostile environments which includes Iraq, Afghanistan, Columbia and Somalia to name a few. Morne will transfer his knowledge and experience gained to the students

The Edge also employs instructor Francois Smit, whom are accredited International Training Academy (ITA) instructors whom will assist with the marksmanship, sniper, tactical and physical fitness training.

- **Costs**

The price for the work as given in the Scope of Work is **TBC**. The details for the cost estimate as well as the inclusions and exclusions are given in the remainder of this quotation

- **Terms and Conditions**

Please refer to section 5.5 for the payments terms.

- **Conclusion**

Should you require further clarification or follow up on this proposal please contact Mr Francois Smit at TESI on Mobile: +27 82 887 3094,

Regards

**Francois Smit**

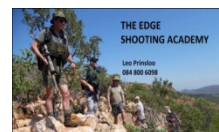
**Instructor**

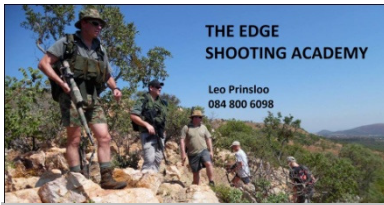
Mobile: +27 (0) 82 887 3094

E-mail: [Francois@advanced-tactical-training.com](mailto:Francois@advanced-tactical-training.com)

Website: [www.tesi.co.za](http://www.tesi.co.za)

: [www.advanced-tactical-training.com](http://www.advanced-tactical-training.com)





## Aut Papare Impetro Tergum Ad Sinistram

### 1. INTRODUCTION

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The aim of the course is to take the student from a basic shooter to a more advanced operator. The principles and knowledge that we want to transfer falls in the following categories:

- Tactical mindset
- Physical Fitness
- Marksmanship
- Tactics
- Communication
- Decision making under stress / fire
- Planning
- Skills e.g. Rope work, Helicopter operations
- Exposure to the elements, e.g. Basic survival
- Tracking in the bush
- Scuba Diving

Leo Prinsloo is the lead instructor and has spent 12 years in the South African Police's Elite Anti-Terrorism unit, The Special Taskforce. Their main responsibility was hostage rescue, but also included high risk operations in the urban and bush environments.

**Please note - This is a semi-restricted course. To attend this course, students must supply a covering letter (email) stating their intention. This course is designed for government organizations but may also be attended by individual soldiers, officers, medical staff or ex-service members. However as stated, students must apply by email. Once we have confirmed your request we will provide you with details on how to proceed.**

### 2. COURSE CURRICULUM

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#### 2.1 Course Overview

An operator needs to have various skills and knowledge and knows how to apply this knowledge in demanding situations. The aspects we will cover during the course are:

- Marksmanship – Basic Firearm Handling
- Tactical Firearm Handling
- House Penetration



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- Unarmed Combat as part of the tactical phase
- Fitness
- Sniper
- Medical knowledge (First Aid)
- Working with a Helicopter
- Survival
- Scuba Diving

The student will be taught in all the aspects given above

The total course duration is estimated to be 46 calendar days. It is however possible to do only certain relevant sections of the course that the student would want to improve in. The basic & intermediate training is however compulsory for all students.

### **2.2 Physical Fitness**

Experience has shown that no one can really fight if he / she are not fit. The students will be subjected to physical training for the duration of the course. They will be subjected to a physical fitness test at the beginning and end of the course to demonstrate the improvement during the course regarding functional fitness.

### **2.3 Marksmanship (Basic & Intermediate Firearm Handling)**

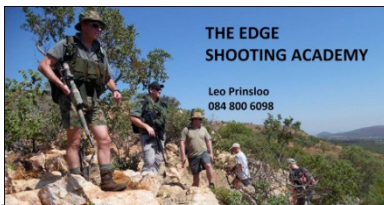
It will be required by any operator to display good marksmanship during a critical incident. The Edge will train students in basic marksmanship applying the seven fundamentals of marksmanship, right up to tactical shooting under stress, shooting from behind cover etc.

The intermediate section teaches the student to basic handling of a firearm and includes the following:

- Magazine Changes
- Clearing Stoppages
- Shooting Positions

### **2.4 Tactical Weapons Handling**

This phase can be summed up by the following:



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- Shooting around cover, shooting in various positions
- No light, low light shooting
- Moving targets
- Target identification
- Shooting under pressure
- Close Quarter shooting – Weapon Retention
- Shooting through mediums – Glass / Wood, doors, metal, dry wall etc.
- Transitions
- Multiple Targets
- Close and long range shooting skills
- Communication & Decision making

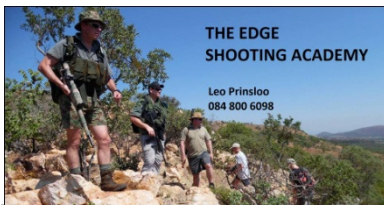
### **2.5 Urban Phase**

This phase will focus on house penetrations and working in the urban environment. The phase is divided into a basic and more advanced phase. The basic phase covers the basic techniques and tactics, while the advanced phase covers the techniques and tactics to work in a team. The aspects that will be covered include:

#### Basic house penetration

- Slicing the pie
- Dynamic entry
- Step by's
- Searching principles
- Button hook





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Intermediate/advance house penetration:

- Buddy pair/team movements house penetration
- Hallway clearing
- Stairs
- Multiple entry points
- Bridging techniques.
  - Special equipment
  - Bridging tools
- Use of distractions
- Multi storey buildings

### **2.6 Bush Phase**

The techniques and tactics for the bush phase and the urban phase are the same; it is just the scenery that changes. This phase will also include some of the more advanced tactics associated with working in teams etc.

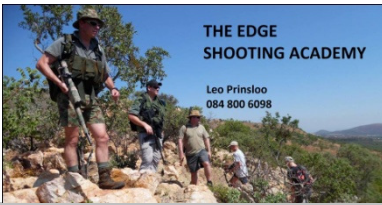
### **2.7 Medical First Aid**

The phase of the course will look at tactical emergency medical services assistance, should either the principal or the CPO be injured. The student will learn first aid and even more than just the medical application. The student will learn to apply the medical knowledge in a tactical environment.

### **2.8 Helicopter Operations**

A helicopter is a very versatile piece of equipment and can be used in both the urban and bush phases. The Helicopter operation is included in the TEMS scenario section. Skills included:

- LZ preparation
- Enplane / Deplane
- Dynamic deplane for a house penetration
- Casualty Evacuation via Helicopter
- Ground – Air communications



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Figure 1: Helicopter Operations

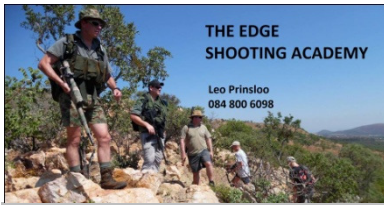


## 2.9 Sniper

The curriculum for the basic course is the following:

- Introduction to the sniping concept
- Equipment
- Rifle
- Telescopes
- Basic ballistics
- Setting up of sniper system ( shooter, rifle, telescope and ammunition)
- Basic marksman ship

The curriculum for the advanced sniper builds on the foundation laid in the basic course and is the following



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- Advance shooting techniques
- Range and wind estimations
- Stalking techniques- camouflage and movement
- Angle shooting
- Special shooting situations ( shooting through mediums)
- Advance ballistics
- Hides
- Observation posts
- Anti-tracking

### **2.10 Unarmed Combat (As part of Tactical Firearm Training)**

This part of the course is aimed at fighting without a firearm or when an enemy surprises you at close quarters and you don't have time to go for your firearm. The techniques taught during this segment of the course are very simplistic, doesn't require fine motor skills and is easy to remember. This is a "must do" segment that any operator must do

### **2.11 Bush Craft & Tracking**

This part of the course is aimed at building mental toughness by exposing the student to the elements and some physical activity. This is not survival in the sense that you do not have any gear, but will teach the student various important aspects when in the bush

### **2.12 SCUBA Diving**

We have included a SCUBA diving section at the famous Sodwana site in Northern Kwa-Zulu Natal, South Africa. Although this is recreational diving; it is another skill that the student can add to his / her toolbox.



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**3. TEAM**

The following personnel will be utilised during:

<b>Name</b>	<b>Job Title</b>	<b>Notes</b>
Leo Prinsloo	Lead Instructor / Project Manager	12 Years Police Special Task Force
Francois Smit	Firearm Instructor	Certified ITA Instructor
Morne Rossouw	Medical Instructor	

Other resources will be made available if required.

**3.1 Key Personnel Capabilities**

The Edge has significant experience in fire arm training

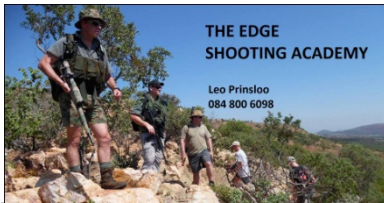
Leo Prinsloo has been a member of the South African Police's Elite Counter-Terrorism unit, The police Special Task Force (STF) for 12 years. Their main function in the STF was hostage rescue. The unit is also responsible for VIP protection and was the only unit allowed to work with the United States Secret Service when President Bill Clinton visited South Africa

MorneRossouw is and advanced life support medic with extensive experience in the field of tactical medicine. Morne has given lectures to elite units within South Africa, like the South African Special Forces and the Police's Special Task Force.

Francois is a certified instructor of the International Training Academy (ITA)

**3.2 Course Schedule**

The course scheduled to take 46 calendar days. All the aspects discussed in section 2 will be addressed during these 46 days. The details of the schedule is given in Table 1 below



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**Table 1: Tactical & TEMS Course Schedule**

<b>Description</b>	<b>Duration<sup>2</sup></b>
<b>April Tactical Course</b>	<b>33 days</b>
<b>Sniper</b>	<b>10 days</b>
Basic Sniper	1 day
Reloading	1 day
Intermediate sniper	3 days
Advanced Sniper	5 days
<b>TEMS</b>	<b>9 days</b>
<b>Firearm Training</b>	<b>5 days</b>
Basic & intermediate	2 days
Tactical shooting	3 days
<b>Medical</b>	<b>2 days</b>
Medical	2 days
<b>TEMS Scenario's</b>	<b>2 days</b>
Scenarios	2 days
Firearm Training	7 days
<b>Urban</b>	<b>4 days</b>
Vehicle Operations	1 day
Advanced House Penetration	3 days
<b>Bush</b>	<b>3 days</b>
Bush	3 days
<b>Bush Craft</b>	<b>2 days</b>
Tracking	2 days
<b>Sodwana</b>	<b>5 days</b>
Sodwana	5 days

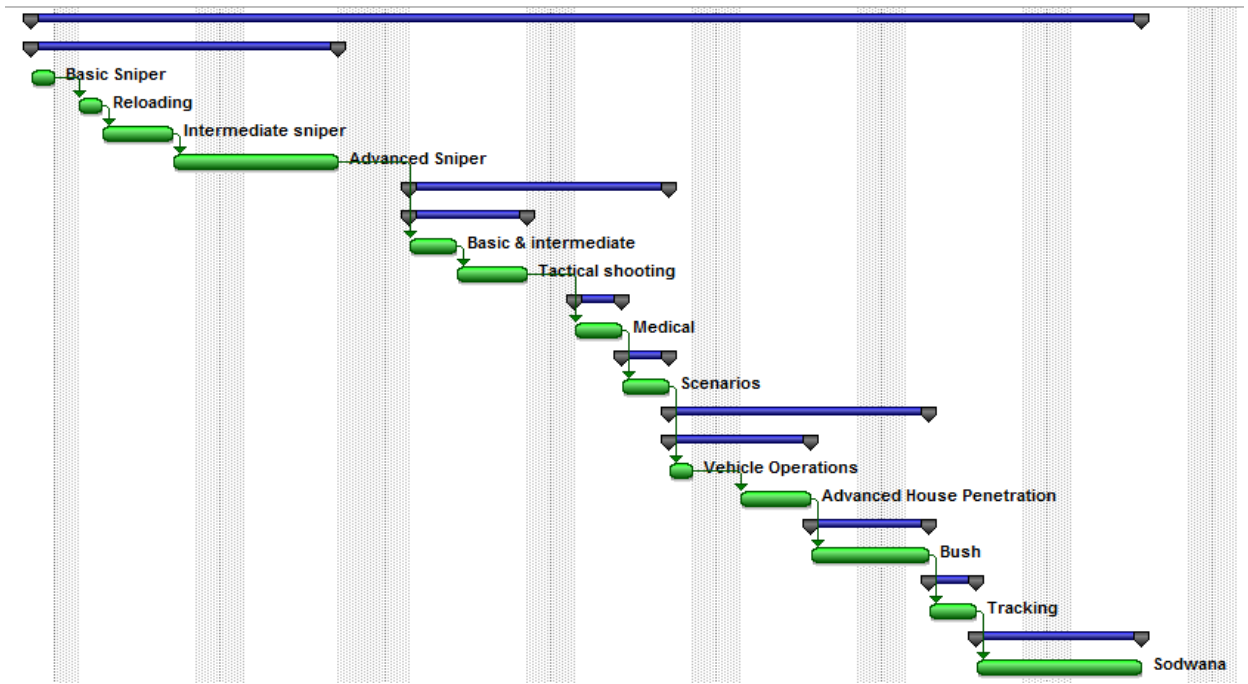
<sup>2</sup> Duration is Working days



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The tasks and durations are graphically shown below:

**Figure 2: Course Duration**



**4. DELIVERABLES**

**4.1 Inclusions / Assumptions**

The cost for the firearm course as given in section 5.2 includes the following:

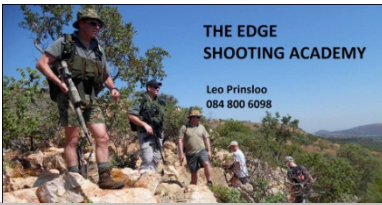
**Ammunition**

- 800 9mmP rounds per student
- 255 5.56mm rounds per student
- 150 bolt action rounds per student
- 125 12 Gauge Shotgun rounds per student

**Lodging**

Students will be housed in Pretoria for the duration of the course





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### Meals

Students will receive two meals per day

- Breakfast
- Lunch

### Travel

Students will be transported to the shooting range in the morning from the camp and back to the camp when the day's activities are finished

### Helicopter

We will be using a squirrel, based at Wonderboom airport for the helicopter operation.

## 4.2 Exclusions

### Flight Arrangements

Flight arrangements to and from South Africa is the responsibility of each student

### Medical Cover

Medical cover is the responsibility of each student

## 5. COMMERCIAL

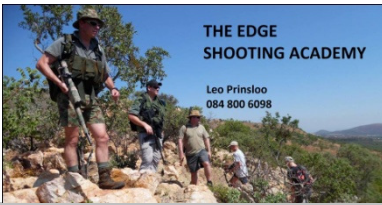
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### 5.1 Basis of Offer

As requested, TESI wish to submit an offer to perform the work set out in section 2 Course Curriculum

### 5.2 Estimates Cost

The price for the work as given in the Scope of Work is **TBC..**



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The breakdown for the costs is as follows:

**Table 2: Course Cost breakdown**

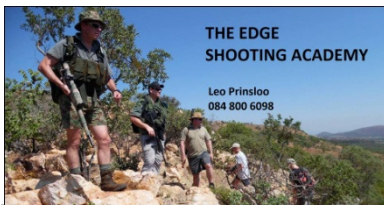
<b>Description</b>	<b>Cost</b>
<b>April Tactical Course</b>	<b>SQ</b>
<b>Sniper</b>	<b>SQ</b>
Basic Sniper	SQ
Reloading	SQ
Intermediate sniper	SQ
Advanced Sniper	SQ
<b>TEMS</b>	<b>SQ</b>
<b>Firearm Training</b>	<b>SQ</b>
Basic & intermediate	SQ
Tactical shooting	SQ
<b>Medical</b>	<b>SQ</b>
Medical	SQ
<b>TEMS Scenario's</b>	<b>SQ</b>
Scenarios	SQ
Firearm Training	SQ
<b>Urban</b>	<b>SQ</b>
Vehicle Operations	SQ
Advanced House Penetration	SQ
<b>Bush</b>	<b>SQ</b>
Bush	SQ
<b>Bush Craft</b>	<b>SQ</b>
Tracking	SQ
<b>Sodwana</b>	<b>SQ</b>
Sodwana	SQ

**5.3 Validity of Quotation**

This offer is valid for acceptance for a period of 30 days from date of issue after which it will be subject to confirmation.

**5.4 Validity of Rates**





## **Aut Papare Impetro Tergum Ad Sinistram**

The price is based on 2020 charge-out rates.

### **5.5 Terms of Payment**

Payment terms to be as follows:

- **50% of Quoted price on acceptance of the quotation**
- **25% with confirmation of flight tickets**
- **25% three weeks prior to start of course**

### **5.6 Insurance**

The firearm course has aspects which are very high risk activities for example, helicopter operations, tactical shooting etc. TESI has no medical aid insurance or any other type of insurance. It is required by each student to take out the necessary insurance in the event of an injury due to the activities performed during the course.

### **5.7 Limit of Liability**

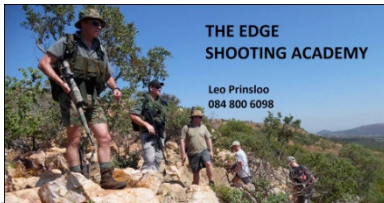
TESI must stress again that the activities performed during the course are high risk and dangerous activities. Each student will be required to sign an indemnity form, which indemnifies TESI from any claim whatsoever as a result of injury obtained by a student during the firearm course

### **5.8 Confidentiality**

This document has been prepared for the sole purpose of documenting our quotation to provide a Tactical & TEMS course as requested. It is expected that this document and its contents, including work scope, methodology and commercial terms will be treated in strict confidence by the recipient.

### **5.9 Terms and Conditions**

As set out in this quotation.



## *Tactical Firearm & TEMS Course Quotation*

### **Aut Papare Impetro Tergum Ad Sinistram**

#### **6. CLOSURE**

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Should you require further clarification or follow up on this proposal please contact Mr. Francois Smit at TESI on Mobile: +27 82 887 3094, or at e-mail: [francois@advanced-tactical-training.com](mailto:francois@advanced-tactical-training.com)

Regards

**Francois Smit**  
Proposal Representative