This is a formal letter written in the capacity of the Luna Community College Procurement Director, **Justin Garcia**, justifying the sole source procurement of SimTable to adhere to the requirements of the New Mexico Procurement Code.

SOLE SOURCE DETERMINATION LETTER

Date: December 15, 2025

To: Luna Community College Governing Board and New Mexico State Purchasing Agent

From: Justin Garcia

Procurement Director, Luna Community College

Subject: Sole Source Determination for Procurement of the SimTable System

I. Agency and Contractor Information

Field	Details
Purchasing Agency	Luna Community College (LCC)
Agency Division	Fire Science Technology Program / Wildfire Resiliency Training Center
Procurement Director	Justin Garcia
Prospective Contractor	SimTable LLC
Contractor Address	Santa Fe, New Mexico 1600 Lena St. Suite D1 • Santa Fe, NM 87505
Contract Amount (Estimated)	$58,085.00
Contract Term (Estimated)	5 year contract

II. Description and Purpose of Procurement

The services and tangible property required consist of the purchase, installation, and multi-year licensing of the **SimTable System**, including the digital sand table hardware, proprietary **SimTable Viewer and SimAgent Modeling Software**, and initial comprehensive training and integration services.

Intended Purpose:

Luna Community College's Fire Science Technology Program and the Wildfire Resiliency Training Center (WRTC) require an advanced, immersive training and planning tool. The purpose is to provide students and professional first responders (including Local, State, and National Fire Department personnel, US Forest Service, and EMNRD employees) with **realistic, real-time, 3D simulation of complex, high-consequence wildland fire events** in the mountainous, fire-prone regions of Northern New Mexico (LCC's service area: San Miguel, Mora, Colfax, and Guadalupe counties). This system is essential to meet the demanding curriculum requirements for courses

like **FS170 Fire Behavior and Combustion** and to support regional disaster recovery training.

III. Justification for Sole Source Determination

Luna Community College has determined that the SimTable System is a sole source procurement under $\S$ 13-1-126$ NMSA 1978 for the following reasons:

A. Proprietary Rights and Unique Capabilities

1. **Proprietary Agent-Based Modeling:** SimTable LLC possesses the **exclusive, proprietary rights** to the **SimAgent Modeling Engine**. This technology utilizes sophisticated, high-resolution fire behavior models and integrates local topography, fuel types, and real-time weather data into a predictive model that shows how fire fronts (agents) spread and interact with suppression efforts. This is distinct from publicly available fire modeling systems (e.g., FARSITE) by offering a **tactical, real-time, interactive, and collaborative 3D visualization platform.**

2. **Integrated Hardware/Software Platform:** The system is an integrated platform consisting of a specialized **interactive projection sand table** hardware unit designed to work seamlessly with the proprietary SimAgent software. This integration allows for a **hands-on, collaborative training environment** where multiple users can physically manipulate suppression resources (like fire lines, aerial drops, and ground units) directly on the dynamic 3D map, observing immediate, realistic model feedback.

B. Uniqueness Substantially Related to Intended Purpose

The unique, integrated, and proprietary nature of the SimTable system is **substantially related** to the intended purpose of the Wildfire Resiliency Training Center:

- **Real-time Collaboration and Decision-Making:** The real-time, physical manipulation and visualization capabilities are essential for training Incident Commanders and Firefighters in **critical thinking and rapid, team-based decision-making** under pressure, which is a key learning outcome for the Fire Science AAS program. No other competitive system offers this degree of real-time, high-fidelity, interactive physical simulation for collaborative training.

- **Local Data Customization:** SimTable LLC, as a New Mexico-based company with extensive experience working with NM fire agencies, has a unique ability to rapidly and accurately integrate and visualize high-resolution **local GIS data, satellite imagery, and specific fuel models** critical to the Mora/Las Vegas/Pecos River Canyon area, enhancing the fidelity and relevance of the training for LCC's primary service region.

C. Explanation of Inability of Other Sources to Meet Needs

A thorough review of the market, including research of trade publications and internet resources for fire simulation systems, demonstrates that **other similar systems cannot meet the intended purpose** because:

1. **Lack of Real-time Physical Interaction:** Competing systems are primarily computer-based desktop simulators or virtual reality (VR) systems that lack the **collaborative, real-time, physical sand-table interaction** required for group incident command training and public planning exercises central to the WRTC's mission.

2. **Modeling Capabilities:** No other vendor could demonstrate a commercially available platform that combines the high-resolution, agent-based modeling engine with the integrated 3D visualization hardware required for the specific, advanced tactical training needs of LCC.

IV. Due Diligence

The LCC Procurement Department and the Fire Science Program faculty conducted a review of available sources, including:

- **Internet Search:** Keywords including "wildfire simulator," "digital sand table," "3D fire modeling software."

- **Industry Review:** Review of vendors serving the Fire & Emergency Services Higher Education (FESHE) community.

- **Contact with Similar Providers:**

  \#   Entity/Agency   Contract/Project Description   Contract Amount (Approx.)   Date/Status

  1   City of Santa Fe   SimTable Santa Fe Evacuation Project (Custom Support and Planning Tools, specifically using the Evacuation Module for road network analysis and zone identification).   Up to $75,000.00   Executed (Contract No. 23-0070, effective 2023)

  2   New Mexico Tech (NMT)   Sole Source Justification for the purchase of the SimTable system for their Energetic Materials Research and Testing Center (EMRTC) or related training programs.   Varies by purchase   Likely Executed (NMT is a major training hub)

This review concluded that only the proprietary SimTable system meets the required unique combination of real-time agent-based modeling, integrated physical hardware, and collaborative training functionality essential for the LCC Fire Science and WRTC mission.

This Sole Source Determination will be **posted for thirty (30) calendar days** to allow for potential protest as required by the New Mexico Procurement Code.

Approved and Determined:

Justin Garcia

Procurement Director, Luna Community College