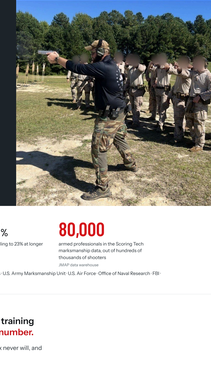
For military and law enforcement training leads

7 THINGS A PASS/FAIL QUAL CAN'T TELL YOU.

Hit Factor is points divided by seconds. One number for speed and accuracy that you can train against, test again, and put in front of leadership.

SEE THE TRAINING COURSES →

Or call 435-429-1703. Mon to Fri, 8am to 5pm MT.



18%
average hit rate for NYPD officers in actual gunfights, 1998 to 2006
RAND evaluation of NYPD firearms training, citing NYPD discharge reports

37% → 23%
hit rate at 7 yards or less, falling to 23% at longer range
Same RAND review

80,000
armed professionals in the Scoring Tech marksmanship data, out of hundreds of thousands of shooters
JMAP data warehouse

Flanked by: U.S. Marine Corps: MARSOC | Marine Raiders · U.S. Army Special Forces · U.S. Army Marksmanship Unit · U.S. Air Force · Office of Naval Research · FBI · DEA · U.S. Customs and Border Protection

Most range days end with a feeling. Good training ends with a number, and Hit Factor is the number.

Here are seven things it shows a training lead that a checked box never will, and how to start without changing your qual.

01
ONE SCORE FOR SPEED AND ACCURACY

Hits earn points. Misses and penalties cost them. Then the total is divided by the clock, so time is part of the score instead of a limit to stay under. A fast miss and a slow hit can't hide behind each other.

It's the scoring behind USPSA matches, and the Marine Corps uses the same measure in its Infantry Marksmanship Assessment, where Marines call it Lethality Factor.

Source USPSA scoring: points ÷ penalties, then ÷ by time



In USPSA scoring, every miss, no-shoot hit and procedural penalty subtracts 10 points before the division.



02
IT SHOWS WHAT PASS/FAIL HIDES

Two shooters can both qualify and be very different in a fight. On a pass/fail course they look identical. Hit Factor shows that one of them gets the same hits in half the time.

RAND's review of NYPD firearms training made the same point: shooting paper targets at known distances doesn't show an officer is ready for a real confrontation, so look at proficiency, not just the score on a static target.

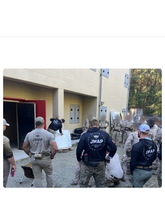
Source RAND, NYPD firearms training evaluation (2008)

03
IT TRAINS THE SKILL THAT FAILS IN A FIGHT

In real gunfights, hit rates are low and drop with distance. That's why speed alone isn't the goal, and slow, perfect groups aren't either. Hit Factor rewards the hits that count at the pace they have to happen.

A veteran police firearms instructor makes the same case in *Police Magazine*: speed and accuracy aren't either/or once you push past the minimum standard, and the timer doesn't lie.

Sources RAND (2008), *Police Magazine*, Jan. 2023



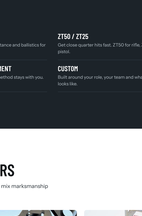


04
IT POINTS AT THE ONE SKILL TO FIX

A hit factor is the total. JMAP breaks it down: draw to first shot, splits, reloads, target transitions, and hit probability at each distance.

Each shooter's report shows where the time went against the standard, plus their real zero and group. Instruction aims at the skill holding that shooter back instead of rerunning the whole qual.

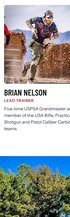




05
IT GIVES EVERY SHOOTER A NEXT TARGET

Each stage is scored as a percent of the 100% hit factor, and the percents map to ranks: UNQ, C, B, A, M and GM. A shooter averaging 72.3% can see that A starts at 75%, which is 2.7 points away.

Every stage is plotted by speed and points, so you can see at a glance which stages are speed problems and which are hit problems.



06
THE SAME YARDSTICK PROVES THE GAIN

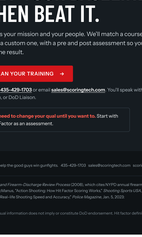
Every course opens with a pre-assessment, so you know the baseline before anyone trains. After training, the same assessment runs again. The difference is the training effect, not an instructor's impression.

PhD data scientists review every event, and each student and unit gets a detailed report compared with peers, past classes and the largest marksmanship database in the world. ZT3 typically sees triple-digit percent improvement in hits to distance at speed.

07
YOU DON'T HAVE TO CHANGE YOUR QUAL TO START

Run Hit Factor as an assessment alongside the qual you have now. See where your people are, guide training, equipment and doctrine, then decide whether to make the move.

When you're ready, we'll help you upgrade your qual or build a new one, as we did for the Marine Corps. Leadership gets objective evidence of training quality instead of a checked box.



GET A BASELINE ON YOUR PEOPLE

Every course includes a pre and post assessment, with full reporting on the course and on each student.

Or call 435-429-1703 or email sales@scoringtech.com

PLAN YOUR TRAINING →

How training works

MEASURE. TRAIN. MEASURE AGAIN.

Training is one turn of the JMAP loop. We measure first, train to what the data shows, measure again, and go around again. Courses are led by national and world champions, plus sniper and infantry school lead instructors.

1 PRE-ASSESSMENT
Prior, NASL, 3GL, PSAs or SFMA, or we build one around your mission.

2 TRAIN THE FUNDAMENTALS
Basics, applied quickly, on the clock, until they hold up.

3 POST-ASSESSMENT
The same assessment runs again after training.

4 DATA DEEP DIVE
Detailed reports for every student and every unit.

5 PLAN THE NEXT TURN
A "how to get better" and "how to retain" plan for every student.

FIVE COURSES. OR ONE BUILT FOR YOU.

ZT3
Zero to 300 yards. Hits fast, from your own zero.

ZT6
Zero to 600 yards. Wind, distance and ballistics for sniper and DM roles.

ZT50 / ZT25
Gen 2 time-quarter hits fast. ZT50 for rifle, ZT25 for pistol.

TEAM COB
Teams of 3 to 8.

INSTRUCTOR DEVELOPMENT
Learn it, then teach it. The method stays with you.

CUSTOM
Built around your role, your team and what "good" looks like.

Every course includes the pre and post assessment.

Who teaches it

PROVEN WINNERS AND LEADERS

Our instructors compete weekly, from local to international events, and mix marksmanship excellence with tactical experience. A few of them:



BRIAN NELSON
LEAD TRAINER
Five-time USPSA Grandmaster and member of the USA Rifle, Practical Shotgun and Pistol Caliber Carbine teams.



CHRIS JONES
COO | LIAISON
Retired CWO-4 Marine Gunner, former Scout Sniper and Sniper Instructor. 2016 Hulbert Trophy.



JACOB ZUPKE
FIELD SUPPORT REP
Marine Corps Shooting Team sergeant. Distinguished Rifleman and Pistol Shot. Winner of the 2006 Gesselle Gas Gun Series.



WILLIAM RING
FIELD SUPPORT REP
Combat Marksmanship Coaches Course Chief and Certified Master Instructor. M-class shooter.



Let's train your team

GET YOUR BASELINE. THEN BEAT IT.

Tell us your mission and your people. We'll match a course, or build a custom one, with a pre and post assessment so you can see the result.

PLAN YOUR TRAINING →

Or call 435-429-1703 or email sales@scoringtech.com. You'll speak with our CEO, LEO Liaison, or DoD Liaison.

No need to change your qual until you want to. Start with Hit Factor as an assessment.

Sources. RAND Corporation, Evaluation of the New York City Police Department Firearm Training and Firearm-Discharge Review Process (2008), which cites NYPD annual firearms discharge reports for the 1998 to 2006 hit rates. www.rand.org/pubs/monographs/MG719.html. Tina McManus, "Action Shooting: How Hit Factor Scoring Works," *Shooting Sports USA*, Apr. 11, 2022. www.projectpersonalprotection.com/action-shooting-how-hit-factor-scoring-works. Todd Fancher, "Building Real-life Shooting Speed and Accuracy," *Police Magazine*, Jan. 5, 2023. policemag.com/articles/building-real-life-shooting-speed-and-accuracy

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