

Professional Services includes project management, assembly, shipping, installation, integration, training, and related travel expenses.

Shipping/Handling costs will be added to invoice

**By Accepting this Quote, the following terms are hereby incorporated into customer's order:**

**Products:**

Products that are currently on contract will be removed immediately if manufacturing or distribution of the product is discontinued.

**Payment:**

Net 30 Days for approved open accounts; CIA; Credit Cards accepted. Financing options now available – sample leasing payment terms follow.

Lease term 24 months: USD 18,657.17 \*

Lease term 36 months: USD 12,438.11 \*

Lease term 48 months: USD 9,328.58 \*

\* Quoted payments do not include Interest, Taxes, Maintenance, Cancellation fees or Insurance. Quotes are subject to credit approval and may change without notice.

**Warranty:**

One(1) year warranty on manufactured products and 90 day warranty on refurbished products

Two(2) year parts replacement warranty with technical assistance by phone on all Hill-Rom refurbished products

**Delivery:**

Delivery of product to a specific location within your building, if requested is at an additional charge and not included in this quote

**Training/Education:**

Onsite and Virtual Education will expire one (1) year from date of purchase. Exceptions include:

- Educational Pathway trainings will expire two (2) years from date of purchase. Five (5) or more Ed Path Training days will expire in five (5) years.
- Contracts/Technology Sustainment Program (TSP)
- Advanced Care & Maintenance Courses

**CANCELLATION or RESCHEDULING of EDUCATIONAL or TECHNICAL SERVICES WILL RESULT IN CANCELLATION/RESCHEDULING FEES.**

7 DAYS OR LESS: 100% of Course / Service Cost

8 DAYS to 2 WEEKS: 75% of Course / Service Cost

15 DAYS to 20 DAYS: 50% of Course / Service Cost

3 WEEKS or MORE: NO FEE

Customer will be required to submit a new PO to reschedule a cancelled course / service.

Confidential

Storage Purchase price includes cloud based storage and centralization hosted by Laerdal.

Payment SimCapture Cloud Service Subscription is invoiced in advance of annual SimCapture Cloud Service Start Date anniversary. AV Hardware and Project Implementation Services, if applicable, are purchased at the time of order.

Support Services SimCapture Cloud support and maintenance is included in the subscription price. Support and maintenance on SimCapture Cloud includes all software updates and new releases, phone and email support, and hardware support.

Support and maintenance on turnkey AV equipment, if applicable, is included through the first year in the purchase price. Subsequent years are optional and recommended, and billed at 5% of the turnkey AV equipment total.

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
8	227-57150	HW Paging Station This package includes the installation and programming of: (1) Desktop Microphone, (1) Closed-back Headphones, (1) Digital Signal Processor. This package requires Customer installation of (1) PoE+ and (1) Ethernet (for DANTE) data drop in the plenum space per package.		\$6,000.00	\$6,000.00	\$48,000.00
<b>SimCapture Year 1 Cost: Software/AV/Implementation/Training TOTAL:</b>						\$232,594.00

**SimCapture Annual Reoccurring  
Cost: Years 2-5**

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
8	227-10950	SC Ent Cloud Annual Subscription Includes: SimCapture Node with warranty and support, Cloud based storage and access, software support and maintenance, and SimCapture Mobile App. Internet access required for operation.  <b>Year 2 Cost</b>	12	\$6,699.00	\$6,699.00	\$53,592.00
8	227-10950	SC Ent Cloud Annual Subscription Includes: SimCapture Node with warranty and support, Cloud based storage and access, software support and maintenance, and SimCapture Mobile App. Internet access required for operation.  <b>Year 3 Cost</b>	12	\$6,699.00	\$6,699.00	\$53,592.00
8	227-10950	SC Ent Cloud Annual Subscription Includes: SimCapture Node with warranty and support, Cloud based storage and access, software support and maintenance, and SimCapture Mobile App. Internet access required for operation.  <b>Year 4 Cost</b>	12	\$6,699.00	\$6,699.00	\$53,592.00
8	227-10950	SC Ent Cloud Annual Subscription Includes: SimCapture Node with warranty and support, Cloud based storage and access, software support and maintenance, and SimCapture Mobile App. Internet access required for operation.  <b>Year 5 Cost</b>	12	\$6,699.00	\$6,699.00	\$53,592.00
<b>SimCapture Annual Reoccurring Cost: Years 2-5 TOTAL:</b>						\$214,368.00

ITEM TOTAL : \$446,962.00  
 SHIPPING/HANDLING : \$810.00  
 ADDITIONAL CHARGE/CREDIT : \$0.00  
 TAX : \$38,875.41  
 TOTAL : \$486,647.41

There are various payment options; please see bottom of your quote for further clarification.  
Appropriate Sales Tax will be added to invoice – Pricing and Availability are subject to change

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	227-VT3025SC-EC	Utilizing SC Enterprise Course & Evaluations Upon completion of this training, participants should possess the skill necessary to operate the SimCapture Enterprise system to request reservations, schedule reservations, and utilize the calendar and reporting functionality. This course is targeted toward the System Administrator and Faculty/Employees who will be responsible for the creation and delivery of supplemental educational material that enhances assessment of simulation-based learning.		\$1,099.00	\$1,099.00	\$1,099.00
1	227-VT4025SC-EC	Utilizing SC Enterprise Calendar & Reporting Upon completion of this training, participants should possess the skill necessary to operate the SimCapture Enterprise system to request reservations, schedule reservations, and utilize the calendar and reporting functionality.		\$1,099.00	\$1,099.00	\$1,099.00
9	227-40850	HDMI to IP Encoder Pkg This package will include a HDMI Video Encoder that converts the video output of a device or computer into an IP stream for SimCapture to record.		\$400.00	\$400.00	\$3,600.00
1	227-B-Install	SimCapture AV Installation		\$0.00	\$0.00	\$0.00
1	227-83025	SimCapture Site Survey When purchasing a SimCapture Turnkey solution a Laerdal representative is required to assess the customer's environment virtually or in-person to map out the device and networking needs. We will discuss all aspects and usage of your installation and requirements for your site.		\$3,149.00	\$3,149.00	\$3,149.00
8	227-51150	Advanced Audio-Ceiling This package includes the ceiling mount installation of: (2) Overhead Microphones, (1) PoE+ Digital Signal Processor (DANTE) and Ethernet, (1) PoE Audio Module, (1) Ceiling Tile Rack. This package requires Customer installation of (1) PoE+, (1) PoE, and (1) Ethernet (for DANTE) data drop in the plenum space per package.		\$7,400.00	\$7,400.00	\$59,200.00
8	227-54150	HW Paging-Ceiling Spkr This package includes the ceiling mount installation of: (1) Ceiling Speaker, (1) POE+ Speaker Amp (DANTE). This package requires Customer installation of (1) PoE+ in the plenum space per package.		\$1,260.00	\$1,260.00	\$10,080.00
17	227-56150	PTZ Camera This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera. This package requires Customer installation of (1) PoE data drop in the plenum space per package.		\$2,450.00	\$2,450.00	\$41,650.00
1	227-41750	NICU Camera Includes (1) NICU Camera. Does not include installation.		\$649.00	\$649.00	\$649.00



**Laerdal**<sup>®</sup>  
helping save lives

Laerdal Medical Corporation  
167 Myers Corners Road  
Wappingers Falls, NY 12590  
Phone Order To: 877-LAERDAL  
Fax Order To: (800) 227-1143  
Email: customerservice@laerdal.com

**Client Executive**  
Tully Nelson  
tully.nelson@laerdal.com

**Simcapture Sales Specialist**  
Alexander Hinz  
alexander.hinz@laerdal.com

*To prevent any delays in processing your purchase, please include your quote # when ordering.*

**DATE:** 10/19/2023  
**ATTN:** Becky Boone  
AVP  
+118433495274  
becky.boone@hgtc.edu

**QUOTE NUMBER:** Q-774367  
**CREDIT TERMS:** 30 days  
**EXPIRATION DATE:** 12/31/2023

**BILL TO:** 02135476  
Horry Georgetown Technical College  
P O Box 261966  
Conway SC 29528

**SHIP TO**  
Becky Boone  
3500 Pampas Dr  
Myrtle Beach SC 29577-5168

**SimCapture Year 1 Cost: Software/  
AV/Implementation/Training**

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
8	227-10950	SC Ent Cloud Annual Subscription Includes: SimCapture Node with warranty and support, Cloud based storage and access, software support and maintenance, and SimCapture Mobile App. Internet access required for operation.	12	\$6,699.00	\$6,699.00	\$53,592.00
8	227-83150E	SimCaptureEnt Cloud Inst Includes installation of Node end points, configuration of networked SimCapture devices, integration with installed audio and video components, LLEAP integration, integration with our cloud provider, end to end system testing, and control room demonstration.		\$1,034.75	\$1,034.75	\$8,278.00
1	227-VT1015SC-EC	Utilizing SC Enterprise Cloud Admin Setup This 2-hour course is on the understanding of Configuration, Users and Security, and Recording and Sessions that are available to an organization. This course is intended for System Administrators or those responsible for system set-up and administration.		\$1,099.00	\$1,099.00	\$1,099.00
1	227-VT2025SC-EC	Utilizing SC Enterprise Features & Functions Upon completion of this training, participants should possess the skill necessary to operate the SimCapture system. This training is targeted toward Faculty and is focused on providing the tools necessary to support and advance their educational goals based on current operational abilities.		\$1,099.00	\$1,099.00	\$1,099.00

As there are no commercial licensed suppliers of our SimCapture Turnkey Cloud systems in North America, Laerdal is the only commercial entity capable of selling and supporting this software for the Education and Healthcare markets. Additionally, as the creators of the SimCapture software, we are the only entity with the knowledge and access required to provide the necessary support services for the software and system as a whole. There are no other commercial entities currently in existence that possess the necessary training and authorized access to maintain the SimCapture software. Considering this information, you would be unable to obtain the SimCapture Turnkey Cloud solution from any commercial vendor in the Education and Healthcare markets other than Laerdal.

Best Regards,

Mike Evans  
Director of Business Analytics  
Laerdal Medical  
167 Myers Corners Rd  
Wappingers Falls, NY 12590  
(800) 648-1851 x 3260  
Mike.Evans@Laerdal.com



LAERDAL MEDICAL CORPORATION  
167 Myers Corners Road  
Wappingers Falls, NY 12590  
877/LAERDAL (523-7325)  
(845) 297-7770  
Fax (800) 227-1143

[www.Laerdal.com](http://www.Laerdal.com)

December 4, 2023

To Whom It May Concern,

This document contains commercial sole source justification for purchasing a turnkey cloud solution for medical simulation from Laerdal by our current client, Horry Georgetown Technical College. Horry Georgetown Technical College has been a client of Laerdal Medical, utilizing SimCapture software and AV, and this new equipment will tie both of the Horry Georgetown Technical College simulation labs together by utilizing this AV and SimCapture software. Laerdal (utilizing B-Line Medical's SimCapture software through acquisition) has been providing video-driven healthcare education solutions to simulation clients for more than 15 years. Laerdal is the only company in the commercial industry that can provide a fully integrated and turnkey SimCapture Cloud system that includes software designed solely for medical simulation, accompanying hardware, training, and support to the Education and Healthcare markets. Included in this solution are all components needed to record, live stream, debrief, and manage recordings from within the SimCapture software.

The SimCapture Cloud system being purchased is not available to the Education or Healthcare markets through any other commercial company. The SimCapture Cloud system quoted by Laerdal is developed and supported exclusively by Laerdal.

Key product features of SimCapture Pro Cloud include:

- The ability to capture and stream up to 4 angles of synced video, audio, simulator data and real medical devices
- The ability to annotate, debrief and assess
- Provide secure storage and playback
- Control access by role, department and organizations
- Manage center sign-in
- In-Depth and customizable reporting
- Flexible design and installation options, including a fully turnkey installation with AV equipment provided and supported by Laerdal.

Key market differentiators include:


- SimCapture is the only commercially available medical simulation software that fully integrates with Laerdal products, seamlessly capturing data from any Laerdal manikin and LLEAP software, including the ability to upload LLEAP scenarios into SimCapture.
- We offer the only fully multi-tenant Cloud solution in the industry hosted by Amazon Web Services, providing the best streaming quality, security and redundancy.
- We are the only vendor to offer a true mobile app, with the ability to use up to 4 iPhones/Pads per session as recording devices and seamlessly sync with other Cloud videos.
- We offer phone and email support:
  - We are available via phone and email Monday-Friday 8:00AM – 8:00PM EST. In addition, we offer on-call weekend phone support specifically for high stakes OSCE events with advance notice. You can contact our support team at 1-888-228-3838 or email us at [SimCaptureSupport@laerdal.com](mailto:SimCaptureSupport@laerdal.com).

## OPEN TRADE REPRESENTATION

(S.C. Code Ann. §§ 11-35-5300)

The following representation, which is required by Section 11-35-5300(A), is a material inducement for the State to award a contract to you.

I, the official named below, certify I am duly authorized to execute this certification on behalf of the vendor identified below, and, as of the date of my signature, the vendor identified below is not currently engaged in the boycott of a person or an entity based in or doing business with a jurisdiction with whom South Carolina can enjoy open trade, as defined in SC Code Section 11-35-5300.

<i>Vendor Name (Printed)</i> Laerdal Medical Corporation (formerly known as B-Line Medical)	<i>State Vendor No.</i> 7000022608
<i>By (Authorized Signature)</i> 	<i>Date Executed</i> 12-5-2023
<i>Printed Name and Title of Person Signing</i> James Baker Lead Contract Specialist	<i>[Not used]</i>





**Notes:**

**Authorized signature is the agency head unless the agency head has delegated that authority.  
Delegation of authority must be submitted to the Materials Management Officer in writing.**

**The Agency must obtain a Drug-free Workplace certification from the Vendor if the sole source procurement is \$50,000 or greater.**

JUSTIFICATION FOR # *SS - 0186*  
SOLE SOURCE PROCUREMENT

Agency: Horry Georgetown Technical College

Sole Source Vendor: Laerdal-SimCapture

Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

Description of the Agency need that this procurement meets: Simulation is an approved learning technique designed to replicate real-life situations. Per the South Carolina Labor and Licencing Board-Nursing, a pre-licensure Nursing program may utilize up to 50% of their clinical hours in simulation format. Debriefing must be included. SimCapture allows for recording, assessment and evaluation of student-performed simulations, with occurrence of a detailed debriefing. Also, the Nursing department currently utilizes SimCapture in it's Speir Building Nursing Labs and in it's Nursing labs on the Georgetown Campus.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: SimCapture can meet all needs of a pre-licensure program. It is comprehensive in recording and storing simulation usage, and allowing assessment, evaluation and debriefing of student performance in both real-time and in-situ (from classroom computers). Laerdal is partnered with the National League for Nursing, an organization that HGTC is a member of and that provides guidance for nursing education standards.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: Laerdal will provide all supplies necessary for the simulation labs in Building 100. This includes any cameras, microphones, speakers, subscriptions, cloud storage, wiring for all cameras/speakers, installation, training, and anything else deemed necessary/required for the installation.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: SimCapture is currently used extensively and exclusively for simulation throughout the Nursing department, at both the Grand Strand campus and the Georgetown campus. To ensure compatibility and continuity with the existing products in use, no other vendor's offerings will meet the needs of HGTC except Laerdal SimCapture.



Authorized Signature  
Printed Name: Harold Hawley  
Title: VP Finance & Administration  
Date: Click or tap to enter a date.