

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)

May 6, 2024

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 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.*

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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	<i>State Vendor No.</i> 7000022608
<i>By (Authorized Signature)</i> <i>Mike Evans</i>	<i>Date Executed</i> 5-6-24
<i>Printed Name and Title of Person Signing</i> Mike Evans - Director of Business Analytics	<i>[Not used]</i>



**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.

**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

**AV Survey / Install**

Qty	Description	List Price	Term	Unit Price	Total
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.	\$3,249.00		\$3,054.06	\$3,054.06
<b>TOTAL:</b>					<b>\$3,054.06</b>

ITEM TOTAL:	\$253,040.28
SHIPPING/HANDLING:	\$858.00
ADDITIONAL CHARGE/CREDIT:	
TAX:	\$22,031.23
TOTAL:	\$275,929.51

**PRICE PER YEAR**

Year 1 includes the subscription cost for the initial year as well as hardware, services, and shipping. Year 1 does not show tax. All additional yearly subscription fees are shown in the year-by-year breakdown

YEAR 1 :	\$102,496.06
YEAR 2 :	\$37,636.06
YEAR 3 :	\$37,636.06
YEAR 4 :	\$37,636.06
YEAR 5 :	\$37,636.06

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 Shipping/Handling costs will be added to invoice

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

### Maternity Simulation Lab Area

Qty	Description	List Price	Term	Unit Price	Total
1	<p>227-53150</p> <p>Paging Speaker Package for Ceiling-Mount Installation</p> <p>This package includes the ceiling mount installation of: (1) Ceiling Speaker.</p> <p>For use with Software Paging or as an additional speaker for Hardware Paging.</p>	\$519.00		\$487.86	\$487.86
2	<p>227-56150</p> <p>PTZ Camera Package</p> <p>This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera.</p> <p>This package requires Customer installation of (1) PoE data drop in the plenum space per package.</p>	\$2,549.00		\$2,396.06	\$4,792.12
1	<p>227-40850</p> <p>HDMI to IP Encoder Pkg</p> <p>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.</p>	\$419.00		\$393.86	\$393.86
<b>TOTAL:</b>					<b>\$9,103.90</b>

### Control Rooms

Qty	Description	List Price	Term	Unit Price	Total
1	<p>227-20150</p> <p>Software Paging License</p> <p>This site-wide license includes implementation of 2-way paging software on Customer Furnished PCs. Customer required to provide USB Headset for operation.</p>	\$1,249.00		\$1,174.06	\$1,174.06
6	<p>227-53350</p> <p>Software Paging USB Headset</p> <p>Includes: (1) USB Headset</p>	\$62.00		\$58.28	\$349.68
<b>TOTAL:</b>					<b>\$1,523.74</b>

**Peds Room**

Qty	Description	List Price	Term	Unit Price	Total
1	<p>227-53150</p> <p>Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker.</p> <p>For use with Software Paging or as an additional speaker for Hardware Paging.</p>	\$519.00		\$487.86	\$487.86
2	<p>227-56150</p> <p>PTZ Camera Package This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera.</p> <p>This package requires Customer installation of (1) PoE data drop in the plenum space per package.</p>	\$2,549.00		\$2,396.06	\$4,792.12
1	<p>227-40850</p> <p>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.</p>	\$419.00		\$393.86	\$393.86
<b>TOTAL:</b>					<b>\$9,103.90</b>

**Maternity Simulation Lab Area**

Qty	Description	List Price	Term	Unit Price	Total
1	<p>227-52150</p> <p>Standard Audio Package This package includes the installation of: (1) Overhead Microphone, (1) PoE Audio Module.</p> <p>This package requires Customer installation of (1) PoE in the plenum space per package.</p>	\$3,649.00		\$3,430.06	\$3,430.06



**Med/Treatment Room**

Qty	Description	List Price	Term	Unit Price	Total
1	227-52150 Standard Audio Package This package includes the installation of: (1) Overhead Microphone, (1) PoE Audio Module.  This package requires Customer installation of (1) PoE in the plenum space per package.	\$3,649.00		\$3,430.06	\$3,430.06
1	227-53150 Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker.  For use with Software Paging or as an additional speaker for Hardware Paging.	\$519.00		\$487.86	\$487.86
2	227-56150 PTZ Camera Package 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.	\$2,549.00		\$2,396.06	\$4,792.12
<b>TOTAL:</b>					<b>\$8,710.04</b>

**Peds Room**

Qty	Description	List Price	Term	Unit Price	Total
1	227-52150 Standard Audio Package This package includes the installation of: (1) Overhead Microphone, (1) PoE Audio Module.  This package requires Customer installation of (1) PoE in the plenum space per package.	\$3,649.00		\$3,430.06	\$3,430.06

**3G Sim Lab 3**

Qty	Description	List Price	Term	Unit Price	Total
1	<p>227-52150 Standard Audio Package This package includes the installation of: (1) Overhead Microphone, (1) PoE Audio Module.</p> <p>This package requires Customer installation of (1) PoE in the plenum space per package.</p>	\$3,649.00		\$3,430.06	\$3,430.06
1	<p>227-53150 Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker.</p> <p>For use with Software Paging or as an additional speaker for Hardware Paging.</p>	\$519.00		\$487.86	\$487.86
2	<p>227-56150 PTZ Camera Package This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera.</p> <p>This package requires Customer installation of (1) PoE data drop in the plenum space per package.</p>	\$2,549.00		\$2,396.06	\$4,792.12
1	<p>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.</p>	\$419.00		\$393.86	\$393.86
<b>TOTAL:</b>					<b>\$9,103.90</b>

**3G Sim Lab 1**

Qty	Description	List Price	Term	Unit Price	Total
1	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.	\$419.00		\$393.86	\$393.86
<b>TOTAL:</b>					<b>\$9,103.90</b>

**3G Sim Lab 2**

Qty	Description	List Price	Term	Unit Price	Total
1	227-52150 Standard Audio Package This package includes the installation of: (1) Overhead Microphone, (1) PoE Audio Module.  This package requires Customer installation of (1) PoE in the plenum space per package.	\$3,649.00		\$3,430.06	\$3,430.06
1	227-53150 Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker.  For use with Software Paging or as an additional speaker for Hardware Paging.	\$519.00		\$487.86	\$487.86
2	227-56150 PTZ Camera Package 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.	\$2,549.00		\$2,396.06	\$4,792.12
1	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.	\$419.00		\$393.86	\$393.86
<b>TOTAL:</b>					<b>\$9,103.90</b>

### SimCapture Software

Qty	Description	List Price	Term	Unit Price	Total
	<p>Include: 227-83150E QTY: 6</p> <p>SimCapture Enterprise Cloud Installation 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.</p>				
<b>TOTAL:</b>					\$194,232.94

### 3G Sim Lab 1

Qty	Description	List Price	Term	Unit Price	Total
1	<p>227-52150</p> <p>Standard Audio Package This package includes the installation of: (1) Overhead Microphone, (1) PoE Audio Module.</p> <p>This package requires Customer installation of (1) PoE in the plenum space per package.</p>	\$3,649.00		\$3,430.06	\$3,430.06
1	<p>227-53150</p> <p>Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker.</p> <p>For use with Software Paging or as an additional speaker for Hardware Paging.</p>	\$519.00		\$487.86	\$487.86
2	<p>227-56150</p> <p>PTZ Camera Package This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera.</p> <p>This package requires Customer installation of (1) PoE data drop in the plenum space per package.</p>	\$2,549.00		\$2,396.06	\$4,792.12

Quote Q-898141

**Laerdal Medical Corporation**

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



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

**Senior Territory Manager**

Tully Nelson  
 (845) 296-6653  
 tully.nelson@laerdal.com

**Simcapture Sales Specialist**

Alexander Hinz  
 (301) 793-7466  
 alexander.hinz@laerdal.com

**Instructions**

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

**DATE:** 05-06-2024

**ATTN:** Ms. Dianna Cecala  
 +18433473186  
 dianna.cecala@hgtc.edu

QUOTE NUMBER: Q-898141  
 CREDIT TERMS: 30 days  
 EXPIRATION DATE: 09-03-2024  
 PO NUMBER:

**BILL TO:** 02135476

Horry Georgetown Technical College  
 P O Box 261966  
 Conway SC 29528

**SHIP TO:**

Dianna Cecala  
 3500 Pampas Dr  
 Myrtle Beach SC 29577-5168

Sourcwell Contract 011822-LAE Applied  
 Sourcwell Member ID 177836

**SimCapture Software**

Qty	Description	List Price	Term	Unit Price	Total
6	227-10950 SimCapture Enterprise 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.	\$35,495.00	60	\$31,363.38	\$188,180.28
1	227-B-86050E SimCapture Enterprise Cloud Implementation Includes Software set up and Educational Services for all SimCapture Form Factors quoted.	\$6,439.00		\$6,052.66	\$6,052.66

## Cecala, Dianna

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**From:** South Carolina Business Opportunities <noreply@mmo.sc.gov>  
**Sent:** Monday, May 13, 2024 11:10 AM  
**To:** Cecala, Dianna  
**Subject:** SCBO Advertisement Submission

**WARNING:** This message was sent from outside Horry-Georgetown Technical College. Please **DO NOT** click links or open attachments unless you recognize the source of this email and know the content is safe.

**NOTICE:**

Please plan accordingly for office closings on May 10 and May 27. SCBO ads and registration requests will not be processed on these days.

Thank you,

SCBO

class="pf0">

Your SCBO password is good only for 90 days. **Upon receiving a reminder to renew your password, you have six (6) days to do so. If you wait any longer, you'll be locked out. Please avoid a lockout by renewing your password on time every 90 days or sooner!**

Your SCBO advertisement (**AD# 48957**) has been submitted and will be reviewed by a member of our staff prior to publication. Please retain a copy of this email to serve as a receipt of your ad submission.

**Please note that ads submitted after 12:00 pm may not be reviewed/published until the next business day.**

The information you submitted for the advertisement is included below:

**Category:** Sole Source / Emergency Notice

**Start Date:** Mon, 05/13/2024 - 00:00

**End Date:** Tue, 05/28/2024 - 11:00

**Vendor Name:** Laerdal Medical Corporation

**Contract Amount:** 194,232.94

**Procurement Manager:** Dianna Cecala

**Procurement Manager Email:** [dianna.cecala@hgtc.edu](mailto:dianna.cecala@hgtc.edu)

**Procurement Manager Telephone:** 843-349-5207

**Purpose Of The Procurement:**

HGTC seeks to purchase via the State Sole Source procurement method the Laerdal SimCapture Enterprise Cloud System for a new clinical training facility. Documentation of this purchase can be found on our website.

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

**JUSTIFICATION FOR  
SOLE SOURCE PROCUREMENT**

Agency: Horry-Georgetown Technical College #SS-0190

Sole Source Vendor: Laerdal Medical Corporation

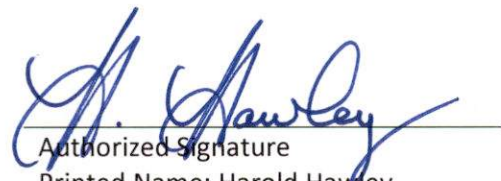
Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

Description of the Agency need that this procurement meets: HGTC School of Nursing is expanding into a leased building located in Murrells Inlet to increase its number of cohorts for this program. This space needs to be upfitted with the same simulation equipment that is currently being used at our Grand Strand and Georgetown training centers.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: This product has been in use at the college for over 15 years and it is necessary for continuity between all of our campuses. The sole source is advertised in SCBO every year for renewal as well as every new purchase and we have never had another company communicate with us that they can integrate with this system.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: SimCapture Enterprise Cloud Annual Subscription for a total of 6 clinical stations. Includes license agreement, implementation, and 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 departments at both the Grand Strand campus and the Georgetown campus. The product has been in use for over 15 years and meets the needs of the SC Labor and Licensing Board-Nursing for clinical skills replicated in a class environment. 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 and Administration  
Date: 5/8/2024

**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.**