

**JUSTIFICATION FOR
SOLE SOURCE PROCUREMENT**

Agency: Horry-Georgetown Technical College #SS-0199

Sole Source Vendor: Laerdal Medical Corporation

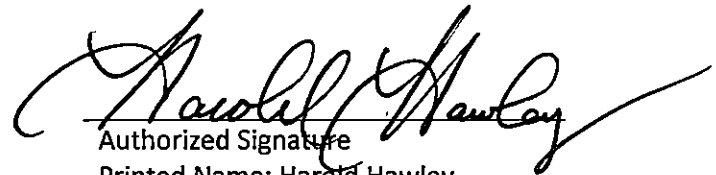
Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

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, Conway, 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.

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

Quote Q-994412

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[®]
 helping save lives

Lead Specialist

John Gillespie
 (845) 891-6242
 john.gillespie@laerdal.com

Lina D'Emidio
 (845) 296-6574
 lina.demidio@laerdal.com

Instructions

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

DATE: 08-06-2024

ATTN: Ms. Dianna Cecala
 +1843-349-5207
 dianna.cecala@hgtc.edu

QUOTE NUMBER: Q-994412
 CREDIT TERMS: 30 days
 EXPIRATION DATE : 12-04-2024
 PO NUMBER:

BILL TO: 02135476

Horry Georgetown Technical College
 P O Box 261966
 Conway SC 29528

SHIP TO:

Dianna Cecala
 Horry Georgetown University
 4070 Highway 17 Bypass
 Murrells Inlet, SC 29576

Sourcewell Contract 011822-LAE Applied
 Sourcewell Member ID 177836

SimMan 3G PLUS- Light

Qty	Description	List Price	Term	Unit Price	Total
1	212-03350 SimMan 3G PLUS Light Includes SimMan 3G PLUS Manikin, LLEAP License, Consumables, 1 Year Manufacturer's Warranty.	\$89,499.00		\$84,129.06	\$84,129.06
1	260305 Power Cord 110V (US)	\$109.00		\$0.00	\$0.00
1	400-10201 Laptop For use with LLEAP, Ultrasound, or as a Patient Monitor	\$2,249.00		\$2,114.06	\$2,114.06

SimMan 3G PLUS- Light

Qty	Description	List Price	Term	Unit Price	Total
1	400-29301 All In One Panel PC For use as an Instructor Computer with LLEAP software, or a LLEAP, SimPad or SimPad Plus Patient Monitor <ul style="list-style-type: none"> • AIO Monitor does not come ready to be wall mounted. • Requires additional MGR Part, # 6H1W8AA (not sold by Laerdal) • Requires a wall mount (not sold by Laerdal) 	\$2,849.00		\$2,678.06	\$2,678.06
1	400-93050 Mobile Router Can accommodate up to 3 simulators being used simultaneously on one router. Battery-powered and ideal for mobile simulations. For optional internet access, SIM Card (not included) must be purchased by the customer.	\$239.00		\$224.66	\$224.66
1	212-37200 Headskin SM3G PLUS Light Female	\$1,999.00		\$1,879.06	\$1,879.06
1	212-B-ProTech-S3G+ SimMan3G+ ProTech Coverage Complete technical coverage for simulator, patient monitor, instructor laptop and or SimPad against defects, including loaner coverage, updates and modifications to products. ProTech also includes the following value add items: installs for new manikin, 1 periodic maintenance per year as requested, and Premium Tech Support.	\$51,205.00	36	\$29,701.27	\$29,701.27
TOTAL:					\$120,726.17

SimMan 3G PLUS- Dark

Qty	Description	List Price	Term	Unit Price	Total
1	212-03250 SimMan 3G PLUS Dark Includes SimMan 3G PLUS Manikin, LLEAP License, Consumables, 1 Year Manufacturer's Warranty.	\$89,499.00		\$84,129.06	\$84,129.06

SimMan 3G PLUS- Dark

Qty	Description	List Price	Term	Unit Price	Total
1	260305 Power Cord 110V (US)	\$109.00		\$0.00	\$0.00
1	400-10201 Laptop For use with LLEAP, Ultrasound, or as a Patient Monitor	\$2,249.00		\$2,114.06	\$2,114.06
1	400-29301 All In One Panel PC For use as an Instructor Computer with LLEAP software, or a LLEAP, SimPad or SimPad Plus Patient Monitor <ul style="list-style-type: none"> • AIO Monitor does not come ready to be wall mounted. • Requires additional MGR Part, # 6H1W8AA (not sold by Laerdal) • Requires a wall mount (not sold by Laerdal) 	\$2,849.00		\$2,678.06	\$2,678.06
1	400-93050 Mobile Router Can accommodate up to 3 simulators being used simultaneously on one router. Battery-powered and ideal for mobile simulations. For optional internet access, SIM Card (not included) must be purchased by the customer.	\$239.00		\$224.66	\$224.66
1	212-37220 Headskin SM3G PLUS Dark. Female	\$1,999.00		\$1,879.06	\$1,879.06
1	212-B-ProTech-S3G+ SimMan3G+ ProTech Coverage Complete technical coverage for simulator, patient monitor, instructor laptop and or SimPad against defects, including loaner coverage, updates and modifications to products. ProTech also includes the following value add items: installs for new manikin, 1 periodic maintenance per year as requested, and Premium Tech Support.	\$51,205.00	36	\$29,701.27	\$29,701.27
TOTAL:					\$120,726.17

ITEM TOTAL:	\$241,452.34
SHIPPING/HANDLING:	\$858.00
ADDITIONAL CHARGE/CREDIT:	
TAX:	\$19,384.80
TOTAL:	\$261,695.14

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:

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:

If you require delivery of the product to a specific location within your building, there will be an additional charge. This charge will be included in the total Shipping and Handling cost stated in this quote.

Delivery of product to a site without a loading dock will require Lift Gate delivery and should be identified during quote process as there is an added fee. In addition, if delivery to a specific location within a building is needed, it is available at an additional cost. Please ensure that necessary delivery requirements are discussed, and the related fees are included on the quote. This will also enable us to set proper delivery expectations with our warehouse.

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



LAERDAL MEDICAL CORPORATION
PO Box 1840
167 Myers Corners Road
Wappingers Falls, NY 12590
(877) 523-7325
(845) 297-7770
Fax (800) 227-1143
www.Laerdal.com

August 6, 2024

Horry Georgetown Technical College
Myrtle Beach, SC 29577

To whom it may concern,

This letter is to confirm that Laerdal Medical is the sole manufacturer and provider of:

SimMan 3G PLUS, features and services listed below:

- Exclusive LLEAP software operating platform: A single, intuitive interface for all Laerdal simulators with LLEAP, instructors have control over the patient simulator's physiology, giving a seamless and immersive training experience for the learners. Fully integrated with Laerdal's simulators, accessory products, Laerdal Scenario Cloud, and SimCapture, LLEAP allows you to control the physiology of the simulator and every other parameter of your training session - both in-situ and in simulation center settings.
- Compatible with ASL 5000™ Lung Solution to run scenarios with a spontaneously breathing patient simulator supported on a ventilator. Available exclusively for Laerdal's SimMan portfolio, Nursing Anne Simulator, and SimBaby.
- Compatible with Laerdal-SonoSim Ultrasound Solution 2.0 features a new ultrasound interface and improved integration with LLEAP. These two elements provide users greater flexibility and control of the ultrasound images used within ultrasound training simulations. o Transform your simulator into an affordable, ultrasound-ready training solution that offers an enhanced user experience integrating real ultrasound images and pathologic findings.
- Exclusive Validated content for simulation-based training with evidence-based scenarios from clinical professionals like the National League for Nursing, American Academy of Pediatrics, American Heart Association and others
- Full complete portfolio of educational content, delivered both virtual and on-site to meet training need as well as authorized Technical Services, including installation, warranty and preventative maintenance.
- Standardized practices with pre-programmed scenarios available on Laerdal Scenario Cloud o Ensure medical training procedures are standardised across your teaching practices and students receive a consistent experience. o Pre-programmed scenarios are built in a modular way. You can start with just vital signs, use pre-set states and stages or customize the scenario in SimDesigner

Further, Laerdal Medical is the sole provider of installation, education, technical services, and support for the afore mentioned equipment. Laerdal Medical is the only certified and authorized entity to provide service and maintenance on Laerdal equipment.

If you need any additional information or assistance, please do not hesitate to contact me at (800) 648-1851 or visit our website at www.Laerdal.com.

Thank you for your interest in our products.

Sincerely,

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
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(845) 297-7770
Fax (800) 227-1143
www.Laerdal.com

August 6, 2024

To Whom It May Concern,

This letter is to confirm that Laerdal Medical is the sole manufacturer of the following simulator(s):

SimMan 3G PLUS Light
SimMan 3G PLUS Dark

Further, Laerdal Medical is the sole provider of installation, education, technical services, and support for the afore mentioned equipment. Laerdal Medical is the only certified and authorized entity to provide service and maintenance on Laerdal equipment.

If you need any additional information or assistance, please do not hesitate to contact me at (800) 648-1851 or visit our website at www.Laerdal.com.

Thank you for your interest in our products.

Sincerely,

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



AFFIDAVIT

I certify that we will comply with Section 44-107-10, ET Seg., relating to the South Carolina Drug-Free Workplace Act to provide a drug-free workplace. (Note: this clause applies to any resultant contract of \$50,000.00 or more). The State of South Carolina has amended Title 44, Code of Laws of South Carolina, 1976, relating to health, by adding chapter 107, so as to enact the Drug-Free Workplace Act. (See, Act no. 593, 1990 Acts and Joint Resolutions.)

Vendor: Laerdal Medical Corporation

167 Myers Corners Road, Wappingers Falls, NY 12590
Street or P. O. Box City State Zip

Telephone: 845-297-7770 Fax 845-298-4556

Printed Name: Judy Schneider Email Judy.Schneider@laerdal.com

 Contracts Specialist
Signature Title

Date: 8/7/2023

F.E.I.N: 13-2587752 or S.S. # _____

**FAILURE TO FURNISH THIS AFFIDAVIT WILL RESULT IN THE DELAY OF
PAYMENT/CONTRACT**

THIS PAGE MUST BE SIGNED & RETURNED

Please return to: Horry Georgetown Technical College
PO Box 261966
Conway, SC 29528-6066
Attn: Dianna Cecala, Procurement Manager

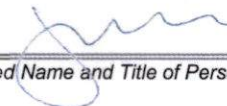
Fax: 843/349-5270
Tel: 843/349-5207
Email: Dianna.cecala@hgtc.edu

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	<i>State Vendor No.</i> 7000022608
<i>By (Authorized Signature)</i> 	<i>Date Executed</i> 8/7/2024
<i>Printed Name and Title of Person Signing</i> Judy Schneider, Contracts Specialist	<i>[Not used]</i>