

**JUSTIFICATION FOR  
SOLE SOURCE PROCUREMENT**

Agency: Horry-Georgetown Technical College -- Marketing Department #SS-0200

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 is setting up a new Nursing Program on the Murrells Inlet campus for Fall 2024. Equipment is needed for the Simulation component of this training program.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: HGTC currently has a nursing program on its Grand Strand and Georgetown Campuses. As we set up a traing site at this new location, it is necessary for all equipment to be equal so that students can rotate to any site and work on the same equipment. Similation is an important factor for this program. I is not always possible for a student to get all the clinical time at a healthcare institution that is required to pass their boards. Regulations have changed and on-site simulation is now approved for some of these required hours as long as the simulation system meets the requirements of the licensing boards.The Laerdal system is approved for this. These manikins are the only ones that truly integrate with the Sim Capture system. We spoke with the leading compètitor, Gaumard, and they agreed.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: SimMan 3G Plus Manikins that are fully integrated to the SimCapture nursing training program.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: As described in the attached vendor's letter and as approved by their leading competitor, this is the only simulation manikan that is fully, automatically, integrated with the simulation program currently in use on all our our campuses.

  
Authorized Signature  
Printed Name: Harold Hawley  
Title: VP Finance & Administration  
Date: 7/29/2024

**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.**




## 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>

Quote Q-1001073

## 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



### Va National Account Manager

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

### Simcapture Sales Specialist

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

### Solutions Architect

Stephen Grant  
 (240) 429-1136  
 stephen.grant@laerdal.com

### Instructions

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

**DATE:** 08-20-2024

**ATTN:** Ann Daniels  
 +1843-477-2168  
 ann.daniels@hgtc.edu

QUOTE NUMBER: Q-1001073  
 CREDIT TERMS: 30 days  
 EXPIRATION DATE: 12-18-2024  
 PO NUMBER:

**BILL TO:** 02135476

Horry Georgetown Technical College  
 P O Box 261966  
 Conway SC 29528

**SHIP TO:**

Ann Daniels  
 Horry Georgetown Tech College  
 4070 Highway 17 ByPass  
 Murrells Inlet SC 29576

Sourcewell Contract 011822-LAE Applied  
 Sourcewell Member ID 177836

### SimCapture Software

Qty	Description	List Price	Term	Unit Price	Total
2	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	\$33,365.30	\$66,730.60
1	227-B-86050E SimCapture Enterprise Cloud Implementation Includes Software set up and Educational Services for all SimCapture Form Factors quoted.	\$4,600.00		\$4,464.06	\$4,464.06

**SimCapture Software**

Qty	Description	List Price	Term	Unit Price	Total
	<p>Include: 227-83150E QTY: 2</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>					<b>\$71,194.66</b>

**3G Sim Lab #2**

Qty	Description	List Price	Term	Unit Price	Total
1	<p>227-51150</p> <p>Advanced Audio Package for Ceiling-Mount Installation 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.</p> <p>This package requires Customer installation of (1) PoE+, (1) PoE, and (1) Ethernet (for DANTE) data drop in the plenum space per package.</p>	\$7,699.00		\$7,237.06	\$7,237.06
1	<p>227-54150</p> <p>Hardware Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker, (1) POE+ Speaker Amp (DANTE).</p> <p>This package requires Customer installation of (1) PoE+ in the plenum space per package.</p>	\$1,299.00		\$1,221.06	\$1,221.06
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

### 3G Sim Lab #2

Qty	Description	List Price	Term	Unit Price	Total
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>\$13,644.10</b>

### 3G Sim Lab #3

Qty	Description	List Price	Term	Unit Price	Total
1	<p>227-51150</p> <p>Advanced Audio Package for Ceiling-Mount Installation 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.</p> <p>This package requires Customer installation of (1) PoE+, (1) PoE, and (1) Ethernet (for DANTE) data drop in the plenum space per package.</p>	\$7,699.00		\$7,237.06	\$7,237.06
1	<p>227-54150</p> <p>Hardware Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker, (1) POE+ Speaker Amp (DANTE).</p> <p>This package requires Customer installation of (1) PoE+ in the plenum space per package.</p>	\$1,299.00		\$1,221.06	\$1,221.06
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



**3G Sim Lab #3**

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>\$13,644.10</b>

**CTL Room**

Qty	Description	List Price	Term	Unit Price	Total
2	227-57150 Hardware Paging Station Package 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.	\$6,199.00		\$5,827.06	\$11,654.12
<b>TOTAL:</b>					<b>\$11,654.12</b>

**AV Site Survey**

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:	\$113,191.04
SHIPPING/HANDLING:	\$858.00
ADDITIONAL CHARGE/CREDIT:	
TAX:	\$8,522.47
TOTAL:	\$122,571.51

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 :	\$59,806.56
YEAR 2 :	\$13,346.12
YEAR 3 :	\$13,346.12
YEAR 4 :	\$13,346.12
YEAR 5 :	\$13,346.12

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**