





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)

August 17,2022

To Whom It May Concern,

This document contains commercial sole source justification for purchasing a turnkey cloud solution for medical simulation from Laerdal. 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).

Date: 10/18/2023

**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  
SOLE SOURCE PROCUREMENT**

Agency: Horry-Georgetown Technical College #SS-0181

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: Horry-Georgetown Technical College's AND and PN nursing programs utilize various components of healthcare simulation throughout the curriculum. According to the NLN (National League for Nursing), simulation as a teaching methodology in nursing education is rapidly growing and greatly increases the learning environment.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: Key market differentiators include: HGTC Nursing department and other health science programs currently utilize Laerdal simulation equipment. SimCapture is the only medical simulation software that will fully integrate with the current Laerdal LLEAP simulators and with the current B0Line SimNodes, ensuring compatibility. Sim Capture offers the ability for instructors to record student simulation interaction and perform debriefing on those experiences. It also allows for secure storage and management of those recordings, which assists in collecting data usage of the SimCapture and LLEAP equipment. Aggregated and disaggregated data can be collected by department, class, program and individual students. It allows for tracking of progress through course and curriculum; promotes knowledge acquisition, skills proficiency, teamwork and collaboration and critical thinking.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: Annual License, Subscription, Phone and email support (10/11/23 – 10/10/24)– Laerdal provides support via phone and email during operating hours Monday – Friday. They also offer weekend phone support if needed. Laerdal also offers on-site equipment repair if phone or email support is not sufficient.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: Laerdal is the only company to provide SimCapture. The college currently utilizes several Laerdal SimMan 3G simulators, and the SimCapture service is the only one that is fully integrated and functional with the existing Laerdal simulators in use by the Nursing Department, as well as other programs within the Health Science division. This ensures complete compatibility with the existing equipment.



Authorized Signature

Printed Name: Harold Hawley

Title: VP Finance and Administration

20038799

# Laerdal Medical Corp.

# Quote

*Helping save lives*  
167 Myers Corners Road  
Wappingers Falls, NY 12590  
877-523-7325 Fax 800-227-1143

Date: 10/4/2023  
Order#: 109534

**Sold To: Horry Georgetown Tech College**  
PO Box 261966  
Conway, SC 29528

**Ship To: Horry Georgetown Tech**  
743 Hemlock Ave  
Myrtle Beach, SC 29577

ATTENTION	PROJECT CODE	CUSTOMER NUMBER	PO NUMBER	CONTRACT DATES	TERMS
Accounts Payable	4010680A	02135476	TBD	10/11/2023- 10/10/2024	30

ITEM #	DESCRIPTION	QUANTITY	BACKORDER	PRICE	AMOUNT
227-10950	SimCapture Ent Cloud Year 3	1		20,700.00	20,700.00
227-00920	SC Cloud Non Simul Sim	1		4,000.00	4,000.00

SUB-TOTAL	\$24,700.00
Credit	
Shipping & Handling	
Sales Tax	
<b>TOTAL</b>	<b>\$24,700.00</b>

**Payment Address:**  
Laerdal Medical Corporation  
Lockbox # 784987  
Philadelphia, PA 19178



**Vendor:**

H00166661  
 Laerdal Medical Corp  
 167 Myers Corners Rd  
 Attn: Mary Dupree Acct Exec  
 Wappingers Falls NY 12590

PO Number:	<b>P0040364</b>
Issue Date:	<b>10/18/23</b>
Request No:	<b>R0038799</b>
Fiscal Year:	<b>24</b>

**Billing Address:** Horry Georgetown Technical College  
 Attn: Accounts Payable  
 PO Box 261966  
 Conway, SC 29528  
**Or Email To:** AccountsPayable@hgtc.edu

**Ship to:** Jo Beck  
 Horry-Georgetown Technical College  
 1000  
 3501 Pampas Drive  
 Myrtle Beach SC 29577

**Requestor:** Jolita Bittan

**PO NUMBER MUST BE ON YOUR INVOICE**

**HGTC Shipping and Receiving Hours ALL CAMPUSES**  
 8AM - 4PM: Mon-Thurs 8AM - Noon: Friday

**Terms** NET 30

Description	Quantity	Unit Cost	Total Cost
A sole source purchase order Order: 109534, Dated: 10/4/23 Nursing program, Grand Strand campus Building 1000, room 1210 Sim Capture Ent Cloud 3rd year subscription SC Cloud Non Simul Sim			
Sim Cap Cloud 227-10950	1.00 YR	20,700.0000	20,700.00
SC Cloud Non Sim227-00920	1.00 EA	4,000.0000	4,000.00

Email:

**TOTAL:** 24,700.00

PRICING IS DEEMED TO BE FAIR AND REASONABLE

Account Codes

10000-12050-7103-

\$24,700.00

Purchasing Agent: Dianna Cecala