

## **Notice of Intent to Sole Source**

**Posting Date: 05/18/21**

In accordance with Section 11-35-1560(a) of the SC Consolidated Procurement Code, and Section 19-445.2015 of the SC Code of State Regulations, Trident Technical College intends to sole source the procurement of:

### **SimMan ALS Manikins**

It is the intent of Trident Technical College (TTC) to sole source two (2) SimMan ALS Manikins with All in One Panel PC's and ALS Platinum Warranty for use in TTC's Nursing program.

Through market research, the Nursing Department found that Laerdal Medical Corp, is the only vendor that can meet the requirements outlined in the attached.

This Notice of Intent to Sole Source is to determine the availability of any other qualified contractor capable of providing the requested equipment or one that meets or exceeds the above-referenced requirements.

The total value of this purchase is: \$63,066.60

Address questions or concerns via e-mail to Trident Technical College at [Procurement.questions@tridenttech.edu](mailto:Procurement.questions@tridenttech.edu) for this sole source no later than 12:01 AM EDT on Tuesday, June 1, 2021.

This notice is posted in the South Carolina Business Opportunities (SCBO) as required by SC Code 11-35-1560.

Protests (May 2019) If you are aggrieved in connection with the solicitation or award of the contract, you may be entitled to protest, but only as provided in section 11-35-4210. To protest a solicitation, you must submit a protest within fifteen days of the date the applicable solicitation document is issued. To protest an award, you must (i) submit notice of your intent to protest within seven business days of the date the award notice is posted, and (ii) submit your actual protest within fifteen days of the date the award notice is posted. Days are calculated as provided in section 11-35-310(13). Both protests and notices of intent to protest must be in writing and must be received by the appropriate chief procurement officer within the time provided. See clause entitled "Protest-CPO". The grounds of the protest and the relief requested must be set forth with enough particularity to give notice of the issues to be decided.

JUSTIFICATION FOR  
SOLE SOURCE PROCUREMENT

Based upon the following determination, the proposed procurement action described below is being procured pursuant to the authority of Section 11-35-1560 of the South Carolina Procurement Code and 19-445.2105 of the Rules and Regulations, 1976 South Carolina Code of Laws.

This governmental body proposes to procure: **SimMan ALS Manikins**

As a sole source procurement from: **Laerdal Medical Corporation**  
**167 Myers Corners Road**  
**Wappingers Falls, NY 12590**

The basis for this sole source determination and the reason no other vendor is suitable is:

The Nursing Division of Trident Technical College requires the procurement of two (2) Laerdal SimMan ALS Manikin to replace 2 older models in the Nursing simulation labs. The models to be replaced are approximately 13 years old and their functionality is no longer reliable due to their age. The newer high fidelity patient simulators use progressive software to provide students with hands-on training and experience preparing them for patient care. Laerdal is the only simulator manufacturer to partner with The National League for Nursing to create patient scenarios that are programmed into the Laerdal simulation programs (LLEAP) to better prepare students to succeed on the NCLEX-RN exams. Laerdal Medical Corp, is the only vendor authorized to honor warranties, perform installation, service, preventative maintenance or hardware & software updates on Laerdal products.

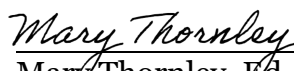
The two (2) new simulators would be a replacement to the existing installed base of Laerdal simulators used in TTC's Nursing simulation labs on the 2<sup>nd</sup> floor. Compatibility with the existing installed base of Laerdal simulators is necessary to continue to allow full classes of students to have the same hands on skills and assessments training with Instructors running the same scenarios for all students. With different makes or models of simulators, faculty members would need to individually provide instruction in each room based on the specific functionality of each simulator. This would drastically decrease the amount of practice time students receive with the simulators. Continuing to use Laerdal simulators will allow for a seamless transition and will not require extensive training of faculty. Detailed faculty facilitation guides have been created for each scenario used in the Nursing courses, based on LLEAP software. To use the current scenarios with a different make or model of simulator, extensive programming would need to occur.

Date: 05/11/21 TRIDENT TECHNICAL COLLEGE

Contract Period: One Time Purchase

Contract Amount: \$63,066.60

Com. Code: 465

*CB*   
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Mary Thornley, Ed. D.  
President

Blanket sole source:  YES  NO

Contract \$50,000 or greater. Drug Free Workplace Act (Section 44-107-30 Code of Laws of SC) applies:

YES  NO wgd Buyers Initials

Signed Drug Free Workplace Certification form attached:

YES  NO wgd Buyers Initials

Open Trade Certification on file or attached:

YES  NO wgd Buyers Initials

Federal Affidavit on file or attached:

YES  NO wgd Buyers Initials



LAERDAL MEDICAL CORPORATION  
PO Box 1840  
167 Myers Corners Road  
Wappingers Falls, NY 12590  
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(845) 297-7770  
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[www.Laerdal.com](http://www.Laerdal.com)

May 4, 2021

Laerdal Medical is the *Original Equipment Manufacturer* of Laerdal products and services. Laerdal products are offered by direct commercial sale and through select market distribution partners. Distribution partners are not authorized to perform technical or educational services.

Laerdal technical services are performed by either:

- a) Laerdal service engineers (employees) operating from depot repair facilities at the NY home office or TX assembly facility.
- b) Laerdal field service engineers (employees) providing on-site services at customer locations.
- c) Authorized specially trained and certificated third-party service engineers (not LM employees) operating in selected market areas.

Laerdal Medical is the only entity authorized to honor warranties, perform installation, service, preventative maintenance or hardware & software updates on Laerdal products.

This is to certify that Laerdal Medical Corporation is the sole source manufacturer of the products listed below:

SimMan® ALS

All these products work with LLEAP proprietary software in which Trident Tech currently utilizes allowing these new simulators to plug into the current lab space without a large purchase of additional equipment, extensive training and expense.

LLEAP software gives facilities the below:

#### Save Time

LLEAP looks and behaves like a single unified platform, thus reducing time spent training on multiple platforms. System capabilities are fully integrated and ready to use from a variety of interfaces—from PC-operated simulators to standardized patients.

#### Reduce Cost

Reduce scenario development time and scenario purchase costs. Scenarios designed for LLEAP or SimPad® simulators can be shared with minimal or no additional development time. Use self-authored scenarios or SimStore™ content for a standardized, reproducible training experience.

#### Improve Efficiency

The LLEAP interface is based upon proven SimMan® 3G software but incorporates brand new functionality such as faster, more intuitive event registration, automatic updates when connected to the internet, and built-in video tutorials to help simplify simulation for faculty and staff.

Laerdal Medical Corporation has been in business for 50+ years and we remain a very strong leader in the Medical Education Industry. If I may be of any further assistance, please do not hesitate to contact me at your convenience.

Sincerely,

Sara Young, Account Manager  
Laerdal Medical Corporation  
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Office: 254-404-7152  
[sara.young@laerdal.com](mailto:sara.young@laerdal.com)