



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

September 4, 2024

Florida A&M University
PO Box 7238
Tallahassee, FL 32314

To Whom It May Concern,

This letter is to confirm that Laerdal Medical is the sole manufacturer of the following products:

SimMan 3G Plus

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

Quote Q-1009827

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

Senior Territory Manager

Matt Cagle
 845-240-2088
 matt.cagle@laerdal.com

Instructions

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

DATE: 09-06-2024

ATTN: Keniya Mitchell
 +1850-599-8780
 keniya.mitchell@famuedu

QUOTE NUMBER: Q-1009827
 CREDIT TERMS: 30 days
 EXPIRATION DATE: 12-31-2024
 PO NUMBER:

BILL TO: 00111082
 FLORIDA A & M UNIVERSITY
 PO Box 7238
 Tallahassee FL 32314-7238

SHIP TO:
 Keniya Mitchell
 Florida A & M University
 334 West Palmer Avenue,
 110 Ware Rhaney Building
 Tallahassee FL 32307

BuyBoard Contract 704-23 Applied

SimMan 3G Plus

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
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

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-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:					\$118,847.11

ITEM TOTAL:	\$118,847.11
SHIPPING/HANDLING:	\$858.00
ADDITIONAL CHARGE/CREDIT:	
TAX:	\$0.00
TOTAL:	\$119,705.11

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

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY
SOLE SOURCE CERTIFICATION

Requisition Number: 0000258903 Bid #

In accordance with authority granted under Florida A & M University Regulation 6.005(10) (b), the following documentation is submitted in support of a request to purchase the items(s) listed below that are only available from one vendor.

Vendor: Laerdal Medical Corporation

Account Number: 132587752 Cost \$ 118,847.11

Item(s): SimMan 3G Plus

Justification: (Describe efforts made, vendors contacted, prices quoted, specifications required, availability, compatibility, decision/reason for selection). See attached for justification.

Compared this item with a similar item from Guamard and Laerdal item was a little less than Guamard. Since we currently use simulation scenarios from Laerdal, it would be best to purchase their brand than to have to purchase a new simulator from Guama and additional resources to go with it.

I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief.

Keniya S. Mitchell Assistant Director of Simulation 9/24/2024

Signature **Title** **Date**

I, the undersigned designee of the Florida A & M University Purchasing Office, as delegated in Regulation 6.005(10) (b), (or a designee delegated the authority as described in, **hereby concur** **do not concur** with the above justification and **recommend** **do not recommend** the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

Antonita Bryant 10/7/2024
Director of Procurement Services **Date**

I, the undersigned designee, acting for and on behalf of the University President pursuant to the delegation authority **approve** , **disapprove** the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

W. Rebecca Brown 10/8/2024
VP, Administrative and Financial Services **Date**

POSTED FROM 10/8/2024 TO 10/11/2024
DATE TIME DATE TIME

FAILURE TO FILE A PROTEST WITHIN THE TIME PRESCRIBED IN REGULATION 6.005(9) (K), SHALL CONSTITUTE A WAIVER OF THE RIGHT TO PROCEEDINGS.