

**Sauk Valley Community College
August 28, 2023**

Action Item 5.5

Topic: Purchase Approval – Laerdal Simulation Equipment

Strategic Direction: Workforce Development – Sauk Valley Community College meets the workforce needs of the region through effective and responsive programming and services for all learners.

Presented By: Drs. David Hellmich and Jon Mandrell

Presentation:

In the College’s health clinical areas, the use of simulators assists students due to the limited clinical experiences available to them. Simulators mimic high-stress situations and force students to utilize critical thinking skills.

The Nursing Department is continuing to grow its inventory of simulators and respond to industry needs by replacing the outdated SimMan with a Nursing Anne simulator, equipment, and accessories. The Nursing Anne simulator provides added flexibility, allowing a more realistic patient experience than the SimMan simulator. The College recently was awarded approximately \$387,000 in state funding through the Pipeline for the Advancement of the Healthcare Workforce Program (PATH) to assist in funding needs. In order to be compatible with the previously purchased equipment, these items must be purchased from Laerdal Medical Corporation. The Sole Supplier letter is attached.

Company Name	Item	Price
Laerdal Medical Corporation	Nurse Anne Simulator - Male	\$18,951.08
	ValuePlus NAS Platinum (warranty)	\$12,922.04
	Front Body Skin (med)	\$1,011.08
	BP Arm Skin – Left	\$229.00
	BP Arm Skin - Right	\$229.00
	Female Genitalia	\$229.00
	Total:	\$34,326.24

Recommendation:

The administration recommends the Board approve the purchase from Laerdal Medical Corp in the amount of \$34,326.24 to be paid from the PATH Grant funds.



Laerdal Medical Corporation
 167 Myers Corners Road
 Wappingers Falls, NY 12590
 Phone Order To: 877-LAERDAL
 Fax Order To: (800) 227-1143
 Email: customerservice@laerdal.com

Client Executive
 Pete DeJesu
 peter.dejesu@laerdal.com

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

DATE: 6/6/2023
ATTN: Kim Cole
 Lab Assistant
 +18158356262
 kimberly.j.cole@svcc.edu

QUOTE NUMBER: Q-721788
CREDIT TERMS: 30 days
EXPIRATION DATE: 10/4/2023

SHIP TO
 Kim Cole
 173 IL ROUTE #2
 DIXON IL 61021

BILL TO: 00127553
 SAUK VALLEY COMMUNITY COLLEGE
 173 IL Route #2
 Dixon IL 61021

8% Discount applied for SimMan Essential Trade-In

Nursing Anne Simulator Male

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	321-05050	Nursing Anne Sim - Male Includes Full Body Male Medium Skin Tone Manikin with articulating arms and legs, Male Genitalia, Brown Pupil Set, Ostomy Set, Blood Pressure Cuff, Manikin Lubricant Spray, Simulated Blood, Adult Gown and Quick set up guide.		\$20,599.00	\$18,951.08	\$18,951.08
1	321-B-VplusP-NAS	ValuePlus NAS Male Platinum .Includes Installation, Extended Warranty, Loaner coverage and Preventative Maintenance on Site.	36	\$14,045.70	\$12,922.04	\$12,922.04
1	320-11050-M	Front Body Skin (Med) Nursing Anne Simulator		\$1,099.00	\$1,011.08	\$1,011.08
1	320-38350-M	BP Arm Skin - Left (M) Nursing Anne Simulator		\$229.00	\$210.68	\$210.68
1	320-38250-M	BP Arm Skin - Right (M) Nursing Anne Simulator		\$229.00	\$210.68	\$210.68
1	320-34050-M	Female Genitalia (M) Nursing Anne Simulator		\$229.00	\$210.68	\$210.68
Nursing Anne Simulator Male TOTAL:						\$33,516.24

ITEM TOTAL : \$33,516.24
 SHIPPING/HANDLING : \$810.00
 ADDITIONAL CHARGE/CREDIT : \$0.00
 TAX : \$0.00
 TOTAL : \$34,326.24

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.

Lease term 24 months: USD 1,430.26 *

Lease term 36 months: USD 953.51 *

Lease term 48 months: USD 715.13 *

* Quoted payments do not include Interest, Taxes, Maintenance, Cancellation fees or Insurance. Quotes are subject to credit approval and may change without notice.

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:

Delivery of product to a specific location within your building, if requested is at an additional charge and not included in this quote

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 16, 2023

To Whom It May Concern,

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

Nursing Anne Simulator

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