

**Sauk Valley Community College  
September 26, 2022**

**Action Item 4.8**

**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: Dr. David Hellmich and Dr. Jon Mandrell**

**Presentation:**

The use of simulators in SVCC’s health clinical areas assists students due to the limit 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 adding additional Nursing Anne Standard and Geriatric simulators, equipment, and accessories along with the Nursing Anne and Nursing Kelly low-fidelity manikins. The College recently was awarded approximately \$488,000 in state funding through the Pipeline for the Advancement of the Healthcare Workforce Program (PATH) to assist in funding the needs. In order to be compatible with the previously purchase equipment, these items must be purchased from Laerdal Medical Corporation. The Sole Supplier letter is attached.

<b>Company Name</b>	<b>Item</b>	<b>Price</b>
Laerdal Medical Corporation	Nurse Anne Simulator Geriatric	\$21,942.15
	Nursing Anne Simulator	\$25,109.45
	Nursing Kelly Simulator	\$5,552.75
	Nursing Anne – Non-Sim Pad	\$3,567.25
	<b>Total:</b>	<b>\$57,621.60</b>

**Recommendation:**

The administration recommends the Board approve the purchase from Laerdal Medical Corp in the amount of \$57,621.60 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:** 9/13/2022  
**ATTN:** Ms. Kimberly Cole  
 Professor Clinical Simulation  
 +1815-835-6262  
 kimberly.j.cole@svcc.edu

**QUOTE NUMBER:** Q-608102  
**CREDIT TERMS:** 30 days  
**EXPIRATION DATE:** 12/31/2022

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

**SHIP TO**  
 Sauk Valley Community College  
 Kimberly Cole  
 173 Illinois RT 2  
 Dixon IL 61021

**Nursing Anne Simulator Geriatric**

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	322-05050	Nursing Anne Simulator - Geriatric Pre-assembled, Medium Includes: Full body medium skin tone, geriatric simulator with articulating arms and legs. Includes gray wig, head scarves, aged genitalia (Male and Female), cataract and arcus senilis pupil set, ostomy set, blood pressure cuff, lubricant spray, simulated blood, subcutaneous injection pads, silicone dressing kit samples, adult gown and quick setup guide.	\$19,240.00	\$18,278.00	\$18,278.00
1	204-30101	SimPad PLUS Only (US) SimPad PLUS Only (Hand Held Remote) 204-50150 LLEAP for SimPad PLUS software license required for operation.	\$903.00	\$857.85	\$857.85
1	204-50150	LLEAP for SimPad PLUS Includes: License Key providing access to Manual Mode, Automatic Mode, and Log Viewer Application.	\$2,895.00	\$2,750.25	\$2,750.25
1	200-30850	SimPad Headset and Microphone	\$59.00	\$56.05	\$56.05
<b>Nursing Anne Simulator Geriatric TOTAL:</b>					<b>\$21,942.15</b>

**Nursing Anne Simulator**

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	320-04050	Nursing Anne Simulator-D Includes Full Body Manikin Dark Skin with articulating arms and legs. Includes Brunette Wig, Brown Pupil Set, Ostomy Set, Blood Pressure Cuff, Manikin Lubricant Spray, Simulated Blood, Adult Gown and Quick set up guide.	\$19,240.00	\$18,278.00	\$18,278.00
1	320-29050-D	African Descent Skin -D Front - NA Simulator	\$993.00	\$943.35	\$943.35
1	204-30101	SimPad PLUS Only (US) SimPad PLUS Only (Hand Held Remote) 204-50150 LLEAP for SimPad PLUS software license required for operation.	\$903.00	\$857.85	\$857.85
1	204-50150	LLEAP for SimPad PLUS Includes: License Key providing access to Manual Mode, Automatic Mode, and Log Viewer Application.	\$2,895.00	\$2,750.25	\$2,750.25
1	320-83050	Nursing Anne Simulator Installation If ValuePlus Program is not purchased.	\$2,400.00	\$2,280.00	\$2,280.00
<b>Nursing Anne Simulator TOTAL:</b>					\$25,109.45

**Nursing Kelly**

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	300-05050	Nursing Kelly (L) Includes: 1 Adult, Male, Full-Body Manikin, 1 Male Multi-Venous IV Training Arm-Right, 1 Male Blood Pressure Training Arm-Left, 1 Blood Pressure Cuff, 1 Male Genitalia, 1 Female Genitalia, 3 Urinary Connector Valves, 3 Anal Connector Valves, 4 Clamps, 1 100cc Slip Tip Syringe, 1 Can Manikin Lubricant, 1 Hospital Gown and Directions for Use.	\$5,845.00	\$5,552.75	\$5,552.75
<b>Nursing Kelly TOTAL:</b>					\$5,552.75

**Nursing Anne - Non-SimPad**

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	325-20050	Nursing Anne (L) Non SimPad Capable 1 Adult, Female, Full-Body Manikin, 1 Blood Pressure Cuff, 1 Male Genitalia, 1 Female Genitalia, 3 Urinary Connector Valves, 3 Anal Connector Valves, 4 Clamps, 1 100cc Slip Tip Syringe, 1 Can Manikin Lubricant, 1 Hospital Gown and Directions for Use	\$3,755.00	\$3,567.25	\$3,567.25
<b>Nursing Anne - Non-SimPad TOTAL:</b>					\$3,567.25

ITEM TOTAL : \$56,171.60  
 SHIPPING/HANDLING : \$1,450.00  
 LOGISTIC SURCHARGE : \$0.00  
 TAX : \$0.00  
 TOTAL : \$57,621.60

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 2,400.90 \*

Lease term 36 months: USD 1,600.60 \*

Lease term 48 months: USD 1,200.45 \*

\* 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**<sup>®</sup>

helping save lives

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)

September 9, 2022

To Whom it May Concern,

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

Nursing Anne Simulator  
Nursing Anne  
Nursing Kelly  
SimPad PLUS System  
LLEAP for SimPad PLUS

Exclusive to Laerdal simulators - LLEAP Instructional Application Software unifies the Laerdal Simulation platform with other Laerdal PC operated simulators - - providing an intuitive graphical user interface allowing instructors to access, run, log and debrief simulation scenarios across their inventory.

Laerdal Medical is the only certified and authorized entity to provide service, warranties and maintenance on Laerdal equipment. Laerdal Product and Services are available through our commercial distribution partners, however if ordered or contracted through those partners the order is then provided to Laerdal Medical for fulfillment of the order.

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](http://www.Laerdal.com).

Sincerely,

*James Baker*

James Baker  
Lead Contract Specialist  
Laerdal Medical Corporation  
167 Myers Corners Rd  
Wappingers Falls, NY 12590  
[james.baker@Laerdal.com](mailto:james.baker@Laerdal.com)