



Date: March 26, 2018

To: EMSA Board of Trustees

From: Angela McLain, CCO
Kent Torrence, CFO

Re: Laerdal Medical Corporation-Training Manikin Purchase

EMSA's Summary of the Purchasing Policy:

Sole Source/Non-Competitive Purchases

Purchases greater than

Sole Source and Non-competitive negotiations may be used as a procurement method for purchases of products or services when available from only one source (Sole Source), or when it is determined by the EMSA Chief Executive Officer that there is only one practicable and reasonable source wherein competitive bidding is not feasible or not advantageous to EMSA (Non-competitive).

Sole source purchase exists when:

1. The needed product or service is available from only one known source.
2. The product is a component or replacement part for which there is no commercially available substitute and can be purchased only from the manufacturer, sole distributor or provider; or
3. Research has determined there is only one provider for proprietary software. Proprietary software, due to its closed source code and inability to foster competition, does not require the same level of scrutiny as other sole source purchases, e.g. public advertisement. Research via communication between the firm and EMSA confirming the closed nature of source code is usually ample justification to proceed accordingly.

A Non-Competitive purchase exists when it is advantageous to EMSA to declare a purchase non-competitive because it will result in verifiable financial savings to the organization, is a trial or pilot program, or utilizing a competitive process will be detrimental to timely securing of the goods or services. More than one potential supplier may exist for a good or service. The advantages will be documented when declaring the purchase non-competitive. Taking this into consideration, only one reasonable and practicable source exists to supply a good or service. Such advantages may include, but not be limited to: professional and legal services based on uniqueness, vendor qualifications, or timeliness of purchase. EMSA will ensure the item is as follows:

1. The product or service is a desired experimental trial/pilot or testing nature;
2. **Additional products or services are needed to complete an ongoing task;**

3. The needed product or service may be available from more than one source however, due to documented advantages, such as uniqueness, vendor qualifications, timeliness, etc., a non-competitive purchase may be initiated when it is determined by the EMSA Chief Executive Officer that there is only one practicable and reasonable source wherein competitive bidding is not feasible or not advantageous to EMSA; or
4. Funds have become readily available through a grant process and must be spent in a time frame that does not permit competitive bidding.

The cost of the manikin and appropriate parts is \$11,906.30. The purchase of the manikin is a sole source and greater than \$10,000.00; therefore, must be approved by the Board of Trustees.

Summary:

In accordance with EMSA Purchasing Policy, this is both a sole source and non-competitive procurement. The current clinical protocols are built around this training manikin.

EMSA is requesting approval by the Board of Trustees for Laerdal Medical Corporation-Training Manikin.



Laerdal
helping save lives

Laerdal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590
Email Order To:
customerservice@laerdal.com
Fax Order To: (800)227-1143
Phone Order To: 877-Laerdal
Tax ID: 13-2587752

ACCOUNT MANAGER

Kim Buster
(888) 297-7772x4296
kim.buster@laerdal.com

CLIENT EXECUTIVE

Bud Abbott
(845) 297-7770x2269
bud.abbott@laerdal.com

EMS SALES MANAGER

Damon Benton
(800) 648-1851x2312
damon.benton@laerdal.com

DATE : Monday, October 9, 2017

ATTN: Michael Kisler
Eastern Division Clinical Manager
EMSA - EMERGENCY MEDICAL
SERVICES AUTHORITY
1417 NORTH LANSING
TULSA OK 74106
(918) 408-3708x
kislerm@emsa.net

QUOTE NUMBER : 1-4MRPXW
CUSTOMER NUMBER : 00104463
EXPIRATION DATE : 12/08/2017

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	203-05050	MegaCode Kelly Basic (SimPad ECG Capabil	\$4,855.00	\$4,855.00	\$4,855.00
1	204-30001	SimPad PLUS System (US) Includes SimPad PLUS Remote Ctrl, SimPad PLUS Link Box, AC Adapter, Battery, Headset & Microphone, Wrist Strap, Manikin Strap, Ethernet Cable, Protective Sleeve, and USB Cable. 204-50150 LLEAP for SimPad PLUS software license required for operation.	\$1,530.00	\$1,530.00	\$1,530.00
1	204-50150	LLEAP for SimPad PLUS Includes: License Key providing access to Manual Mode, Automatic Mode, and Log Viewer Application.	\$2,550.00	\$2,550.00	\$2,550.00
1	185-50050	ShockLink to Lifepak Quik-Combo Adapter	\$65.30	\$65.30	\$65.30
1	151-945006	Defib Training Cable	\$121.00	\$121.00	\$121.00
1	275-00001	BTLS Victim Injury Set	\$2,785.00	\$2,785.00	\$2,785.00
ITEM TOTAL:					\$11,906.30
ESTIMATED TAX:					\$0.00
SHIPPING & HANDLING:					\$53.63
TOTAL:					\$11,959.93

OPTIONAL ITEMS:

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	400-09201	Tablet-PC Instructor - Patient Monitor	\$2,255.00	\$2,255.00	\$2,255.00

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

Terms:

Net 30 Days for approved open accounts; CIA; Credit Cards accepted. Financing options now available – sample leasing payment terms follow.
For additional information, ask your Inside Sales Representative listed above.

- . 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 of product to a specific location within your building, if requested is at an additional charge and not included in this quote
- . Quotes that included training. Training must be booked and performed 1 year from installation. The training obligation expires one year from install
- . Shipping charges subject to change in the event Inside or Lift Gate Delivery is needed

Sole Source Rationale for Training Mannequin

The training mannequin reflected in this quote is the mannequin that has been used for many years and which the training protocols are built around. This mannequin can only be purchased from Laerdal Medical Corporation.