

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY

SOLE SOURCE CERTIFICATION

Requisition Number: 265688 **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: Gaumard Scientific, Inc.

Account Number: 591150440 **Cost \$** \$75,536.19

Item(s): Advanced Pediatric HAL

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

Gaumard is the only authorized seller of the Advanced Pediatric HAL simulator equipment.

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

Wanda Alvarado, Director Acad 4/24/25
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:

Mattie Hood 5.6.25
Digitally signed by Mattie Hood
DN: cn=Mattie Hood, o=FAMU,
ou=Procurement Services,
email=mattie.hood@famuedu.edu, c=US
Date: 2025.05.07 10:02:29 -0400
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 5/7/2025
VP, Administrative and Financial Services Date

POSTED FROM 5/14/2025 4:30 pm **TO** 5/19/2025 4:30 pm
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.



Gaumard®
Simulators for Health Care Education

Quotation

14700 SW 136th Street
Miami FL 33196
T: 305-971-3790 | F: 305-252-0755

Quote Number: 126243

Quote Date: 04/07/25

Page: 1 of 3

Quoted To:

Florida A&M University
PO Box 7238
Tallahassee FL 32314-7238
USA

Ship To:

Florida A&M University
334 W Palmer Ave
Tallahassee FL 32301-4204
USA

Contact:

Keniya S. Mitchell
(850) 599-8780
keniya.mitchell@famu.edu

Customer ID	Good Through	Shipping Method	Sales Representative
C107789	05/07/25	ABF Freight	Michael Lobacz

Qty.	Item	Description	Unit Price	Amount
1	S2225.PK.D	Advanced Pediatric HAL® S2225 dark skin tone five-year old simulator package Includes: Advanced Pediatric HAL® S2225 dark skin tone simulator, Tablet PC preloaded with UNI®3 control software, The Pediatric HAL Simulated Learning Experiences™ guidebook, preprogrammed SLE library with 10 scenario-based simulations, RF communications module, streaming audio headset, battery charger, replacement chest tube and tension pneumo sites, defibrillation site adapters, filling kits, additional accessories, hard rolling transport case, user guide, One-year limited warranty Options available only at initial time of purchase: Care in Motion™ Go integrated video-assisted debriefing system Accessories available for purchase: Gaumard Vitals™ bedside patient monitor, Gaumard Vitals™ mobile patient monitor, Gaumard Ultrasound™ system, Pediatric emergency ultrasound POCUS Fast scenario module, LungSim™ In-Hospital System, LungSim™ Mobile System, Care in Motion™ Mobile standalone video-assisted debriefing system	54,450.00	54,450.00
1	30080154B	Bedside Virtual Monitor accessory	2,595.00	2,595.00
1	INST	One day Installation and In-Service for multiple simulators. Region specific	3,250.00	3,250.00

Prices and taxes are subject to change without notice.

To gather information about the products quote we invite you to visit our website: <http://www.gaumard.com>

If you should have any questions, please feel free to contact your sales representative Michael Lobacz at michael.lobacz@gaumard.com

This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity and/or national origin, or for inquiring about, discussing, or disclosing information about compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability.



Gaumard®
Simulators for Health Care Education

14700 SW 136th Street
Miami FL 33196
T: 305-971-3790 | F: 305-252-0755

Quotation

Quote Number: 126243
Quote Date: 04/07/25
Page: 2 of 3

Quoted To:

Florida A&M University
PO Box 7238
Tallahassee FL 32314-7238
USA

Ship To:

Florida A&M University
334 W Palmer Ave
Tallahassee FL 32301-4204
USA

Contact:

Keniya S. Mitchell
(850) 599-8780
keniya.mitchell@famu.edu

Qty.	Item	Description	Unit Price	Amount
1	GC.PL2.G7	GC Plus 2 Year for S3201, S575.100, S576.100 or S2225. Includes parts and labor for covered repairs; plan includes loaner service for repairs (if available); also includes annual PM service at Gaumard facility. Shipping to Gaumard facility is included for repair and PM services. All repairs include head to toe inspection and a supplementary PM service. Additional PM service not required if simulator repaired within 150 days of PM service due date. The standard support of 24 hour email; live Tech Support M-F 8am -5:30pm EST is included. All warranty work is guaranteed for term of the plan coverage. Gaumard will repair or replace product at its sole discretion. Access to continued product knowledge training (at Gaumard, or via webinars) is available for lifetime of plan coverage. Onsite repairs and or training is not covered by this plan, but is available for per occurrence additional fee. Onsite PM service is available for an additional fee per occurrence	14,305.00	14,305.00
All Quotes are subject to credit approval			Subtotal	74,600.00
Customer must supply Sales Tax Exempt Certificate and W-9 with Purchase Order, if applicable			Est. Freight & Handling	936.19
If your shipping address differs from that of your billing address, please include the information with your order.			Est. Sales Tax	0.00
			Total US\$	75,536.19

NOTE TO CUSTOMER: THIS SHIPMENT WILL BE DELIVERED ON PALLET(S) VIA FORKLIFT BY A FREIGHT CARRIER. IF YOUR ORGANIZATION IS NOT EQUIPPED TO RECEIVE PALLETS, PLEASE NOTIFY US

Prices and taxes are subject to change without notice.

To gather information about the products quote we invite you to visit our website: <http://www.gaumard.com>

If you should have any questions, please feel free to contact your sales representative Michael Lobacz at michael.lobacz@gaumard.com

This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination

against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on

their race, color, religion, sex, sexual orientation, gender identity and/or national origin, or for inquiring about, discussing, or disclosing information about

compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment

individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability.



Gaumard®
Simulators for Health Care Education

14700 SW 136th Street
Miami FL 33196
T: 305-971-3790 | F: 305-252-0755

Quotation

Quote Number: 126243
Quote Date: 04/07/25
Page: 3 of 3

Quoted To:

Florida A&M University
PO Box 7238
Tallahassee FL 32314-7238
USA

Ship To:

Florida A&M University
334 W Palmer Ave
Tallahassee FL 32301-4204
USA

Contact:

Keniya S. Mitchell
(850) 599-8780
keniya.mitchell@famu.edu

IMMEDIATELY.

Estimated shipping date: Approximately 12 to 15 weeks after receipt of order.

Shipment Via: ABF Freight

Gaumard Scientific is the sole source for this tetherless simulator(s).

For credit approval, please submit completed customer forms to GaumardCR@gaumard.com. Customer forms may be obtained by emailing a request to QuoteEmailGroup@gaumard.com.

Prices and taxes are subject to change without notice.

To gather information about the products quote we invite you to visit our website: <http://www.gaumard.com>

If you should have any questions, please feel free to contact your sales representative Michael Lobacz at michael.lobacz@gaumard.com

This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity and/or national origin, or for inquiring about, discussing, or disclosing information about compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment

individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability.



Gaumard®
Simulators for Health Care Education

April 9th, 2025

To Whom It May Concern,

We are writing to provide justification for the decision to procure the Pediatric HAL® S2225, exclusively available from Gaumard Scientific Company, Inc. ("Gaumard"). With its groundbreaking tetherless design and lifelike realism, coupled with Gaumard's unparalleled service support, the Pediatric HAL® S2225 offers a highly engaging, robust, and efficient learning experience capable of tailoring to every specific need. The comprehensive features provide a unique opportunity to create a fully immersive environment to help enrich medical training and emergency preparedness. The high level of realism provided by Pediatric HAL® S2225 bridges the gap between simulation and actual patient care, facilitating effective training focusing on the goal of improving patient outcomes.

Unique Capabilities: The Pediatric HAL® S2225 has unique capabilities not found in comparable models in the healthcare simulation field. With the Pediatric HAL® S2225, trainers can create dynamic and engaging learning environments that are flexible and responsive to a variety of clinical scenarios to prepare participants for the challenges of medical situations.

Salient Features: The points below highlight key salient features of the Pediatric HAL® S2225. They should not be interpreted as an exhaustive list. For a complete list of features, please refer to our web site at <https://www.gaumard.com/s2225>.

- Tetherless and wireless; fully responsive during transport
- Smooth and supple full-body skin with seamless trunk and limb joints
- Supports common patient positions including Fowler's, supine, and sitting
- Active robotics simulate lifelike facial expressions
- Preprogrammed emotional states automatically express associated verbal and non-verbal cues without manual input
- Automatically turns head and eyes towards the approaching subject
- Interactive eyes: eyes can automatically follow a moving object
- Real CO2 exhalation: supports etCO2 monitoring using real sensors and monitoring devices with colorimetric change and waveform
- Real mechanical ventilation support without adapters, converters, or proprietary adjuncts
- Fully-internal components, simulator retains all functions in transit
- Supports ECG monitoring using real devices
- SpO2 monitoring using real devices
- Real glucose test readings via finger-stick



Gaumard®
Simulators for Health Care Education

- Programmable active urinary elimination
- Seamless compatibility with Gaumard Ultrasound™, offering training with realistic transducer movements: sliding, tilting, rotating, and rocking

Value Proposition: The Pediatric HAL® S2225 from Gaumard creates unprecedented opportunities for a transformative learning experience that bridges theory and practice like no other produce on the market. This breakthrough in realistic, immersive simulation training amplifies the learning experience, creating valuable practice for participants rehearsing to improve patient outcomes.

Should you have any questions or concerns regarding this matter, please feel free to contact us. Thank you for your support in this procurement decision.

Best Regards,

Karen Valdes

Karen Valdes
Customer Service – US
E-Mail: karen.valdes@gaumard.com