

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY

SOLE SOURCE CERTIFICATION

Requisition Number: 265692/265694 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 \$ \$124,652.41

Item(s): SimMan3G+ Plus Dark

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

Laerdal is the only authorized seller of the SimMan3G simulator equipment.

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

Wanda Martin Director Academics 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
Director of Procurement Services Date

Digitally signed by Mattie Hood
DN: cn=Mattie Hood, o=FAAM, ou=Procurement Services,
email=mattie.hood@flam.edu, c=US
Date: 2025.05.07 10:11:25 -0400

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.

Quote Q-1113250

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



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: 04-09-2025
ATTN: Keniya Mitchell
+1850-599-8780
keniya.mitchell@famu.edu

QUOTE NUMBER: Q-1113250
CREDIT TERMS: 30 days
EXPIRATION DATE: 08-07-2025
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 Dark

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
1	212-03250 SimMan 3G PLUS Dark Includes SimMan 3G PLUS Manikin, LLEAP License, Consumables, 1 Year Manufacturer's Warranty.	\$93,999.00			\$88,359.06	\$88,359.06
1	260305 Power Cord 110V (US)	\$115.00			\$0.00	\$0.00
1	400-10201 Laptop For use with LLEAP, Ultrasound, or as a Patient Monitor	\$2,299.00			\$2,161.06	\$2,161.06

SimMan 3G Plus Dark

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
1	400-29301 All In One Panel PC For use with LLEAP, or as a Patient Monitor. • 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)	\$2,899.00			\$2,725.06	\$2,725.06
1	400-94001 Portable Router (US)	\$375.00			\$352.50	\$352.50
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.	\$52,039.00	36	One Time	\$30,144.73	\$30,144.73
TOTAL:						\$123,742.41

ITEM TOTAL:	\$123,742.41
SHIPPING/HANDLING:	\$910.00
ADDITIONAL CHARGE/CREDIT:	
TAX:	\$0.00
TOTAL:	\$124,652.41

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/Rescheduling

CANCELLATION or RESCHEDULING of Educational, Technical, AV, or Implementation Services WILL RESULT in CANCELLATION / RESCHEDULING FEES as detailed below:

5 Business Days or Less Prior to Appointment = 100% of Educational, Technical, AV, or Implementation Services

6-14 Business Days Prior to Appointment = 50% of Educational, Technical, AV, or Implementation Services

15 Business Days or More Prior to Appointment = No Fee

Customer will be required to submit a new PO to reschedule a cancelled Educational, Technical, AV, or Implementation Services.

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

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