Proposed Sole Source Purchase Form

Pursuant to New Mexico Procurement law, the UNM Purchasing Department will post your completed form on the UNM Sunshine Portal for 30 days prior to purchase of the goods/services.

I. GENERAL INFORMATION. PLEASE PROVIDE THE FOLLOWING:

<table>
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<tr>
<th>Date of Request</th>
<th>Requested Number (If Applicable)</th>
<th>Beverly Lovett</th>
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<tr>
<td>8/9/19</td>
<td>121752055</td>
<td>Admin. Asst. III</td>
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Request Submitted by: Beverly Lovett

Department: EMS Academy

Email: blovett@salud.unm.edu

Phone: 272-4765

Proposed Vendor: Laerdal Medical Corporation

Amount: $174,854.02

Buyer Team - See Commodity list at [http://www.unm.edu/~purch/commcodes.pdf](http://www.unm.edu/~purch/commcodes.pdf)

Provide a basic description of goods/services to be provided:

Two SimMan 3G Trauma US/CAN Manikins and accessories. Includes SimMan 3G Trauma Manikins, LLEAP License, Amputations, USB Headset/Microphone, SpO2 Probe, Keyboard and Mouse, Consumables, Clothing, Soft-Sided Carry Case, 1 Year Manufacturer’s Warranty, and 1 Year Preventative Maintenance.

Why is this purchase needed?

These HD simulated manikins will directly impact our goals and objectives for our EMAS KAFB PJ program. Training with hi-fi manikins will allow our PJ students to increase their knowledge and skills which are required to meet standards for licensure. This is also essential in allowing UNM to offer, through its contract with KAFB, a program with a higher learning level of assessment for the students, with realistic scenarios, providing a high quality educational experience. Additionally, well-constructed, real-to-life testing scenarios present them with a more accurate feel of medical treatment in the field, increasing their chances for success after graduation. Purchased approved for index 558317 (KAFB contract under the ESA with UNM) by Academy Director, Lindsay Eakes.

II. BASIS FOR SOLE SOURCE PROCUREMENT. CHOOSE APPLICABLE BOX(ES) AND PROVIDE ADDITIONAL INFORMATION, AS REQUESTED:

- Proprietary item, technology or service only available from the proposed vendor. (Check box and describe proprietary component)

- Compatibility requirement with existing item, technology or service. (Check box and describe compatibility requirement)

  - Laerdal Medical was chosen as the vendor as our other simulators are also Laerdal products, which allows interoperability with ancillary simulation components we have within the EMS Academy.
  
  - Purchasing from Laerdal allows us to keep the prices down and purchase manikins only instead of all the peripheral components.
☐ Renewal of support/maintenance/subscription of software, technology or other intellectual property. (Check box and describe)

☒ Other Basis for Sole Source: Please describe below:

Laerdal Medical Corporation is the sole manufacturer and distributor of the Laerdal SimMan 3G Trauma and SimPad which offers the ability to provide high definition simulation education which will challenge and test our UNM KAFB PJ students in their clinicals, decision making skills during realistic patient care scenarios, and integrate easily into our PJ Paramedic programs. The SimMan 3G Trauma is extremely realistic and flexible and meets our multi-disciplinary educational needs which is well recognized in our Paramedic field. Laerdal has been in business for 50+ years and remains a very strong leader in the Medical Education industry to include a realistic price for the high definition SimMan we are requesting for our EMSA KAFB PJ program.

III. SUPPLEMENTAL DETAILS. PLEASE PROVIDE ADDITIONAL INFORMATION AS REQUESTED BELOW:

Describe in detail the unique capabilities of the proposed vendor’s goods/service and/or personnel performing the work and why this constitutes the *only* source. Focus on what is unique about the goods/service and why no other vendor could meet your needs.
Laerdal Medical is offering not only the SimMan 3G Trauma Manikins and accessories, but also includes:

- LLEAP License, Amputations, USB Headset/Microphone, SpO2 Probe, Keyboard and Mouse, Consumables, Clothing, Soft-Sided Carry Case, 1 Year Manufacturer's Warranty.
- Tibial IO Pad 10pkg SimMan 3G
- Tibial Leg Band 5pkg SimMan 3G
- Pneumothorax Bladder Set (pkg of 2)
- Lung compliance O-ring (pkg of 10)
- Zoll Electrode Adapter
- One-year extended warranty (includes materials, manufacturing or workmanship issues, return to bench service only, packaging materials for return to Laerdal, shipping costs for repairs (Ground freight from/to customer's facility).
- One-year Preventative Maintenance (full refurb/replacement of consumables, some bladders, pad sets, refurb of IV arm skin/veins, inspect compr/Ibox, upgrade SW, cleaning, final inspection, documentation of findings/recommendations.

Describe the due diligence made to locate other possible sources including communications with other universities, communications with similar providers, web searches, yellow page searches, review of advertisements and trade publications, etc.

We reviewed other vendors online searching for the specific high definition Manikin needed for our KAFB PJ program. Of the vendors we located online through Google, none responded to our request for quotes.
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<th>List the other vendors who were contacted. Please describe the specs/qualifications/criteria that the other vendors were unable to satisfy.</th>
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<td>The EMSA Program Director contacted a variety of vendors such as:</td>
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<td>Of the Vendors listed above, Laerdal Medical submitted a letter stating that they are the sole source of SimMan 3g Manikins to include sole provider of installation, education, technical services and support for the afore mentioned equipment (attached is the letter).</td>
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<tr>
<td>The specs for the SimMan 3G Manikin to include the accessories quoted from Laerdal Medical is exactly what the Academy is requesting in a high-definition Manikin to meet the criteria of the Academy’s KAFB PJ program’s patient care scenarios and which will effortlessly integrate into our PJ Paramedic program.</td>
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August 8, 2019

To Whom it May Concern,

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

SimMan 3G

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 Customer Care
Laerdal Medical
167 Myers Corners Rd
Wappingers Falls, NY 12590
(800) 648-1851 x 3260
Mike.Evans@Laerdal.com