




January 18, 2011

MEMORANDUM

TO: District Board of Trustees
FROM: Jim Murdaugh, President 
SUBJECT: Approval of Purchases over \$250,000

Item Description:

This item requests approval by the District Board of Trustees for a purchase in excess of \$250,000.

Overview:

Per TCC District Board of Trustees Policy # 03-04 any purchases over \$250,000 must be approved by the Board.

Salient Facts:

The College wishes to procure simulator equipment to meet the specific requirements of the health care programs for the Ghazvini Center for Healthcare Education. Laerdal Medical Corporation is the manufacturer and sole distributor of the Laerdal SimMan Universal Patient Simulation equipment which is the College's preferred provider. Laerdal equipment and associated technology provides for a varied and robust training experience for the students and is also currently utilized at the College's two clinical affiliates in Tallahassee. The College has procured Laerdal equipment in the past as well as other simulator systems. For specific functionality in patient response, the simulation effects and capability of the Laerdal equipment is found to be superior. The total cost for this equipment is \$766,789.05. This equipment qualifies as exempt from competitive bidding because it is educational equipment available from a sole source.

Past Actions:

None

Future Actions:

None

Funding/Financial Matters:

This project is being funded by PECO funds.

Staff Resource:

Teresa Smith

Recommended Action:

Approve purchase over \$250,000 and authorize staff to issue a Sole Source Purchase Order to Laerdal Medical Corporation.



Laerdal™
helping save lives

Laerdal Medical
167 Meyers Corners Rd
Wappingers Falls NY 12590
Telephone 845-297-7770
Toll-Free 1-800-433-5539
www.laerdal.com

Carla Dormeus
Tallahassee Community College

Dear Ms. Dormeus,

Thank you for your interest in Laerdal simulation products. We are confident that the Tallahassee Community College program will benefit from your investment in Laerdal technology and services.

As we have discussed the total package price is **\$766,782.71**. I have included all of the quotes to show a line by line detailed description of each item.

Ms. Dormeus, thank you very much for your confidence in Laerdal. The Laerdal team is very happy to partner with you in the on-going development of your simulation program. If there is anything else we can do to be of service, please do not hesitate to contact Joe Huse or myself.

Thank you,

Chris Baker

Laerdal Medical
Account Executive



Laerdal
helping save lives

Laerdal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590
Fax Order To: (800)227-1143
Tax ID: 13-2587752

TERRITORY MANAGER

Joe Huse
(800) 648-1851 x2395
joe.huse@laerdal.com

INSIDE SALES REPRESENTATIVE

Christopher Baker
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SALES SUPPORT SPECIALIST

Anthony Jr. Spadaro
(800) 648-1851 x3704
aj.spadaro@laerdal.com

DATE: Tuesday, November 16, 2010

QUOTE NUMBER: 1-UXZB9
CUSTOMER NUMBER: 00024091
EXPIRATION DATE: 12/31/2010

ATTN: Carla Dormeus
Simulation Coordinator
Tallahassee Community
College - Finance Office
444 Appleyard Drive
Tallahassee, FL 32304

SHIP TO:
Tallahassee Community
College - Finance Office
444 Appleyard Drive
Tallahassee, FL 32304

(850) 201-8707
dormeus@tcc.fl.edu

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
2	212-01001	SimMan 3G Complete with 12" Monitor Includes SimMan 3G Manikin, Software and License, Operator's tablet PC, Patient Monitor and Software, Patient Cables, Webcam, Drug Recognition Kit, Soft Sided Transportation Cases, 10 SimMan 3G Patient Cases for Auto Mode, 1 Year Warranty.	\$64,600.00	\$63,210.00	\$126,420.00
8	213-01001	Simman Ess. Compl (us) 12 Inch Ia Includes SimMan Essential Manikin, 12" Instructor PC, Software & License, Webcam, Specially Designed Clothing, 5 Patient Cases and 4 Scenarios, 1 Year Manufacturer's Warranty, Storage Bag.	\$39,000.00	\$38,220.00	\$305,760.00
8	213-09350	Patient Monitor 17" Panel Pc+spo2 Probe	\$3,195.00	\$3,131.10	\$25,048.80
4	212-12250	Battery, Manikin Internal (pk of 2)	\$1,221.20	\$1,198.78	\$4,787.12
6	212-83050	Simman 3g Installation If Value Plus Program Is not purchased.	\$1,395.00	\$1,367.10	\$8,202.00
6	213-83050	Installation Simman Esse Customer Site If Value Plus Program Is not purchased.	\$1,445.00	\$1,416.10	\$8,496.60
1	212-90160	Intro To Simman 3g On-Site A Laerdal Instructor will travel to your facility and teach up to 8 participants.	\$3,495.00	\$3,495.00	\$3,495.00
1	212-90550	Scenario Programming Simman3g On-Site	\$1,795.00	\$1,795.00	\$1,795.00
1	212-90850	Teaching With Scenarios Simman3g On-Site	\$1,795.00	\$1,795.00	\$1,795.00
4	945004	Philips Defibrillator-Manikin Connector	\$92.00	\$90.16	\$360.64
2	05-10000	Physio-Control Quik-Combo Connector	\$37.00	\$36.26	\$72.52
2	05-10100	Zoll Defibrillator Connector	\$37.00	\$36.26	\$72.52
1	210-94050	First 5 Minutes® Curriculum Box * Initial Purchase Must Add 210-94850 for Complete Package	\$2,645.00	\$2,692.10	\$2,692.10
1	210-94850	First 5 Minutes® Participant Pack	\$350.00	\$343.00	\$343.00

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	210-93050	Rapid Response Curriculum Box * Initial Purchase Must Add 210-93550 for Complete Package *	\$4,645.00	\$4,652.10	\$4,552.10
1	210-93550	Rapid Response Participant Pack	\$350.00	\$343.00	\$343.00
1	212-17001	Simulation in Nursing Education (NLN) Volume 1 for SimMan 3G	\$4,000.00	\$3,920.00	\$3,920.00
4	212-18001	Sim In Nsgd Pcas Cdonly For Simman 3g	\$2,000.00	\$1,960.00	\$7,840.00
1	211-17001	NLN Simulation In Nursing Education Volume 1 SimMan Scenarios	\$3,500.00	\$3,430.00	\$3,430.00
4	211-18001	Sim In Nsg Vol 1 Cd Only Scenarios Simman	\$1,500.00	\$1,470.00	\$5,880.00
1	212-17301	Simulation in Nursing Education Volume II Patient Cases	\$4,000.00	\$3,920.00	\$3,920.00
4	212-18301	Sim Nrsng Edu. V2 Cd Only Patient Cases Simman 3g	\$2,000.00	\$1,980.00	\$7,840.00
1	211-17301	NLN Simulation In Nursing Education Volume 2 SimMan Scenarios	\$3,500.00	\$3,430.00	\$3,430.00
4	211-18301	Sim In Nsg Cd Only Vol 2 Scenarios Simman	\$1,500.00	\$1,470.00	\$5,880.00
1	80-1459	ACLS SimMan Scenarios	\$4,194.00	\$4,110.12	\$4,110.12
4	80-1527	Ac's Simman Cd Only Scenarios	\$2,097.00	\$2,055.08	\$8,220.24
ITEM TOTAL					\$548,606.36
ESTIMATED TAX					\$0.00
SHIPPING & HANDLING					\$1,435.73
TOTAL					\$550,042.09

Appropriate Sales Tax will be added to invoice - Pricing and Availability are subject to change
Shipping/handling costs will be prepaid & added to invoice

Terms:

- Net 30 Days for approved open accounts; C/A; Credit Cards accepted
- 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 include training. Training must be booked and performed 1 year from installation. The training obligation expires one year from install



Laerdal
hoping you live here

Laerdal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590
Fax Order To: (800)227-1143
Tax ID: 13-2587752

TERRITORY MANAGER

Joe Huse
(800) 648-1851 x2395
joe.huse@laerdal.com

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(800) 648-1851 x2219
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SALES SUPPORT SPECIALIST

Anthony Jr. Spadaro
(800) 648-1851 x3704
aj.spadaro@laerdal.com

DATE: Tuesday, November 16, 2010

QUOTE NUMBER: 1-UXZLG
CUSTOMER NUMBER: 00024091
EXPIRATION DATE: 12/31/2010

ATTN: Carla Dormeus
Simulation Coordinator
Tallahassee Community
College - Finance Office
444 Appleyard Drive
Tallahassee, FL 32304

SHIP TO:

Tallahassee Community
College - Finance Office
444 Appleyard Drive
Tallahassee, FL 32304

(850) 201-8707
dormeusc@tcc.fl.edu

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
4	280-00001	Haptics Device, Virtual IV	\$11,000.00	\$10,230.00	\$40,920.00
4	280-00201	Laptop Computer	\$3,500.00	\$3,255.00	\$13,020.00
4	280-04201	Virtual IV In-Hospital Module	\$2,625.00	\$2,441.25	\$9,765.00
4	280-04301	Virtual IV Pre-Hospital Module	\$2,625.00	\$2,441.25	\$9,765.00
4	280-04501	Virtual IV Anatomical Viewer	\$650.00	\$511.50	\$2,046.00
4	280-20101	Virtual Phlebotomy Upgrade Kit	\$4,200.00	\$3,906.00	\$15,624.00
ITEM TOTAL					\$01,140.00
ESTIMATED TAX					\$0.00
SHIPPING & HANDLING					\$35.45
TOTAL					\$91,175.45

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aj.spadaro@laerdal.com

DATE: Tuesday, November 16, 2010

QUOTE NUMBER: 1-UXZOV
CUSTOMER NUMBER: 00024091
EXPIRATION DATE: 12/31/2010

ATTN: Carla Dormeus
Simulation Coordinator
Tallahassee Community
College - Finance Office
444 Appleyard Drive
Tallahassee, FL 32304

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QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	225-00001	SimNewB Advanced Includes: SimNewB Manikin (PC Enabled), SimNewB Control Unit with Remote, Compact Compressor, NRP® Simulation Support Materials, Laptop with SimNewB Software, Patient Monitor, WebCam, and Carry Case.	\$24,000.00	\$23,620.00	\$23,620.00
1	225-83050	Simnewb Advanced Installation If Value Plus Program is not purchased.	\$1,395.00	\$1,367.10	\$1,367.10
1	225-90150	Intro To Simnewb Advanced, On-Site A Laerdal Instructor will travel to your facility and teach up to 8 participants.	\$3,495.00	\$3,495.00	\$3,495.00
1	225-90850	Teaching With Scenarios Simnewb Advanced On-Site	\$1,795.00	\$1,795.00	\$1,795.00
1	220-19650	Advanced Neonatal Resuscitation and Stabilization Scenarios	\$3,500.00	\$3,430.00	\$3,430.00
6	200-10001	Vitalsim	\$2,430.00	\$2,089.80	\$12,538.80
6	200-20150	VitalSim Sounds Trainer	\$610.00	\$524.80	\$3,147.80
ITEM TOTAL					\$49,293.60
ESTIMATED TAX					\$0.00
SHIPPING & HANDLING					\$183.28
TOTAL					\$49,476.78

Appropriate Sales Tax will be added to Invoice - Pricing and Availability are subject to change
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Terms:

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Anthony Jr. Spadaro
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aj.spadaro@laerdal.com

DATE: Tuesday, November 16, 2010

QUOTE NUMBER: 1-UXZUS

ATTN: Carla Dormeus
Simulation Coordinator
Tallahassee Community
College - Finance Office
444 Appleyard Drive
Tallahassee, FL 32304

CUSTOMER NUMBER: 00024091
EXPIRATION DATE: 12/31/2010

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dormeusc@lcc.fl.edu

SHIP TO:

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444 Appleyard Drive
Tallahassee, FL 32304

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
200	80-1512	Hc Acis V09 Cognitive Lic Hc Acis Cognitive Licens	\$105.00	\$94.60	\$18,900.00
200	80-1511	Hc Acis V09 Skills Licen Hc Acis Skills Stdnt Lic	\$15.00	\$12.00	\$2,400.00
4	80-1610	Hc Acis V09 Software Kit Hc Acis Cogn+skills Sftwr	\$0.00	\$0.00	\$0.00
4	31002601	Resuscl Anne Torso SkillReporter Manikin w/o SkillReporter	\$2,037.00	\$0.00	\$0.00
4	315951	Heartcode Adult CPR Manikin to PC Cable	\$64.00	\$0.00	\$0.00
ITEM TOTAL					\$21,300.00
ESTIMATED TAX					\$0.00
SHIPPING & HANDLING					\$45.04
TOTAL					\$21,345.04

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Laerdal Medical Corporation
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 Wappingers Falls, NY 12590
 Fax Order To: (800)227-1143
 Tax ID: 13-2587752

TERRITORY MANAGER

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 joe.huse@laerdal.com

INSIDE SALES REPRESENTATIVE

Christopher Baker
 (800) 648-1851 x2219
 christopher.baker@laerdal.com

SALES SUPPORT SPECIALIST

Anthony Jr. Spadaro
 (800) 648-1851 x3704
 aj.spadaro@laerdal.com

DATE: Tuesday, November 16, 2010

QUOTE NUMBER: 1-UXZRT
CUSTOMER NUMBER: 00024091
EXPIRATION DATE: 12/31/2010

ATTN: Carla Domeus
 Simulation Coordinator
 Tallahassee Community
 College - Finance Office
 444 Appleyard Drive
 Tallahassee, FL 32304

SHIP TO:
 Tallahassee Community
 College - Finance Office
 444 Appleyard Drive
 Tallahassee, FL 32304

(850) 201-8707
 domeusc@tcc.fl.edu

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
800	80-1483	HeartCode BLS Cognitive License	\$28.50	\$20.50	\$16,400.00
800	80-1429	HeartCode BLS Skills Student License	\$25.00	\$19.00	\$16,200.00
4	80-1078	HeartCode BLS Cognitive and Skills Software Kit	\$0.00	\$0.00	\$0.00
4	31002601	Resusc Anna Torso SkillReporter Manikin w/o SkillReporter	\$2,037.00	\$0.00	\$0.00
4	315951	Heartcode Adult CPR Manikin to PC Cable	\$64.00	\$0.00	\$0.00
4	453-35001	HeartCode BLS Baby Manikin	\$692.00	\$0.00	\$0.00
ITEM TOTAL					\$31,600.00
ESTIMATED TAX					\$0.00
SHIPPING & HANDLING					\$100.49
TOTAL					\$31,700.49

Appropriate Sales Tax will be added to invoice - Pricing and Availability are subject to change
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- Two (2) year parts replacement warranty with technical assistance by phone on all Hill-Rom refurbished products
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- Quotes that include training. Training must be booked and performed 1 year from installation. The training obligation expires one year from install



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 christopher.baker@laerdal.com

SALES SUPPORT SPECIALIST

Anthony Jr. Spadaro
 (800) 648-1851 x3704
 aj.spadaro@laerdal.com

DATE: Tuesday, November 16, 2010

QUOTE NUMBER: 1-UY1GB
CUSTOMER NUMBER: 00024091
EXPIRATION DATE: 12/31/2010

ATTN: Carla Dormeus
 Simulation Coordinator
 Tallahassee Community
 College - Finance Office
 444 Appleyard Drive
 Tallahassee, FL 32304

SHIP TO:
 Tallahassee Community
 College - Finance Office
 444 Appleyard Drive
 Tallahassee, FL 32304

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 dormeus@tcc.fl.edu

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
150	80-1528	Hc Pals Cognitive License Key Laerdal System Ver1	\$105.00	\$94.50	\$14,175.00
4	80-1523	Hc Pals Cog Software Kit Laerdal System Version	\$0.00	\$0.00	\$0.00
ITEM TOTAL					\$14,175.00
ESTIMATED TAX					\$0.00
SHIPPING & HANDLING					\$8.34
TOTAL					\$14,181.34

Appropriate Sales Tax will be added to invoice - Pricing and Availability are subject to change
 Shipping/Handling costs will be prepaid & added to invoice

Terms:

- Not 30 Days for approved open accounts; CIA; Credit Cards accepted
- 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 Hit-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
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Laerdal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590
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Tax ID: 13-2587752

TERRITORY MANAGER

INSIDE SALES REPRESENTATIVE

SALES SUPPORT SPECIALIST

DATE: Thursday, November 18, 2010

QUOTE NUMBER: 1-V6G50

ATTN: Carla Dormeus
Simulation Coordinator
Tallahassee Community
College - Finance Office
444 Appleyard Drive
Tallahassee, FL 32304

CUSTOMER NUMBER: 00024091
EXPIRATION DATE: 01/17/2011

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SHIP TO:
Tallahassee Community
College - Finance Office
444 Appleyard Drive
Tallahassee, FL 32304

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	090019	Laerdal IV Torso	\$950.00	\$912.00	\$912.00
2	092001	Neck Replacement Pad	\$293.00	\$281.28	\$562.56
2	25000033	Laerdal Airway Management Trainer	\$1,750.00	\$1,680.00	\$3,360.00
1	250-00250	Infant Airway Management Trainer	\$620.00	\$595.20	\$595.20
1	255-00001	Pediatric Intubation Trainer	\$1,190.00	\$1,142.40	\$1,142.40
1	02002401	Little Anne 4-Pack	\$739.00	\$709.44	\$709.44
1	02002901	Little Anne 4-Pack, Brown Skin	\$739.00	\$709.44	\$709.44
1	050010	Baby Anne Four Pack	\$370.00	\$355.20	\$355.20
1	050012	Baby Anne Four Pack, Brown Skin	\$370.00	\$355.20	\$355.20

ITEM TOTAL \$8,701.44
ESTIMATED TAX \$0.00
SHIPPING & HANDLING \$166.42
TOTAL \$8,867.86

Appropriate Sales Tax will be added to invoice - Pricing and Availability are subject to change
Shipping/Handling costs will be prepaid & added to Invoice

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Laerdal
SimMan™
Universal Patient Simulator

P.O. BOX 38 • 226 F.M. 116
GATESVILLE, TEXAS 76528-0038
Phone: (254) 865-7221
Toll Free: (800) 433-5539
Fax: (254) 865-8011
www.laerdal.com

November 16, 2010

Carla Dorneus
Tallahassee Community College

Dear Customer:

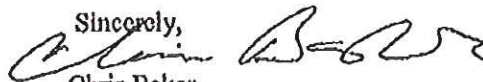
Laerdal Medical Corporation is the sole manufacturer and worldwide supplier of the simulation products listed below:

212-01001 SimMan 3G with 12in. Monitor
213-01001 SimMan Essential
280-00001 Virtual IV
225-00001 SimNewB
All VitalSim Manikins
HeartCode ACLS, BLS, and PALS

Laerdal Medical is the sole authorized provider and distributor of the package items listed above and all post-sales support, education, and warranty service.

I will be happy to answer any questions or provide you with further information if needed. Call me at the toll free number, 800-648-1851 X-2219.

Sincerely,



Chris Baker
Account Executive



Laerdal
helping save lives

Laerdal
SimManTM
Universal Patient Simulator

Please see the below bullet points that sets SimMan 3G apart from the rest.

Simman 3G

- Simulation engine resides in manikin to assure continued correct response to inputs and continued operation in case loss of communication to Operator PC
- Can be connected to third party respiratory simulators (Ingmar Medical's ASL-5000) externally for more advanced respiratory simulations

Cardiac Features

- 12 lead dynamic ECG display

Circulation Features

- Pulse strength continuously variable with BP

Vascular Access

- Automatic Drug Recognition System detects:
 - Drug
 - Dose (variable)

CPR

- Detection of depth, rate, hands off time of compressions
- Detection of release
- Real time feedback on quality of CPR

Eyes

- Pupil diameter automatically responds to light:
 - synchrony/asynchrony
 - normal and sluggish speed of response

Other Features

- Instructor Communication
 - Multiple instructors can communicate using integrated voice over IP communications
 - Instructor voice channels are logged

Pharmacology

- Automatic drug recognition system identifies drug & measures dose

Software Features

- WINDOWS VISTA Operating System
- Unique, simple controls allow instructors to increase/decrease difficulty & pace of simulation as well as combine pathologies

Laerdal Medical Corporation, 167 Myers Centers Road, PO Box 1840, Wappingers Falls, NY 12590-8840
Customer Service (800) 431-1055, Customer Service Fax (800) 227-1143, www.laerdal.com

- **Profile editor** – allows each instructor to specifically configure the simulator & interface to meet their preference & needs.
- **Future prediction/outcome display** – Improves instructor's situational awareness allowing simpler & more precise control of simulations
- **Integrated Video Debriefing** – Integrated webcam & debriefing software combines student interventions, patient data & video records to improve debriefing

Thank you,

Sincerely,



Christopher Baker
Account Executive
Laerdal Medical Corporation



444 Appleyard Drive
Tallahassee, Florida 32304-2895
850.201.6200 | www.tcc.fl.edu

November 17, 2010

RE: Laerdal Medical Corporation Inc. Simulation Equipment

Dear Members of the Board of Trustees:

This letter is to inform you that Laerdal Medical Corporation Inc. is the sole manufacturer, authorized provider and distributor of the simulation products listed below.

All of TCC's Health Care Programs are currently using simulation as part of their teaching curriculum and we will continue to use simulation training once we move to the Ghazvin Center for Health Care Education. A few months ago, we started the process of selecting the best suited simulation equipment not only for our respective programs, but also for future services that could be provided for the community. As part of the selection process, the Simulation Committee formed by representatives from each program met in May 2010 to discuss the needs of all the programs and to select the best suited equipment. As part of the selection process, we visited FSU College of Medicine Simulation Center to be able to compare the different simulators available and the features offered by each of them. The Laerdal Medical Training equipment has unique features that have been described below for you. After careful consideration we agreed that Laerdal Medical Corporation Inc. is the only company that offers the equipment that has the functions and capabilities to meet our curriculum and give us the ability to produce competent health care personnel and therefore helping save lives. In addition to this, the Laerdal's equipment is 100% compatible to our Simulation Capture system that will allow us to record and review student progress.

The following are the descriptions of the features that make Laerdal's simulation equipment the best option for our programs:

1. SimMan® 3G and SimMan® Essential

SimMan® is a portable and advanced patient simulator for team training. It has realistic anatomy and clinical functionality. SimMan® provides simulation-based education to challenge and test students' clinical and decision-making skills during realistic patient care scenarios. SimMan® includes well-proven software and an interactive technologically advanced manikin allowing learners to practice the emergency treatment of patients. Some of the features that make this simulator unique are that it is completely wireless and self-contained. The simulator can be controlled from a wireless tablet and it also allows controlling multiple manikins from one interface. This simulator presents Q-CPR technology that measures the quality of CPR providing real time feedback on compression rate, depth, release, and hands-off time as well as generating palpable pulses while doing compressions. With respect to the breathing features, this simulator presents normal and abnormal breath sounds that can be auscultated at 11 different locations (5 anterior auscultation sites and 6 posterior auscultation sites). What is unique about SimMan® is that it presents 4 settings of variable lung compliance and 4 settings of airway resistance. This



unique feature is necessary to train our students in the use of ventilators. SimMan[®] also includes pupillary responses to light and an automatic drug recognition system that identifies drugs and doses used on a patient by using radio frequency identification tags.

2. Virtual I.V.[™] System

Virtual I.V.[™] is patented technology that is owned by Laerdal Medical Corporation that consists of a comprehensive and fully interactive learning system and simulator for training peripheral intravenous catheterization.

3. SimNewB[™]

SimNewB[™] is an interactive simulator, designed by Laerdal with the American Academy of Pediatrics to meet the training requirements of the Neonatal Resuscitation Program (NRP). This simulator has realistic newborn traits and lifelike clinical feedback, which makes it ideal to help neonatal healthcare providers improve team dynamics, build confidence, and practice in a risk-free environment.

4. VitalSim[™] Manikins and HeartCode[™] ACLS, BLS, and PALS

The Laerdal HeartCode[™] Self-Learning course is an interactive computer learning system that can be used by health care providers wishing to obtain their ACL, BLS or PALS card for the first time or for a renewal. This is a self-paced, self-study program designed to be used without personal instructional assistance. HeartCode[™] training offers a more cost-effective training course compared to other existing methods of training in a teacher-classroom setting. The HeartCode[™] system increases the flexibility in course offering and it covers all cognitive requirements for the American Heart Association ACLS, BLS and PALS certification.

Please find attached to this letter the signatures of the Health Care Programs' Faculty members who support the decision of purchasing Laerdal's equipment for our programs.

Sincerely,

Carla I. Domeus

Carla I. Domeus
Simulation Coordinator
Health Care Programs



Handwritten signature of Donna Allocco.

Donna Allocco
Nursing Faculty

Handwritten signature of Carolann Gegenhelmer.

Carolann Gegenhelmer
Nursing Faculty

Handwritten signature of Jon Berryman.

Jon Berryman
Chair, EMS Programs

Handwritten signature of Tara Hayes.

Tara Hayes
Nursing Faculty

Handwritten signature of Lauren Campbell.

Lauren Campbell
Nursing Faculty

Handwritten signature of Cherie Hodge.

Cherie Hodge
Nursing Faculty

Handwritten signature of Rebecca Daley.

Rebecca Daley
Chair, Radiologic Technology

Handwritten signature of Carolyn Lytle.

Carolyn Lytle
Nursing Faculty

Handwritten signature of Melissa Damello.

Melissa Damello
Nursing Faculty

Handwritten signature of Dr. Alice Nled.

Dr. Alice Nled
Director of Nursing

Handwritten signature of Helen Dorman.

Helen Dorman
Chair, Respiratory Therapy

Handwritten signature of Martha Onate.

Martha Onate
Nursing Faculty

Handwritten signature of Eileen Durant.

Eileen Durant
Faculty, Respiratory Therapy