

NOTICE OF INTENT TO AWARD SOLE SOURCE PROCUREMENT

Title:	Procurement of the SimBady with Tracheostomy Specialized Simulation Equipment and Platform for Clinical Training (includes installation, training, warranty coverage, and performance assurances).
Notice Date:	August 27, 2025
Response Due Date:	September 5, 2025
Reference Number:	UDC Reference No.: 204594911/Purchase No.: PO-GF-2025-P-0064-BB
Contract Description:	The University of the District of Columbia (UDC) Office of Contracting and Procurement (OCP) on behalf of the University of the District of Columbia Community College (UDC-CC), Nursing and Allied Health Programs (AAS Nursing).
Vendor Name:	Laerdal Medical Corporation
Point of Contact	Brian Brooks Contract Specialist brian.brooks@udc.edu

REFERENCE NO.: 204594911/Purchase No.: PO-GF-2025-P-0064-BB
CAPTION: Procurement of SimBady with Tracheostomy Pediatric Simulator and Support Services: Sole Source Procurement Without Competition
PROPOSED CONTRACTOR: Laerdal Medical Corporation
PROGRAM AGENCY: University of the District of Columbia (UDC) Office of Contracting and Procurement (OCP) on behalf of the University of the District of Columbia Community College (UDC-CC), Nursing and Allied Health Programs (AAS Nursing)

DETERMINATION AND FINDINGS OF SOLE SOURCES PROCUREMENT

1. AUTHORIZATION

D.C. Official Code: §§2-354.01(C) and 2-354.04; and Chapter 30 of Title 8(b), D.C.M.R.: §§3002,4(a) and 3019

2. MINIMUM NEED

The University of the District of Columbia Community College (UDC-CC), through its Nursing and Allied Health Programs (Associate of Applied Sciences in Nursing), has an immediate and essential requirement for specialized pediatric simulation instrumentation and equipment to support students in developing clinical competencies through realistic, hands-on training in a safe and controlled environment.

- **Improve Team Communication and Continuity of Care:** The SimBaby system enables healthcare providers to practice in realistic, team-centered environments, including emergency, intensive care, and point-of-care scenarios. Training on effective communication and coordinated responses builds confidence and competence that directly improve patient outcomes.
- **Early Assessment, Diagnosis, and Intervention:** Pediatric patients often respond differently to trauma compared to adults. SimBaby provides the opportunity to practice recognition and treatment of respiratory distress, shock, and cardiopulmonary arrest, ensuring learners are prepared to act quickly and effectively in real emergencies.
- **Resuscitation Quality Improvement:** With integrated QCPR technology, SimBaby provides immediate and post-event feedback on critical resuscitation metrics, including compression depth, compression rate, chest recoil, ventilation quality, and total hands-on time. This functionality improves compliance with American Heart Association Pediatric Advanced Life Support (PALS) standards.

- Scenario-Based Learning: The system supports validated scenarios based on PALS curriculum and allows customization in collaboration with Laerdal's educational experts. This ensures standardized delivery, improved learning outcomes, and alignment with program-specific objectives.
- Realistic Pediatric Anatomy: Learners can practice airway management, tracheostomy care, and other essential pediatric procedures with realistic resistance and chest rise to simulate true patient response.

High-fidelity simulation is critical to the Nursing Program's academic and clinical mission because it:

- Enables skill mastery through repeated practice of both fundamental and advanced techniques.
- Provides critical thinking and decision-making opportunities in controlled clinical scenarios.
- Protects patient safety by ensuring students are prepared before engaging with real patients.
- Ensures compliance with accreditation standards, which require advanced simulation-based training.

To meet the minimum need, the University requires the following:

- i. **SimBaby with Tracheostomy Light**
 - Includes: SimBaby Manikin; Tracheostomy Plugs; IO Lower Left Leg (2); IO Lower Right Leg (2); Kind Removal Tape; 60ml Syringe; Airway Lubricant; Power Supply; Power Cords (4); IPI; Self-Sealing Cap (5); Chest Drain Skin (5); Drain Bag IV/IO (2); IO Leg Sealing Tape; Chest Drain Ribs; IV Port Seal (20); Ethernet cable flat + LAN connector; IPI; User Guide; and Laerdal Global Warranty.
- ii. **All-in-One (AIO) Panel PC**
 - For use with LLEAP or as a patient monitor.
 - Requires additional mounting hardware (Part # 6H1W8AA and wall mount, not supplied by Laerdal).
- iii. **Laptop Computer**
 - Configured for use with LLEAP, ultrasound simulation, or as a patient monitor.
- iv. **Portable Router (U.S.)**
 - Provides connectivity for mobile simulation environments.
- v. **SimBaby Tracheostomy ProTech Coverage**
 - Complete technical coverage for simulator, patient monitor, instructor laptop, and/or SimPad against defects, including loaner coverage, updates, and modifications.
 - Includes installation for new manikin, one periodic maintenance per year (as requested), and premium technical support.
- vi. **LLEAP Site License (2–10)**
 - Unified simulation software license enabling standardized operation, scenario control, and reporting across devices.
- vii. **Warranty**
 - One (1) year warranty on manufactured products; 90-day warranty on refurbished products.
 - Two (2) year parts replacement warranty with phone-based technical assistance for Hill-Rom refurbished products.

viii. Training and Education

- Onsite and virtual education valid for one (1) year from purchase.
- Exceptions: Educational Pathway Trainings valid for two (2) years; extended to five (5) years if five (5) or more training days are purchased. Includes support under Contracts/Technology Sustainment Programs (TSP) and Advanced Care & Maintenance Courses.

3. ESTIMATED COST

The estimated cost for this contract is \$89,390.55.

4. FACTS THAT JUSTIFY SOLE SOURCE PROCUREMENT

- a) Laerdal Medical Corporation is the **sole manufacturer and exclusive supplier** of the MamaAnne product line, including the above-referenced equipment and support services.
- b) The MamaAnne instrumentation and related components meet strict scientific and clinical performance specifications and incorporate proprietary technology.
- c) The MamaAnne simulation platform is uniquely designed to provide the highest level of obstetric emergency and maternal health training.
- d) Its integrated instrumentation delivers realistic, high-fidelity simulation that supports:
 - Mastery of clinical skills through repeated practice,
 - Development of critical thinking and decision-making in complex clinical scenarios,
 - Improved patient safety by preparing students prior to live patient engagement, and
 - Enhanced maternal survival rates through advanced obstetric emergency training.
- e) These features and capabilities are not available from any other supplier.

CERTIFICATION OF FACTS BY CONTRACT SPECIALIST

I have reviewed the above findings and hereby certify that the facts presented are accurate and complete to the best of my knowledge. Based on this review, I find that there is adequate justification to proceed with a Sole Source Procurement without competition, as authorized under the applicable statutory and regulatory authority.

Accordingly, I recommend that the Contracting Officer approve the use of the sole source procurement method for this proposed contract action.

8/26/2025

Date

Brian Brooks

Brian K. Brooks
Contract Specialist

DETERMINATION

Based on the above findings and in accordance with D.C. Official Code §§ 2-354.01(c) and 2-354.04, and Chapter 30 of Title 8(b), D.C.M.R. §§ 3002.4(a) and 3019, I hereby determine that the goods and/or services described herein shall be procured from Laerdal Medical Corporation, as a sole source vendor.

It is further determined that the cost to the University is fair and reasonable, and that this procurement action is in the best interest of the University of the District of Columbia.

Mary Ann Harris

Mary Ann Harris
Chief Contracting Officer

9/3/2025

Date