

NOTICE OF INTENT TO AWARD SOLE SOURCE PROCUREMENT

Title:	Procurement of the Nursing Anne 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.: 204572080/Purchase No.: PO-GF-2025-P-0062-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 (LPN Program).
Vendor Name:	Laerdal Medical Corporation
Point of Contact	Brian Brooks Contract Specialist brian.brooks@udc.edu

REFERENCE NO.: 204460931/Purchase No.: PO-GF-2025-P-0060-BB
CAPTION: Procurement of Specialized Simulation Equipment for Clinical Training:
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 (LPN Program)

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, through its Nursing and Allied Health programs (LPN Program), has an immediate and essential requirement for specialized simulation instrumentation and equipment to support students in developing clinical competencies through realistic, hands-on training in a safe and controlled environment.

High-fidelity simulation is essential to the Nursing Program's academic and clinical mission, as it provides:

- Skill mastery through repeated practice of fundamental and advanced nursing techniques.
- Critical thinking and decision-making opportunities in simulated clinical scenarios.
- Patient safety, by ensuring students are prepared prior to engaging with real patients.
- Compliance with accreditation standards, requiring advanced simulation-based training.

To meet these needs, the following equipment and support are required:

i. Nursing Anne Simulator – African Descent

- Includes Nursing Anne Simulator – African Descent Manikin, wig, pupil set, female genitalia, ostomy set, blood pressure cuff, lubricant spray, silicone dressings, subcutaneous injection pads, bottle of red simulated blood, adult gown, user guide.

ii. 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 wall mount (not sold by Laerdal)..
- iii. **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).
- iv. **Laptop**
 - For use with LLEAP, Ultrasound, or as a Patient Monitor.
- v. **Nursing Anne Simulator 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.
- vi. **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.
- vii. **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 \$51,978.99.

4. FACTS THAT JUSTIFY SOLE SOURCE PROCUREMENT

- a) Laerdal Medical Corporation is the **sole manufacturer and exclusive supplier** of the Nursing Anne product line, including the above-referenced equipment and support services.
- b) The Nursing Anne instrumentation and related components meet strict scientific and clinical performance specifications and incorporate proprietary technology.
- c) The Nursing Anne 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

9/4/2025

Date