

NOTICE OF INTENT TO AWARD SOLE SOURCE PROCUREMENT

Title:	Procurement of the MamaAnne Maternal and Birthing 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.: 204618522/Purchase No.: PO-GF-2025-P-0065-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.: 204618522/Purchase No.: PO-GF-2025-P-0065-BB
CAPTION: Procurement of MamaAnne Maternal and Birthing Simulator: 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 (UDC-CC), through its Nursing and Allied Health programs (Associate of Applied Sciences in Nursing), has an immediate and essential requirement for specialized maternal and birthing simulation equipment to support students in developing clinical competencies through realistic, hands-on training in a safe and controlled environment.

Maternal survival and perinatal care remain critical challenges in global health. According to the World Health Organization (WHO), maternal mortality decreased by 40% between 2000 and 2023, but progress has slowed, and maternal fatalities still occur every two minutes worldwide—many of them preventable. High-fidelity simulation training is a proven strategy to address these gaps, equipping healthcare providers with the skills, confidence, and teamwork required to improve maternal outcomes and reduce preventable deaths.

The MamaAnne Simulator represents the next generation of maternal simulation technology, designed through a joint effort between Laerdal and Limbs & Things. It enables inclusive, evidence-based training for maternal and obstetric emergencies while offering simplified setup, modular design, advanced realism, and responsive features such as:

- **Automatic Delivery System (ADS):** precise, accurate, and realistic birthing movements.
- **Skin Tone Realism:** dark and medium skin tones in medical-grade silicone for authentic training.
- **Multiple Birthing Positions:** supine, semi-recumbent, lithotomy, lateral, sitting, and all-fours.

- **Feedback Sensors:** suprapubic pressure sensors for shoulder dystocia, responsive uterus for boggy/firm tactile training.
- **Rapid Setup:** modular belly-latch system, fluid reservoirs, and simplified loading mechanisms reduce staff burden and increase training time.
- **Postpartum Hemorrhage (PPH) Scenarios:** flexible bleeding solutions with internal and external blood tanks for realistic high-volume scenarios.
- **Mixed Reality Integration (MaternityMR):** VR/MR headset option for immersive, next-generation training in perinatal and obstetric emergencies.

The MamaAnne platform is specifically designed to advance team communication, continuity of care, early recognition of complications, rapid intervention, and improved resuscitation performance. These align directly with the Nursing Program's mission and its accreditation requirements for high-fidelity, simulation-based learning.

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

- Provides skill mastery through repeated practice of fundamental and advanced maternal/obstetric techniques.
- Strengthens critical thinking and decision-making in high-stakes clinical scenarios.
- Promotes patient safety by ensuring student readiness before clinical placements.
- Ensures compliance with accreditation standards, which mandate advanced simulation-based training.

To meet these minimum needs, UDC-CC requires procurement of the following equipment and services:

- **MamaAnne Dark**
Includes: MamaAnne Manikin (Dark), Birthing Baby with Placenta, Incomplete Placenta with Retained Parts, Delivery and Transition to PPH Belly with Palpable Contractions, Boggy and Firm Uterus, Advanced PPH Uterus with Cervix, Cephalic and Breech Clamps, Clean Bleed Mats (x2), Consumables, Gown, Quick Setup Guide, User Guide.
- **MamaBirthie Dark with C-section**
- **All-in-One Panel PC**
For use with LLEAP or as a patient monitor.
Requires additional mounting hardware (# 6H1W8AA, wall mount not sold by Laerdal).
- **Laptop Computer**
Configured for LLEAP, ultrasound simulation, or patient monitor use.
- **Portable Router (US)**
- **MamaAnne On-Site Course (One Day, up to 8 participants)**
Hands-on course covering simulator operation, instructor device, operating modes, and system features.
- **MamaAnne ProTech Coverage**
Full technical coverage including simulator, monitor, instructor laptop, SimPad, loaner coverage, updates, product modifications, one annual maintenance, and premium technical support.

- **Warranty**
One (1) year warranty on manufactured products; 90-day warranty on refurbished products.
Two (2) year parts replacement warranty with technical assistance for Hill-Rom refurbished products.
- **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 with five or more training days.

3. ESTIMATED COST

The estimated cost for this contract is \$107,466.23.

4. FACTS THAT JUSTIFY SOLE SOURCE PROCUREMENT

- Laerdal Medical Corporation (Laerdal), in partnership with Limbs & Things, the exclusive developers and manufacturers of the MamaAnne maternal and birthing simulator platform.
- Laerdal Medical Corporation is the exclusive developer and distributor of the MamaAnne simulator. The equipment and services are proprietary to Laerdal and are not available from any other source.
- Laerdal Medical Corporation has confirmed that they are the sole authorized vendor and distributor of MamaAnne in the United States. No third-party vendors are authorized to sell or support this equipment.
- The MamaAnne platform is uniquely capable of:
 - Integrating with existing Laerdal Learning Application (LLEAP) systems currently in use at UDC;
 - Delivering high-fidelity maternal and obstetric simulations required for accreditation and student competency; and
 - Providing training, warranty, and ProTech technical coverage solely supported by Laerdal.

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

9/4/2024

Date