

NOTICE OF INTENT TO AWARD SOLE SOURCE PROCUREMENT

Title:	Procurement of the SimCapture Pro Full-Scale Simulation Management Solution (includes installation, training, warranty coverage, and performance assurances).
Notice Date:	August 27, 2025
Response Due Date:	September 5, 2025
Reference Number:	UDC Reference No.: 204627797/Purchase No.: PO-GF-2025-P-0068-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.: 204627797/Purchase No.: PO-GF-2025-P-0068-BB
CAPTION: Procurement of SimCapture Pro Full-Scale Simulation Management
Solution: 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 a comprehensive and specialized solution to capture, manage, and integrate healthcare simulation training activities into a unified digital platform. This solution must support students in developing clinical competencies through realistic, hands-on training in a safe, standardized, and controlled environment, while also meeting accreditation standards and programmatic learning outcomes.

The required system must provide capabilities to:

- **Unify Simulation Activities on One Platform:** Allow faculty to centrally manage Objective Structured Clinical Examinations (OSCEs), team-based training, and student encounters across multiple bays, labs, and floors through a single interface.
- **Enhance Patient Safety and Training Continuity:** Integrate in-situ simulation events with lab-based training to deliver consistent, data-driven feedback that directly impacts patient safety outcomes.
- **Support Competency-Based Nursing Education:** Provide digital assessment, evaluation tools, and analytics to track skill acquisition, ensure learner readiness, and produce better-prepared nurses.
- **Address Interdisciplinary Education:** Extend to medical, nursing, midwifery, and EMS education programs, enabling standardized evaluation and competency tracking across multiple disciplines.
- **Enable Recording, Playback, and Assessment:** Provide video, audio, and performance capture for both live and debriefed sessions to ensure quality feedback and continuous improvement.

High-fidelity simulation and centralized digital management are critical to UDC-CC's academic and clinical mission because they:

- Enable skill mastery through repeated practice of fundamental and advanced techniques.
- Provide critical thinking and decision-making opportunities in controlled scenarios.
- Protect patient safety by ensuring students are prepared prior to working with real patients.
- Ensure compliance with accreditation standards, which require advanced simulation-based training and comprehensive evaluation.

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

- **SimCapture Pro (Years 1–5)**
 - SimCapture Pro Cloud Annual Subscription (includes Node with warranty, cloud storage, mobile app, software support/maintenance).
 - SimCapture Pro Cloud Implementation (software setup, educational services, network configuration, LLEAP integration, control room demonstration).
 - Training Courses (System Administrator Setup and Faculty Features & Functions).
- **AV Services**
 - **SimCapture AV Installation.**
 - **SimCapture Site Survey.**
- **Simulation Labs (1 & 2)**
 - Advanced Audio Package for Ceiling-Mount Installation.
 - Hardware Paging Speaker Package (Ceiling-Mount).
 - Hardware Paging Speaker Package (Surface-Mount).
 - PTZ Camera Package.
 - HDMI to IP Encoder Package.
 - Telephone Tap Package.
- **Center Debrief**
 - Standard Audio Package.
 - PTZ Camera Package.
- **Control Rooms**
 - Hardware Paging Station Package.
- **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.
- **Training and Education**
 - Onsite and virtual education valid for one (1) year from purchase.
 - Extended Educational Pathway Training valid for up to five (5) years with purchase of five (5) or more training days.
 - Support under Contracts/Technology Sustainment Programs (TSP) and Advanced Care & Maintenance Courses.

3. ESTIMATED COST

The estimated cost for this contract is \$93,144.58.

4. FACTS THAT JUSTIFY SOLE SOURCE PROCUREMENT

- a) Laerdal Medical Corporation is the **sole authorized manufacturer and distributor** of SimCapture Pro and its associated services in the United States.
- b) SimCapture Pro is a proprietary platform developed and distributed exclusively by **Laerdal Medical Corporation**.
- c) No other vendor offers a platform that natively integrates with Laerdal's simulation manikins, LLEAP software, and proprietary hardware.
- d) SimCapture is the only system that combines cloud-based OSCE management, live video/audio capture, automated assessments, and data-driven debriefing in a single solution.
- e) Its QCPR integration and real-time performance metrics are exclusive features not available through competing systems.

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