

Request to Approve Purchase of Laerdal Mannequins

Recommendation:

Staff recommends approval to purchase 2 (two) high-fidelity patient simulators from Laerdal for a total cost of \$108,990.77.

Summary:

Northland Pioneer College (NPC) has utilized medium-fidelity patient mannequins in its nursing skills laboratories for many years. These mannequins do not appear life-like, are limited in the skills students can perform on them, and require significant faculty involvement for the results of care decisions made by students during scenarios to be reflected in a timely and appropriate manner. Scenarios become fragmented, less-closely resemble actual patient care, and can take on a “pretend” atmosphere. Students would benefit from the addition of more realistic simulators to approximate situations they encounter in the actual clinical environment and the availability of faculty as coaches rather than equipment operators.

Nursing and Allied Health (NAH) at Northland Pioneer College requests funds for the purchase of two high-fidelity simulators, one each for the Show Low and Winslow campuses. The high-fidelity simulators will allow students the opportunity to practice skills and interactions in safe, reproduceable environments away from the actual bedside, where mistakes can be made, without harming the patient, and debriefing through the use of video recording of the scenarios becomes a powerful teaching tool. Much as airline pilots train through the use of flight simulators which respond to decisions made “in the moment,” so too do high-fidelity patient simulators demonstrate responses to actions initiated by the student nurse. Simulation is also recognized as the gold standard for teaching teamwork skills and communication among members of the health care team, both of which are integral to maintaining patient safety in an increasingly complex health care environment.

Cooperative pricing through the Buy Board Contract 610-20 was utilized to ensure best value for the NPC.





Laerdal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590
Phone Order To: 877-LAERDAL
Fax Order To: (800) 227-1143
Email: customerservice@laerdal.com

CLIENT EXECUTIVE
Mike Mikkelsen
(845) 245-7082
mike.mikkelsen@laerdal.com

To prevent any delays in processing your purchase, please include your quote # when ordering.

DATE: 3/2/2022
ATTN: Mrs. Ruth Zimmerman
Director of Nursing and Allied Health
+1928-532-6133
ruth.zimmerman@npc.edu

QUOTE NUMBER: Q-538256
CREDIT TERMS: 30 days
EXPIRATION DATE: 6/23/2022

BILL TO: 00124770
NORTHLAND PIONEER COLLEGE
P O Box 610
Holbrook AZ 86025

BuyBoard Contract 610-20 pricing applied

SimMan Essential

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
2	213-02155	SimMan Essential Medium with Reactive Eyes Includes SimMan Essential Manikin, LLEAP License, USB Headset/Microphone, SpO2 Probe, Keyboard and Mouse, Consumables, Clothing, Soft Sided Carry Case, 1 Year Manufacturer's Warranty.	\$46,226.00	\$43,452.44	\$86,904.88
2	400-10201	Laptop For use with LLEAP, Ultrasound, or as a Patient Monitor	\$2,084.00	\$1,958.96	\$3,917.92
2	400-29301	All In One Panel PC For use as an Instructor Computer with LLEAP software, or a LLEAP, SimPad or SimPad Plus Patient Monitor	\$2,641.00	\$2,482.54	\$4,965.08
1	213-B-EDBNDL1	SimMan Essential Education Bundle: Getting Started/ LLEAP A 2-day educational session with a Laerdal Educator at the customer site for up to 8 participants. Day one focuses on fundamental knowledge of the Simulator and day two provides in-depth knowledge of the Learner Application software.	\$6,814.00	\$6,405.16	\$6,405.16
SimMan Essential TOTAL:					\$102,193.04

ITEM TOTAL : \$102,193.04
SHIPPING/HANDLING : \$600.00
TAX : \$6,197.73
ADDITIONAL CHARGE/CREDIT : \$0.00
TOTAL : \$108,990.77

There are various payment options; please see bottom of your quote for further clarification.
Appropriate Sales Tax will be added to invoice – Pricing and Availability are subject to change
Shipping/Handling costs will be added to invoice

By Accepting this Quote, the following terms are hereby incorporated into customer's order:

Products:

Products that are currently on contract will be removed immediately if manufacturing or distribution of the product is discontinued.

Payment:

Net 30 Days for approved open accounts; CIA; Credit Cards accepted. Financing options now available – sample leasing payment terms follow.

Lease term 24 months: USD 4,283.04 *

Lease term 36 months: USD 2,855.36 *

Lease term 48 months: USD 2,141.52 *

* Quoted payments do not include Interest, Taxes, Maintenance, Cancellation fees or Insurance. Quotes are subject to credit approval and may change without notice.

Warranty:

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:

Delivery of product to a specific location within your building, if requested is at an additional charge and not included in this quote

Training:

Training will be scheduled within a year of the customer's agreed upon due date.

CANCELLATION or RESCHEDULING of EDUCATIONAL or TECHNICAL SERVICES WILL RESULT IN CANCELLATION/RESCHEDULING FEES.

7 DAYS OR LESS: 100% of Course / Service Cost

8 DAYS to 2 WEEKS: 75% of Course / Service Cost

15 DAYS to 20 DAYS: 50% of Course / Service Cost

3 WEEKS or MORE: NO FEE

Customer will be required to submit a new PO to reschedule a cancelled course / service.