

Request to Purchase Nursing Childbirth Simulators (2) with Nurse Education Investment Pilot Program Funds

Recommendation:

Staff recommends the purchase of two Laerdal Medical Corporation SimMom Model Childbirth Simulators at a cost of \$114,876.11.

Procurement Process and Budget Information:

Funding for this capital purchase is available over the life of the Nurse Education Investment Pilot Program grant. The bid prepared by Laerdal Medical is consistent with national cooperative ("Buy Board") pricing.

Summary:

Funding allocated through the Nurse Education Investment Pilot Program provides for "capital expenses that are directly related to additional faculty and students, including student support services." The Northland Pioneer College Nursing Program does not currently own functional childbirth simulators necessary for optimal presentation and practice of maternal/neonatal assessment and management in the skills lab setting.

The Laerdal SimMom product offers consistency in equipment and peripherals being used with other high-fidelity simulators in the Nursing Program, and does not require faculty or students to learn new operating systems or features.

City of Holbrook tax is missing from the attached quote and inclusion brings the total purchase cost to \$114,876.11.





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
 Bruna Rodrigues
 bruna.rodrigues@laerdal.com

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

DATE: 2/7/2023
ATTN: Mrs. Ruth Zimmerman
 Director of Nursing and Allied Health
 +1928-532-6133
 ruth.zimmerman@npc.edu

QUOTE NUMBER: Q-670611

CREDIT TERMS: 30 days

EXPIRATION DATE: 5/7/2023

SHIP TO
 Northland Pioneer College
 Ruth Zimmerman
 1001 West Deuce of Clubs
 Show Low AZ 85901

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

BuyBoard Contract 610-20 Pricing Applied

SimMom

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
2	377-03050	SimMom Tetherless Includes: SimMom Manikin, Birthing Baby with placenta, 4 Uteri Modules (Cervix, Amniotic Bag, Post-Partum Hemorrhage Module and Inverted Uterus), Set of Consumables, Blood Pressure Cuff, Quick Set up guide, LLEAP License and MamaBirthing at no additional charge	\$40,099.00	\$37,693.06	\$75,386.12
2	360-00133	MamaBirthing (L)	\$1,749.00	\$0.00	\$0.00
2	377-05350	ADM2 for SimMom Tetherless Includes Complete ADM (pneumatic delivery canister), product orientation, lubricant and soft case for storage of the ADM.	\$6,499.00	\$6,109.06	\$12,218.12
2	400-10201	Laptop For use with LLEAP, Ultrasound, or as a Patient Monitor	\$2,149.00	\$2,020.06	\$4,040.12
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	\$2,749.00	\$2,584.06	\$5,168.12
1	377-B-EDBNL1	SimMom 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.	\$7,898.00	\$7,424.12	\$7,424.12
SimMom TOTAL:					\$104,236.60

ITEM TOTAL :	\$104,236.60
SHIPPING/HANDLING :	\$810.00
ADDITIONAL CHARGE/CREDIT :	\$0.00
TAX :	\$6,277.11
TOTAL :	\$111,323.71

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 4,376.94 *

Lease term 36 months: USD 2,917.96 *

Lease term 48 months: USD 2,188.47 *

* 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/Education:

Onsite and Virtual Education will expire one (1) year from date of purchase. Exceptions include:

- Educational Pathway trainings will expire two (2) years from date of purchase. Five (5) or more Ed Path Training days will expire in five (5) years.
- Contracts/Technology Sustainment Program (TSP)
- Advanced Care & Maintenance Courses

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.

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