

COMMONWEALTH OF VIRGINIA
DIVISION OF PURCHASES AND SUPPLY
1111 E. BROAD STREET
P. O. BOX 1199
RICHMOND, VIRGINIA 23218-1199

NOTICE OF CONTRACT RENEWAL

1. DATE March 16, 2007
2. COMMODITY NAME Manikin Devices
3. CONTRACT NUMBER..... E194-06030427-4
4. CONTRACT PERIOD July 1, 2007 through June 30, 2008
5. SUPERSEDES..... E194-06030427-3
6. AUTHORIZED USERS State Agencies
7. CONTRACTOR(S) FEIN NUMBER 132587752
8. CONTRACTOR..... Laerdal Medical
167 Myers Corners Road
Wappingers Falls, NY 12590
Email: Catherine.masten@laerdal.com
9. CONTRACTOR(S) PHONE NUMBER..... (800) 648-1851 Ext 692 Phone / (800) 266-4359 Fax
10. TERMS..... Net 30
11. DELIVERY 10 Calendar Days ARO
12. F.O.B..... Agency
13. MINIMUM ORDER \$150.00
14. FOR FURTHER CONTRACT INFORMATION CONTACT: Tina M. Mizelle, VCO
Phone: (804) 786-1603
Fax: (804) 786-5413
Email: tina.mizelle@dgs.virginia.gov
15. ADDITIONAL COPIES OF CONTRACTS AND ANY ASSOCIATED CONTRACT CHANGES MAY BE VIEWED AND PRINTED AT THE DPS WEBSITE: www.eva.state.va.us/dps.
16. NOTICE TO ALL STATE AGENCIES: This contract is the result of a competitive bid program and its use is mandatory for all State Agencies (unless otherwise indicated in item 6 above) in the purchase of any commodity listed herein. If the commodity or services available under this contract cannot be used by an agency, a request to purchase other goods or services of a similar nature shall be submitted to the appropriate DGS/DPS contract/purchase officer for approval. A complete and factual written justification is necessary to support the request. Refer to Section 13.7a of the Agency Procurement and Surplus Property Manual.
17. **Note:** This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.



By: _____
Statewide Commodity Contract Officer

INSTRUCTIONS

1. ORDERS:
 - A. Unless otherwise instructed by the Division of Purchases and Supply, all departments, institutions and agencies of the Commonwealth of Virginia will order items/services through eVA.
 - B. If this contract is authorized for use by localities, Virginia cities, counties, towns and political subdivisions, orders will be placed through eVA to the maximum extent possible.
2. The applicable contract number, federal employer identification number (FEI), and item number (for itemized contracts) must be shown on each purchase order and copy, each facsimile transmission or given verbally when telephonic orders are placed.
3. Inspection on delivery and approval of vendor's invoice is the responsibility of receiving state agency, Virginia city, county, town or political subdivision.
4. Any complaint as to quality, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to the Division of Purchases and Supply for handling with the contractor. Preprinted forms (DGS-41-024), by which to facilitate the notification of the contractor and this office of complaints, are available from the Division of Purchases and Supply (786-8873).
5. Renewals. One (1), one year renewals remain. The decision as to whether to exercise the next renewal option will be made by the contract officer approximately four to six months in advance of the expiration date of the current term.
6. Price Adjustments. During the current term of the contract, price escalation may be allowed every 365 days, if justified. The contract officer makes the decision to allow or deny a request for increase based upon the documentation submitted by the contractor. The contractor is required to pass on any price reductions immediately. **IMPORTANT!** All price increases must be approved by the contract officer. Contract users will be sent a Notice of Contract Change from this office as official notification of such changes, if approved.

Commonwealth of Virginia State Simulation Contract

Product # Price Description

New Contract Pricing and Product Information

211-00050	\$	28,495.00	SimMan Patient Simulator to include 30 MicroSim Licenses, Installation (1008407), Initial 2 day training at LTX or LNY (210-92050 / 210-90050) and 1 day refresher training (210-90250) at customer facility.
210-09001	\$	7,195.00	Peripheral Kit Complete - Laptop and Linkbox
210-09101	\$	5,000.00	Peripheral Kit with Linkbox only
210-01150	\$	3,000.00	Compressor
245-18050	\$	1,145.00	Transportation Case for Peripheral Kit and Linkbox
381602	\$	383.00	Transportation Case for Compressor
381655	\$	767.00	Transportation case for SimMan
210-VPLUSP	\$	5,500.00	Platinum Service Program

245-05050	\$	26,460.00	SimBaby Infant Simulator to include Installation (1008407), Initial 2 day training at LTX or LNY (210-92050 / 210-90050) and 1 day refresher training (210-90250) at customer facility.
210-09001	\$	7,195.00	Peripheral Kit Complete - Laptop and Linkbox
210-09101	\$	5,000.00	Peripheral Kit with Linkbox only
210-01150	\$	3,000.00	Compressor
245-18050	\$	1,145.00	Transportation Case for Peripheral Kit and Linkbox
381602	\$	383.00	Transportation Case for Compressor
210-VPLUSP	\$	5,500.00	Platinum Service Program

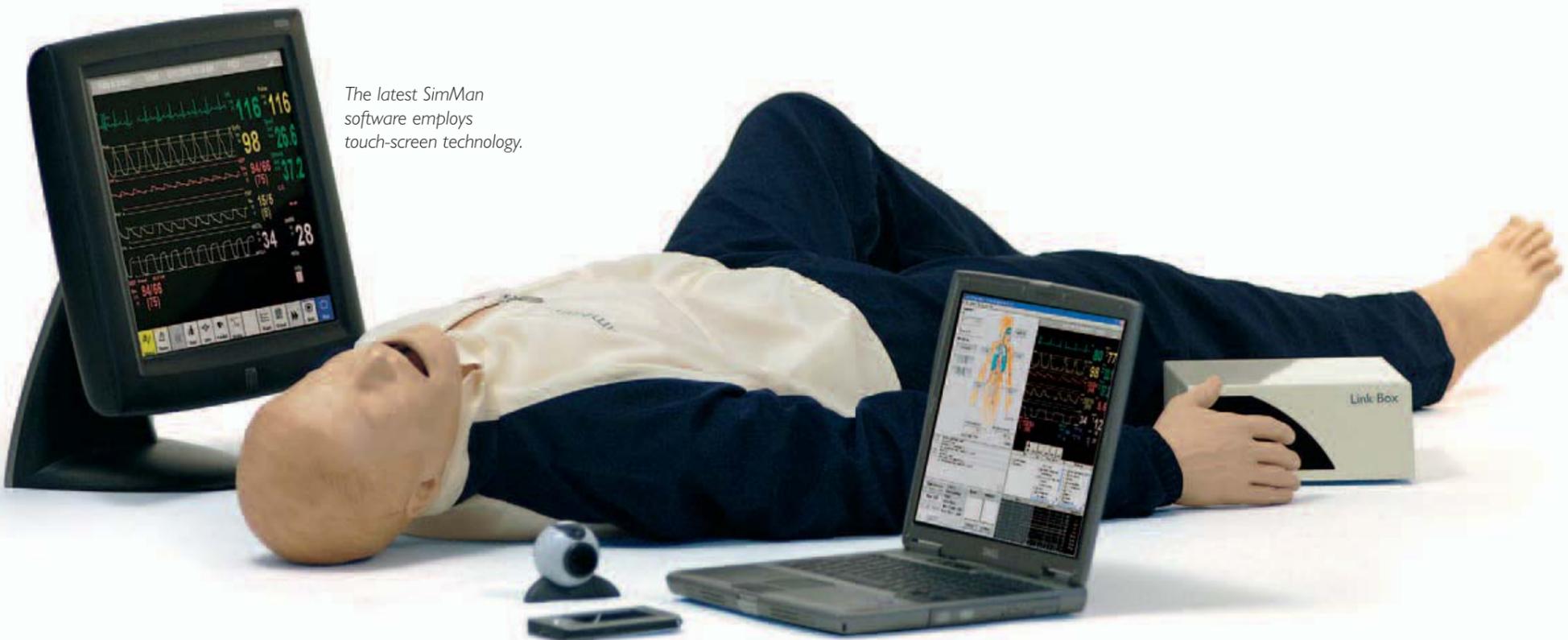
Shipping and Handling estimated \$150.00 - \$200.00 (for manikin, peripheral kit and compressor only)--Optional Accys require Addtl. S/H charges

Training -	For each SimMan or SimBaby purchased - 1 person, all expenses paid to LTX or LNY for 2 day In-service training		
210-92050	\$	1,250.00	Tuition NO CHARGE
210-90050	\$	1,495.00	Travel NO CHARGE

advanced simulation in emergencies



The latest SimMan software employs touch-screen technology.



SimMan

The Laerdal SimMan offers educators the ability to provide realistic and challenging scenario based simulation to test learners' critical thinking and clinical decision-making skills.

With realistic anatomy, accurate clinical functionality and PC-software driven operation with integrated video debriefing, SimMan provides numerous educational opportunities for healthcare professionals.



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www.laerdal.com

211-00050 SimMan Manikin

Includes: Manikin, BP cuff, SpO₂ probe, Air/CO₂ tube, Operating software, Directions for Use.

210-090xx Peripherals Kit Complete

Includes: Simulated patient monitor, USB web-camera, USB hub, PDA as remote control, Link Box and laptop.

210-091xx Peripherals Kit Standard

Includes: Simulated patient monitor, USB web-camera, USB hub, PDA as remote control and Link Box.

*xx = language version

Optional accessory:

210-01050	Compressor 230-240V
210-01150	Compressor 110V
381220	Regulator Unit
381850	Portability Kit
381655	Transportation Case SimMan
381602	Transportation Case Compressor
245-18050	Transportation Case Simulator Peripherals



Airway Features

- Multiple airway skills:
 - Bag/valve mask ventilation
 - Oropharyngeal and nasopharyngeal airway placement
 - Combitube placement
 - LMA placement
 - Endotracheal tube intubation
 - Retrograde intubation
 - Fiberoptic intubation
 - Light Wand intubation
 - Transtracheal jet ventilation
 - Needle cricothyrotomy
 - Surgical cricothyrotomy
 - Fiberoptic bronchoscopy
- Exhaled CO₂ Flow
- Spontaneous respiration and variable respiratory rate
- Trismus, tongue edema, pharyngeal obstruction and laryngospasm
- Decreased cervical range of motion
- Decreased lung resistance
- Pneumothorax decompression at 3 sites and chest tube insertion
- Stomach decompression

Circulatory Skills and IV Drug Administration

- IV training arm with replaceable skin and veins
- Sites for subcutaneous and intramuscular injections

Pulses

- Carotid, femoral, brachial, radial, dorsalis pedis and posterior tibialis pulses
- Pulses synchronized with ECG or compressions
- Pulse strength dependent on BP selected and pulse sites

Cardiac Functions

- Extensive ECG library with rate from 20-200
- Compression artifacts on ECG during CPR

- Defibrillation/Cardiac monitoring - 3 lead (4 connectors) ECG monitoring or via the defib paddles
- External Pacing – with variable pacing threshold

CPR

- ABC check
- Ventilation
- Chest compression
- ECG and heart rate can be displayed on the simulated monitor

Blood Pressure

- Can be taken automatically, auscultated or palpated
- Blood pressure arm with Korotkoff sounds synchronized with pulse for auscultation and palpation
- Easily varied BP: Systolic and diastolic can be set independently

Genitalia for Urinary Catheterization

- Male or female genitalia can be added to the simulator for urinary catheterization procedures

Sounds

- Simulator “speaking” through instructor microphone
- Heart sounds synchronized with ECG
- Independent left and right lung sounds
- Bowel sounds
- Vocal sounds, pre- or user-programmed
- Independent volume adjustment

Software operation

- Easy to operate
- Manual control over all parameters
- Scenario operation including Trend and Handlers preprogrammed by user

Video debriefing

- Web-camera recording
- Review event log together with synchronized recording of patient monitor and in-room video
- Stand alone debrief viewer for off site review

Simulated patient monitor

- Highly configurable
- Simulate several parameters including ECG (2 traces), SpO₂, CO₂, ABP, CVP, PAP, PCWP, NIBP, TOF, Cardiac output and other
- Viewable X-rays and snap shoot of 12 lead ECG
- Touch screen operation
- Multi level alarm

Remote control

- PDA as remote communicates through software via Bluetooth
- Easy-to-use software similar to PC user interface

Recommended Laptop Specification

Type:	Dell Latitude
Processor:	Pentium M, 1.8GHz
HDD:	60 GB
RAM:	512 MB min.
System:	Win XP Pro
Screen:	Dual screen with 1280 x 1024
Mouse:	2 button scroll wheel mouse
Other:	CD-RW
	RS-232 (serial port)
	Microphone input
	Headphone output
	2-4 USB ports
	Internal Bluetooth
	Built-in Ethernet LAN

Optional Module Set Available

- SimMan Trauma Module Set
- SimMan Nursing Wound Module Set
- SimMan Bleeding Control Module Set

For more product information, please visit www.laerdal.com



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SimBaby

Ordering Information:

245-05050 SimBaby manikin

Includes: Manikin, BP Cuff, SpO₂ probe, Air/CO₂ tube, Set of consumables, Operating software, Directions for Use

210-090xx Peripherals kit Complete

Includes: Simulated patient monitor, USB web-camera, USB hub, PDA as remote control, Link Box and laptop

210-091xx Peripherals kit Standard

Includes: Simulated patient monitor, USB web-camera, USB hub, PDA as remote control and Link Box

Optional accessory:

210-01150	Compressor 110V
210-01050	Compressor 230/240V
381220	Regulator unit
381850	Portability kit
381602	Transportation case compressor
245-18050	Transportation case simulator peripherals

* xx = language versions

Airway features

- Airway opening required by head tilt, chin lift and jaw thrust
- Suctioning, practicing the motions of suctioning
- Oropharyngeal and nasopharyngeal airways
- Bag-Valve Mask ventilation
- Oro-and nasotracheal intubation
- Sellick's maneuver
- LMA insertion
- Fiberoptic intubation
- Gastric tube insertion
- Variable lung compliance
- Variable airway resistance

Airway Complications

- Tongue edema
- Laryngospasm
- Pharyngeal swelling
- Right mainstem intubation
- Gastric distention

Breathing features

- Spontaneous breathing with variable rate, depth and regularity
- Bilateral and unilateral chest rise and fall
- CO₂ exhalation
- Normal and abnormal breath sounds – bilateral
- Oxygen saturation

Breathing complications

- See-saw respiration
- Retractions
- Pneumothorax
 - Unilateral chest movement
 - Unilateral breath sounds
 - Unilateral needle thoracocentesis mid-clavicular
 - Unilateral chest tube insertion

Cardiac

- Extensive ECG library with rate from 20-360
- CPR compression generate palpable pulses, blood pressure wave form, and generates artifacts on ECG

Circulation features

- Blood pressure (BP) measured manually by auscultation of Korotkoff's sound
- Radial, brachial and femoral pulses synchronized with ECG
- Pulse strength variable with BP
- Heart sounds
- Reading of cardiac rhythms via 4 connectors
- 3-Lead ECG monitoring
- 12 lead dynamic ECG display
- Defibrillation and cardioversion

Vascular access

- Venous access antecubital fossae, dorsum of the hand and long saphenous vein
- Intraosseous insertion – bilateral
- IV bolus and infusion
- Simulated blood flashback upon venous cannulation

Sounds

Vocal: Crying, coughing, hick up and other
Lung: Normal, crackles, stridor; wheezes and other
Heart: Normal, diastolic murmur; systolic murmur and other

Software features

- Easy to operate
- Manual control over all parameters
- Scenario including Trend and Handlers preprogrammed by user

Debriefing viewer

- Web-camera recording
- Review event log together with synchronized recording of patient monitor and in-room video

- Stand alone debrief viewer for off site review

Simulated patient monitor

- Highly configurable
- Simulate several parameters including ECG (2 traces), SpO₂, CO₂, ABP, CVP, PAP, PCWP, NIBP, TOF, Cardiac output and other
- Viewable X-rays and snap shoot of 12 lead ECG
- Touch screen operation
- Multi level alarm

Remote control

- PDA as remote communicates through software via Bluetooth
- Easy-to-use software similar to PC user interface

Other features

- Replaceable pupils with different sizes
- Distendable fontanel
- Torso motion

Recommended Laptop Specification

Type: Dell Latitude D600 or similar
Processor: Pentium M, 1.8GHz
HDD: 60 GB
RAM: 512 MB min.
System: Win XP Pro
Screen: Dual screen with 1280 x 1024
Mouse: 2 button scroll wheel mouse
Other: CD-RW
RS-232 (serial port)
Microphone input
Headphone output
2-4 USB ports
Internal Bluetooth
Built-in Ethernet LAN

For more product information, please visit www.laerdal.com



Laerdal

helping save lives

Infant emergencies made real



SimBaby

The Laerdal SimBaby offers you the ability to provide simulation education to challenge and test your learners' critical thinking, and clinical decision-making skills during realistic scenarios.

SimBaby has realistic anatomy and clinical functionality, and includes software with video-debriefing.



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167 Myers Corners Road
 Wappingers Falls, NY 12590
 Toll Free 877-LAERDAL (523-7325)
 Local 845-297-7770
 Fax 800-227-1143
 www.laerdal.com

Date: 2/26/2007

Quoted by:
 Eric Schmitt

Adult/Infant Virtual IV 2 System - Complete System with Laptop Computer

QTY	P/N	Description	Price ea.	Total
Simulation				
Virtual IV, Infant Virtual IV, Virtual Phlebotomy (Computer, Haptics, 1 module and Anatomical Viewer must be purchased for complete system)				
1		Adult Virtual IV 2 System	\$15,865.00	\$ 15,865.00
	280-00001	Virtual IV Haptics Device		incl
	280-00201	Virtual IV Laptop Computer		incl
	280-04301	Virtual IV Prehospital Module Software		incl
	280-04501	Anatomical Viewer		incl
	280-20101	Virtual Phlebotomy Upgrade Kit-- Inhospital Only (optional)	\$3,995.00	\$ -
	280-00001EXW	Virtual IV Extended Warranty 2 Yr (optional)	\$2,250.00	\$ -

OR

1		Infant Virtual IV System	\$15,865.00	\$ 15,865.00
	280-10050	Infant Virtual IV Haptics Device		incl
	280-00201	Infant Virtual IV Laptop Computer		incl
	280-13101	Infant Virtual IV Pre-Hospital Module Software		incl
	280-13201	Anatomical Viewer		incl
	280-10050EXW	Infant Virtual IV Extended Warranty 2 Yr (optional)	\$2,250.00	
	280-04150	Pelican Carry Case for Virtual IV and Infant Virtual IV (optional)	\$ 325.00	\$ -
		Subtotal		
		<i>estimated</i> Shipping/Handling per system		\$ 150.00
		TOTAL		

Pricing and Availability is subject to change.
Please call your representative for updated pricing after expiration
of 5/1/2007

****Shipping/Handling Cost will be prepaid & added to invoice.....**

*****Appropriate Sales Tax will be added to invoice.....**



Terms:

- Net 30 Days for approved open accounts; CIA or COD; Credit Cards accepted.
- 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.



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Date: 2/26/2007

Quoted by:
Eric Schmitt

Adult/Infant Virtual IV 2 System - Complete System with Desktop Computer

QTY	P/N	Description	Price ea.	Total
Simulation				
Virtual IV, Infant Virtual IV, Virtual Phlebotomy (Computer, Haptics, 1 module and Anatomical Viewer must be purchased for complete system)				
1		Adult Virtual IV 2 System	\$14,490.00	\$ 14,490.00
	280-00001	Virtual IV Haptics Device		incl
	280-00101	Virtual IV Desktop Computer		incl
	280-04301	Virtual IV Prehospital Module Software		incl
	280-04501	Anatomical Viewer		incl
	280-20101	Virtual Phlebotomy Upgrade Kit Inhospital Only (optional)	\$3,995.00	\$ -
	280-00001EXW	Virtual IV Extended Warranty 2 Yr (optional)	\$2,250.00	\$ -

OR

1		Infant Virtual IV System	\$14,490.00	\$ 14,490.00
	280-10050	Infant Virtual IV Haptics Device		incl
	280-00101	Infant Virtual IV Desktop Computer		incl
	280-13101	Infant Virtual IV Pre-Hospital Module Software		incl
	280-13201	Anatomical Viewer		incl
	280-00001EXW	Virtual IV Extended Warranty 2 Yr (optional)	\$2,250.00	\$ -
1	280-04150	Pelican Carry Case for Virtual and Infant Virtual IV Systems (optional)	\$325.00	\$ 325.00

Subtotal
estimated Shipping/Handling per System \$ 165.00
TOTAL

Pricing and Availability is subject to change.
Please call your representative for updated pricing after expiration of 5/1/2007

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*****Appropriate Sales Tax will be added to invoice.....**



Terms:

- Net 30 Days for approved open accounts; CIA or COD; Credit Cards accepted.
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Date: 2/26/2007

Quoted by: Eric Schmitt

Adult/Infant Virtual IV 2 Systems - Includes Both Systems with Laptop and Carry Case

QTY	P/N	Description	Simulation	Price ea.	Total
Virtual IV, Infant Virtual IV, Virtual Phlebotomy (All Part Numbers Listed Below Must Be Purchased For A Complete System)					
1		<u>Adult / Infant Virtual IV 2 System</u>		\$28,680.00	\$ 28,680.00
	280-00001		Adult Virtual IV Haptics Device		incl
	280-10050		Infant Virtual IV Haptics Device		incl
	280-00201		Virtual IV Laptop Computer		incl
	280-04301		Virtual IV Prehospital Module Software		incl
	280-13101		Infant Virtual IV Pre-Hospital Module Software		incl
	280-04501		Anatomical Viewer --Adult		incl
	280-13201		Anatomical Viewer --Infant		incl
	280-04150		Pelican Transportation Case		incl
	280-00001EXW	Virtual IV Extended Warranty 2 Yr (optional)		\$2,250.00	\$ -
	280-10050EXW	Infant Virtual IV Extended Warranty, 2Yr (optional)		\$2,250.00	\$ -
				Subtotal	\$ 28,680.00
				estimated Shipping/Handling per system	\$ 200.00
				TOTAL	\$ 28,880.00

Pricing and Availability is subject to change.
Please call your representative for updated pricing after expiration of 5/1/2007

****Shipping/Handling Cost will be prepaid & added to invoice.....**

*****Appropriate Sales Tax will be added to invoice.....**



Terms:

- Net 30 Days for approved open accounts; CIA or COD; Credit Cards accepted.
- 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.