

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 ..... June 30, 2008
2. COMMODITY NAME ..... Manikin Devices
3. CONTRACT NUMBER..... \*E194-06030427-08
4. CONTRACT PERIOD ..... July 1, 2008 through June 30, 2009
5. SUPERSEDES..... E194-06030427-3
6. AUTHORIZED USERS ..... State Agencies
7. CONTRACTOR(S) eVA NUMBER..... E4324
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: Lucinda A. Garwood, VCO  
Phone: (804) 786-5412  
Fax: (804) 786-0223  
Email: [lucinda.garwood@dgs.virginia.gov](mailto:lucinda.garwood@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](http://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.

\*Pricing attached from Laerdal represents a 1% discount.

FOR DISCOUNTED PRICING GO THROUGH AN APPROVED LAERDAL DEALER (dealers are listed in eVA under NIGP code 34568)

This contract is a Sole Source product.

167 Myers Corners Road  
 Wappingers Falls, NY 12590  
 ph- 800-648-1851 x2474  
 Fax 800-258-6134  
 Eric.Schmitt@Laerdal.com



**Laerdal**  
 helping save lives

Date: 7/2/2008

Quoted by: Eric Schmitt and Sturgis Kidder

State of Virginia Contract. Ms. Lucinda Garwood

Quote #: 7208

Phone: 804-786-5412

**Re- PRICE QUOTATION-"TRAINING EQUIPMENT"**

QTY	P/N	Description	List Price ea.	VA Contract Pri
		<b>Simulation</b>		
1	212-01001	<b>SimMan 3G Patient Simulator Package</b>	\$ 60,695.00	\$ 60,695.00
		<b>Package includes:</b>		
		SimMan 3G Manikin		
		SimMan 3G Software & License		
		Operator's Tablet PC and WebCam		
		Simulated Patient Monitor & Software		
		Simulated Patient Cables		
		Membership to the Society for Simulation in Healthcare		
		Drug Recognition Kit		
		Soft sided Transportation Case		
		Specially Designed Clothing		
		10 SimMan 3G Patient Cases for AutoMode		
		Two Day Introductory Training Course at Laerdal Site		
		Licenses for MicroSim		
		On site installation and Inservicing (Introductory Offer---\$1195.00 credited back on above pricing--offer expires 12/31/2008)		
		<b>SimMan 3G Optional Accessories</b>		
1	451-00050	<b>MicroSim Self-Directed Learning--25 Student "forever license" package:</b> includes x40 customizable, in-hospital case scenarios, Competency Management System (CMS), Learning Materials, upgrades and phone/online technical support for 3 years.	\$ 3,999.00	\$ 3,999.00
1	451-11001	<b>MicroSim Self-Directed Learning--10 Student "forever license" package:</b> includes x40 customizable, in-hospital case scenarios.	\$ 1,200.00	\$ 1,200.00
1	212-VPLUSP2	Platinum Service Program - 1 year	\$ 11,995.00	\$ 11,995.00
		** The Service Program includes: <u>Quick Start Installation and Training, x1 Preventative Maintenance Complete, x2 Loaner Program, and an Extended warranty to cover year 2</u> In addition, years 3, 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	212-VPLUSP3	Platinum Service Program - 3 year	\$ 18,495.00	\$ 18,495.00
		** The Service Program includes: <u>Quick Start Installation and Training, x2 Preventative Maintenance Complete, x3 Loaner Program, and an Extended warranty to cover years 2-3</u> In addition, year 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	212-VPLUSP5	Platinum Service Program - 5 year	\$ 32,995.00	\$ 32,995.00
		** The Service Program includes: <u>Quick Start Installation and Training, x4 Preventative Maintenance Complete, x5 Loaner Program, and an Extended warranty to cover year 2-5</u> The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	212-30150	SimMan 3G Patient Cases - Vol. 11-15	\$ 3,995.00	\$ 3,995.00
1	80-1459	AHA / ACLS Scenarios ( 31 scenarios) addtl discounts for multi-license purchases	\$ 4,194.00	\$ 4,194.00
1	80-1459T	AHA / ACLS Scenarios ( 31 scenarios) to include course PS153 (Scenario programming at your location)	\$ 5,689.00	\$ 5,689.00
1	211-17001	NLN Nursing Scenarios (20 scenarios) -addtl discounts for multi-license purchases	\$ 3,000.00	\$ 3,000.00
1	211-17001T	NLN Nursing Scenarios (20 scenarios) to include course PS153 (Scenario Programming at your location)	\$ 4,495.00	\$ 4,495.00

1	210-08001	Advanced Video System	\$ 7,995.00	\$ 7,995.00
1		<b>Laerdal SimMan Patient Simulator* w/Laptop &amp; Compressor (all part number listed below must be ordered)</b>	\$ 43,879.00	\$ 43,879.00
	211-00050	SimMan Patient Simulator		included
	210-09001	Peripheral Kit w/Linkbox & Computer		included
	210-01150	Compressor		included
	451-00050	<b>MicroSim Self-Directed Learning--25 Student "forever license" package:</b> includes x40 customizable, in-hospital case scenarios, Competency Management System (CMS), upgrades and phone/online technical support for 3 years.		included
	210-90950	Tuition and Travel (1 person)- Two day training class at Laerdal Training Center , to include assembly, interconnections, operating and programming of simulator.		included
	1008407	Standard Installation Service		included
	210-90250	Course Refresher/ Update at your facility- done after initial training completed. Up to 8 people		included
		<b>SimMan Optional Accessories Listed Below:</b>		
1	210-08001	Advanced Video System	\$ 7,995.00	\$ 7,995.00
1	451-00050	<b>MicroSim Self-Directed Learning--25 Student "forever license" package:</b> includes x40 customizable, in-hospital case scenarios, Competency Management System (CMS), Learning Materials, upgrades and phone/online technical support for 3 years.	\$ 3,999.00	\$ 3,999.00
1	451-11001	<b>MicroSim Self-Directed Learning--10 Student "forever license" package:</b> includes x40 customizable, in-hospital case scenarios.	\$ 1,200.00	\$ 1,200.00
1	80-1459	AHA / ACLS Scenarios ( 31 scenarios) addtl discounts for multi-license purchases	\$ 4,194.00	\$ 4,194.00
1	80-1459T	AHA / ACLS Scenarios ( 31 scenarios) to include course PS153 (Scenario programming at your location)	\$ 5,689.00	\$ 5,689.00
1	211-17001	NLN Nursing Scenarios (20 scenarios) -addtl discounts for multi-license purchases	\$ 3,000.00	\$ 3,000.00
1	211-17001T	NLN Nursing Scenarios (20 scenarios) to include course PS153 (Scenario Programming at your location)	\$ 4,495.00	\$ 4,495.00
1	210-VPLUSP2	Platinum Service Program	\$ 6,995.00	\$ 6,995.00
		** The Service Program includes: <u>Quick Start Installation and Training</u> , <u>x1 Preventative Maintenance Complete</u> , <u>x2 Loaner Program</u> , and an <u>Extended warranty to cover year 2</u> . In addition, years 3, 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	210-VPLUSP3	Platinum Service Program - 3 year	\$ 10,995.00	\$ 10,995.00
		** The Service Program includes: <u>Quick Start Installation and Training</u> , <u>x2 Preventative Maintenance Complete</u> , <u>x3 Loaner Program</u> , and an <u>Extended warranty to cover year 2-3</u> . In addition, years 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	210-VPLUSP5	Platinum Service Program - 5 year	\$ 18,995.00	\$ 18,995.00
		** The Service Program includes: <u>Quick Start Installation and Training</u> , <u>x4 Preventative Maintenance Complete</u> , <u>x5 Loaner Program</u> , and an <u>Extended warranty to cover year 2-5</u> . The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	211-20050	SimMan Nursing Modules-with Pedal Pulses	\$ 3,145.00	\$ 3,145.00
1	211-25050	SimMan Trauma Modules-with Pedal Pulses	\$ 2,531.00	\$ 2,531.00
1	381450	SimMan Nursing Modules-standard	\$ 1,682.00	\$ 1,682.00
1	381500	SimMan Trauma Modules-standard	\$ 1,682.00	\$ 1,682.00
1	200-20001	Wireless Headset	\$ 118.00	\$ 118.00
1	381220	Regulator	\$ 746.00	\$ 746.00
1	276-15001	NBC Module	\$ 1,113.00	\$ 1,113.00
1	210-00550	Forced Air Bleeding System Complete	\$ 2,709.00	\$ 2,709.00
1	276-16001	Smallpox Module Set	\$ 118.00	\$ 118.00
1	383110	Chest Tube Modules (set of 6)	\$ 313.00	\$ 313.00

1	381850	Portability/Power Adapter Kit- need CO2 and O2 Regulators below	\$ 1,260.00	\$ 1,260.00
1	1003296	CO2 Regulator Assembly	\$ 94.00	\$ 94.00
1	1003298	O2 Regulator Assembly	\$ 182.00	\$ 182.00
1	381655	SimMan Transportation Case	\$ 805.00	\$ 805.00
1	381602	Compressor Transportation Case	\$ 383.00	\$ 383.00
1	245-18050	Monitor/Linkbox/WebCam/PDA Transportation Case	\$ 1,145.00	\$ 1,145.00
1	210-90150	Intro to SimMan/SimBaby--Simulator Assembly and Programming - Customer Site, 2 days, max 8 people	\$ 4,495.00	\$ 4,495.00
1	210-90250	Course Refresher/ Update at your facility- done after initial training completed. Up to 8 people	\$ 1,495.00	\$ 1,495.00
1	210-90450	Customized Instruction - Customer Site, 1 day, max 8 people	\$ 1,495.00	\$ 1,495.00
1	210-91050	Scenario Programming Workshop - Customer Site, 1 day, max 8 people	\$ 1,495.00	\$ 1,495.00
1		<b>Laerdal SimBaby Infant Simulator* w/Laptop &amp; Compressor (all part numbers listed below must be ordered)</b>	\$ 39,880.00	\$ 39,880.00
	245-05050	SimBaby Infant Simulator		included
	210-09001	Peripheral Kit w/Linkbox & Computer		included
	210-01150	Compressor		included
	210-90950	Tuition and Travel (1 person)- Two day training class at Laerdal Training Center , to include assembly, interconnections, operating and programming of simulator.		included
	1008407	Standard Installation Service		included
	210-90250	Course Refresher/ Update at your facility- done after initial training completed. Up to 8 people		included
		<b>"SimBaby Optional Accessories Listed Below"</b>		
1	210-08001	Advanced Video System	\$ 7,995.00	\$ 7,995.00
1	210-VPLUSP2	Platinum Service Program- addtl. Discounts for multi-year purchases	\$ 6,995.00	\$ 6,995.00
		** TheService Program includes: <u>Quick Start Installation and Training, x1 Preventative Maintenance Complete, x2 Loaner Program, and an Extended warranty to cover year 2.</u> In addition, years 3, 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	210-VPLUSP3	Platinum Service Program - 3 year	\$ 10,995.00	\$ 10,995.00
		** The Service Program includes: <u>Quick Start Installation and Training, x2 Preventative Maintenance Complete, x3 Loaner Program, and an Extended warranty to cover year 2-3.</u> In addition, years 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	210-VPLUSP5	Platinum Service Program - 5 year	\$ 18,995.00	\$ 18,995.00
		** The Service Program includes: <u>Quick Start Installation and Training, x4 Preventative Maintenance Complete, x5 Loaner Program, and an Extended warranty to cover year 2-5.</u> The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	381220	Regulator	\$ 746.00	\$ 746.00
1	245-18050	Monitor/Linkbox/WebCam/PDA Transportation Case	\$ 1,145.00	\$ 1,145.00
1	381602	Compressor Transportation Case	\$ 383.00	\$ 383.00
1	210-90050	Course 100: Simulator Assembly and Programming - Customer Site, 2 days, max 8 people	\$ 4,495.00	\$ 4,495.00
1	210-90250	Course Refresher/ Update at your facility- done after initial training completed. Up to 8 people	\$ 1,495.00	\$ 1,495.00
1	210-90450	Customized Instruction - Customer Site, 1 day, max 8 people	\$ 1,495.00	\$ 1,495.00
1	210-91050	Scenario Programming Workshop - Customer Site, 1 day, max 8 people	\$ 1,495.00	\$ 1,495.00
1	225-00001	<b>Laerdal SimNewB™ ADVANCED Version</b>	\$21,995.00	\$ 21,995.00

		Includes: SimNewB Manikin (P-C Enabled), SimNewB Control Unit with Remote, Compact Compressor, NRP® Simulation Support Materials, Laptop with SimNewB Software, Patient Monitor, WebCam, Intro to SimNewB Advanced (Two Day Course PS102) DFU and soft carry case		
		<b>Optional Accessories:</b>		
1	220-03550	Congenital Anomoly Modules	\$1,995.00	\$ 1,995.00
1	381220	Regulator Unit	\$746.00	\$ 746.00
1	381850	Portability Kit	\$1,260.00	\$ 1,260.00
1	220-05250	Transportation Case-Manikin (holds manikin, control unit and compact compressor and accessories)	TBD	#VALUE!
1	210-05150	Transportation Case-Peripheral (holds monitor, laptop, webcam, cables)	\$ 1,500.00	\$ 1,500.00
		<b>Technical Services:</b>		\$ -
1	1008407	SimNewB (Advanced) Install & Inservice (onsite)	\$1,195.00	\$ 1,195.00
1	225-00001EXWA1	SimNewB (Advanced) Extended Warranty- 1 year	\$2,000.00	\$ 2,000.00
1	225-00001PMA1	SimNewB (Advanced) Preventative Maintenance (return)	\$750.00	\$ 750.00
1	225-00001PMA2	SimNewB (Advanced) Preventative Maintenance (onsite)	\$1,495.00	\$ 1,495.00
1	225-00001LNR1	SimNewB (Advanced) Loaner Program	\$995.00	\$ 995.00
1	225-VPLUSPA3	Recommended: 3 Year Platinum Value Plus Service Prgm --Includes: Installation and Inservice, 2 year Extended Warranty, Preventative Maintenance (Onsite) & Loaner Program	\$8,295.00	\$ 8,295.00
		<b>Educational Services</b>		\$ -
1	225-90050	Intro to SimNewB Advanced- two day instructor lead course at Laerdal Site (1 attendee)	\$2,995.00	\$ 2,995.00
1	225-90950	Intro to SimNewB Advanced- two day instructor lead course at Laerdal Site (Additional Attendee/ Additional Course)	\$2,795.00	\$ 2,795.00
1	225-90150	Upgrade of "Included" Introduction class to customer site (up to 8 attendees)	\$2,995.00	\$ 2,995.00
1	225-90250	Update Training for Patient Simulators	\$1,495.00	\$ 1,495.00
1	225-90550	Scenario Programming for SimNewB Advanced	\$1,495.00	\$ 1,495.00
1	225-90850	Using Scenario Packages- NRP SimNewB Advanced	\$1,495.00	\$ 1,495.00
1	210-90450	Customized Instruction (1 day @ customer site)	\$1,495.00	\$ 1,495.00
1	210-08001	Advanced Video System	\$ 7,995.00	\$ 7,995.00
1	225-VPLUSPA2	Platinum Service Program- addtl. Discounts for multi-year purchases	\$ 5,545.00	\$ 5,545.00
		** The Service Program includes: <u>Quick Start Installation and Training, x1 Preventative Maintenance Complete, x2 Loaner Program, and an Extended warranty to cover year 2.</u> In addition, years 3, 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	225-VPLUSPA3	Platinum Service Program - 3 year	\$ 8,295.00	\$ 8,295.00
		** The Service Program includes: <u>Quick Start Installation and Training, x2 Preventative Maintenance Complete, x3 Loaner Program, and an Extended warranty to cover year 2-3.</u> In addition, years 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	225-VPLUSPA5	Platinum Service Program - 5 year	\$ 13,995.00	\$ 13,995.00
		** The Service Program includes: <u>Quick Start Installation and Training, x4 Preventative Maintenance Complete, x5 Loaner Program, and an Extended warranty to cover year 2-5.</u> The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	210-05150	Custom Travel Case	\$ 1,500.00	\$ 1,500.00
1	220-00001	<b><u>Laerdal SimNewB™ Standard Version</u></b>	\$14,995.00	\$ 14,995.00
		Includes: SimNewB Manikin, SimNewB Control Unit with Remote, Compact Compressor, NRP® Simulation Support Materials, Intro to SimNewB (Self Directed Learning DVD) DFU and soft carry case		\$ -
		<b>Optional Accessories:</b>		\$ -

1	220-03550	Congenital Anomoly Modules	\$1,995.00	\$ 1,995.00
1	381220	Regulator Unit	\$746.00	\$ 746.00
1	381850	Portability Kit	\$1,260.00	\$ 1,260.00
1	220-05250	Transportation Case-Manikin (holds manikin, control unit and compact compressor and accessories)	TBD	#VALUE!
1	210-05150	Transportation Case-Peripheral (holds monitor, laptop, webcam, cables)	\$1,500.00	\$ 1,500.00
<b>Technical Services:</b>				
1	1008407	SimNewB Install & Inservice (onsite)	\$1,195.00	\$ 1,195.00
1	220-00001EXWS1	SimNewB Extended Warranty- 1 year	\$1,500.00	\$ 1,500.00
1	220-00001PMS1	SimNewB Preventative Maintenance (return)	\$650.00	\$ 650.00
1	220-00001PMS2	SimNewB Preventative Maintenance (onsite)	\$1,195.00	\$ 1,195.00
1	220-00001LNR1	SimNewB Loaner Program	\$795.00	\$ 795.00
<b>Educational Services</b>				
1	225-90250	Update Training for Patient Simulators	\$1,495.00	\$ 1,495.00
1	210-90450	Customized Instruction (1 day @ customer site)	\$1,495.00	\$ 1,495.00
1	220-VPLUSPS2	Platinum Service Program- addtl. Discounts for multi-year purchases	\$4,595.00	\$ 4,595.00
		** TheService Program includes: Quick Start Installation and Training,x1 Preventative Maintenance Complete, x2 Loaner Program, and an Extended warranty to cover year 2. In addition, years 3, 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	220-VPLUSPS3	Platinum Service Program - 3 year	\$6,695.00	\$ 6,695.00
		** The Service Program includes: Quick Start Installation and Training, x2 Preventative Maintenance Complete, x3 Loaner Program, and an Extended warranty to cover year 2-3. In addition, years 4, 5 Service Programs can be purchased for additional fees. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
1	220-VPLUSPS5	Platinum Service Program - 5 year	\$10,995.00	\$ 10,995.00
		** The Service Program includes: Quick Start Installation and Training, x4 Preventative Maintenance Complete, x5 Loaner Program, and an Extended warranty to cover year 2-5. The extended warranty covers the simulator, software, and link box only. All other equipment is covered under the Manufacturer's Warranty.		
<b>Hands Free Cables</b>				
<b>Codemaster 100 AND HeartStart 4000 (need following 2 cables):</b>				
1	05-10200	CM100/HS4000 to FR Cable	\$ 35.00	\$ 34.65
1	945004	FR2 to Manikin Cable	\$ 87.00	\$ 86.13
<b>Heartstart FR AND FR2 (need following 1 cable):</b>				
1	945004	FR2 to Manikin Cable	\$ 87.00	\$ 86.13
<b>Physio Control Quick Combo AND LifePak 12 (need following 2 cables):</b>				
1	05-10000	Quick Combo to FR Cable	\$ 35.00	\$ 34.65
1	945004	FR2 to Manikin Cable	\$ 87.00	\$ 86.13
<b>Physio Control Fast Patch (need following 1 adapter):</b>				
1	920400	Fast Patch Snap Adapter (1 pr)	\$ 63.00	\$ 62.37
<b>Zoll 1400, 1600, M Series (need following 2 cables):</b>				
1	05-10100	Zoll to FR Cable	\$ 35.00	\$ 34.65
1	945004	FR2 to Manikin Cable	\$ 87.00	\$ 86.13
<b>Virtual Reality Simulation--- IV Training Systems</b>				
1	<b>Adult Virtual IV2 System</b>		\$ 15,935.00	\$ 15,935.00
	280-00001	Virtual IV Haptics Device		included
	280-00101	Virtual IV Desktop Computer		included
	280-04201	Virtual IV Inhospital Module Software ( <b>choose one</b> )	1 module included in purchase	included
	280-04301	Virtual IV Prehospital Module Software ( <b>choose one</b> )		included
	280-04501	Anatomical Viewer		included
	280-00001LNR	VIV Adult Loaner Program		included

1	280-20101	Virtual Phlebotomy Upgrade Kit (optional)	\$ 3,995.00	\$ 3,995.00
1	280-00001EXW	Virtual IV Extended Warranty 1 Yr (optional)	\$ 1,125.00	\$ 1,125.00
1	<b>Infant Virtual IV System</b>		\$ 15,935.00	\$ 15,935.00
	280-10050	Infant Virtual IV Haptics Device		included
	280-00101	Infant Virtual IV Desktop Computer		included
	280-13001	Infant Virtual IV In-Hospital Module Software (choose one)	1 module included in purchase	included
	280-13101	Infant Virtual IV Pre-Hospital Module Software (choose one)		included
	280-13201	Anatomical Viewer		included
	280-10050LNR	IVIV Infant Loaner Program		included
1	280-10050EXW	Infant Virtual IV Extended Warranty 1 Yr (optional)	\$ 1,125.00	\$ 1,125.00
1	<b>Virtual Phlebotomy System</b>		\$ 15,935.00	\$ 15,935.00
	280-20001	Virtual Phlebotomy Haptics Device		included
	280-00101	Virtual Phlebotomy Desktop Computer		included
	280-22401	Virtual Phlebotomy Inhospital Module Software		included
	280-22501	Anatomical Viewer		included
	280-20001LNR	Virtual Phlebotomy Loaner Program		included
1	280-04601	Virtual IV Upgrade Kit (optional)	\$ 3,995.00	\$ 3,995.00
1	280-20001EXW	Virtual Phlebotomy Extended warranty 1 Yr (optional)	\$ 1,125.00	\$ 1,125.00
	<b><u>Manikins</u></b>			
1	200-20001	Wireless Mic	\$ 118.00	\$ 116.82
1	200-10001	VitalSim Control Unit	\$ 2,201.00	\$ 2,178.99
1	325-05050	Nursing Anne (VitalSim Capable)	\$ 4,031.00	\$ 3,990.69
1	325-05050EXW	Nursing Anne Extended Warranty - 1 year (covers year 2)	\$ 575.00	\$ 569.25
1	325-05050LNR	Nursing Anne Loaner Program - 1 Year	\$ 445.00	\$ 440.55
1	325-02650	Fundus Pelvis	\$ 204.00	\$ 201.96
1	325-00450	Fundus Skills Module	\$ 406.00	\$ 401.94
1	325-00550	Wound Care Assessment Set, Female	\$ 1,571.00	\$ 1,555.29
1	325-00650	Mastectomy Module	\$ 406.00	\$ 401.94
1	325-00750	Breast Exam Module	\$ 564.00	\$ 558.36
1	325-20050	Nursing Anne (Non-VitalSim Capable)	\$ 2,555.00	\$ 2,529.45
1	300-05050	Nursing Kelly (VitalSim Capable)	\$ 3,804.00	\$ 3,765.96
1	300-05050EXW	Nursing Kelly Extended Warranty - 1 year (covers year 2)	\$ 575.00	\$ 569.25
1	300-05050LNR	Nursing Kelly Loaner Program - 1 Year	\$ 445.00	\$ 440.55
1	300-01050	Wound Care Assessment Set, Male	\$ 1,499.00	\$ 1,484.01
1	300-20050	Nursing Kelly (Non-VitalSim Capable)	\$ 2,328.00	\$ 2,304.72
1	350-05050	Nursing Kid (VitalSim Capable)	\$ 2,151.00	\$ 2,129.49
1	350-05050EXW	Nursing Kid Extended Warranty - 1 year (covers year 2)	\$ 385.00	\$ 381.15
1	350-05050LNR	Nursing Kid Loaner Program - 1 Year	\$ 445.00	\$ 440.55
1	350-10050	Nursing Kid (Non-VitalSim Capable)	\$ 1,698.00	\$ 1,681.02
1	231-00101	Pediatric Intraosseous Leg	\$ 105.00	\$ 103.95
1	365-05050	Nursing Baby (VitalSim Capable)	\$ 2,101.00	\$ 2,079.99
1	365-05050EXW	Nursing Baby Extended Warranty - 1 year (covers year 2)	\$ 395.00	\$ 391.05
1	365-05050LNR	Nursing Baby Loaner Program - 1 Year	\$ 445.00	\$ 440.55
1	365-10050	Nursing Baby (Non-VitalSim Capable)	\$ 1,646.00	\$ 1,629.54
1	200-05050	MegaCode Kelly Advanced (VitalSim Capable)	\$ 6,643.00	\$ 6,576.57
1	200-05050EXW	MegaCode Kelly Advanced Extended Warranty - 1 year (covers year 2)	\$ 795.00	\$ 787.05
1	200-05050PMC	MegaCode Kelly Advanced Preventative Maintenance-Complete	\$ 725.00	\$ 717.75
1	200-05050PMB	MegaCode Kelly Advanced Preventative Maintenance-Basic	\$ 425.00	\$ 420.75
1	200-05050LNR	MegaCode Kelly Advanced Simulator Loaner Program - 1 Year	\$ 445.00	\$ 440.55
1	203-05050	MegaCode Kelly Basic (VitalSim ECG Capabilities Only)	\$ 3,804.00	\$ 3,765.96
1	276-00001	Advanced Trauma Module	\$ 2,097.00	\$ 2,076.03
1	231-05050	MegaCode Kid Advanced (VitalSim Capable)	\$ 4,287.00	\$ 4,244.13
1	231-05050EXW	MegaCode Kid Advanced Extended Warranty - 1 year (covers year 2)	\$ 575.00	\$ 569.25
1	231-05050LNR	MegaCode Kid Loaner Program - 1 Year	\$ 445.00	\$ 440.55

1	231-15050	ECG Kid (VitalSim ECG Capabilities Only)	\$ 2,470.00	\$ 2,445.30
1	231-00101	Pediatric Intraosseous Leg	\$ 105.00	\$ 103.95
1	080031	Laerdal ALS Baby 200 - complete w/ heartsim 200 rhythm generator	\$ 2,356.00	\$ 2,332.44
1	205-05050	ALS Simulator (VitalSim Control unit needed)	\$ 9,950.00	\$ 9,850.50
1	200-10001	VitalSim Control Unit	\$ 2,201.00	\$ 2,178.99
1	205-05050EXW	ALS Simulator Extended Warranty - 1 year (covers year 2)	\$ 1,200.00	\$ 1,188.00
1	205-05050PMC	ALS Simulator Preventative Maintenance- <b>Complete</b>	\$ 1,195.00	\$ 1,183.05
1	205-05050PMB	ALS Simulator Preventative Maintenance- <b>Basic</b>	\$ 425.00	\$ 420.75
1	205-05050LNR	ALS Simulator Loaner Program - 1 Year	\$ 495.00	\$ 490.05
1	150-00001	Resusci Anne Simulator	\$ 7,245.00	\$ 7,172.55
1	150-00001EXW	Resusci Anne Simulator Extended Warranty - 1 year (covers year 2)	\$ 750.00	\$ 742.50
1	150-00001PMC	Resusci Anne Simulator Preventative Maintenance- <b>Complete</b>	\$ 1,195.00	\$ 1,183.05
1	150-00001PMB	Resusci Anne Simulator Preventative Maintenance- <b>Basic</b>	\$ 650.00	\$ 643.50
1	150-00001LNR	Resusci Anne Simulator Loaner Program- 1 year	\$ 495.00	\$ 490.05
1	376-00050	PROMPT Birthing Simulator-- <b>Standard</b>	\$ 4,406.00	\$ 4,361.94
1	376-00550	PROMPT Birthing Simulator-- <b>Force Monitoring</b>	\$ 7,025.00	\$ 6,954.75
1	NNW-2000	Male Newborn Baby-White - both sexes avail in black/white/asian	\$ 37.00	\$ 36.63
1	NNB-2100	Female Newborn Baby-Black - both sexes avail in black/white/asian	\$ 37.00	\$ 36.63
1	101-10001	Extri Kelly - extrication training	\$ 1,078.00	\$ 1,067.22
1	201-10001	Crash Kelly - extrication and Airway management training	\$ 2,356.00	\$ 2,332.44
1	100-10001	First Aide Training Manikin - CPR and First Aid Training	\$ 1,698.00	\$ 1,681.02
1	201-00001	Ultimate Hurt Manikin - Rescue, Extrication, Trauma Care, Airway Mgmt.	\$ 4,627.00	\$ 4,580.73
<b><u>Task Trainers</u></b>				
1	260-20001	12 Lead Task Trainer	\$ 8,299.00	\$ 8,216.01
1	375-10001	NG Tube and Trach Care Simulator	\$ 1,068.00	\$ 1,057.32
1	VT-900	Wound Care Model	\$ 335.00	\$ 331.65
1	VT-901	Wound Care Model Carrying Case	\$ 71.00	\$ 70.29
1	375-21001	Interchangeable Catheterization and Enema Simulator	\$ 449.00	\$ 444.51
1	375-22501	Fundus Skills and Assessment Trainer	\$ 799.00	\$ 791.01
1	261-01001	Cricoid Stick Trainer	\$ 435.00	\$ 430.65
1	102-00001	Choking Charlie - Heimlich Maneuver Trainer	\$ 460.00	\$ 455.40
1	260-05001	Pneumothorax Trainer	\$ 957.00	\$ 947.43
1	VT-400P	Chester Chest (insertion, care, removal of common long-term vascular access routes)	\$ 675.00	\$ 668.25
1	VT-501	Chester Chest Carrying Case	\$ 70.00	\$ 69.30
1	VT-600	Peter PICC Line (insertion, care, removal of peripherally inserted Central Cath. Line)	\$ 675.00	\$ 668.25
1	VT-800	Nita Newborn - Vascular Access Trainer	\$ 563.00	\$ 557.37
1	090019	Laerdal IV Torso	\$ 854.00	\$ 845.46
1	260-00001	AT Kelly Torso - Central Venous Access / Chest Decompression / Airway Mgmt	\$ 1,919.00	\$ 1,899.81
1	375-40501	Blood Pressure Training Arm	\$ 987.00	\$ 977.13
1	270-00001	Male Multi-Venous IV Training Arm Kit	\$ 544.00	\$ 538.56
1	375-50001	Female Multi-Venous IV Training Arm Kit	\$ 544.00	\$ 538.56
1	375-70001	Pediatric Multi-Venous IV Training Arm Kit	\$ 364.00	\$ 360.36
1	375-80001	Arterial Stick Arm Kit -Puncture Procedure for Blood Gas Analysis	\$ 428.00	\$ 423.72
1	250-00501	Baby Umbi - umbilical Catheterization	\$ 416.00	\$ 411.84
1	375-30001	Baby Ivy - NeoNatal peripheral venous access	\$ 471.00	\$ 466.29
1	375-32001	Baby Arti - NeoNatal Radial Artery Puncture	\$ 394.00	\$ 390.06
1	375-34001	Baby Stap - NeoNatal Lumbar Puncture training	\$ 416.00	\$ 411.84
1	375-35001	Baby Hippy - diagnosing congenital hip dislocation and hip dislocatability	\$ 416.00	\$ 411.84
1	200-20150	VitalSim Sounds Trainer (VitalSim unit# 200-10001 needed)	\$ 551.00	\$ 545.49
1	200-20250	VitalSim Arrhythmia Trainer (VitalSim unit# 200-10001 needed)	\$ 689.00	\$ 682.11
1	375-42050	VitalSim Blood Pressure Arm (VitalSim unit# 200-10001 needed)	\$ 689.00	\$ 682.11
1	200-10001	VitalSim Unit	\$ 2,201.00	\$ 2,178.99
1	375-34501	IM Hip Simulator	\$ 670.00	\$ 663.30
1	261-02150	IM Hip Carrying Case	\$ 103.00	\$ 101.97

1	262-00001	Femoral Access Trainer	\$ 551.00	\$ 545.49
1	WOB-2000	Breast Exam Model	\$ 108.00	\$ 106.92
1	261-10001	Deluxe Difficult Airway Trainer	\$ 1,892.00	\$ 1,873.08
1	255-00001	Pediatric Intubation Trainer	\$ 1,072.00	\$ 1,061.28
1	250-00250	Laerdal Infant Intubation Trainer	\$ 562.00	\$ 556.38
1	250-00101	Laerdal Neonatal Intubation Trainer	\$ 458.00	\$ 453.42
1	25000033	Laerdal Airway Management Trainer	\$ 1,584.00	\$ 1,568.16
1	94005001	Laerdal AED Trainer 2	\$ 369.00	\$ 365.31
1	945050	Remote Control for Laerdal AED Trainer 2	\$ 38.00	\$ 37.62
1	07-10900	Standard AED Trainer 2 Pads	\$ 22.00	\$ 21.78
1	945090	Laerdal Link AED Trainer 2 Pads	\$ 24.00	\$ 23.76
1	M3871A	Standard Pediatric AED Trainer 2 Pads	\$ 49.00	\$ 48.51
<b><u>Self Directed Learning Products</u></b>				
1	451-00050	<b>MicroSim Self-Directed Learning--25 Student "forever license" package:</b> includes x40 customizable, in-hospital case scenarios, Competency Management System (CMS), Learning Materials, upgrades and phone/online technical support for 3 years.	\$ 3,999.00	\$ 3,999.00
1	451-11001	<b>MicroSim Self-Directed Learning--10 Student "forever license" package:</b> includes x40 customizable, in-hospital case scenarios.	\$ 1,200.00	\$ 1,200.00
1	80-1066	<b>CPR ANYTIME for Family and Friends--</b> CPR Training Kit for adult/child, Additional discounts for orders greater than 100 units	\$ 29.95	\$ 29.65
1	80-1403	<b>INFANT CPR ANYTIME--</b> CPR training kit for infants- Additional discounts for orders greater than 100 units.	\$ 34.95	\$ 34.60
1	80-1076	<b>HEARTSAVER AED ANYTIME -</b> CPR/AED kit for adults/child, Additional discounts for orders greater than 100 units.	\$ 69.95	\$ 69.25
1	TBD	<b>BLS for HEALTHCARE PROVIDER ANYTIME</b> kit, Additional discounts for orders greater than 100 units.	\$ 129.95	\$ 128.65
1	80-1451	<b>HeartCode ACLS ANYWHERE--</b> prepaid license key for AHA / ACLS Recertification - additional discounts for orders over 50 keys	\$ 120.00	\$ 118.80
<b><u>Men and Women's Health</u></b>				
1	79700	3D Cervical Effacement and Dilation Model	\$ 193.00	\$ 191.07
1	26807	Feel for Yourself Prostate Exam Display	\$ 93.00	\$ 92.07
<b><u>Anatomy</u></b>				
1	SK-2500	Skele-Torso	\$ 5,678.00	\$ 5,621.22
1	SK-1035	Deluxe Biology Skeleton	\$ 2,482.00	\$ 2,457.18
1	HE-2000	Danny Smith Heart Model	\$ 324.00	\$ 320.76
Subtotal				
<i>estimated</i> Ground Shipping/Handling				
<b>TOTAL</b>				-----
<b><i>Pricing and Availability is subject to change.</i></b>				
<b><i>Please call your representative for updated pricing after expiration of June, 30 2009</i></b>				
<b><i>**Ground Shipping/Handling will be prepaid and added...</i></b>				
<b><i>***Appropriate Sales Tax will be added to invoice.....</i></b>				
Terms:				
<ul style="list-style-type: none"> <li>• Net 30 Days for <u>approved open accounts</u>; CIA or Credit Cards accepted.</li> <li>• One (1) year warranty on manufactured products and 90 day warranty on refurbished products.</li> </ul>				