

COMMONWEALTH OF VIRGINIA
DIVISION OF PURCHASES AND SUPPLY
1111 E. BROAD STREET, 6th Floor
Patrick Henry Building
P. O. BOX 1199
RICHMOND, VIRGINIA 23218-1199

CONTRACT RENEWAL

1. DATE 31 January 2013
2. COMMODITY NAME..... Manikin Devices
3. CONTRACT NUMBER..... E194-831
4. CONTRACT PERIOD..... 1 February 2013 – 31 July 2013
5. SUPERSEDES..... N/A
6. AUTHORIZED USERS..... State Agencies, Localities, Schools
7. CONTRACTORS' eVA NUMBER..... E4324
8. CONTRACTOR..... Laerdal Medical Corporation
9. CONTRACTORS' PHONE NUMBER..... 800-648-4851
10. TERMS Net 30
11. DELIVERY 30 Days ARO
12. F.O.B..... Destination
13. MINIMUM ORDER N/A
14. FOR FURTHER CONTRACT INFORMATION CONTACT:

Lucinda A. Garwood
Phone: (804) 786-5412
Fax: (804) 786-0223
Email: Lucinda.Garwood@dgs.virginia.gov

15. FOR ADDITIONAL COPIES OF THIS AND OTHER CONTRACTS AND ANY ASSOCIATED CONTRACT CHANGES MAY BE VIEWED AND PRINTED AT THE DPS WEBSITE:
www.eVA.state.va.us

NOTICE TO ALL STATE AGENCIES: This contract is the result of a competitive bid program and its use is optional. If the commodity or services available under this contract cannot be used by an agency or locality, a request to may be submitted to the appropriate DGS/DPS contract/purchase officer for addition of like items for inclusion on a future contract.



Lucinda A. Garwood, VCO
Statewide Commodity Contract Officer

INSTRUCTIONS

1. Orders. Unless otherwise instructed by the Division of Purchases and Supply, all departments, institutions and agencies of the Commonwealth of Virginia may order items listed by issuing eVA purchase orders or by issuing their own purchase order form.

Written Purchase Orders Required by the Contractor. **When required by the contractor**, state agencies and public bodies will supply written purchase order forms for orders under \$5,000.

Verbal/Facsimile Orders. When a written purchase order is not required by the contractor, state agencies have the authority to place verbal and/or facsimile orders for requirements valued at less than \$5,000.

Purchase orders will be submitted to the contractor via the Commonwealth of Virginia's electronic procurement system, also known as eVA. The orders will be governed by this agreement and the terms and conditions contained in the separate agreement for participation in eVA executed by the contractor.

2. If this contract is authorized for use by localities Virginia cities, counties, towns and political subdivisions may use their own form to order items listed in this contract.
3. The applicable contract number, eVA vendor identification number 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.
4. Inspection on delivery and approval of vendor's invoice is the responsibility of receiving state agency, Virginia City, County, Town or political subdivision.
5. 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).
6. Renewals. Two (2) one (1) year renewals available.
7. Price Adjustments. May only occur on specified items listed once per year on the contract anniversary date. Items offered in the manufacturer's catalog, but not specified, at a discount off manufacturer's catalog price may 'float' however, the discount must remain the same.
8. FREIGHT: Due to the disparity of shipping costs between the full sized manikins and supplies, Laerdal may charge actual freight and add it to the invoice. Freight will also be charged for shipping that is not the method customarily used such as rush, inside delivery, etc.

MANIKIN DEVICES

LAERDAL MEDICAL CORPORATION Contract # E194-831

Eva # E4324

VENDOR ADDRESS

TELEPHONE NO.

167 Myers Corners Road
Wappingers Falls, New York 12590

800-648-1851

Contact:

Order Placement Questions/Assistance and Technical Assistance:

Lina D'Emidio
Phone: 800.648.1851 x 2474
Fax: 800.266.4359
Email: lina.demidio@laerdal.com

OR

Heather Ryder
Phone: 800-648-1851 x 2266
Fax: 800-266-4359
Email: heather.ryder@laerdal.com

Laerdal has agreements with their Dealers who will offer discounts on all products with the exception of proprietary products. Proprietary products are only sold by the manufacturer and there is no discount available. Their website is www.laerdal.com for additional information. Items specified on the price list below are on a punch-out and pricing is fixed for 12 months. Pricing is a separate attachment.

A list of Laerdal Dealers is below. Please note **SOUTHEASTERN EMERGENCY EQUIPMENT** is the only Laerdal dealer **AUTHORIZED** to provide **ALL SERVICES** the manufacturer provides.

Laerdal is authorized to charge actual freight due to the disparity between full sized manikin devices and supplies.

For additional information regarding Laerdal products, see their website at www.Laerdal.com.

VitalSim Authorized Distributors With Local Virginia Sales Representation

The Distributors are authorized to sell and service the products (and their accessories) listed for that Distributor. All other products will be purchased directly from Laerdal.

<p>1. Armstrong Medical Industries 575 Knightsbridge Parkway Lincolnshire, IL 60069 Phone: 800-323-4220 Fax: 847-913-0138</p>	<p>Virginia Field Sales Representative: Steve Heid Product Access:</p> <ul style="list-style-type: none"> ○ BLS / CPR Manikins ○ Basic IV & Airway Task Trainers ○ MegaCode Kelly VitalSim ○ MegaCode Kid VitalSim ○ Nursing Anne VitalSim ○ Nursing Kelly VitalSim ○ Nursing Kid VitalSim ○ Nursing Baby VitalSim
<p>2. BoundTree Medical 5000 Tuttle Crossing Blvd Dublin, OH 43016 Phone: 614-760-5000 Fax: 800-257-5713</p>	<p>Virginia Field Sales Representative: Chris Bergeron & Pete Calabrese Product Access:</p> <ul style="list-style-type: none"> ○ BLS / CPR Manikins ○ Basic IV & Airway Task Trainers ○ MegaCode Kelly VitalSim ○ MegaCode Kid VitalSim ○ Resusci Anne Simulator ○ ALS Simulator ○ ALS Simulator Advanced
<p>3. Henry Schein EMS 200 Gates Road Ballentine, SC 29002 Phone: 800-845-3550 Fax: 800-329-9109</p>	<p>Virginia Field Sales Representative: Pimm Hiller Product Access:</p> <ul style="list-style-type: none"> ○ BLS / CPR Manikins ○ Basic IV & Airway Task Trainers ○ MegaCode Kelly VitalSim ○ MegaCode Kid VitalSim
<p>4. Southeastern Emergency Equipment 5760 Highway 96 West Youngsville, NC 27596 Phone: 800-334-6656 Fax: 888-556-1048</p>	<p>Virginia Field Sales Representative: Sean Hegamyer Product Access:</p> <ul style="list-style-type: none"> ○ BLS / CPR Manikins ○ Basic IV & Airway Task Trainers ○ MegaCode Kelly VitalSim ○ MegaCode Kid VitalSim ○ Nursing Anne VitalSim ○ Nursing Kelly VitalSim ○ Nursing Kid VitalSim ○ Nursing Baby VitalSim ○ Resusci Anne Simulator ○ ALS Simulator ○ ALS Simulator Advanced