

STATE OF NORTH CAROLINA
Division of Purchase and Contract

Refer <u>ALL</u> Inquiries regarding this IFB to: <i>Shall be submitted through the Message Board in the Sourcing Tool. See section 2.6 for details.</i>	Invitation for Bids # DPC-542760739-NE
	Bids will be publicly opened: February 6, 2023 at 2:00pm ET
Using Agency: ***PURCHASE AND CONTRACT***	Commodity No. and Description: 6010 Developmental and Professional Teaching Aids and Materials

EXECUTION

In compliance with this Invitation for Bids (IFB), and subject to all the conditions herein, the undersigned Vendor offers and agrees to furnish and deliver any or all items upon which prices are bid, at the prices set opposite each item within the time specified herein.

By executing this bid, the undersigned Vendor understands that false certification is a Class I felony and certifies that:

- this bid is submitted competitively and without collusion (G.S. 143-54),
- that none of its officers, directors, or owners of an unincorporated business entity has been convicted of any violations of Chapter 78A of the General Statutes, the Securities Act of 1933, or the Securities Exchange Act of 1934 (G.S. 143-59.2), and
- it is not an ineligible Vendor as set forth in G.S. 143-59.1.

Furthermore, by executing this bid, the undersigned certifies to the best of Vendor's knowledge and belief, that:

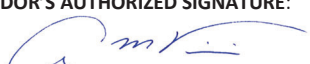
- it and its principals are not presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from covered transactions by any Federal or State department or agency.

As required by G.S. 143-48.5, the undersigned Vendor certifies that it, and each of its sub-Contractors for any Contract awarded as a result of this IFB, complies with the requirements of Article 2 of Chapter 64 of the NC General Statutes, including the requirement for each employer with more than 25 employees in North Carolina to verify the work authorization of its employees through the federal E-Verify system.

G.S. 133-32 and Executive Order 24 (2009) prohibit the offer to, or acceptance by, any State Employee associated with the preparing plans, specifications, estimates for public Contract; or awarding or administering public Contracts; or inspecting or supervising delivery of the public Contract of any gift from anyone with a Contract with the State, or from any person seeking to do business with the State. By execution of this bid response to the IFB, the undersigned certifies, for Vendor's entire organization and its employees or agents, that Vendor are not aware that any such gift has been offered, accepted, or promised by any employees or agents of Vendor's organization.

By executing this bid, Vendor certifies that it has read and agreed to the **INSTRUCTION TO VENDORS** and the **NORTH CAROLINA GENERAL TERMS AND CONDITIONS**. These documents can be accessed from the Ariba Sourcing Tool.

Failure to execute/sign bid prior to submittal may render bid invalid and it MAY BE REJECTED. Late bids cannot be accepted.

COMPLETE/FORMAL NAME OF VENDOR: Pocket Nurse Enterprises, Inc. DBA Pocket Nurse		
STREET ADDRESS: 610 Frankfort Road	P.O. BOX:	ZIP:
CITY & STATE & ZIP: Monaca, PA 15061-2218	TELEPHONE NUMBER: 724-480-3712	TOLL FREE TEL. NO: 800-225-1600
PRINCIPAL PLACE OF BUSINESS ADDRESS IF DIFFERENT FROM ABOVE (SEE INSTRUCTIONS TO VENDORS ITEM #21):		
PRINT NAME & TITLE OF PERSON SIGNING ON BEHALF OF VENDOR: Aaron Vicari, Vice President of Sales Operations		FAX NUMBER: 800-763-0237
VENDOR'S AUTHORIZED SIGNATURE: 	DATE: 2/8/23	E-MAIL: vicaria@pocketnurse.com

Bid Number: DPC-542760739-NE

Vendor: Pocket Nurse

VALIDITY PERIOD

Offer shall be valid for at least 90 days from date of bid opening, unless otherwise stated here: _____ days, or if extended by mutual agreement of the parties. Any withdrawal of this offer shall be made in writing, effective upon receipt by the agency issuing this IFB.

BID ACCEPTANCE

If your bid is accepted, all provisions of this IFB, along with the written results of any negotiations, shall constitute the written agreement between the parties ("Contract"). The NORTH CAROLINA GENERAL TERMS AND CONDITIONS are incorporated herein and shall apply. Depending upon the Goods or Services being offered, other terms and conditions may apply, as mutually agreed.

FOR STATE USE ONLY: Offer accepted and Contract awarded this 23 day of March, 2023, as indicated
on the attached certification, by Nick Edwards
(Authorized Representative of Division of Purchase and Contract)

Award Manufacturers: 3B, BT USA, CAE Healthcare, Hudson Simulation Services, Lumis, Prestan and Vata

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1.0 PURPOSE AND BACKGROUND

The Department of Administration (DOA) serves as the business manager for North Carolina state government and provides leadership to state government for the effective, efficient, economical, and equitable delivery of services to the public. The department also aids and services several advocacy programs that serve diverse segments of the state's population that have traditionally been underserved. The Division of Purchase and Contract (P&C) is the strategic force to provide the State's entities with a catalog of Statewide Term Contracts (STC) that provide for an encompassing organized and efficient manner to pool resources to provide goods and services.

The State, through the DOA P&C is seeking Vendors for a STC to supply the State's requirements for new, unused and in current production Manikins, Accessories and Services, in broken into seven (7) categories throughout the State of North Carolina. The intent of this Invitation for Bid (hereinafter, "IFB") is to receive pricing from Vendors who will offer a savings to the State and who confirm, through Vendors' submission of bids, an ability to meet the State's needs.

The contract resulting from this IFB is mandatory for State departments and most State Agencies, as well as State higher education institutions (except under the conditions specified in G.S. 115D-58.14(a) and G.S. 116-13). The Contract may also be utilized, without further competition, by non-mandatory State Agencies and Other Eligible Entities.

The intent of this solicitation is to award a Statewide Term Contract.

1.1 CONTRACT TERM

The Contract shall have an initial term of four (4) years, beginning on the date of final Contract execution (the "Effective Date") or March 1, 2023, whichever is later.

At the end of the Contract's initial term, the State shall have the option, in its sole discretion, to renew the Contract on the same terms and conditions for up to one (1) additional one-year terms. The State will give the Vendor written notice of its intent to exercise each option no later than thirty (30) days before the end of the Contract's then-current term. In addition, the State reserves the right to extend a contract term after the last active term.

Bids shall be submitted in accordance with the terms and conditions of this IFB and any addenda issued hereto.

1.2 ESTIMATED SPEND

Based on the historical usage of the STC by eligible entities, the estimated annual spend through the contract is approximately \$7 million. This amount is not guaranteed and could be more or less than the estimated spend during the contract period.

2.0 GENERAL INFORMATION

2.1 INVITATION FOR BID DOCUMENT

The IFB is comprised of the base IFB document, any attachments, and any addenda released before Contract award, which are incorporated herein by reference.

2.2 E-PROCUREMENT FEE

ATTENTION: This is an NC eProcurement solicitation facilitated by the Ariba Network. The E-Procurement fee may apply to this solicitation. See paragraph entitled ELECTRONIC PROCUREMENT of the North Carolina General Terms and Conditions.

General information on the E-Procurement Services can be found at: <http://eprocurement.nc.gov/>.

What is the Ariba Network?

The Ariba Network is a web-based platform that serves as a connection point for buyers and vendors. Vendors can log in to the Ariba Network to view purchase orders, respond to electronic requests for quotes, participate in Sourcing Events, and collaborate with buyers on contract documents.

For training on how to use the Sourcing Tool to view solicitations, submit questions, develop responses, upload documents, and submit offers to the State, Vendors should go to the following site:

<http://eprocurement.nc.gov/training/vendor-training>.

2.3 NOTICE TO VENDORS REGARDING IFB TERMS AND CONDITIONS

It shall be the Vendor's responsibility to read the Instructions to Vendors, the North Carolina General Terms and Conditions, all relevant exhibits and attachments, and any other components made a part of this IFB and comply with all requirements and specifications herein. Vendors also are responsible for obtaining and complying with all Addenda and other changes that may be issued in connection with this IFB.

If Vendors have questions, issues, or exceptions regarding any term, condition, or other component within this IFB, those must be submitted as questions in accordance with the instructions in the BID QUESTIONS Section. If the State determines that any changes will be made as a result of the questions asked, then such decisions will be communicated in the form of an IFB addendum. The State may also elect to leave open the possibility for later negotiation and amendment of specific provisions of the Contract that have been addressed during the question-and-answer period. Other than through this process or negotiation under 01 NCAC 05B.0503, the State rejects and will not be required to evaluate or consider any additional or modified terms and conditions submitted with Vendor's bid. This applies to any language appearing in or attached to the document as part of the Vendor's bid that purports to vary any terms and conditions or Vendors' instructions herein or to render the bid non-binding or subject to further negotiation. Vendor's bid shall constitute a firm offer that shall be held open for the period required herein ("Validity Period" above).

By execution and delivery of this IFB Response, the Vendor agrees that any additional or modified terms and conditions, whether submitted purposely or inadvertently, shall have no force or effect, and will be disregarded. Noncompliance with, or any attempt to alter or delete, this paragraph shall constitute sufficient grounds to reject Vendor's bid as nonresponsive. The State may exercise its discretion to consider Vendor proposed modifications.

2.4 IFB SCHEDULE

The table below shows the *intended* schedule for this IFB. The State will make every effort to adhere to this schedule.

Event	Responsibility	Date and Time
Issue IFB	State	January 23, 2023
Submit Written Questions	Vendor	January 30, 2023 by 2:00pm ET
Provide Responses to Questions	State	January 31, 2023
Submit Bids	Vendor	February 6, 2023 by 2:00pm ET Virtual Bid Opening can be accessed here: Click here to join the meeting
Contract Award	State	February 24, 2023
Contract Effective Date	State	March 1, 2023

2.5 BID QUESTIONS

Upon review of the IFB documents, Vendors may have questions to clarify or interpret the IFB in order to submit the best bid possible. To accommodate the Bid Questions process, Vendors shall submit any such questions by the "Submit Written Questions" date and time provided in the IFB SCHEDULE Section above, unless modified by Addendum.

Questions related to the content of the solicitation, or the procurement process should be directed to the person on the title page of this document via the Sourcing Tool's message board by the date and time specified in the IFB SCHEDULE Section of this IFB. Vendors will enter "IFB # DPC-542760739-NE – Questions" as the subject of the message. Question submittals should include a reference to the applicable IFB section. This is the only manner in which questions will be received.

Questions or issues related to using the Sourcing Tool itself can be directed to the North Carolina eProcurement Help Desk at 888-211-7440, Option 2. Help Desk representatives are available Monday through Friday from 7:30 AM ET to 5:00 PM ET.

Questions received prior to the submission deadline date, the State's response, and any additional terms deemed necessary by the State will be posted in the Sourcing Tool in the form of an addendum and shall become an Addendum to this IFB. No information, instruction or advice provided orally or informally by any State personnel, whether made in response to a question

or otherwise in connection with this IFB, shall be considered authoritative or binding. Vendors shall rely *only* on written material contained in an Addendum to this IFB.

2.7 BID SUBMITTAL

IMPORTANT NOTE: This is an absolute requirement. Vendor shall bear the risk of late submission due to unintended or unanticipated delay. It is the Vendor's sole responsibility to ensure its bid has been received as described in this IFB by the specified time and date of opening. Failure to submit a bid in strict accordance with instructions provided shall constitute sufficient cause to reject a Vendor's bid(s). Solicitation responses are subject to Sealed Bidding requirements.

Vendor's bids for this procurement must be submitted through the Sourcing Tool. For training on how to use the Sourcing Tool to view solicitations, submit questions, develop responses, upload documents, and submit offers to the State, Vendors should go to the following site: <https://eprocurement.nc.gov/training/vendor-training>

Questions or issues related to using the Sourcing Tool itself can be directed to the North Carolina eProcurement Help Desk at 888-211-7440, Option 2. Help Desk representatives are available Monday through Friday from 7:30 AM EST to 5:00 PM EST.

Tips for Using the Sourcing Tool

1. Vendors should review available training and confirm that they are able to access the Sourcing Event, enter responses, and upload files well in advance of the date and time response are due to allow sufficient time to seek assistance from the North Carolina eProcurement Help Desk.
2. Vendors may submit their responses early to make sure there are no issues, and then submit a revised response any time prior to the response due date and time. The State will only review the most recent response.
3. Vendors should respond to all relevant sections of the Sourcing Event. Certain questions or items are required in order to submit a response and are denoted with an asterisk. The Sourcing Tool will not allow a response to be submitted unless all required items are completed. The Sourcing Tool will provide error messages to help identify any required information that is missing when response is submitted.
4. Simply saving your response in the Sourcing Tool is not the same as submitting your response to the State. Vendors should make sure they complete the submission process and receive a message that their response was successfully submitted.

2.8 BID CONTENTS

Vendors shall provide responses to all questions and complete all attachments for this IFB that require the Vendor to provide information and upload them to the Sourcing Event in the Sourcing Tool. Vendor may not be able to submit its response in the Sourcing Tool unless all required items are addressed. Vendors shall provide authorized signatures where requested. Failure to provide all required items, or Vendor's submission of incomplete items, may result in the State rejecting Vendor's bid, in the State's sole discretion.

Vendors shall upload the following items and attachments in the Sourcing Tool:

- a) Title Page: Include the company name, address, phone number and authorized representative along with the Bid Number.
- b) Completed and signed version of EXECUTION PAGES, along with the body of the IFB.
- c) Signed receipt pages of any addenda released in conjunction with this IFB, if required to be returned.
- d) Vendor Response: Section 4.14
- e) Completed version of ATTACHMENT A: PRICING
- f) Completed and signed version of ATTACHMENT D: HUB SUPPLEMENTAL VENDOR INFORMATION
- g) Completed and signed version of ATTACHMENT E: CUSTOMER REFERENCE FORM
- h) Completed and signed version of ATTACHMENT F: LOCATION OF WORKERS UTILIZED BY VENDOR

- i) Completed and signed version of ATTACHMENT G: CERTIFICATION OF FINANCIAL CONDITION
- j) Completed and signed version of CERTIFICATION FOR CONTRACTS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS and OMB STANDARD FORM LLL

2.9 ALTERNATE BIDS

Unless provided otherwise in this IFB, Vendor may submit alternate bids for comparable Goods, various methods or levels of Service(s), or that propose different options. Alternate bids must specifically identify the IFB requirements and advantage(s) addressed by the alternate bid. Each bid must be for a specific set of Goods and Services and must include specific pricing. Each bid must be complete and independent of other bids offered. If a Vendor chooses to respond with various offerings, Vendor shall follow the specific instructions for uploading Alternate Bids in the Sourcing Tool

2.10 DEFINITIONS, ACRONYMS, AND ABBREVIATIONS

Relevant definitions for this IFB are provided in 01 NCAC 05A .0112 and in the Instructions to Vendors found Sourcing Tool, which are incorporated herein by this reference.

The following definitions, acronyms, and abbreviations are also relevant to this IFB:

- BLS – Basic Life Support
- Contract Administrator – A representative of the Agency who is responsible for the contract functions that are performed after all parties have signed a contract, including any modifications of the contract.
- Contract Manager – A representative of the agency or awarded vendor who ensures compliance with the contract terms and conditions while giving attention to the performance of the stated output and outcome of the contract.
- MSRP – Manufacturer Standard Retail Pricing
- OEM – Original Equipment Manufacturer

3.0 METHOD OF AWARD AND BID EVALUATION PROCESS

3.1 METHOD OF AWARD

North Carolina G.S. 143-52 provides a general list of criteria the State shall use to award contracts, as supplemented by the additional criteria herein. The Goods or Services being procured shall dictate the application and order of criteria; however, all award decisions shall be in the State's best interest.

All responsive bids will be reviewed, and award or awards will be based on the responsive bids(s) to provide the estimated requirements as to breadth of items in each category offered, highest percentage discount offered off the most recently published Manufacturer Standard Retail Price (MSRP) List, quantity, quality, delivery, service, and/or geographical coverage.

It is the State's intent to have multiple manufacturers represented in each category. In the event that two (2), or more Vendors offer the same manufacturer's product(s), it is the intent of the state to make an award to the Vendor with the most complete offering per category, and highest percentage discount offered off MSRP List for a particular manufacturer's product(s).

Products offered must currently be available on the manufacturer's most recently published MSRP. Submission of price schedules developed specifically for this Bid WILL result in disqualification from award consideration.

State reserves the right to reject any bid based on functionality, compatibility with specified requirements as well as cost, make separate awards to different Vendors for one (1) or more categories, to not award one (1) or more categories or to cancel this IFB in its entirety without awarding a Contract if it is considered to be most advantageous to the State to do so.

The State is requesting the Vendor to enter its most advantageous percentage discount for its entire catalog in **ATTACHMENT A: PRICING**

While the intent of this IFB is to award a Contract(s) to multiple Vendors, the State reserves the right to make separate awards to different Vendors for one or more-line items, to not award one or more line items or to cancel this IFB in its entirety without awarding a Contract, if it is considered to be most advantageous to the State to do so.

The State reserves the right to waive any minor informality or technicality in bids received.

3.2 CONFIDENTIALITY AND PROHIBITED COMMUNICATIONS DURING EVALUATION

While this IFB is under evaluation, the responding Vendor, including any subcontractors and suppliers, is prohibited from engaging in conversations intended to influence the outcome of the evaluation. See the Paragraph of the Instructions To Vendors entitled Confidential Information.

3.3 BID EVALUATION PROCESS

Only responsive submissions will be evaluated.

The State will conduct an evaluation of responsive Bids, as follows:

Bids will be received according to the method stated in the Bid Submittal section above.

All bids must be received by the issuing agency not later than the date and time specified in the IFB SCHEDULE Section above, unless modified by Addendum. Vendors are cautioned that this is a request for offers, not an offer or request to contract, and the State reserves the unqualified right to reject any and all offers at any time if such rejection is deemed to be in the best interest of the State.

At the date and time provided in the IFB SCHEDULE Section above, unless modified by Addendum, the bids from each responding Vendor will be opened publicly and the name of the Vendor and total cost offered may be announced. Interested parties are cautioned that these costs and their components are subject to further evaluation for completeness and correctness and therefore may not be an exact indicator of a Vendor's pricing position.

If negotiation is anticipated under 01 NCAC 05B.0503, pricing may not be public until award.

At their option, the evaluators may request oral presentations or discussions with any or all Vendors for clarification or to amplify the materials presented in any part of the bid. Vendors are cautioned, however, that the evaluators are not required to request presentations or other clarification—and often do not. Therefore, all bids should be complete and reflect the most favorable terms available from the Vendor. Prices bid cannot be altered or modified as part of a clarification.

Bids will generally be evaluated, based on completeness, content, cost, and responsibility of the Vendor to supply the requested Goods and Services. Specific evaluation criteria are listed in Section 3.1 METHOD OF AWARD.

Upon completion of the evaluation process, the State will make Award(s) based on the evaluation and post the award(s) to IPS under the IFB number for this solicitation. Award of a Contract to one Vendor does not mean that the other bids lacked merit, but that, all factors considered, the selected bid was deemed most advantageous and represented the best value to the State.

The State reserves the right to negotiate with one or more Vendors, or to reject all original offers and negotiate with one or more sources of supply that may be capable of satisfying the requirement, and in either case to require Vendor to submit a Best and Final Offer (BAFO) based on discussions and negotiations with the State.

3.4 PERFORMANCE OUTSIDE THE UNITED STATES

Vendor shall complete ATTACHMENT F: LOCATION OF WORKERS UTILIZED BY VENDOR. In addition to any other evaluation criteria identified in this IFB, the State may also consider, for purposes of evaluating proposed or actual contract performance outside of the United States, how that performance may affect the following factors to ensure that any award will be in the best interest of the State:

- a) Total cost to the State
- b) Level of quality provided by the Vendor
- c) Process and performance capability across multiple jurisdictions
- d) Protection of the State's information and intellectual property

- e) Availability of pertinent skills
- f) Ability to understand the State's business requirements and internal operational culture
- g) Particular risk factors such as the security of the State's information technology
- h) Relations with citizens and employees
- i) Contract enforcement jurisdictional issues

3.5 INTERPRETATION OF TERMS AND PHRASES

This IFB serves two functions: (1) to advise potential Vendors of the parameters of the solution being sought by the State; and (2) to provide (together with other specified documents) the terms of the Contract resulting from this procurement. The use of phrases such as "shall," "must," and "requirements" are intended to create enforceable contract conditions. In determining whether bids should be evaluated or rejected, the State will take into consideration the degree to which Vendors have proposed or failed to propose solutions that will satisfy the State's needs as described in the IFB. Except as specifically stated in the IFB, no one requirement shall automatically disqualify a Vendor from consideration. However, failure to comply with any single requirement may result in the State exercising its discretion to reject a bid in its entirety.

4.0 REQUIREMENTS

This Section lists the requirements related to this IFB. By submitting a bid, the Vendor agrees to meet all stated requirements in this Section, as well as any other specifications, requirements, and terms and conditions stated in this IFB. If a Vendor is unclear about a requirement or specification, or believes a change in a requirement would allow for the State to receive a better bid, the Vendor is encouraged to submit these items in the form of a question during the question and answer period in accordance with the Bid Questions Section above.

4.1 PRICING

Bid price shall constitute the total cost to the State for delivery fully assembled and ready for use, including all applicable charges for shipping, delivery, handling, administrative and other similar fees. Complete ATTACHMENT A: PRICING and upload in the Sourcing Tool. The pricing provided in ATTACHMENT A, or resulting from any negotiations, is incorporated herein and shall become part of any resulting Contract.

No taxes shall be included in any bid prices.

4.2 ADDITIONAL DISCOUNT OFFERS/REBATES

This component of the Pricing Response is optional, but the State encourages Vendors to provide additional financial incentives, if possible, within the scope of this IFB that will benefit the State. These additional incentives could include, but are not limited to additional discounts based on total spend volumes, tier pricing, rebates, additional discounts by manufacture or product type, etc. Additional Discount Offers shall be in addition to the discounts bid on percentage discount off items.

Volume or tier discounts, if offered, shall also be based on the published retail MSRP price list. All discounts offered shall remain in effect for the entire contract period and cannot be decreased. However, the discount may be increased, and any such increase shall remain in effect for the remainder of the contract period and any subsequent extensions. Volume or tier discounts, if offered, shall apply to purchase orders placed for delivery to the same location. Vendor may provide volume or tier discounts to orders that include multiple delivery points from the same agency.

The State reserves the right to accept or reject all or part of proposed Additional Discount Offers as part of a Vendor's Total Price Submittal Value. It is at the State's sole discretion not to assign value to propose Additional Discount Offers which the State cannot quantify or to give only partial value for Additional Discount Offers. Vendors may offer the State additional discount using the Additional Discount Offers within ATTACHMENT A: PRICING.

4.3 PRODUCT IDENTIFICATION

MAKE AND MODEL

Manufacturer's names used in this IFB are for the sole purpose of identification and to establish general quality level desired. Such references are not intended to be restrictive and comparable products of other manufacturers will be considered. However, Vendors are cautioned that any deviation from the specifications of the identified item are required to be pointed out in its bid. Vendor shall include with its bid sufficient documentary evidence to demonstrate the qualitative, functional, operational, organizational, and conformational equivalence of the bid item to the identified item.

4.4 RETURN/RESTOCKING POLICY

Vendor shall accept merchandise returns from users for a period of thirty (30) business days after delivery. Vendor shall provide full credit or full refund to users, whichever a user requests, within thirty (30) business days on all returns of ordered products that are in original packaging and in re-sellable conditions. Vendor shall not impose a restocking fee on users for merchandise that has been returned, unless it is a specialty item and the user has been notified, at the time of placement of order, of the potential restocking fee.

Equipment or Supplies which are unacceptable because of quality problems, duplicated shipments, outdated product, breakage, or other issues related to Vendor or product performance, shall be returned at Vendor's expense within five (5) business days after receipt of notification from the Ordering Entity; with no restocking charge.

4.4 TRANSPORTATION AND IDENTIFICATION

The Vendor shall deliver Free-On-Board (FOB) Destination to any requested location within the State of North Carolina with all transportation costs and fees included in the total bid price.

When an order is placed using a purchase order, the purchase order number shall be shown on all packages and shipping manifests to ensure proper identification and payment of invoices. If an order is placed without using a purchase order, such as via phone, the Buyer's name shall be show on all packages. A complete packing list shall accompany each shipment. Vendors shall not ship any products until they have received an order.

4.5 DELIVERY AND INSTALLATION

Vendors are requested to make deliveries within **thirty (30) business days** after a receipt of a purchase order. If the Vendor is unable to make the above delivery timeframe, please state here the earliest guaranteed delivery time you can offer 45* days. Promptness of delivery may be used as an evaluation factor in the award criteria. **Delivery will be made from Monaca/various (city, state). *(Special Order / LTL Vendor Direct items may take 2-8 weeks to arrive.)**
*Stock items average 3-10 days

Delivery of equipment shall not be considered to have occurred until installation has been completed. Upon completion of the installation, the Vendor shall remove and properly dispose of all waste and debris from the installation site. The Vendor shall be responsible for leaving the installation area clean and ready to use.

Vendors are cautioned that excessively long delivery schedules, as determined by this Division, may be cause for non-award. The State expects that the delivery schedule offered herein to be firm and fully expects compliance with the stated delivery schedule. Failure of the Vendor to meet contracted delivery schedules shall constitute cause for removal from the contract.

In the event the delivery is not received within the contract delivery period, the Vendor may be held in default in accordance with ATTACHMENT B, DEFAULT AND PERFORMANCE BOND, in the North Carolina General Contract Terms and Conditions, and the State may procure the articles or services from other sources and hold the Vendor responsible for any excess cost occasioned thereby.

4.6 INSTALLATION REQUIREMENTS

If installation is required, the following requirements apply:

INSPECTION OF JOB SITE

The Vendor's signature on this solicitation constitutes certification that the Vendor will inspect the job site and will be aware of the conditions under which the work must be accomplished. Claims, as a result of failure to inspect the job site, will not be considered by the State.

WORK SITE DAMAGES

Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the State's satisfaction at the Vendor's sole expense.

SUBCONTRACTORS

No portion of the work shall be subcontracted without prior written consent of the State. In the event that the Vendor desires to subcontract some part of the work specified herein, the Vendor shall furnish with their bid the names, qualifications, and experience of their proposed sub-contractors. The Vendor shall, however, remain fully liable and responsible for the work done by its sub-contractor(s) and shall assure compliance with all the requirements and specifications of the contract.

4.6 AUTHORIZED RESELLER

The Vendor shall be authorized by the manufacturer to distribute or resell the products and/or maintenance offered in this IFB. The Vendor shall provide a signed statement from the manufacturer confirming authorization upon request from the agency. Failure to provide this statement shall constitute sufficient grounds for rejection of Vendor's offer, at the discretion of the State.

Vendor is the: ☐ Manufacturer ☒ Dealer ☐ Reseller ☐ Distributor

Authorized: ☐ Yes ☐ No Attached Manufacturer's Authority: ☐ Yes ☐ No

4.7 WARRANTY

Manufacturer's standard warranty shall apply to the extent it exceeds the minimum warranty requirements.

Vendor warrants that all equipment furnished under this IFB will be newly manufactured, of good material and workmanship. The warranty will apply from date equipment is put into operation for a minimum period of twelve (12) months or the length of the manufacturer's warranty, whichever is longer. Such warranty shall cover the cost of all defective parts replacement, labor, freight, and technicians' travel at no additional cost to the State, or as specified by the Purchasing Agency herein. To the extent not superseded by the terms of this paragraph, manufacturer's warranty terms shall apply. Vendor's warranty shall be at least the level of coverage provided for its comparable customers.

The report of a problem does not presuppose that every call must result in an "on-site" visit for service/repair. The Vendor and/or service sub-contractor shall utilize best efforts to resolve problems in a timely fashion by using acceptable servicing methods to include, but not limited to, verbal problem analysis and remote diagnosis. The warranty requirement does not impose any additional duty on the State to make other than normal and good faith problem resolution efforts or expenditures of time. Vendor shall be responsible for compliance with warranty terms by any third-party service provider. Vendor shall provide contact information for warranty service provider, below.

Vendor is authorized by manufacturer to repair equipment offered during the warranty period? ☐ YES ☒ NO

Will the Vendor provide warranty service? ☐ YES ☒ NO, a manufacturer-authorized third party will perform warranty service.

Contact information for warranty service provider:

Company Name: Various per manufacturer

Company Address: _____

Contact Person (name): _____

Contact Person (phone number): _____

Contact Person (email): _____

4.8 MAINTENANCE OPTION

Following expiration of the above warranty, Vendor, or its third-party service provider, shall maintain the system specifications and performance level in accordance with the manufacturer's published specifications and those of this IFB. Maintenance shall include all parts, remedial maintenance labor, travel and living expenses incurred. Except as specifically provided for elsewhere herein, coverage shall be at least for 8:00 am to 5:00 pm, Monday through Friday, except State recognized holidays and shall include a minimum of two (2) preventive and safety maintenance inspections per year. The State shall have the option to accept the maintenance coverage in this paragraph at the price offered.

4.9 DESCRIPTIVE LITERATURE

The State reserves the right to require, upon request, complete descriptive literature, specifications, certifications, and all other pertinent data necessary to determine compliance of the item(s) prior to purchase.

4.10 HUB PARTICIPATION

Pursuant to North Carolina General Statute G.S. 143-48, it is State policy to encourage and promote the use of small, minority, physically handicapped, and women contractors in purchasing Goods and Services. As such, this IFB will serve to identify those Vendors that are minority owned or have a strategic plan to support the State's Historically Underutilized Business program by meeting or exceeding the goal of 10% utilization of diverse firms as 1st or 2nd tier subcontractors. Vendor shall complete ATTACHMENT D: HUB SUPPLEMENTAL VENDOR INFORMATION.

4.11 REFERENCES

Vendors shall upload to the Sourcing Tool at least three (3) references, using ATTACHMENT E: CUSTOMER REFERENCE FORM, for which your company has supplied the exact model of equipment offered. The State *may* contact these users to determine quality level of the offered equipment; as well as, but not limited to user satisfaction with Vendor performance. Information obtained *may* be considered in the evaluation of the bid.

4.12 VENDOR'S REPRESENTATIONS

If Vendor's bid results in an award, Vendor agrees that it will not enter any agreement with a third party that may abridge any rights of the State under the Contract. If any Services, deliverables, functions, or responsibilities not specifically described in this solicitation are required for Vendor's proper performance, provision and delivery of the Service and deliverables under a resulting Contract, or are an inherent part of or necessary sub-task included within such service, they will be deemed to be implied by and included within the scope of the contract to the same extent and in the same manner as if specifically described in the Contract. Unless otherwise expressly provided herein, Vendor will furnish all of its own necessary management, supervision, labor, facilities, furniture, computer and telecommunications equipment, software, supplies and materials necessary for the Vendor to provide and deliver the Services and/or other Deliverables.

4.13 FINANCIAL STABILITY

As a condition of contract award, the Vendor must certify that it has the financial capacity to perform and to continue to perform its obligations under the Contract; that Vendor has no constructive or actual knowledge of an actual or potential legal proceeding being brought against Vendor that could materially adversely affect performance of this Contract; and that entering into this Contract is not prohibited by any contract, or order by any court of competent jurisdiction

Each Vendor shall certify it is financially stable by completing the ATTACHMENT G: CERTIFICATION OF FINANCIAL CONDITION. The State is requiring this certification to minimize potential performance issues from Contracting with a Vendor that is financially unstable. This Certification shall be deemed continuing, and from the date of the Certification to the expiration of the Contract, the Vendor shall notify the State within thirty (30) days of any occurrence or condition that materially alters the truth of any statement made in this Certification.

4.14 VENDOR'S PUBLISHED CATALOG & LISTS

As a result of this Contract, Vendors shall provide its entire catalog of products. By definition, a Vendor's catalog as a result of this effort, is a Vendor's full line of products within the awarded scope. The State deems the right to determine the completeness of the coverage of a Vendor's catalog. The Vendor's catalog must be submitted with its bid by uploading in section 5.7 of the Ariba Network Sourcing Tool.

Altered, or unpublished, price lists/literature may subject your bid to rejection. The Vendor is advised that literature, questionnaires, and other data submitted in response to a previous IFB, or other inquiry will not suffice for the above requirement. Failure to include such information shall be a sufficient basis for rejection of the Vendor's bid. The Vendor shall, where applicable, provide the following information, at a minimum, on the proposed products:

- a. Detailed Manufacturer's Item Description

- b. Manufacturer
- c. Manufacturer Product #
- d. Manufacturer Sales Recommended Price (MSRP) Price
- e. UOM
- f. Number of Items (bandages, syringes, vials, etc.) per UOM
- g. Internet link to the product if available

4.15 AGENCY INSURANCE REQUIREMENTS MODIFICATION

A. Default Insurance Coverage from the General Terms and Conditions applicable to this Solicitation:

- ☐ Small Purchases
- ☐ Contract value in excess of the Small Purchase threshold, but up to \$1,000,000.00
- ☒ Contract value in excess of \$1,000,000.00

4.16 LOBBYING ACTIVITY CERTIFICATION FOR FEDERAL GRANTS

Federal law prohibits recipients of federal funds, whether through grants, contracts, or cooperative agreements, from using those funds to influence or attempt to influence (lobby) a federal official in connection with obtaining, extending, or modifying any federal contract, grant, loan, or cooperative agreement. Further, federal law requires that applicants for federal funds certify:

- that they abide by the above restriction;
- that they disclose any permissible (non-federal) paid lobbying on the Federal Awards being applied for; and
- that such certification requirements will also be included in any subawards meeting the applicable thresholds.

Vendors must complete and submit the CERTIFICATION FOR CONTRACTS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS and the OMB STANDARD FORM LLL when responding to this solicitation.

5.0 PRODUCT SPECIFICATIONS

5.1 SPECIFICATIONS

Manufacturer's names used in this IFB are for the sole purpose of identification and to establish general quality level desired. Such references are not intended to be restrictive and comparable products of other manufacturers will be considered.

Manufacturer lines represented on the existing contract are Laedral®, Gaumard®, CAE Healthcare®, Simulaids®, Prestan®, and Cardionics®.

A. CATEGORIES

Category 1: Simulators

Including High Fidelity, Mid Fidelity, Low Fidelity, Patient Care, Trainers, Other Procedural Simulators

Category 2: Accessories

Category 3: Physiology Options

Category 4: Learning Applications

Category 5: Training

Including BLS, Education, Consumables, Other Training Materials

Category 6: Support & Maintenance

Category 7: Installation

5.2 AMERICAN HEART ASSOCIATION (AHA) REQUIREMENTS

If applicable, the item must comply with the American Heart Association (AHA) Requirement on Use of Feedback Devices in Adult CPR Training Courses.

5.3 INSTRUCTION MANUALS

Vendor shall furnish to the Buyer a hard copy or electronic copy of the complete set of instruction manuals for the products supplied. The manual shall include complete instructions for unpacking, inspecting, installing, adjusting, aligning, and operating the product, together with layout and interconnection diagrams, preventive and corrective maintenance procedures, and complete parts lists, manufacturer's catalog numbers, and ordering information, if applicable. If available, Vendor shall supply such information electronically with the order, or shall direct the Buyer to where the information can be found on the Internet.

5.4 TRAINING

If required by the Using Agency and once delivery of equipment is complete, the Vendor shall provide qualified representative(s) to instruct owners' operators in the proper operation, safety issues, routine maintenance, troubleshooting and service based on the complexity of the equipment. Training shall be coordinated with the using agency.

5.5 CERTIFICATION AND SAFETY LABELS

All manufactured items and/or fabricated assemblies subject to operation under pressure, operation by connection to an electric source, or operation involving a connection to a manufactured, natural, or LP gas source shall be constructed and approved in a manner acceptable to the appropriate state inspector which customarily requires the label or re-examination listing or identification marking of the appropriate safety standard organization; such as the American Society of Mechanical Engineers for pressure vessels; the Underwriters Laboratories and /or National Electrical Manufacturers' Association for electrically operated assemblies; or the American Gas Association for gas operated assemblies, where such approvals of listings have been established for the type of device offered and furnished. Further, all items furnished shall meet all requirements of the Occupational Safety and Health Act (OSHA), and state and federal requirements relating to clean air and water pollution.

6.0 CONTRACT ADMINISTRATION

All Contract Administration requirements are conditioned on an award resulting from this solicitation. This information is provided for the Vendor's planning purposes.

State Contract Administrator: Nicholas Edwards

State Contract Manager: To be determined and documented upon Award.

Note: In the event the State's Contract Administrator or Manager changes, notification will be sent to the Vendor's Contract Manager and the Contract Synopsis on the DOA P&C website will be updated.

6.1 CONTRACT MANAGER

The Vendor shall be required to designate and make available to the State a contract manager. The contract manager shall be the State's point of contact for Contract related issues and issues concerning performance, progress review, scheduling, and service.

Contract Manager
Name: Aaron Vicari
Address: 610 Frankfort Road
Email: vicaria@pocketnurse.com
Office Phone: 800-225-1600 ext. 3712
Mobile Phone:

6.2 POST AWARD MANAGEMENT REVIEW MEETINGS

The Vendor, at the request of the State, shall be required to meet periodically with the Contract Lead for Project Review meetings. The purpose of these meetings will be to review project progress reports, discuss Vendor and State performance, address outstanding issues, review problem resolution, provide direction, evaluate continuous improvement and cost saving ideas, and discuss any other pertinent topics.

6.3 ELECTRONIC PRODUCT CATALOG

If selected for contract award, the awarded Vendor hereby agrees to cooperate with the State and E-Procurement Services to develop a line-item catalog. At a minimum, the Vendor shall agree to the following:

- a) Vendor shall deliver a line-item catalog **within ten (10) calendar days of notice**. By providing a line-item catalog, the Vendor shall provide a list of its products and installation services and pricing within a specific template format to E-Procurement Services by sending the populated template to the Contract Lead via email at eprocurementdata@its.nc.gov.

The State will confirm the accuracy of the electronic catalog before loading it into the E-Procurement system. In addition, the State may determine when the electronic catalog and any subsequent revisions “go live”.

- b) The Vendor shall submit an updated electronic catalog from time to time or as requested by the State to maintain the most up-to-date version of its product/service offering under the statewide contract.
- c) The Vendor shall meet the following requirements:
 - 1. Include in the catalog the most current pricing, including all applicable administrative fees and or discounts, as well as the most up-to-date product/service offering the Vendor is authorized to provide in accordance with the statewide contract; and
 - 2. Maintain the accuracy of the catalog throughout the duration of the statewide contract; and
 - 3. Include in the catalog detailed product line-item descriptions; and
 - 4. Include in the catalog any additional content required by the State; and
 - 5. Limit the line-item catalog content to the Vendor’s statewide contract offering
- d) The State shall control which statewide contracts appear in the E-Procurement System and may elect at any time to remove Vendor’s offering from the E-Procurement System.

6.4 CONTINUOUS IMPROVEMENT

The State encourages the Vendor to identify opportunities to reduce the total cost the State. A continuous improvement effort consisting of various ideas to enhance business efficiencies as performance progresses.

6.5 QUALITY ACCEPTANCE INSPECTION

It is the responsibility of the receiving agency to inspect all materials, supplies, and equipment upon delivery to ensure compliance with the contract requirements and specifications.

INVOICES MAY NOT BE PAID BY THE USING AGENCY UNTIL AN INSPECTION HAS OCCURRED AND THE GOODS ACCEPTED.

6.6 QUARTERLY REPORTS

The awarded Vendor(s) shall provide Quarterly Management Reports to the designated Contract Administrator. This report shall include, at a minimum, information on: Service categories provided broken down by agency (using entity), time period (dates of service), Region/Counties, each individual’s title, hours worked and total billing.

These reports should be well organized and easy to read. The Vendor shall submit these reports electronically using Microsoft Excel and, as needed, either Microsoft PowerPoint or Microsoft Word to PCReports@doa.nc.gov and to the STC identified Contract Administrator’s e-mail. The Vendor shall submit the Quarterly by the by the 15th of the month following the end of the quarter. The Quarterly Management Report is based on the fiscal year July through June. The delivery schedule is included below:

- a) **By October 15th:** Q1 Quarterly Management Report for July – September
- b) **By January 15th:** Q2 Quarterly Management Report for October – December
- c) **By April 15th:** Q3 Quarterly Management Report for January – March
- d) **By July 15th:** Q4 Quarterly Management Report for April – June

If the Contract start date does not align with the start of a quarter the first Quarterly Management Report will be for the period from the Contract start date to the end of the initial quarter.

6.7 BUSINESS REVIEW MEETINGS

Business Review meetings shall be scheduled semi-annually, Business review meetings shall be presented by the Vendor and be inclusive of the following:

1. Spend overview (State Agency Spend) FY Comparison
 - a. Volume Discount
2. Product Cost Savings from MSRP
 - a. Identified Savings Potentials
3. Product Accuracy Rate – Percent of equipment invoiced and shipped without post order correction
4. Complete Shipment Rate – Percent of orders filled in one (1) shipment
5. On Time Delivery Rate – Percent of orders delivered within contract delivery term
6. Challenges, Concerns, Solutions
7. Improvement Ideas
8. Requested Contract Changes

6.8 INVOICES

Vendor shall invoice the Purchasing Agency. The standard format for invoicing shall be Single Invoices meaning that the Vendor shall provide the Purchasing Agency with an invoice for each order. Invoices shall include detailed line item information to allow Purchasing Agency to verify pricing at point of receipt matches the correct price from the original date of order. At a minimum, the following fields shall be included on all invoices:

Vendor's Billing Address, Customer Account Number, NC Contract Number, Order Date, Buyer's Order Number, Manufacturer Part Numbers, Vendor Part Numbers, Item Descriptions, Price, Quantity, and Unit of Measure.

INVOICES MAY NOT BE PAID UNTIL AN INSPECTION HAS OCCURRED AND THE GOODS ACCEPTED.

6.9 DISPUTE RESOLUTION

During the performance of the Contract, the Parties agree that it is in their mutual interest to resolve disputes informally. Any claims by the Vendor shall be submitted in writing to the State's Contract Manager for resolution. Any claims by the State shall be submitted in writing to the Vendor's Project Manager for resolution. The Parties shall agree to negotiate in good faith and use all reasonable efforts to resolve such dispute(s).

During the time the Parties are attempting to resolve any dispute, each shall proceed diligently to perform their respective duties and responsibilities under this Contract. The Parties will agree on a reasonable amount of time to resolve a dispute. If a dispute cannot be resolved between the Parties within the agreed upon period, either Party may elect to exercise any other remedies available under the Contract, or at law. This provision, when agreed in the Contract, shall not constitute an agreement by either party to mediate or arbitrate any dispute.

6.10 PRODUCT RECALL

Vendor expressly assumes full responsibility for prompt notification to the Buyer listed on the face of this IFB of any product recall in accordance with the applicable state or federal regulations. The Vendor shall support the State, as necessary, to promptly replace any such products, at no cost to the State.

6.11 PRICE ADJUSTMENTS

Prices proposed by the Vendor shall be firm against any increases for one (1) year from the effective date of the Contract.

Percentage discounts modifications for any item(s) shall be submitted in writing to the Contract Administrator. Such requests shall include the reason(s) for the request and contain supporting documentation of the need based off the product/equipment documentation from the manufacturer. Price increases will be negotiated and agreed to by both the State and Vendor in advance of any price increase going into effect. The State is not obligated to accept pricing adjustments or increases and reserves the right to accept or reject them in part or in whole. Price de-escalation or decreases may be requested by the State at any time.

It is understood and agreed that orders will be invoiced at the Contract pricing in effect on the date an order is placed. Invoicing that fails to comport with this provision will subject the Contract to cancellation.

6.12 SALES PROMOTIONS

Vendor may conduct sales promotions involving price reductions for a term shorter than the contract term. A Vendor shall submit to the Contract Manager documentation related to the sales promotion which contains the following: (1) starting and ending dates of the promotion, (2) products involved, and (3) promotional prices compared to current contract prices. Promotional prices shall be available to all users. Upon approval of the sales promotions by the Contract Manager, the Vendor may offer the sales promotion to the State.

6.13 ORDER CHANNEL AND PAYMENT METHOD

The State expects the vast majority of orders to be submitted electronically through the State's E-Procurement System. However, the State recognizes that orders may be placed at times through alternate channels such as by phone, through email, or in person and that orders may also utilize at times a procurement card (State credit card) as a method of payment. Regardless of the order channel or payment method, the State shall receive contract pricing when purchasing contract items from the Vendor.

In order to be considered for award, the Vendor must accept Procurement/Purchasing Cards, if it accepts credit cards as a payment method from other customers.

6.14 CONTRACT CHANGES

Contract changes, if any, over the life of the Contract shall be implemented by contract amendments agreed to in writing by the State and Vendor.

6.15 ATTACHMENTS

All attachments to this IFB are incorporated herein and shall be submitted by responding in the Sourcing Tool.

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ATTACHMENT A: PRICING

For each Manufacturer, the Vendor must enter the most current manufacturer's published MSRP price list or catalog and publication date, as well as the percentage discount offered for each referenced product category being offered. A Vendor may copy and submit pages if they are offering multiple manufacturers.

Manufacturer:Laerdal

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	Please see attached	Please see attached	5%
Low Fidelity	Please see attached	Please see attached	5%
Patient Care	N/A	N/A	N/A
Trainers	N/A	N/A	N/A
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	N/A	N/A	N/A
Training	Please see attached	Please see attached	5%
BLS	Please see attached	Please see attached	5%
Education	NO BID	NO BID	NO BID
Consumables	NO BID	NO BID	NO BID
Other Training Materials	NO BID	NO BID	NO BID
Support & Maintenance	Please see attached	Please see attached	5%
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Warranty and service items will be excluded from discounts off MSRP.

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
11-81-9030	400-29301	SimPad All-In-One Panel PC	24IN Instuctor Patient Monitor	Laerdal Medical Corp	\$ 2,749.00	\$ 2,611.55	EA	EA
11-79-3050	400-93050	Mudi Mobile Outdoor Router	for LLeap w/o Enterprise Ntwrk	Laerdal Medical Corp	\$ 209.00	\$ 198.55	EA	EA
11-98-1050	215-01050B	Laerdal Cloud Scenario 1 Year	Subscription 1-5 Users	Laerdal Medical Corp	\$ 1,149.00	\$ 1,091.55	EA	EA
11-81-9201	400-09201	Patient Monitor PC Tablet	11IN Touchscreen	Laerdal Medical Corp	\$ 2,299.00	\$ 2,184.05	EA	EA
11-98-2050	215-02050B	Laerdal Cloud Scenario 5 Year	Subscription 6-15 Users	Laerdal Medical Corp	\$ 1,699.00	\$ 1,699.00	EA	EA
11-94-400	210-EDSP400	Teaching with SimPad Course	1 Day	Laerdal Medical Corp	\$ 3,949.00	\$ 3,949.00	EA	EA
11-98-0100	200-EDGS100	Nursing MegaCode Course	Getting Started 1 Day	Laerdal Medical Corp	\$ 3,949.00	\$ 3,949.00	EA	EA
11-98-3050	300-83050	Nursing Kelly Installation		Laerdal Medical Corp	\$ 2,349.00	\$ 2,349.00	EA	EA
11-98-3255	325-05050PMC	Nursing Anne Preventive	Maintenance	Laerdal Medical Corp	\$ 2,849.00	\$ 2,849.00	EA	EA
11-98-3258	325-83050	Nursing Anne Installation		Laerdal Medical Corp	\$ 2,349.00	\$ 2,349.00	EA	EA
11-98-3508	350-83050	Nursing Kid Installation		Laerdal Medical Corp	\$ 2,349.00	\$ 2,349.00	EA	EA
11-98-5000	300-05050PMC	Nursing Kelly Preventive	Maintenance	Laerdal Medical Corp	\$ 2,849.00	\$ 2,849.00	EA	EA
35-97-9045	210-90450	On-Site Customized Instruction	1 Day	Laerdal Medical Corp	\$ 4,099.00	\$ 4,099.00	EA	EA
11-98-0505	325-05050EXW	Nursing Anne Extended Warranty	VitalSim Capable 1YR	Laerdal Medical Corp	\$ 689.00	\$ 689.00	EA	EA
11-98-2005	200-05050EXW	MegaCode Kelly Extend Warranty	1YR	Laerdal Medical Corp	\$ 1,099.00	\$ 1,099.00	EA	EA
11-98-3000	300-05050LNR	Nursing Kelly SimPad Loaner	Program 1YR	Laerdal Medical Corp	\$ 739.00	\$ 739.00	EA	EA
11-98-5050	300-05050EXW	Nursing Kelly Extend Warranty	1YR	Laerdal Medical Corp	\$ 689.00	\$ 689.00	EA	EA
11-81-5000-BRN	270-00001B	Multi-Venous Training Arm Kit	Male	Laerdal Medical Corp	\$ 789.00	\$ 749.55	EA	EA
11-81-5000-LIGHT	270-00001	Multi-Venous Training Arm Kit	Male	Laerdal Medical Corp	\$ 789.00	\$ 749.55	EA	EA
11-98-3203	320-B-VplusP-NAS	Nursing Anne VP 36 Month	Platinum	Laerdal Medical Corp	\$14,578.40	\$14,578.40	EA	EA
11-98-1036	322-B-VplusP-NAS	Nursing Anne Simulator	Geriatric VP 36 Month Platinum	Laerdal Medical Corp	\$14,589.40	\$14,589.40	EA	EA
11-98-3205	320-00050EXW1	Nursing Anne Extended Warranty	1 Year	Laerdal Medical Corp	\$ 1,839.00	\$ 1,839.00	EA	EA
11-98-1060	322-B-VplusP-NAS	Nursing Anne Simulator	Geriatric VP 60 Month Platinum	Laerdal Medical Corp	\$22,101.60	\$22,101.60	EA	EA
11-98-2217	320-B-VplusP-NAS	Nursing Anne VP 60 Month	Platinum	Laerdal Medical Corp	\$22,101.60	\$22,101.60	EA	EA
11-79-4471	322-B-EDBNDL1	Nursing Anne Simulator	Geriatric Get Started/LLEAP	Laerdal Medical Corp	\$ 7,898.00	\$ 7,898.00	EA	EA
11-79-4472	322-B-EDBNDL2	Nursing Anne Simulator	Geriatric Get Started/SimPad	Laerdal Medical Corp	\$ 7,898.00	\$ 7,898.00	EA	EA
11-79-4473	322-B-EDBNDL3	Nursing Anne Simulator	Geriatric Get Started/Scenario	Laerdal Medical Corp	\$ 7,898.00	\$ 7,898.00	EA	EA
11-94-1300	322-LLS1300	Nursing Anne Simulator	Geriatric LLEAP 1 Day	Laerdal Medical Corp	\$ 3,949.00	\$ 3,949.00	EA	EA
11-94-3102	320-EDGS100	Nursing Anne Simulator Course	Getting Started 1 Day	Laerdal Medical Corp	\$ 3,949.00	\$ 3,949.00	EA	EA
11-94-6300	322-EDSP300	Nursing Anne Simulator	Geriatric SimPad 1 Day	Laerdal Medical Corp	\$ 3,949.00	\$ 3,949.00	EA	EA
11-94-9100	322-EDGS100	Nursing Anne Simulator	Geriatric Get Started 1 Day	Laerdal Medical Corp	\$ 3,949.00	\$ 3,949.00	EA	EA
11-98-0051	320-00050PMC	Nursing Anne Simulator Prevent	Maintenance Customer Site	Laerdal Medical Corp	\$ 3,849.00	\$ 3,849.00	EA	EA
11-98-3201	320-B-EDBNDL1	Nursing Anne Education Bundle	Getting Started LLEAP 2 Day	Laerdal Medical Corp	\$ 7,898.00	\$ 7,898.00	EA	EA
11-98-3202	320-B-EDBNDL2	Nursing Anne Education Bundle	Getting Started SimPad 2 Day	Laerdal Medical Corp	\$ 7,898.00	\$ 7,898.00	EA	EA
11-98-1024	322-B-VplusP-NAS	Nursing Anne Simulator	Geriatric VP 24 Month Platinum	Laerdal Medical Corp	\$10,276.00	\$10,276.00	EA	EA
11-98-2216	320-B-VplusP-NAS	Nursing Anne VP 24 Month	Platinum	Laerdal Medical Corp	\$10,276.00	\$10,276.00	EA	EA
11-98-3051	320-83050	Nursing Anne Sim Installation		Laerdal Medical Corp	\$ 2,699.00	\$ 2,699.00	EA	EA
11-81-0203	020300	Little Anne Airway Disposable	24/EA	Laerdal Medical Corp	\$ 69.00	\$ 65.55	EA	EA
11-99-1402-BRN	381402B	Deltoid Injection Pad	Adult	Laerdal Medical Corp	\$ 49.00	\$ 46.55	EA	EA
11-99-1402-TAN	381402T	Deltoid Injection Pad	Adult	Laerdal Medical Corp	\$ 49.00	\$ 46.55	EA	EA
11-81-0065-BRN	325-00650B	Nursing Anne Mastectomy Module		Laerdal Medical Corp	\$ 659.00	\$ 626.05	EA	EA
11-81-0065-LIGHT	325-00650	Nursing Anne Mastectomy Module		Laerdal Medical Corp	\$ 659.00	\$ 626.05	EA	EA
11-81-0065-TAN	325-00650T	Nursing Anne Mastectomy Module		Laerdal Medical Corp	\$ 659.00	\$ 626.05	EA	EA
11-81-0450-BRN	325-00450B	Nursing Anne Fundus Skills	and Assessment Module	Laerdal Medical Corp	\$ 659.00	\$ 626.05	EA	EA
11-81-0450-LIGHT	325-00450	Nursing Anne Fundus Skills	and Assessment Module	Laerdal Medical Corp	\$ 659.00	\$ 626.05	EA	EA
11-81-0450-TAN	325-00450T	Nursing Anne Fundus Skills	and Assessment Module	Laerdal Medical Corp	\$ 659.00	\$ 626.05	EA	EA
11-81-1510-BRN	375-80001B	Arterial Stick Arm Kit	Complete	Laerdal Medical Corp	\$ 689.00	\$ 654.55	EA	EA
11-81-1510-LIGHT	375-80001	Arterial Arm Stick Kit	Complete	Laerdal Medical Corp	\$ 689.00	\$ 654.55	EA	EA
11-81-2300-LEFT	151-22000	Resusci Anne Adv Skill Trainer	AED-LINK with ShockLink	Laerdal Medical Corp	\$ 9,099.00	\$ 8,644.05	EA	EA
11-81-2300-RGHT	151-23000	Resusci Anne Adv Skill Trainer	AED-LINK with ShockLink	Laerdal Medical Corp	\$ 9,099.00	\$ 8,644.05	EA	EA
11-81-2405-DARK	320-24050-D	Nursing Anne Simulator Wound	Assessment Care Kit	Laerdal Medical Corp	\$ 539.00	\$ 512.05	EA	EA
11-81-2405-MED	320-24050-M	Nursing Anne Simulator Wound	Assessment Care Kit	Laerdal Medical Corp	\$ 539.00	\$ 512.05	EA	EA
11-98-4300	204-300PP1YR	SimPad PLUS Protection Plan	1YR (available up to 4 years)	Laerdal Medical Corp	\$ 579.00	\$ 550.05	EA	EA
11-99-2500-BRN	300-00250B	Ventrog'luteal Injection Pad	Adult Male	Laerdal Medical Corp	\$ 44.00	\$ 41.80	EA	EA
11-99-2500-LIGHT	300-00250	Ventrog'luteal Injection Pad	Adult Male	Laerdal Medical Corp	\$ 44.00	\$ 41.80	EA	EA
11-99-2500-TAN	300-00250T	Ventrog'luteal Injection Pad	Adult Male	Laerdal Medical Corp	\$ 44.00	\$ 41.80	EA	EA
11-07-2043	204-30250	SimPad PLUS Link Box	for 12-81-2260	Laerdal Medical Corp	\$ 869.00	\$ 825.55	EA	EA
11-81-0102-DARK	124-03050	Little Anne QCPR 4/PK		Laerdal Medical Corp	\$ 1,099.00	\$ 1,044.05	PK	PK
11-81-0102-LIGHT	124-01050	Little Anne QCPR 4/PK		Laerdal Medical Corp	\$ 1,099.00	\$ 1,044.05	PK	PK
11-81-0700-BRN	380700B	Multi-Venous IV Training Arm	Male Right	Laerdal Medical Corp	\$ 749.00	\$ 711.55	EA	EA
11-81-0700-LIGHT	380700	Multi-Venous IV Training Arm	Male Right	Laerdal Medical Corp	\$ 749.00	\$ 711.55	EA	EA
11-81-0700-TAN	380700T	Multi-Venous IV Training Arm	Male Right	Laerdal Medical Corp	\$ 749.00	\$ 711.55	EA	EA
11-81-0750	325-00750	Nursing Anne Breast Exam	Module	Laerdal Medical Corp	\$ 909.00	\$ 863.55	EA	EA
11-81-0919	090019	IV Torso Basic		Laerdal Medical Corp	\$ 1,399.00	\$ 1,329.05	EA	EA
11-81-1150-BRN	300-00150B	Thigh Injection Site Pad		Laerdal Medical Corp	\$ 59.00	\$ 56.05	EA	EA
11-81-1150-TAN	300-00150T	Thigh Injection Site Pad		Laerdal Medical Corp	\$ 59.00	\$ 56.05	EA	EA
11-81-1513	204-30101	SimPad Plus Only Handheld	Remote	Laerdal Medical Corp	\$ 949.00	\$ 901.55	EA	EA
11-81-2003	200-30850	SimPad Headset and Microphone		Laerdal Medical Corp	\$ 69.00	\$ 65.55	EA	EA
11-81-2011	375-20001	Home Care Training Simulator		Laerdal Medical Corp	\$ 919.00	\$ 873.05	EA	EA
11-81-2025-DARK	320-25550-D	Nursing Anne Simulator Staged	Wound Feet Set	Laerdal Medical Corp	\$ 1,099.00	\$ 1,044.05	EA	EA
11-81-2025-LIGHT	320-25550-M	Nursing Anne Simulator Staged	Wound Feet Set	Laerdal Medical Corp	\$ 1,099.00	\$ 1,044.05	EA	EA
11-81-2090	252090	ORMD Airway Lubricant	180mL	Laerdal Medical Corp	\$ 37.00	\$ 35.15	EA	EA
11-81-2705-MED	320-27050-M	Nursing Anne Simulator Skin	Mastectomy	Laerdal Medical Corp	\$ 1,099.00	\$ 1,044.05	EA	EA
11-81-3751-LIGHT	375-22501	Fundus Skills Assessment Task	Trainer	Laerdal Medical Corp	\$ 1,299.00	\$ 1,234.05	EA	EA
11-81-4205	375-42050	SimPad Blood Pressure Trainer		Laerdal Medical Corp	\$ 1,149.00	\$ 1,091.55	EA	EA
11-81-5000-TAN	270-00001T	Multi-Venous Training Arm Kit	Male	Laerdal Medical Corp	\$ 789.00	\$ 749.55	EA	EA
11-81-5100-BRN	375-50001B	Multi-Venous IV Training Arm	Female	Laerdal Medical Corp	\$ 789.00	\$ 749.55	EA	EA
11-81-5100-LIGHT	375-50001	Multi-Venous IV Training Arm	Female	Laerdal Medical Corp	\$ 789.00	\$ 749.55	EA	EA
11-81-5100-TAN	375-50001T	Multi-Venous IV Training Arm	Female	Laerdal Medical Corp	\$ 789.00	\$ 749.55	EA	EA
11-81-5350	375-21001	Catheterization and Enema Task	Trainer Interchangeable	Laerdal Medical Corp	\$ 709.00	\$ 673.55	EA	EA
11-99-0102	102-00150	Choking Charlie Sim Boluses		Laerdal Medical Corp	\$ 42.00	\$ 39.90	PK	EA
11-99-0501	200-30501	SimPad AC Adapter Power Cord		Laerdal Medical Corp	\$ 79.00	\$ 75.05	EA	EA
11-99-1115-MED	322-11150-M	Nursing Anne Simulator Skin	Back Aged	Laerdal Medical Corp	\$ 1,349.00	\$ 1,281.55	EA	EA
11-99-1201	15120103	Manikin Face Shields		Laerdal Medical Corp	\$ 89.00	\$ 84.55	CS	CS
11-99-1402-LIGHT	381402	Deltoid Injection Pad	Adult	Laerdal Medical Corp	\$ 59.00	\$ 56.05	EA	EA
11-99-2905-BRN	320-29050-D	Nursing Anne Simulator Skin	Front	Laerdal Medical Corp	\$ 1,099.00	\$ 1,044.05	EA	EA
11-81-1010	101-10001	Extri Kelly Rescue/ Trauma	Manikin	Laerdal Medical Corp	\$ 1,799.00	\$ 1,709.05	EA	EA
11-81-2500	375-10001	NG Tube and Trach Care Trainer		Laerdal Medical Corp	\$ 1,699.00	\$ 1,614.05	EA	EA
11-81-2610	375-40501	Blood Pressure Training Arm		Laerdal Medical Corp	\$ 1,549.00	\$ 1,471.55	EA	EA
11-81-4301	204-30001	SimPad Plus System		Laerdal Medical Corp	\$ 2,149.00	\$ 2,041.55	EA	EA
11-81-9650	212-29650	Headset w/ Mic USB Connector		Laerdal Medical Corp	\$ 109.00	\$ 103.55	EA	EA

11-99-3029-LIGHT	300-03950	Nursing Kelly Genitalia	Female Replacement	Laerdal Medical Corp	\$ 129.00	\$ 122.55	EA	EA
11-99-3045	200-30450	Manikin Adapter Cable	SimPad Compatible	Laerdal Medical Corp	\$ 109.00	\$ 103.55	EA	EA
11-79-4001	400-01050	LLEAP Software License		Laerdal Medical Corp	\$ 5,999.00	\$ 5,699.05	EA	EA
11-81-0122	122-01050	Little Anne AED Manikin		Laerdal Medical Corp	\$ 429.00	\$ 407.55	EA	EA
11-81-1055-DARKMALE	320-10550-D	Nursing Anne Simulator	Upgrade Kit	Laerdal Medical Corp	\$ 5,499.00	\$ 5,224.05	EA	EA
11-81-1055-MEDMALE	320-10550-M	Nursing Anne Simulator	Upgrade Kit	Laerdal Medical Corp	\$ 5,499.00	\$ 5,224.05	EA	EA
11-81-250	250-21050	Manikin Lubricant	45mL Spray Bottle	Laerdal Medical Corp	\$ 29.00	\$ 27.55	EA	EA
11-81-3221-DARK	322-10550-D	Nursing Anne Simulator	Geriatric Kit	Laerdal Medical Corp	\$ 8,399.00	\$ 7,979.05	EA	EA
11-81-3221-MED	322-10550-M	Nursing Anne Simulator	Geriatric Kit	Laerdal Medical Corp	\$ 8,399.00	\$ 7,979.05	EA	EA
11-99-0280-MEDMALE	320-28050-M	Nursing Anne Simulator Genital	Kit	Laerdal Medical Corp	\$ 529.00	\$ 502.55	EA	EA
11-99-2250	410-12250	ORMD Battery Replacement	Nursing Anne Simulator/SimMan	Laerdal Medical Corp	\$ 419.00	\$ 398.05	EA	EA
11-99-3650-LIGHT	200-03650	Genitalia Kit	Male/Female with Valves	Laerdal Medical Corp	\$ 319.00	\$ 303.05	EA	EA
11-07-4009	400-97001	Network Switch for LLEAP Sims	for 12-81-2260	Laerdal Medical Corp	\$ 249.00	\$ 236.55	EA	EA
11-79-4501	204-50150	LLEAP Software for SimPad Plus	11-81-4301 or 11-81-1513	Laerdal Medical Corp	\$ 3,099.00	\$ 2,944.05	EA	EA
11-81-0050-BRN	325-20050B	Nursing Anne Non SimPad	Capable	Laerdal Medical Corp	\$ 4,049.00	\$ 3,845.55	EA	EA
11-81-0050-LIGHT	325-20050	Nursing Anne Non SimPad	Capable	Laerdal Medical Corp	\$ 4,049.00	\$ 3,846.55	EA	EA
11-81-0050-TAN	325-20050T	Nursing Anne Non SimPad	Capable	Laerdal Medical Corp	\$ 4,049.00	\$ 3,846.55	EA	EA
11-81-0100-DARK	123-03050	Little Anne QCPR		Laerdal Medical Corp	\$ 299.00	\$ 284.05	EA	EA
11-81-0100-LIGHT	123-01050	Little Anne QCPR		Laerdal Medical Corp	\$ 299.00	\$ 284.05	EA	EA
11-81-0105-BRN	300-01050B	Wound Care Assessment Set	Male	Laerdal Medical Corp	\$ 2,699.00	\$ 2,564.05	EA	EA
11-81-0105-LIGHT	300-01050	Wound Care Assessment Set	Male	Laerdal Medical Corp	\$ 2,699.00	\$ 2,564.05	EA	EA
11-81-0105-TAN	300-01050T	Wound Care Assessment Set	Male	Laerdal Medical Corp	\$ 2,699.00	\$ 2,564.05	EA	EA
11-81-0239-LIGHT	312029	Skin and Vein System	Male Adult	Laerdal Medical Corp	\$ 269.00	\$ 255.55	EA	EA
11-81-0355-BRN	300-03550B	Abdominal Module w/Simulated	Blood	Laerdal Medical Corp	\$ 179.00	\$ 170.05	EA	EA
11-81-0355-LIGHT	300-03550	Abdominal Module w/Simulated	Blood	Laerdal Medical Corp	\$ 179.00	\$ 170.05	EA	EA
11-81-1830	181-30010	Resusci Junior QCPR Airway		Laerdal Medical Corp	\$ 28.00	\$ 26.60	PK	PK
11-81-2150-LIGHTADLT	300-02150	Belly Plate 3 Hole		Laerdal Medical Corp	\$ 169.00	\$ 160.55	EA	EA
11-81-5049-BRN	300-20050B	Nursing Kelly Non SimPad	Full Body Manikin Adult	Laerdal Medical Corp	\$ 3,849.00	\$ 3,656.55	EA	EA
11-81-5049-LIGHT	300-20050	Nursing Kelly Non SimPad	Full Body Manikin Adult	Laerdal Medical Corp	\$ 3,849.00	\$ 3,656.55	EA	EA
11-81-5049-TAN	300-20050T	Nursing Kelly Non SimPad	Full Body Manikin Adult	Laerdal Medical Corp	\$ 3,849.00	\$ 3,656.55	EA	EA
11-81-6050	400-96050	USB HD Web Cam	for Sim Platforms	Laerdal Medical Corp	\$ 219.00	\$ 208.05	EA	EA
11-99-0135	300-01350	Reservoir Assembly Stomach	Adult Male	Laerdal Medical Corp	\$ 33.00	\$ 31.31	EA	EA
11-99-0210-FEM	322-21050	Nursing Anne Simulator Wig	Gray	Laerdal Medical Corp	\$ 289.00	\$ 274.55	EA	EA
11-99-0350-LIGHT	325-00350	Arm Skin/ Vein System	for 11-81-5100	Laerdal Medical Corp	\$ 259.00	\$ 246.05	EA	EA
11-99-0550	200-00550	Nursing Anne/Kelly BP Cuff	Assembly	Laerdal Medical Corp	\$ 209.00	\$ 198.55	EA	EA
11-99-1105-MED	322-11050-M	Nursing Anne Simulator Skin	Front Aged	Laerdal Medical Corp	\$ 2,699.00	\$ 2,564.05	EA	EA
11-99-2115	320-21150	Nursing Anne Simulator Wig	Blonde	Laerdal Medical Corp	\$ 289.00	\$ 274.55	EA	EA
11-99-2125	320-21250	Nursing Anne Simulator Wig	Black Curly	Laerdal Medical Corp	\$ 289.00	\$ 274.55	EA	EA
11-99-4150	300-04150	IV Pad Assembly	Left Forearm	Laerdal Medical Corp	\$ 41.00	\$ 38.95	EA	EA
11-81-3250-BRN	325-00550B	Wound Care Assessment Set		Laerdal Medical Corp	\$ 2,549.00	\$ 2,421.55	EA	EA
11-81-3250-LIGHT	325-00550	Wound Care Assessment Set	Female	Laerdal Medical Corp	\$ 2,549.00	\$ 2,421.55	EA	EA
11-81-3250-TAN	325-00550T	Wound Care Assessment Set	Female	Laerdal Medical Corp	\$ 2,549.00	\$ 2,421.55	EA	EA
11-81-2005-LIGHT	200-05050	MegaCode Kelly Advanced	SimPad Capable	Laerdal Medical Corp	\$10,699.00	\$10,164.05	EA	EA
11-81-0505-BRN	325-05050B	Nursing Anne SimPad Capable		Laerdal Medical Corp	\$ 6,399.00	\$ 6,079.06	EA	EA
11-81-0505-LIGHT	325-05050	Nursing Anne SimPad Capable		Laerdal Medical Corp	\$ 6,399.00	\$ 6,079.05	EA	EA
11-81-0505-TAN	325-05050T	Nursing Anne SimPad Capable		Laerdal Medical Corp	\$ 6,399.00	\$ 6,079.06	EA	EA
11-81-1505-ADFEM	320-04150	Nursing Anne Simulator	Full Body	Laerdal Medical Corp	\$20,599.00	\$19,569.05	EA	EA
11-81-1505-DARKFEM	320-04050	Nursing Anne Simulator	Full Body	Laerdal Medical Corp	\$20,599.00	\$19,569.05	EA	EA
11-81-1505-MEDFEM	320-05050	Nursing Anne Simulator	Full Body	Laerdal Medical Corp	\$20,599.00	\$19,569.05	EA	EA
11-81-3210-DARKMALE	321-04050	Nursing Anne Simulator	Full Body	Laerdal Medical Corp	\$20,599.00	\$19,569.05	EA	EA
11-81-3210-MEDMALE	321-05050	Nursing Anne Simulator	Full Body	Laerdal Medical Corp	\$20,599.00	\$19,569.05	EA	EA
11-81-3225-DARK	322-04050	Nursing Anne Simulator	Geriatric	Laerdal Medical Corp	\$20,599.00	\$19,569.05	EA	EA
11-81-3225-MED	322-05050	Nursing Anne Simulator	Geriatric	Laerdal Medical Corp	\$20,599.00	\$19,569.05	EA	EA
11-81-5050-BRN	300-05050B	Nursing Kelly SimPad Capable		Laerdal Medical Corp	\$ 6,299.00	\$ 5,984.05	EA	EA
11-81-5050-LIGHT	300-05050	Nursing Kelly SimPad Capable		Laerdal Medical Corp	\$ 6,299.00	\$ 5,984.05	EA	EA
11-81-5050-TAN	300-05050T	Nursing Kelly SimPad Capable		Laerdal Medical Corp	\$ 6,299.00	\$ 5,984.05	EA	EA
11-81-0200	102-00001	Choking Charlie		Laerdal Medical Corp	\$ 729.00	\$ 692.55	EA	EA
11-81-1714	172-01260	Resusci Anne QCPR AW Full Body	with Airway Head Installed	Laerdal Medical Corp	\$ 3,699.00	\$ 3,514.05	EA	EA
11-81-1715	173-01260	Resusci Anne QCPR AED Full	Body w/ AED Skin Installed	Laerdal Medical Corp	\$ 3,449.00	\$ 3,276.66	EA	EA
11-81-1713	171-01260	Resusci Anne QCPR Full Body	with Trolley Case	Laerdal Medical Corp	\$ 2,799.00	\$ 2,659.05	EA	EA
11-81-1712	171-00160	Resusci Anne QCPR Torso	with Carry Bag	Laerdal Medical Corp	\$ 2,199.00	\$ 2,089.05	EA	EA
11-81-2555	25000033	Airway Management Trainer	Intubation	Laerdal Medical Corp	\$ 2,649.00	\$ 2,516.55	EA	EA
11-81-3001	206-30001	SimPad Plus Skill Reporter		Laerdal Medical Corp	\$ 2,549.00	\$ 2,421.55	EA	EA

ATTACHMENT A: PRICING

For each Manufacturer, the Vendor must enter the most current manufacturer's published MSRP price list or catalog and publication date, as well as the percentage discount offered for each referenced product category being offered. A Vendor may copy and submit pages if they are offering multiple manufacturers.

Manufacturer: Vata

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	N/A	N/A	N/A
Low Fidelity	N/A	N/A	N/A
Patient Care	Please see attached	Please see attached	10%
Trainers	Please see attached	Please see attached	10%
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	N/A	N/A	N/A
Training	N/A	N/A	N/A
BLS	N/A	N/A	N/A
Education	NO BID	NO BID	NO BID
Consumables	NO BID	NO BID	NO BID
Other Training Materials	N/A	N/A	N/A
Support & Maintenance	N/A	N/A	N/A
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Warranty and service items will be excluded from discounts off MSRP.

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
06-99-0451	0451	Blood Reservoir Bag for Torso	Chester Chest	Vata Inc.	\$ 15.50	\$ 13.95	EA	EA
11-81-1353-DARK	1353	Venipuncture Task Trainer	Two Vein	Vata Inc.	\$ 99.50	\$ 89.55	EA	EA
11-81-1353-LIGHT	1352	Venipuncture Task Trainer	Two Vein	Vata Inc.	\$ 99.50	\$ 89.55	EA	EA
11-81-0552	0552	Display Stand for 11-81-0550	11-81-0555	Vata Inc.	\$ 125.50	\$ 112.95	EA	EA
11-99-5013	0401	Chester Chest Carrying Case		Vata Inc.	\$ 108.75	\$ 97.88	EA	EA
11-81-2386	2386	Port Access Arm Only Chester	Chest	Vata Inc.	\$ 336.00	\$ 302.40	EA	EA
11-81-3540-DARK	1355	Venipuncture Task Trainer	Four Vein	Vata Inc.	\$ 143.00	\$ 128.70	EA	EA
11-81-3540-LIGHT	1354	Venipuncture Task Trainer	Four Vein	Vata Inc.	\$ 143.00	\$ 128.70	EA	EA
10-81-3500-LIGHT	3500	Suture Skills Trainer		Vata Inc.	\$ 236.00	\$ 212.40	EA	EA
11-81-0270-LIGHT	0270	Ostomy Pouching Trainer		Vata Inc.	\$ 425.00	\$ 382.50	EA	EA
11-81-2240-DARK	2412	Chester Chest w/ Port Access	Arm	Vata Inc.	\$ 999.00	\$ 899.10	EA	EA
11-81-2240-LIGHT	2410	Chester Chest w/ Port Access	Arm	Vata Inc.	\$ 999.00	\$ 899.10	EA	EA
11-81-2402-DARK	2402	Chester Chest w/ Standard Arm		Vata Inc.	\$ 861.00	\$ 774.90	EA	EA
11-81-2402-LIGHT	2400	Chester Chest w/ Standard Arm		Vata Inc.	\$ 861.00	\$ 774.90	EA	EA
11-81-6061	0600	Peter Picc Line		Vata Inc.	\$ 894.00	\$ 804.60	EA	EA
06-99-386	0417	Chester Chest Peripheral Arm	Port	Vata Inc.	\$ 126.00	\$ 113.40	EA	EA
10-81-7082-DARK	0920	Seymour 2 Wound Pressure	Injury Model	Vata Inc.	\$ 610.00	\$ 549.00	EA	EA
10-81-7082-LIGHT	0910	Seymour 2 Wound Pressure	Injury Model	Vata Inc.	\$ 610.00	\$ 549.00	EA	EA
11-81-0555	0555	Annie Arterial Pressure Injury	Leg Model	Vata Inc.	\$ 951.00	\$ 855.90	EA	EA
11-81-1366-DARK	2366	Venipuncture Training Aid	Four Vein Latex Free	Vata Inc.	\$ 329.00	\$ 296.10	EA	EA
11-81-1366-LIGHT	2365	Venipuncture Training Aid	Four Vein Latex Free	Vata Inc.	\$ 329.00	\$ 296.10	EA	EA
11-99-0405-LIGHT	0405	Chester Chest Outer Tissue	Flap	Vata Inc.	\$ 130.00	\$ 117.00	EA	EA
11-81-0950-DARK	0955	Wilma Wound Foot		Vata Inc.	\$ 559.00	\$ 503.10	EA	EA
11-81-0950-LIGHT	0950	Wilma Wound Foot		Vata Inc.	\$ 559.00	\$ 503.10	EA	EA
11-99-9010	0901	Seymour 2 Carrying Case		Vata Inc.	\$ 99.25	\$ 89.33	EA	EA
06-99-0409	0409	Chester Chest Catheter	Dual Lumen	Vata Inc.	\$ 79.25	\$ 71.33	EA	EA
11-99-0971	0971	Stan Stage 4 Carry Case Only		Vata Inc.	\$ 52.25	\$ 47.03	EA	EA

ATTACHMENT A: PRICING

For each Manufacturer, the Vendor must enter the most current manufacturer's published MSRP price list or catalog and publication date, as well as the percentage discount offered for each referenced product category being offered. A Vendor may copy and submit pages if they are offering multiple manufacturers.

Manufacturer:CAE

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	Please see attached	Please see attached	5%
Low Fidelity	Please see attached	Please see attached	5%
Patient Care	N/A	N/A	N/A
Trainers	N/A	N/A	N/A
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	NO BID	NO BID	NO BID
Training	Please see attached	Please see attached	0%
BLS	N/A	N/A	N/A
Education	NO BID	NO BID	NO BID
Consumables	NO BID	NO BID	NO BID
Other Training Materials	NO BID	NO BID	NO BID
Support & Maintenance	Please see attached	Please see attached	0%
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Warranty and service items will be excluded from discounts off MSRP.

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
11-81-0303	ACC-JUN03	JUNO Basic Wound Kit	Medium	CAE Healthcare, Inc	\$ 227.90	\$ 216.51	EA	EA
11-81-1300	ACC-JUN13	JUNO Basic Wound Kit	Dark	CAE Healthcare, Inc	\$ 227.90	\$ 216.51	EA	EA
11-79-3250	SWF-325	ARES EMS 1 Learning Module	Additional License	CAE Healthcare, Inc	\$ 813.57	\$ 772.89	EA	EA
11-79-3130	EDU-313	JUNO Learning Module	Obstetrical Nursing	CAE Healthcare, Inc	\$ 975.62	\$ 926.84	EA	EA
11-79-3110	SWF-311	JUNO Additional License	Chronic Care Learning Module	CAE Healthcare, Inc	\$ 839.52	\$ 797.54	EA	EA
11-79-0309	SWF-309	JUNO Additional License	Medical Surgical	CAE Healthcare, Inc	\$ 894.32	\$ 849.60	EA	EA
11-79-3300	SWF-330	ARES ACLS Learning Module	Additional License	CAE Healthcare, Inc	\$ 894.32	\$ 849.60	EA	EA
11-81-7301	ACC-ARE01	ARES Complete Wound Kit	Medium	CAE Healthcare, Inc	\$ 870.26	\$ 828.75	EA	EA
11-81-7304	ACC-ARE04	ARES Post Mastectomy	Medium	CAE Healthcare, Inc	\$ 578.76	\$ 549.82	EA	EA
11-81-7314	ACC-ARE14	ARES Post Mastectomy	Dark	CAE Healthcare, Inc	\$ 578.76	\$ 549.82	EA	EA
11-79-0307	SWF-307	JUNO Additional License	Nursing Assessment	CAE Healthcare, Inc	\$ 406.51	\$ 386.18	EA	EA
11-81-0078	903KK00078	Rolling Bag for Juno or Ares	CAE Manikins Soft Sided	CAE Healthcare, Inc	\$ 418.70	\$ 397.77	EA	EA
11-81-1400	ACC-JUN14	JUNO Post Mastectomy	Dark	CAE Healthcare, Inc	\$ 811.96	\$ 771.36	EA	EA
11-81-4000	ACC-JUN04	JUNO Post Mastectomy	Medium	CAE Healthcare, Inc	\$ 811.96	\$ 771.36	EA	EA
11-79-3080	EDU-308	JUNO Learning Module	Nursing Fundamentals	CAE Healthcare, Inc	\$ 2,601.66	\$ 2,471.58	EA	EA
11-79-3100	EDU-310	JUNO Learning Module	High Acuity Nursing	CAE Healthcare, Inc	\$ 5,203.33	\$ 4,943.16	EA	EA
11-81-0201	MAES-201	ARES Maestro	Physiology Option	CAE Healthcare, Inc	\$ 5,294.70	\$ 5,029.97	EA	EA
11-79-0001	UPG-JUN01	JUNO Electronic Upgrade Pkg	Medium Skin Tone	CAE Healthcare, Inc	\$ 7,414.70	\$ 7,043.97	EA	EA
11-79-0004	UPG-JUN04	JUNO Electronic Upgrade Pkg	Dark Skin Tone	CAE Healthcare, Inc	\$ 7,414.70	\$ 7,043.97	EA	EA
11-81-2737	ARES-100	ARES Emergency Care Manikin	Dark Base Package	CAE Healthcare, Inc	\$22,254.70	\$21,141.97	EA	EA
11-81-2738	ARES-100	ARES Emergency Care Manikin	Medium Base Package	CAE Healthcare, Inc	\$22,254.70	\$21,141.97	EA	EA
11-81-2739	ARES-200	ARES Emergency Care Manikin	Dark Advanced Package	CAE Healthcare, Inc	\$24,480.70	\$23,256.67	EA	EA
11-81-2741	ARES-200	ARES Emergency Care Manikin	Medium Advanced Package	CAE Healthcare, Inc	\$24,480.70	\$23,256.67	EA	EA
11-81-2742	ARES-300	ARES Emergency Care Manikin	Dark Complete Package	CAE Healthcare, Inc	\$27,819.70	\$26,428.72	EA	EA
11-81-2743	ARES-300	ARES Emergency Care Manikin	Medium Complete Package	CAE Healthcare, Inc	\$27,819.70	\$26,428.72	EA	EA
11-94-0100	TRN-JUN01	JUNO On-Site One Day	Education Course	CAE Healthcare, Inc	\$ 4,653.40	\$ 4,420.73	EA	EA
11-98-7301	TRN-ARE01	ARES On-site One Day Education	Up to 10 Attendees	CAE Healthcare, Inc	\$ 4,653.40	\$ 4,420.73	EA	EA
11-81-5866	JUN-100	JUNO Care Manikin	Dark Base Package	CAE Healthcare, Inc	\$ 4,982.00	\$ 4,732.90	EA	EA
11-81-5867	JUN-100	JUNO Care Manikin	Medium Base Package	CAE Healthcare, Inc	\$ 4,982.00	\$ 4,732.90	EA	EA
11-81-5870	JUN-300	JUNO Care Manikin	Dark Complete Package	CAE Healthcare, Inc	\$14,204.00	\$13,493.80	EA	EA
11-81-5871	JUN-300	JUNO Care Manikin	Medium Complete Package	CAE Healthcare, Inc	\$14,204.00	\$13,493.80	EA	EA
11-98-7402	VTRN-ARE01	CAE ARES Virtual Installation	and System Orientation	CAE Healthcare, Inc	\$ 1,908.00	\$ 1,812.60	EA	EA
11-98-8602	VTRN-JUN01	JUNO Virtual Installation and	System Orientation	CAE Healthcare, Inc	\$ 1,908.00	\$ 1,812.60	EA	EA
11-79-0361	SWF-361	JUNO Additional License	ASL PNClv6	CAE Healthcare, Inc	\$ 3,445.00	\$ 3,272.75	EA	EA
11-79-3612	EDU-361A	JUNO Learning Module	PNCl v6 without Consultation	CAE Healthcare, Inc	\$13,780.00	\$13,091.00	EA	EA
11-98-0011	WAR-JUN11	JUNO Base EXPRESS Assurance		CAE Healthcare, Inc	\$ 742.00	\$ 704.90	EA	EA
11-98-0013	WAR-JUN13	JUNO Live and Complete EXPRESS	Assurance	CAE Healthcare, Inc	\$ 1,590.00	\$ 1,510.50	EA	EA
11-98-1300	WAR-ARE13	ARES Advanced/Complete EXPRESS	Assurance	CAE Healthcare, Inc	\$ 2,650.00	\$ 2,517.50	EA	EA
11-79-3610	EDU-361	JUNO Learning Module	PNCl v6 with Consultation	CAE Healthcare, Inc	\$20,394.40	\$19,374.68	EA	EA
11-98-1100	WAR-ARE11	ARES Base EXPRESS Assurance		CAE Healthcare, Inc	\$ 2,332.00	\$ 2,215.40	EA	EA
11-98-0125	TRN-125	JUNO Customized Webinar	Generic Training One Hour	CAE Healthcare, Inc	\$ 318.00	\$ 302.10	EA	EA
11-98-1250	TRN-125	Ares Customized Webinar	Training Generic One Hour	CAE Healthcare, Inc	\$ 318.00	\$ 302.10	EA	EA
11-98-7302	TRN-ARE02	ARES Customized Webinar	Training	CAE Healthcare, Inc	\$ 636.00	\$ 604.20	EA	EA
11-98-8662	TRN-JUN02	JUNO Customized Webinar	Training	CAE Healthcare, Inc	\$ 636.00	\$ 604.20	EA	EA
11-79-0300	EDU-330	ARES ACLS Learning Module		CAE Healthcare, Inc	\$ 3,577.29	\$ 3,398.43	EA	EA
11-79-3090	EDU-309	JUNO Learning Module	Medical Surgical	CAE Healthcare, Inc	\$ 3,577.29	\$ 3,398.43	EA	EA
11-98-4334	MidFI ISO	ARES & JUNO Installation and	System Orientation Onsite	CAE Healthcare, Inc	\$ 3,919.88	\$ 3,723.89	EA	EA
11-79-0311	EDU-311	JUNO Learning Module	Chronic Care and Comm Nrsng	CAE Healthcare, Inc	\$ 3,252.08	\$ 3,089.48	EA	EA
11-79-0325	EDU-325	ARES EMS 1 Learning Module		CAE Healthcare, Inc	\$ 3,252.08	\$ 3,089.48	EA	EA
11-79-3070	EDU-307	JUNO Learning Module	Nursing Assessment	CAE Healthcare, Inc	\$ 1,626.04	\$ 1,544.74	EA	EA
11-79-3260	EDU-326	ARES EMS 2 Learning Module		CAE Healthcare, Inc	\$ 3,252.08	\$ 3,089.48	EA	EA
11-79-3270	EDU-327	ARES EMS 3 Learning Module		CAE Healthcare, Inc	\$ 3,252.08	\$ 3,089.48	EA	EA
11-79-3280	EDU-328	ARES EMS 4 Learning Module		CAE Healthcare, Inc	\$ 3,252.08	\$ 3,089.48	EA	EA
11-79-3290	EDU-329	ARES EMS 6 Learning Module		CAE Healthcare, Inc	\$ 3,252.08	\$ 3,089.48	EA	EA
11-79-0310	SWF-310	JUNO Additional License	High Acuity Nursing	CAE Healthcare, Inc	\$ 1,300.83	\$ 1,235.79	EA	EA
11-81-0990	ACC-JUN09	JUNO Complete Wound Kit	Medium	CAE Healthcare, Inc	\$ 1,279.42	\$ 1,215.45	EA	EA
11-81-1900	ACC-JUN19	JUNO Complete Wound Kit	Dark	CAE Healthcare, Inc	\$ 1,279.42	\$ 1,215.45	EA	EA
11-81-0018	ACC-PTS001	Touch-Pro Patient Monitor	Wireless with Wall Mount	CAE Healthcare, Inc	\$ 2,199.29	\$ 2,089.33	EA	EA
11-81-7302	ACC-ARE02	ARES Complete Wound Kit	Dark	CAE Healthcare, Inc	\$ 870.26	\$ 826.75	EA	EA
11-79-0308	SWF-308	JUNO Additional License	Nursing Fundamentals	CAE Healthcare, Inc	\$ 650.42	\$ 617.90	EA	EA
11-81-0186	ACC-JUN01	Tablet Mid-Fidelity Simulator	Microsoft Surface GO	CAE Healthcare, Inc	\$ 800.30	\$ 760.29	EA	EA
11-79-0313	SWF-313	JUNO Additional License	Obstetrical Nursing	CAE Healthcare, Inc	\$ 243.91	\$ 231.71	EA	EA
11-81-7318	CON-ARE18	ARES SymDefib Universal Pads		CAE Healthcare, Inc	\$ 174.90	\$ 166.16	EA	EA
11-81-0191-DARK	G-OFU-002-S-V-N	MediSkin® Female Urinary	Catheterization Model	CAE Healthcare, Inc	\$ 301.56	\$ 286.48	EA	EA
11-81-0191-LIGHT	G-OFU-002-S-V-B	MediSkin® Female Urinary	Catheterization Model	CAE Healthcare, Inc	\$ 301.56	\$ 286.48	EA	EA
11-81-0191-MED	G-OFU-002-S-V-M	MediSkin® Female Urinary	Catheterization Model	CAE Healthcare, Inc	\$ 301.56	\$ 286.48	EA	EA
11-81-0192-DARK	G-OMU-002-S-V-N	MediSkin® Male Urinary	Catheterization Model	CAE Healthcare, Inc	\$ 301.56	\$ 286.48	EA	EA
11-81-0192-LIGHT	G-OMU-002-S-V-B	MediSkin® Male Urinary	Catheterization Model	CAE Healthcare, Inc	\$ 301.56	\$ 286.48	EA	EA
11-81-0192-MED	G-OMU-002-S-V-M	MediSkin® Male Urinary	Catheterization Model	CAE Healthcare, Inc	\$ 301.56	\$ 286.48	EA	EA
11-81-6604	BPH660-HP	Blue Phantom Gen II Hand Pump	Ultrasound Central Line Model	CAE Healthcare, Inc	\$ 3,089.00	\$ 2,934.55	EA	EA
11-98-0110	PICC3PEdu-BPBV110	Blue Phantom Educational Pkg	Ultrasound PICC Line 4 Vessel	CAE Healthcare, Inc	\$ 921.14	\$ 875.08	EA	EA
11-98-8110	CVA3PEdu-BPBV110	Blue Phantom Educational Pkg	Ultrasound Centr Cath 4 Vessel	CAE Healthcare, Inc	\$ 921.14	\$ 875.08	EA	EA
11-81-3016	BPPARA-FEM1301-NFN	Blue Phantom Paracentesis	Model w/Femoral Vessels	CAE Healthcare, Inc	\$ 8,213.94	\$ 7,803.24	EA	EA
11-81-1901	BP1901	Blue Phantom Elastography	Ultrasound Breast Phantom	CAE Healthcare, Inc	\$ 572.40	\$ 543.78	EA	EA
11-81-3027	BPDA230-AP	Blue Phantom Peripheral	Doppler Ultrasound Training	CAE Healthcare, Inc	\$ 7,727.40	\$ 7,341.03	EA	EA
11-81-4550	BPU500-C	Blue Phantom Transparent Int	Jugular Cent Line Ultrasound	CAE Healthcare, Inc	\$ 2,003.40	\$ 1,903.23	EA	EA
11-81-2060-DARK	B-TP-001-N	MediSkin® Oral and Nasal	Swab Simulator	CAE Healthcare, Inc	\$ 756.00	\$ 718.20	EA	EA
11-81-2060-LIGHT	B-TP-001-B	MediSkin® Oral and Nasal	Swab Simulator	CAE Healthcare, Inc	\$ 756.00	\$ 718.20	EA	EA
11-81-2060-MED	B-TP-001-M	MediSkin® Oral and Nasal	Swab Simulator	CAE Healthcare, Inc	\$ 756.00	\$ 718.20	EA	EA
11-81-2716	BP1620	Blue Phantom PUBS	Ultrasound Training Model	CAE Healthcare, Inc	\$ 7,897.00	\$ 7,502.15	EA	EA
11-81-3361	BPPARA-FEM1301-FN-F	Blue Phantom Paracentesis	Model w/Nerves & Vessels	CAE Healthcare, Inc	\$10,128.30	\$ 9,621.89	EA	EA
11-81-1220	BPOB1220	Blue Phantom Gen Pathology	Transvaginal Ultrasound Model	CAE Healthcare, Inc	\$ 8,527.70	\$ 8,101.32	EA	EA
11-81-2103	BPLP1203	Blue Phantom Spinal Cervical	Epidural and Lumbar Puncture	CAE Healthcare, Inc	\$ 7,022.50	\$ 6,671.38	EA	EA
11-81-6638	BPPARA-FEM1301-NFN	Blue Phantom Paracentesis	Ultrasound Training Model	CAE Healthcare, Inc	\$ 6,640.90	\$ 6,308.86	EA	EA
11-81-8110	BPTT1000-1	Blue Phantom Chest Tube and	Ultrasound Thoracenteses Model	CAE Healthcare, Inc	\$ 5,379.50	\$ 5,110.53	EA	EA
11-81-1102	BPRB2011	Blue Phantom Renal Biopsy	Ultrasound Training Model	CAE Healthcare, Inc	\$ 4,807.10	\$ 4,566.75	EA	EA
11-81-6652	BPH665-C-HP	Blue Phantom Gen II Ultrasound	Central Line Model	CAE Healthcare, Inc	\$ 4,404.30	\$ 4,184.09	EA	EA
11-81-7510	BPMMSK-1000	Blue Phantom MSK Knee	Ultrasound Training Model	CAE Healthcare, Inc	\$ 4,351.30	\$ 4,133.74	EA	EA
11-81-7002	BPH700-C	Blue Phantom Transparent	Cardiac Ultrasound Model	CAE Healthcare, Inc	\$ 3,778.90	\$ 3,589.96	EA	EA
11-81-9001-DARK	G-FIRV-001-N	MediSkin® Gluteal Model	Female	CAE Healthcare, Inc	\$ 699.72	\$ 664.73	EA	EA
11-81-9001-LIGHT	G-FIRV-001-B	MediSkin® Gluteal Model	Female	CAE Healthcare, Inc	\$ 699.72	\$ 664.73	EA	EA

11-81-9001-MED	G-FIRV-001-M	MedicSkin® Gluteal Model	Female	CAE Healthcare, Inc	\$ 699.72	\$ 664.73	EA	EA
11-81-2170	BPB170	Blue Phantom Breast Biopsy	Ultrasound Phantom	CAE Healthcare, Inc	\$ 514.10	\$ 488.40	EA	EA

ATTACHMENT A: PRICING

For each Manufacturer, the Vendor must enter the most current manufacturer's published MSRP price list or catalog and publication date, as well as the percentage discount offered for each referenced product category being offered. A Vendor may copy and submit pages if they are offering multiple manufacturers.

Manufacturer:

BT USA

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	N/A	N/A	N/A
Low Fidelity	N/A	N/A	N/A
Patient Care	Please see attached	Please see attached	1%
Trainers	Please see attached	Please see attached	1%
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	N/A	N/A	N/A
Training	N/A	N/A	N/A
BLS	Please see attached	Please see attached	1%
Education	N/A	N/A	N/A
Consumables	N/A	N/A	N/A
Other Training Materials	N/A	N/A	N/A
Support & Maintenance	N/A	N/A	N/A
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
11-99-2204	CSIV2-PAD	Skin Pads for 11-81-2201	Replacement	BT USA Inc	\$ 700.00	\$ 693.00	EA	EA
11-81-1012	CSID	Intradermal Injection Trainer		BT USA Inc	\$ 350.00	\$ 346.50	EA	EA
11-81-1013	CSIC	Subcutaneous Injection Trainer		BT USA Inc	\$ 350.00	\$ 346.50	EA	EA
11-81-3961	BT-CSPA	Arterial Puncture Training Arm		BT USA Inc	\$3,850.00	\$3,811.50	EA	EA
11-81-2201	CSIV2	Intravenous Inj. Training Arm	Arm II	BT USA Inc	\$2,500.00	\$2,475.00	EA	EA
11-81-2202	CEAB2	BP/ Pulse Assessment Simulator		BT USA Inc	\$2,750.00	\$2,722.50	EA	EA
11-81-2203	CSIM1	Intramuscular Inj. Simulator	Buttocks	BT USA Inc	\$5,000.00	\$4,950.00	EA	EA
11-81-2204	CSIV1	Intravenous Inj. Training Arm	Arm I Open Hand	BT USA Inc	\$2,500.00	\$2,475.00	EA	EA
11-81-2207	SEEM2	Smart CPR Training Model	Sherpa X	BT USA Inc	\$1,210.00	\$1,197.90	ST	ST
11-81-2208	CSIS	Tube Feeding Tracheostomy Care	Suction Training Model	BT USA Inc	\$3,500.00	\$3,465.00	ST	ST
11-81-3995	CSIE	Airway Management Simulator	with Tablet	BT USA Inc	\$5,000.00	\$4,950.00	EA	EA
11-81-4553	SEEM-AIR	CPR/ Airway Management	Training Simulator	BT USA Inc	\$2,750.00	\$2,722.50	EA	EA
11-81-2205	CSIV-S	Intravenous Inj Training Model	Simple	BT USA Inc	\$ 220.00	\$ 217.80	ST	ST
11-81-2206	SEEM	Self-Training CPR Model	Sherpa Plus	BT USA Inc	\$ 880.00	\$ 871.20	ST	ST
11-81-3996	CSIE-T	Airway Management Trainer		BT USA Inc	\$3,300.00	\$3,267.00	ST	ST

ATTACHMENT A: PRICING

For each Manufacturer, the Vendor must enter the most current manufacturer's published MSRP price list or catalog and publication date, as well as the percentage discount offered for each referenced product category being offered. A Vendor may copy and submit pages if they are offering multiple manufacturers.

Manufacturer:

3B

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	N/A	N/A	N/A
Low Fidelity	Please see attached	Please see attached	10%
Patient Care	Please see attached	Please see attached	10%
Trainers	Please see attached	Please see attached	10%
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	N/A	N/A	N/A
Training	N/A	N/A	N/A
BLS	N/A	N/A	N/A
Education	N/A	N/A	N/A
Consumables	N/A	N/A	N/A
Other Training Materials	N/A	N/A	N/A
Support & Maintenance	N/A	N/A	N/A
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Warranty and service items will be excluded from discounts off MSRP.

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
11-81-0910-LG	718-3420	SimShirt System Complete	with Large Shirt	American 3B Scientific, LP	\$ 8,500.00	\$ 7,650.00	EA	EA
11-81-0911-DARK	718-8902	SAM 3G Student Auscultation	Manikin Enhanced Software	American 3B Scientific, LP	\$22,250.00	\$20,025.00	EA	EA
11-81-0911-LIGHT	718-8802	SAM 3G Student Auscultation	Manikin Enhanced Software	American 3B Scientific, LP	\$22,250.00	\$20,025.00	EA	EA
11-81-0913	718-8821	SAM 3G Software Upgrade	for SAM 2	American 3B Scientific, LP	\$ 8,500.00	\$ 7,650.00	EA	EA
11-81-0914-LG	718-3421	SimShirt Only		American 3B Scientific, LP	\$ 500.00	\$ 450.00	EA	EA
11-81-0914-MED	718-3422	SimShirt Only		American 3B Scientific, LP	\$ 500.00	\$ 450.00	EA	EA
11-81-0914-XLG	718-3423	SimShirt Only		American 3B Scientific, LP	\$ 500.00	\$ 450.00	EA	EA
11-81-0914-XXLG	718-3424	SimShirt Only		American 3B Scientific, LP	\$ 500.00	\$ 450.00	EA	EA
11-81-1156-LIGHT	8001156	ATLAS+REALITI GO ALS Simulator		American 3B Scientific, LP	\$16,000.00	\$14,400.00	EA	EA
11-81-8801-DARK	718-8900	SAM II Student Auscultation	Manikin	American 3B Scientific, LP	\$13,750.00	\$12,375.00	EA	EA
11-81-8801-LIGHT	718-8800	SAM II Student Auscultation	Manikin	American 3B Scientific, LP	\$13,750.00	\$12,375.00	EA	EA
11-81-8831-LIGHT	718-8830	SAM Basic Auscultation Manikin	with WiFi SImscope	American 3B Scientific, LP	\$ 3,750.00	\$ 3,375.00	EA	EA
11-99-9011	718-9011	SAM Speaker System		American 3B Scientific, LP	\$ 395.00	\$ 355.50	EA	EA
11-98-0021	905-0002	In-Service Plan 2	for SAMII, SAM 3G, PAT	American 3B Scientific, LP	\$ 1,795.00	\$ 1,795.00	EA	EA
11-81-1610	1022652	Hemorrhage Control Arm Trainer		American 3B Scientific, LP	\$ 1,834.00	\$ 1,650.60	EA	EA
11-81-0058	1013116	Prostate Examination Trainer	4 Stages	American 3B Scientific, LP	\$ 190.00	\$ 171.00	EA	EA
11-81-0093-FULL	1020842	Catheterization Simulator Set	Female/ Male Basic	American 3B Scientific, LP	\$ 850.00	\$ 765.00	EA	EA
11-81-1661	1017891	Epidural and Spinal Injection	Trainer	American 3B Scientific, LP	\$ 1,962.00	\$ 1,765.00	EA	EA
11-81-3413	1022952	Nikki Nursing Skills Manikin	with Auscultation	American 3B Scientific, LP	\$ 6,395.00	\$ 5,755.50	EA	EA
11-81-0093-MALE	1020232	Catheterization Simulator	Basic	American 3B Scientific, LP	\$ 502.00	\$ 451.80	EA	EA
11-81-0931-FULL	1023010	Catheterization Simulator Set	Female/Male P93 Pro	American 3B Scientific, LP	\$ 1,724.00	\$ 1,551.60	EA	EA
11-81-0951-DARK	8000953	CPR Simulator BASIC Billy	With Feedback Device	American 3B Scientific, LP	\$ 399.00	\$ 359.10	EA	EA
11-81-0951-LIGHT	8000951	CPR Simulator BASIC Billy	With Feedback Device	American 3B Scientific, LP	\$ 399.00	\$ 359.10	EA	EA
11-81-1657	1000514	Injection Simulator Buttock		American 3B Scientific, LP	\$ 1,997.00	\$ 1,797.30	EA	EA
11-81-2682-DARK	1022683	CPR Simulator BASIC Billy	Without Feedback	American 3B Scientific, LP	\$ 276.00	\$ 248.40	EA	EA
11-81-2682-LIGHT	1022682	CPR Simulator BASIC Billy	Without Feedback	American 3B Scientific, LP	\$ 276.00	\$ 248.40	EA	EA
11-81-3311-DARK	1023311	IV Injection Arm Trainer		American 3B Scientific, LP	\$ 753.00	\$ 677.70	EA	EA
11-81-5550	1021418	IV Injection Phlebotomy Arm	White	American 3B Scientific, LP	\$ 753.00	\$ 677.70	EA	EA
11-81-8817	1018817	Patient Care Manikin Basic		American 3B Scientific, LP	\$ 2,971.00	\$ 2,673.90	EA	EA
11-81-2519	1022519	Bowel Care and Enema Trainer		American 3B Scientific, LP	\$ 1,033.00	\$ 929.70	EA	EA
11-81-1612	1018816	Patient Care Manikin Pro		American 3B Scientific, LP	\$ 3,840.00	\$ 3,456.00	EA	EA
11-81-3106-DARK	1023314	Hemorrhage Control Leg Trainer		American 3B Scientific, LP	\$ 2,285.00	\$ 2,056.50	EA	EA
11-81-3106-LIGHT	1023106	Hemorrhage Control Leg Trainer		American 3B Scientific, LP	\$ 2,285.00	\$ 2,056.50	EA	EA

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For each Manufacturer, the Vendor must enter the most current manufacturer's published MSRP price list or catalog and publication date, as well as the percentage discount offered for each referenced product category being offered. A Vendor may copy and submit pages if they are offering multiple manufacturers.

Manufacturer:

Prestan

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	N/A	N/A	N/A
Low Fidelity	N/A	N/A	N/A
Patient Care	Please see attached	Please see attached	5%
Trainers	Please see attached	Please see attached	5%
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	N/A	N/A	N/A
Training	N/A	N/A	N/A
BLS	Please see attached	Please see attached	5%
Education	NO BID	NO BID	NO BID
Consumables	NO BID	NO BID	NO BID
Other Training Materials	NO BID	NO BID	NO BID
Support & Maintenance	N/A	N/A	N/A
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Warranty and service items will be excluded from discounts off MSRP.

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
11-99-4501	PP-ALB-50	Face Shield Lung Bags	Adult Replacement	Prestan	\$ 30.50	\$ 28.98	PK	EA
11-99-1500	PP-UFS-50	Ultralite Manikin Face Shields	Replacement	Prestan	\$ 22.00	\$ 20.90	PK	EA
11-99-6450	PP-AFS-50	Face Shield Adult 50/PK	Replacement for 11-81-1301	Prestan	\$ 22.00	\$ 20.90	PK	PK
11-81-1077	10077-PPS	CPR Practice Shields		Prestan	\$ 18.50	\$ 17.58	BX	EA
11-99-1200	PP-ALB-10	Face Shield Lung Bag 10/PK	Adult Replacement	Prestan	\$ 6.31	\$ 5.99	PK	PK
11-81-1301-DARK	PP-AM-100M-DS	CPR Training Manikin Adult	with CPR Monitor	Prestan	\$ 172.00	\$ 163.40	EA	EA
11-81-1301-MED	PP-AM-100M-MS	CPR Training Manikin Adult	with CPR Monitor	Prestan	\$ 172.00	\$ 163.40	EA	EA
11-81-400-DARK	PP-JTM-400M-DS	Jaw Thrust CPR-AED Manikin 4PK	Adult w/CPR Monitor	Prestan	\$ 778.00	\$ 739.10	PK	PK
11-81-400-DIVERSE	PP-JTM-400M-MSDS	Jaw Thrust CPR-AED Manikin 4PK	Adult w/CPR Monitor	Prestan	\$ 778.00	\$ 739.10	PK	PK
11-81-400-MED	PP-JTM-400M-MS	Jaw Thrust CPR-AED Manikin 4PK	Adult w/CPR Monitor	Prestan	\$ 778.00	\$ 739.10	PK	PK
11-81-5006-DARK	PP-FM-500M-DS	Family Pack with CPR Monitor	2-Adult 2-Infnt 1-Chlid	Prestan	\$ 682.00	\$ 647.90	PK	PK
11-81-5006-MED	PP-FM-500M-MS	Family Pack with CPR Monitor	2-Adult 2-Infnt 1-Chlid	Prestan	\$ 682.00	\$ 647.90	PK	PK
11-81-0339-DARK	PP-FM-600M-DS	TAKE2 Professional CPR Pack	2-Adult 2-Infant	Prestan	\$ 870.00	\$ 826.50	PK	PK
11-81-0339-DIVERSE	PP-FM-600M-MSDS	TAKE2 Professional CPR Pack	2-Adult 2-Infant	Prestan	\$ 870.00	\$ 826.50	PK	PK
11-81-0339-MED	PP-FM-600M-MS	TAKE2 Professional CPR Pack	2-Adult 2-Infant	Prestan	\$ 870.00	\$ 826.50	PK	PK
11-81-1449-DARK	PP-FA-4-DS	PRESTAN Female Accessory	4-Pack	Prestan	\$ 80.00	\$ 76.00	PK	PK
11-81-1449-MED	PP-FA-4-MS	PRESTAN Female Accessory	4-Pack	Prestan	\$ 80.00	\$ 76.00	PK	PK
11-81-2400-DARK	PP-AM-400M-DS	CPR Training Manikin 4PK Adult	w/CPR Monitor	Prestan	\$ 668.00	\$ 634.60	PK	PK
11-81-2400-DIVERSE	PP-AM-400M-MSDS	CPR Training Manikin 4PK Adult	w/CPR Monitor	Prestan	\$ 668.00	\$ 634.60	PK	PK
11-81-2400-MED	PP-AM-400M-MS	CPR Training Manikin 4PK Adult	w/CPR Monitor	Prestan	\$ 668.00	\$ 634.60	PK	PK
11-81-0667-DARK	PP-ULM-400M-DS	UltraLite Manikin Adult	4PK	Prestan	\$ 512.50	\$ 486.88	PK	PK
11-81-0667-DIVERSE	PP-ULM-400M-MSDS	UltraLite Manikin Adult	4PK	Prestan	\$ 512.50	\$ 486.88	PK	PK
11-81-0667-MED	PP-ULM-400M-MS	UltraLite Manikin Adult	4PK	Prestan	\$ 512.50	\$ 486.88	PK	PK

ATTACHMENT A: PRICING

For each Manufacturer, the Vendor must enter the most current manufacturer's published MSRP price list or catalog and publication date, as well as the percentage discount offered for each referenced product category being offered. A Vendor may copy and submit pages if they are offering multiple manufacturers.

Manufacturer:

Hudson Simulation Services

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	N/A	N/A	N/A
Low Fidelity	N/A	N/A	N/A
Patient Care	N/A	N/A	N/A
Trainers	N/A	N/A	N/A
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	Please see attached	Please see attached	2.5%
Training	N/A	N/A	N/A
BLS	N/A	N/A	N/A
Education	NO BID	NO BID	NO BID
Consumables	NO BID	NO BID	NO BID
Other Training Materials	NO BID	NO BID	NO BID
Support & Maintenance	N/A	N/A	N/A
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Warranty and service items will be excluded from discounts off MSRP.

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
11-79-2220	HSS222	SimVS X EMS Upgrade		Hudson Simulation Services	\$2,000.00	\$1,950.00	EA	EA
11-79-2230	HSS223	SimVS X Hospital Upgrade		Hudson Simulation Services	\$2,000.00	\$1,950.00	EA	EA
11-81-1120	HSS112 X	SimVS Hospital Pro		Hudson Simulation Services	\$7,495.00	\$7,307.63	EA	EA
11-79-1039	HSS103 X	SimVS EMS Plus		Hudson Simulation Services	\$6,795.00	\$6,625.13	EA	EA
11-79-1119	HSS111 X	SimVS Hospital Monitor Plus		Hudson Simulation Services	\$6,795.00	\$6,625.13	EA	EA
11-79-1019	HSS101 X	SimVS EMS		Hudson Simulation Services	\$5,995.00	\$5,845.13	EA	EA
11-79-1089	HSS108 X	SimVS Hospital		Hudson Simulation Services	\$5,995.00	\$5,845.13	EA	EA
11-81-9200	HSS-734	SimVS Diagnostic Essentials		Hudson Simulation Services	\$2,995.00	\$2,920.13	EA	EA
11-79-3227	HSS-729	SimVS Telemetry Multi-Patient	App	Hudson Simulation Services	\$ 995.00	\$ 970.13	EA	EA

ATTACHMENT A: PRICING

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Manufacturer:

Lumis

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	N/A	N/A	N/A
Low Fidelity	N/A	N/A	N/A
Patient Care	N/A	N/A	N/A
Trainers	N/A	N/A	N/A
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	Please see attached	Please see attached	1%
Training	N/A	N/A	N/A
BLS	N/A	N/A	N/A
Education	NO BID	NO BID	NO BID
Consumables	NO BID	NO BID	NO BID
Other Training Materials	NO BID	NO BID	NO BID
Support & Maintenance	N/A	N/A	N/A
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Warranty and service items will be excluded from discounts off MSRP.

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
11-79-7376	11-79-7376	Lumis Advanced Reporting	Ad-Hoc Report Requests	Lumis Corp	\$ 400.00	\$ 396.00	EA	EA
11-88-7447	11-88-7447	Lumis Shipping and Delivery	Lower 48 States	Lumis Corp	\$ 1,600.00	\$ 1,584.00	EA	EA
11-94-1049	11-94-1049	Lumis Custom AR System Install		Lumis Corp	\$ 200.00	\$ 198.00	HR	HR
11-94-1050	11-94-1050	Lumis Custom Branding	Whitelabeling Interface	Lumis Corp	\$ 200.00	\$ 198.00	HR	HR
11-94-1051	11-94-1051	Lumis Additional Integration	w/Simulator and Task Trainers	Lumis Corp	\$ 200.00	\$ 198.00	HR	HR
11-94-1329	11-94-1329	Lumis Set Up and Orientation	Remote 1-Day Training	Lumis Corp	\$ 800.00	\$ 792.00	EA	EA
11-94-2547	11-94-2547	Lumis 25 Hr Phone Support	4-1 Hour Training Sessions	Lumis Corp	\$ 400.00	\$ 396.00	EA	EA
11-94-7764	11-94-7764	Lumis Custom SSO Integration	w/IT Infrastructure	Lumis Corp	\$ 200.00	\$ 198.00	HR	HR
11-98-8437-TIER2	11-98-8437-TIER2	Lumis Software License	Up to 50 Users Annual	Lumis Corp	\$ 4,000.00	\$ 3,960.00	EA	EA
11-98-8437-TIER3	11-98-8437-TIER3	Lumis Software License	Up to 75 Users Annual	Lumis Corp	\$ 5,000.00	\$ 4,950.00	EA	EA
11-98-8437-TIER5	11-98-8437-TIER5	Lumis Software License	Up to 150 Users Annual	Lumis Corp	\$ 6,000.00	\$ 5,940.00	EA	EA
11-98-8665	11-98-8665	Lumis Course Authoring Toolkit	Added to Annual License	Lumis Corp	\$ 2,000.00	\$ 1,980.00	EA	EA
11-88-2779	11-88-2779	Lumis AR Projection System	w/Tablet PC and Peripherals	Lumis Corp	\$26,669.00	\$26,402.31	EA	EA
11-98-8437-TIER4	11-98-8437-TIER4	Lumis Software License	Up to 100 Users Annual	Lumis Corp	\$ 5,335.00	\$ 5,281.65	EA	EA
11-99-7366	11-99-7366	Lumis Pen	Anatomy and Virtual Detection	Lumis Corp	\$ 667.00	\$ 660.33	EA	EA
11-99-7763	11-99-7763	Lumis Ultrasound Probe	Advanced Imaging	Lumis Corp	\$ 667.00	\$ 660.33	EA	EA
11-99-7837	11-99-7837	Lumis Stethoscope	Assessment and Monitoring	Lumis Corp	\$ 667.00	\$ 660.33	EA	EA
11-98-8437-TIER1	11-98-8437-TIER1	Lumis Software License	Up to 25 Users Annual	Lumis Corp	\$ 2,669.00	\$ 2,642.31	EA	EA
11-94-1047	11-94-1047	Lumis Develop Custom Reporting	Typical Report 10Hrs	Lumis Corp	\$ 1,335.00	\$ 1,321.65	EA	EA
11-99-7546	11-99-7546	Lumis Smart Skin	Airway Management	Lumis Corp	\$ 1,335.00	\$ 1,321.65	EA	EA
11-99-7627	11-99-7627	Lumis Smart IV Sleeve	Drug Recognition	Lumis Corp	\$ 1,335.00	\$ 1,321.65	EA	EA
11-98-2382	11-98-2382	Lumis Advanced Reporting	Added to Annual License	Lumis Corp	\$ 935.00	\$ 925.65	EA	EA
11-99-7468	11-99-7468	Lumis Simulated Drug Refill	10-Qtr Liter Containers	Lumis Corp	\$ 269.00	\$ 266.31	PK	PK
11-94-1048	11-94-1048	Lumis Develop Custom Reporting	Additional Hours	Lumis Corp	\$ 110.00	\$ 108.90	HR	HR
11-94-4683	11-94-4683	Lumis Integration Hand-Off	to IT Staff Support	Lumis Corp	\$ 110.00	\$ 108.90	HR	HR

ATTACHMENT A: PRICING

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Manufacturer:

Nasco

Item	CatalogID/Price List Name	CatalogID/Price List Name Date	MSRP % Discount
Simulator			
High Fidelity	NO BID	NO BID	NO BID
Mid Fidelity	Please see attached	Please see attached	10%
Low Fidelity	Please see attached	Please see attached	10%
Patient Care	N/A	N/A	N/A
Trainers	N/A	N/A	N/A
Other Procedural Simulators	NO BID	NO BID	NO BID
Accessories	NO BID	NO BID	NO BID
Physiology Options	NO BID	NO BID	NO BID
Learning Applications	N/A	N/A	N/A
Training	N/A	N/A	N/A
BLS	Please see attached	Please see attached	10%
Education	NO BID	NO BID	NO BID
Consumables	NO BID	NO BID	NO BID
Other Training Materials	NO BID	NO BID	NO BID
Support & Maintenance	N/A	N/A	N/A
Installation			
Orders Exceeding \$100,000.00			
Orders Exceeding \$250,000.00			

Warranty and service items will be excluded from discounts off MSRP.

Item Number	Vend Item	Description[1]	Description[2]	Vendor Name	List Price	NC State Price	Price Per	U/M1
11-99-0366	101-367	IV Vein Kit for 11-81-120	Replacement	Nasco Healthcare Inc.	\$ 30.95	\$ 27.86	EA	EA
11-99-0206	101-206	Humerus Injection Pad/ Bone	3/PK	Nasco Healthcare Inc.	\$ 120.95	\$ 108.86	PK	PK
11-81-8395	WA28395	Injection Belly		Nasco Healthcare Inc.	\$ 127.95	\$ 115.16	EA	EA
11-81-2022	101-201	FAST One Trainer		Nasco Healthcare Inc.	\$ 169.95	\$ 152.96	EA	EA
11-99-0421	101-421	I/O Leg Skin	10/PK	Nasco Healthcare Inc.	\$ 210.95	\$ 189.86	PK	PK
11-81-1408	101-408	Smart STAT Bleeding Leg	Amputated	Nasco Healthcare Inc.	\$ 342.95	\$ 308.66	EA	EA
11-81-1409	101-409	Smart STAT Intraosseous Leg		Nasco Healthcare Inc.	\$ 390.95	\$ 351.86	EA	EA
11-81-1025	101-205	Humerus Intraosseous IO	Trainer	Nasco Healthcare Inc.	\$ 476.95	\$ 429.26	EA	EA
11-81-1407	101-407N	Smart STAT Battery Leg		Nasco Healthcare Inc.	\$ 821.95	\$ 739.76	EA	EA
11-81-0112	101-12-001L	Arrhythmia Simulator 12 Lead	with Large Manikin Overlay	Nasco Healthcare Inc.	\$ 2,669.95	\$ 2,402.96	EA	EA
11-81-8002	101-8002	Smart STAT Basic	with iPad Controls	Nasco Healthcare Inc.	\$17,773.95	\$ 15,996.56	EA	EA
11-81-8003	101-8000	Smart STAT Advanced	with iPad Controls	Nasco Healthcare Inc.	\$36,508.95	\$ 32,858.06	EA	EA
35-97-0020	101-404	Smart Stat On-Site Customer	Training	Nasco Healthcare Inc.	\$ 5,404.95	\$ 5,404.95	EA	EA
11-81-2830	100-2830	AED Trainer Package w/Brad CPR	Manikin	Nasco Healthcare Inc.	\$ 987.95	\$ 889.16	EA	EA
11-81-0432	LF04302	TERI Geriatric Patient	Simulator	Nasco Healthcare Inc.	\$21,399.95	\$ 19,259.96	EA	EA
11-81-1496	149-6075	Rescue Randy Casualty 135LB		Nasco Healthcare Inc.	\$14,999.95	\$ 13,499.96	EA	EA
11-81-0431	LF04301	TERI Geriatric Patient Skills	Trainer	Nasco Healthcare Inc.	\$14,171.95	\$ 12,754.76	EA	EA
11-81-0430	LF04300	TERI Geriatric Patient Care	Trainer	Nasco Healthcare Inc.	\$11,336.95	\$ 10,203.26	EA	EA
11-81-0052	LF01220	Auscultation Training Set	Adult/ Infant	Nasco Healthcare Inc.	\$ 7,083.95	\$ 6,375.56	EA	EA
11-81-4003-LIGHT	LF04003	GERI Auscultation Manikin		Nasco Healthcare Inc.	\$ 5,878.95	\$ 5,291.06	EA	EA
11-81-4003-MED	LF04118	GERI Auscultation Manikin		Nasco Healthcare Inc.	\$ 5,878.95	\$ 5,291.06	EA	EA
11-81-4023-LIGHT	LF04023	KERI Auscultation Manikin		Nasco Healthcare Inc.	\$ 5,878.95	\$ 5,291.06	EA	EA
11-81-4023-MED	LF04123	KERI Auscultation Manikin		Nasco Healthcare Inc.	\$ 5,878.95	\$ 5,291.06	EA	EA
11-81-3890	LF03890	CRiSis Manikin with IV Arm	BP Arm and Hard Carry Case	Nasco Healthcare Inc.	\$ 5,694.95	\$ 5,125.46	EA	EA
11-81-0012	LF01200	Auscultation Training Station	Deluxe	Nasco Healthcare Inc.	\$ 5,527.95	\$ 4,975.16	EA	EA
11-81-0806	101-080FB	ALS Full Body Trainer	with Carrying Bag Adult	Nasco Healthcare Inc.	\$ 5,033.95	\$ 4,530.56	EA	EA
11-81-1172	LF01172	Auscultation Trainer	and Smartscope with Speakers	Nasco Healthcare Inc.	\$ 4,156.95	\$ 3,741.26	EA	EA
11-81-1142	LF01142	Auscultation Trainer	and Smartscope	Nasco Healthcare Inc.	\$ 3,863.95	\$ 3,477.56	EA	EA
11-81-4001-LIGHT	LF04001	GERI Nursing Skills Manikin	Complete	Nasco Healthcare Inc.	\$ 2,380.95	\$ 2,142.86	EA	EA
11-81-4001-MED	LF04116	GERI Nursing Skills Manikin	Complete	Nasco Healthcare Inc.	\$ 2,380.95	\$ 2,142.86	EA	EA
11-81-4020-LIGHT	LF04020	KERI Nursing Skills Manikin	Complete	Nasco Healthcare Inc.	\$ 2,380.95	\$ 2,142.86	EA	EA
11-81-4020-MED	LF04121	KERI Nursing Skills Manikin	Complete	Nasco Healthcare Inc.	\$ 2,380.95	\$ 2,142.86	EA	EA
11-81-2735	101-100	Defibrillation/ CPR Training	Manikin with Carrying Bag	Nasco Healthcare Inc.	\$ 2,270.95	\$ 2,043.86	EA	EA
11-81-3770	LF03770	Chest Tube Manikin	with Carry Case	Nasco Healthcare Inc.	\$ 2,190.95	\$ 1,971.86	EA	EA
11-81-1501	101-501	Airway Management Trainer	Adult with Board	Nasco Healthcare Inc.	\$ 2,137.95	\$ 1,924.16	EA	EA
11-81-1491	149-1410	Rugged Randy IAFF 165LB		Nasco Healthcare Inc.	\$ 2,124.95	\$ 1,912.46	EA	EA
11-81-3769	LF03769	Pericardiocentesis Simulator	with Chest Tube/ Pneumothora	Nasco Healthcare Inc.	\$ 2,071.95	\$ 1,864.76	EA	EA
11-81-0051	LF00706	IV Arm and Pump Set Complete		Nasco Healthcare Inc.	\$ 2,041.95	\$ 1,837.76	EA	EA
11-81-0775	101-775	Blood Pressure Sim w/iPod Tech	includes iPod	Nasco Healthcare Inc.	\$ 1,975.95	\$ 1,778.36	EA	EA
11-81-1475-LIGHT	149-1475	Rescue Randy IAFF 165LB	6FT Tall	Nasco Healthcare Inc.	\$ 1,974.95	\$ 1,777.46	EA	EA
11-81-2152	100-2152	Instructors CPR Starter Pack	White Professional	Nasco Healthcare Inc.	\$ 1,950.95	\$ 1,755.86	EA	EA
11-81-1060	101-060	Critical Airway Management	Trainer	Nasco Healthcare Inc.	\$ 1,833.95	\$ 1,650.56	EA	EA
11-81-1435	149-1435	Rescue Randy Combat 165LB	6FT Tall	Nasco Healthcare Inc.	\$ 1,778.95	\$ 1,601.06	EA	EA
11-81-1345	149-1345	Rescue Randy 165LB	5FT 5IN Tall	Nasco Healthcare Inc.	\$ 1,775.95	\$ 1,598.36	EA	EA
11-81-0897-ADLT	LF03500	S.A.L.A.D. Simulator		Nasco Healthcare Inc.	\$ 1,720.95	\$ 1,548.86	EA	EA
11-81-1204	LF01204	Auscultation Smartscope	Infant	Nasco Healthcare Inc.	\$ 1,692.95	\$ 1,523.66	EA	EA
11-81-086	101-086	Airway Management Trainer	Torso with Carrying Bag Adult	Nasco Healthcare Inc.	\$ 1,688.95	\$ 1,520.06	EA	EA
11-81-1434	149-1434	Rescue Randy Combat 145LB	6FT Tall	Nasco Healthcare Inc.	\$ 1,655.95	\$ 1,490.36	EA	EA
11-81-1129	LF01129	Blood Pressure Simulator	with Speaker System Deluxe	Nasco Healthcare Inc.	\$ 1,643.95	\$ 1,479.56	EA	EA
11-81-0856-FULL	LF00857	Catheterization Simulator Set	Female/ Male	Nasco Healthcare Inc.	\$ 1,579.95	\$ 1,421.96	EA	EA
11-81-1066	LF01066	Diagnostic/ Procedural Ear	Trainer w/ Pneumatic Otoscopy	Nasco Healthcare Inc.	\$ 1,563.95	\$ 1,407.56	EA	EA
11-81-1036	LF01036	Spinal Injection Simulator		Nasco Healthcare Inc.	\$ 1,533.95	\$ 1,380.56	EA	EA
11-81-3405	LF03405	CPR Metrix Control Box		Nasco Healthcare Inc.	\$ 1,526.95	\$ 1,374.26	EA	EA
11-81-3204	LF04079	GERI/ KERI Blood Pressure Arm	Left White	Nasco Healthcare Inc.	\$ 1,446.95	\$ 1,302.26	EA	EA
11-81-4127-MED	LF04127	GERI/ KERI Blood Pressure Arm	Left	Nasco Healthcare Inc.	\$ 1,446.95	\$ 1,302.26	EA	EA
11-81-1144	LF01144	Auscultation Smartscope		Nasco Healthcare Inc.	\$ 1,411.95	\$ 1,270.76	EA	EA
11-81-0688-DARK	LF00687	Venipuncture and Injection Arm	with Circulation Pump	Nasco Healthcare Inc.	\$ 1,400.95	\$ 1,260.86	EA	EA
11-81-0688-LIGHT	LF00686	Venipuncture and Injection Arm	with Circulation Pump	Nasco Healthcare Inc.	\$ 1,400.95	\$ 1,260.86	EA	EA
11-81-0688-MED	LF00688	Venipuncture and Injection Arm	with Circulation Pump	Nasco Healthcare Inc.	\$ 1,400.95	\$ 1,260.86	EA	EA
11-81-0117	LF01174	NG Tube & Trach Skills	Simulator	Nasco Healthcare Inc.	\$ 1,392.95	\$ 1,253.66	EA	EA
11-81-1370	150-1370	Patient Care Manikin 105LB	White	Nasco Healthcare Inc.	\$ 1,383.95	\$ 1,245.56	EA	EA
11-81-3685	LF03685	Airway Larry Trainer Head	with Stand/ Case Advanced AMT	Nasco Healthcare Inc.	\$ 1,373.95	\$ 1,236.56	EA	EA
11-81-0901	LF00901	Prostate Examination Simulator		Nasco Healthcare Inc.	\$ 1,348.95	\$ 1,214.03	EA	EA
11-81-1095	LF01095	Blood Pressure Simulator		Nasco Healthcare Inc.	\$ 1,342.95	\$ 1,208.66	EA	EA
11-81-1335	149-1335	Rescue Randy 105LB	5FT 5IN Tall	Nasco Healthcare Inc.	\$ 1,296.95	\$ 1,167.26	EA	EA
11-81-1168-FULL	LF01159	Tracheostomy Care Set	Adult/Infant Patient Education	Nasco Healthcare Inc.	\$ 1,293.95	\$ 1,164.56	EA	EA
11-81-3699	LF03699	Airway Larry AMT	with Stand and Case	Nasco Healthcare Inc.	\$ 1,196.95	\$ 1,077.26	EA	EA
11-81-1019	LF01019	Ear Examination Simulator		Nasco Healthcare Inc.	\$ 1,184.95	\$ 1,066.46	EA	EA
11-81-1338	149-1338	Rescue Randy 55LB	5FT 5IN Tall	Nasco Healthcare Inc.	\$ 1,180.95	\$ 1,062.86	EA	EA
11-81-3601	LF03601	Airway Management Trainer	with Stand Adult	Nasco Healthcare Inc.	\$ 1,156.95	\$ 1,041.26	EA	EA
11-81-2151	100-2151	Instructors CPR Starter Pack	White	Nasco Healthcare Inc.	\$ 1,149.95	\$ 1,034.96	EA	EA
11-81-1372	150-1372	Patient Care Manikin 35LB	White	Nasco Healthcare Inc.	\$ 1,148.95	\$ 1,034.06	EA	EA
11-81-4008	LF00929	Surgical Sally Bandage	Simulator	Nasco Healthcare Inc.	\$ 1,140.95	\$ 1,026.86	EA	EA
11-81-1083	LF01083	Tracheostomy Care Simulator		Nasco Healthcare Inc.	\$ 1,039.95	\$ 935.96	EA	EA
11-81-3407	LF03407	Nasco iPad		Nasco Healthcare Inc.	\$ 1,034.95	\$ 931.46	EA	EA
11-81-1149	LF01148	Auscultation Trainer Remote	Control	Nasco Healthcare Inc.	\$ 997.95	\$ 898.16	EA	EA
11-81-0298	160-1900	EVA Gynecological Manikin	with Carry Case	Nasco Healthcare Inc.	\$ 965.95	\$ 869.36	EA	EA
11-81-3684	LF03684	Airway Larry Trainer Head Only		Nasco Healthcare Inc.	\$ 957.95	\$ 862.16	EA	EA
11-81-1005	LF01005	First Aid Arm		Nasco Healthcare Inc.	\$ 954.95	\$ 859.46	EA	EA
11-81-2161	100-2161	Econo VTA CPR Trainer	(Visual Training Assistant)	Nasco Healthcare Inc.	\$ 914.95	\$ 823.46	PK	EA
11-81-0994	LF00994	Cricothyrotomy Simulator		Nasco Healthcare Inc.	\$ 912.95	\$ 821.66	EA	EA
11-81-1108-INFNT	LF01108	Intraosseous Infusion	Simulator	Nasco Healthcare Inc.	\$ 910.95	\$ 819.86	EA	EA
11-81-1168-ADLT	LF01168	Tracheostomy Care Manikin	Patient Education	Nasco Healthcare Inc.	\$ 898.95	\$ 809.06	EA	EA
11-81-0906	LF00906	Ostomy Care Simulator		Nasco Healthcare Inc.	\$ 890.95	\$ 801.86	EA	EA
11-81-0961	LF00961	Intramuscular Inj. Simulator		Nasco Healthcare Inc.	\$ 868.95	\$ 782.06	EA	EA
11-81-1121-DARK	LF01126	Venipuncture and Injection Arm	Advanced	Nasco Healthcare Inc.	\$ 866.95	\$ 780.26	EA	EA
11-81-1121-LIGHT	LF01121	Venipuncture and Injection Arm	Advanced	Nasco Healthcare Inc.	\$ 866.95	\$ 780.26	EA	EA
11-81-1121-MED	LF01250	Venipuncture and Injection Arm	Advanced	Nasco Healthcare Inc.	\$ 866.95	\$ 780.26	EA	EA
11-81-9570	LF00957	Enema Administration Simulator		Nasco Healthcare Inc.	\$ 866.95	\$ 780.26	EA	EA

11-81-120-DARK	140-120B	IV Training Arm	Deluxe	Nasco Healthcare Inc.	\$ 864.95	\$ 778.46	EA	EA
11-81-120-LIGHT	140-120	IV Training Arm	Deluxe	Nasco Healthcare Inc.	\$ 864.95	\$ 778.46	EA	EA
11-81-1027	LF01027	Peritoneal Dialysis Simulator		Nasco Healthcare Inc.	\$ 858.95	\$ 773.06	EA	EA
11-81-2157	100-2157	Sani CPR Family Pack		Nasco Healthcare Inc.	\$ 856.95	\$ 771.26	EA	EA
11-81-0856-FEM	LF00856	Catheterization Simulator		Nasco Healthcare Inc.	\$ 853.95	\$ 768.56	EA	EA
11-81-0098	LF00980	Breast Exam Simulator Advanced		Nasco Healthcare Inc.	\$ 845.95	\$ 761.36	EA	EA
11-81-0995	LF00995	Arterial Puncture Arm		Nasco Healthcare Inc.	\$ 798.95	\$ 719.06	EA	EA
11-81-0610	140-610	IV Training Arm	Geriatric	Nasco Healthcare Inc.	\$ 777.95	\$ 700.16	EA	EA
11-81-1800	150-1800	Tension Pneumothorax Simulator		Nasco Healthcare Inc.	\$ 774.95	\$ 697.46	EA	EA
11-81-1108-ADLT	LF03830	Intraosseous Infusion	Simulator	Nasco Healthcare Inc.	\$ 772.95	\$ 695.66	EA	EA
11-81-4125-LIGHT	LF04080	GERI/ KERI IV Training Arm	Right	Nasco Healthcare Inc.	\$ 771.95	\$ 694.76	EA	EA
11-81-4125-MED	LF04125	GERI/ KERI IV Training Arm	Right	Nasco Healthcare Inc.	\$ 771.95	\$ 694.76	EA	EA
11-81-0997-DARK	LF00997	Venipuncture and Injection Arm	Adult	Nasco Healthcare Inc.	\$ 746.95	\$ 672.26	EA	EA
11-81-0997-LIGHT	LF00698	Venipuncture and Injection Arm	Adult	Nasco Healthcare Inc.	\$ 746.95	\$ 672.26	EA	EA
11-81-1065	LF01065	Stump Bandage Simulator Set	Upper & Lower	Nasco Healthcare Inc.	\$ 722.95	\$ 650.66	EA	EA
11-81-0987	LF00984	Breast Examination Simulator		Nasco Healthcare Inc.	\$ 663.95	\$ 597.56	EA	EA
11-81-6100	LF06100	CPR Training/ Practice Manikin	Adult CPR Prompt Plus	Nasco Healthcare Inc.	\$ 639.95	\$ 575.96	EA	EA
11-81-6102	LF06102	CPR Training Pack TPAK 100	5/PK Adult/ Child CPR Prompt	Nasco Healthcare Inc.	\$ 639.95	\$ 575.96	EA	EA
11-81-0140-DARK	140-140B	IV Hand and Arm Combo Pack		Nasco Healthcare Inc.	\$ 635.95	\$ 572.36	EA	EA
11-81-0140-LIGHT	140-140	IV Hand and Arm Combo Pack		Nasco Healthcare Inc.	\$ 635.95	\$ 572.36	EA	EA
11-81-3694	LF03694	Basic Buddy CPR Manikin	5/PK	Nasco Healthcare Inc.	\$ 628.95	\$ 566.06	EA	EA
11-81-3750-LIGHT	LF03750	Bariatric CPR Manikin		Nasco Healthcare Inc.	\$ 621.95	\$ 559.76	EA	EA
11-81-1031	LF01031	Suture and Stapling Practice	Trainer Set	Nasco Healthcare Inc.	\$ 569.95	\$ 512.96	EA	EA
11-81-1602	100-1602	Choking Manikin with Carry Bag	Adult	Nasco Healthcare Inc.	\$ 483.95	\$ 435.56	EA	EA
11-81-0895	LF00895	Complete Ostomy Care Simulator		Nasco Healthcare Inc.	\$ 479.95	\$ 431.96	EA	EA
11-81-0118-DARK	LF01181	Venatch IV Trainer 5/PK		Nasco Healthcare Inc.	\$ 447.95	\$ 403.16	PK	PK
11-81-0118-LIGHT	LF01180	Venatch IV Trainer 5/PK		Nasco Healthcare Inc.	\$ 447.95	\$ 403.16	PK	PK
11-81-5002	100-5000	CPR Dog Casper		Nasco Healthcare Inc.	\$ 422.95	\$ 380.66	EA	EA
11-81-0851	800-100851	Hemorrhage Trauma Trainer		Nasco Healthcare Inc.	\$ 411.95	\$ 370.76	EA	EA
11-81-1139-DARK	LF01146	IV Hand Advanced		Nasco Healthcare Inc.	\$ 408.95	\$ 368.06	EA	EA
11-81-1139-LIGHT	LF01139	IV Hand Advanced		Nasco Healthcare Inc.	\$ 408.95	\$ 368.06	EA	EA
11-81-5064	101-K01AAM	Airway Management Kit	Adult Complete	Nasco Healthcare Inc.	\$ 406.95	\$ 366.26	EA	EA
11-81-0948	LF00948	Negative-Pressure Wound	Therapy Trainers	Nasco Healthcare Inc.	\$ 403.95	\$ 363.56	EA	EA
11-99-4093-LEFT	LF04094 N	GERI/ KERI Leg	Replacement	Nasco Healthcare Inc.	\$ 400.95	\$ 360.86	EA	EA
11-99-4093-RGHT	LF04093 N	GERI/ KERI Leg	Replacement	Nasco Healthcare Inc.	\$ 400.95	\$ 360.86	EA	EA
11-99-4075-FEM	LF04076 N	GERI/ KERI Genitalia	White Replacement	Nasco Healthcare Inc.	\$ 382.95	\$ 344.66	EA	EA
11-81-0147-DARK	140-147RB	IV Training Hand		Nasco Healthcare Inc.	\$ 377.95	\$ 340.16	EA	EA
11-81-0147-LIGHT	140-147 R	IV Training Hand		Nasco Healthcare Inc.	\$ 377.95	\$ 340.16	EA	EA
11-81-0146-DARK	140-146B	IV Training Arm		Nasco Healthcare Inc.	\$ 376.95	\$ 339.26	EA	EA
11-81-0146-LIGHT	140-146	IV Training Arm		Nasco Healthcare Inc.	\$ 376.95	\$ 339.26	EA	EA
11-99-4091-LIGHT	LF04091 N	GERI/ KERI Right Arm	Replacement	Nasco Healthcare Inc.	\$ 376.95	\$ 339.26	EA	EA
11-99-4092-LIGHT	LF04092 N	GERI/ KERI Left Arm	Replacement	Nasco Healthcare Inc.	\$ 376.95	\$ 339.26	EA	EA
11-81-1931-MALE	160-1931	Catheterization Training Model		Nasco Healthcare Inc.	\$ 375.95	\$ 338.36	EA	EA
11-99-1081	LF01081	Cricothyrotomy Skin/Insert Kit	for 11-81-0994 9/EA Replace	Nasco Healthcare Inc.	\$ 373.95	\$ 336.56	EA	EA
11-99-1374	150-1374	Optional IV Lower Arm w/ Hand	Replacement	Nasco Healthcare Inc.	\$ 367.95	\$ 331.16	EA	EA
11-81-1064	LF01064	Stump Bandage Simulator Lower	Only	Nasco Healthcare Inc.	\$ 364.95	\$ 328.46	EA	EA
11-81-1931-FEM	160-1932	Catheterization Training Model		Nasco Healthcare Inc.	\$ 364.95	\$ 328.46	EA	EA
11-99-4083	LF04083 N	KERI Head	Replacement	Nasco Healthcare Inc.	\$ 357.95	\$ 322.16	EA	EA
11-81-2801	100-2801	Brad CPR Training Manikin	with Carrying Bag	Nasco Healthcare Inc.	\$ 314.95	\$ 283.46	EA	EA
11-81-4409-DARK	LF01261	Intradermal Inj. Simulator		Nasco Healthcare Inc.	\$ 301.95	\$ 271.76	EA	EA
11-81-4409-LIGHT	LF01008	Intradermal Inj. Simulator		Nasco Healthcare Inc.	\$ 301.95	\$ 271.76	EA	EA
11-81-4409-MED	LF01262	Intradermal Inj. Simulator		Nasco Healthcare Inc.	\$ 301.95	\$ 271.76	EA	EA
11-81-2131	100-2131	Sani-Man CPR Manikin	White	Nasco Healthcare Inc.	\$ 294.95	\$ 265.46	EA	EA
11-99-1078	LF01078	CVC Simulator Skin/ Vein Kit	Replacement	Nasco Healthcare Inc.	\$ 291.95	\$ 262.76	EA	EA
11-81-1040	160-1040	Breast Examination Trainer		Nasco Healthcare Inc.	\$ 285.95	\$ 257.36	EA	EA
11-81-2160	100-2160	Econo VTA CPR Trainer	Visual Training Assistant	Nasco Healthcare Inc.	\$ 285.95	\$ 257.36	EA	EA
11-81-1028	LF01028	Suture Practice Arm		Nasco Healthcare Inc.	\$ 273.95	\$ 245.56	EA	EA
11-81-1016	LF01016	Canine IV Leg Trainer		Nasco Healthcare Inc.	\$ 268.95	\$ 242.06	EA	EA
11-81-1131-DARK	LF01132	Venipuncture and Inj. Demo Arm		Nasco Healthcare Inc.	\$ 263.95	\$ 237.56	EA	EA
11-81-1131-LIGHT	LF01131	Venipuncture and Inj. Demo Arm		Nasco Healthcare Inc.	\$ 263.95	\$ 237.56	EA	EA
11-81-0099	LF09900	Injection Belly Advanced		Nasco Healthcare Inc.	\$ 262.95	\$ 236.66	EA	EA
11-99-1122-DARK	LF01123	Skin/ Vein Kit for 11-81-1121	Replacement	Nasco Healthcare Inc.	\$ 257.95	\$ 232.16	EA	EA
11-99-1122-LIGHT	LF01122	Skin/ Vein Kit for 11-81-1121	Replacement	Nasco Healthcare Inc.	\$ 257.95	\$ 232.16	EA	EA
11-99-1122-MED	LF01251	Skin/ Vein Kit for 11-81-1121	Replacement	Nasco Healthcare Inc.	\$ 257.95	\$ 232.16	EA	EA
11-81-1042	LF01042	Suture Kit	White	Nasco Healthcare Inc.	\$ 245.95	\$ 221.36	EA	EA
11-81-3698	LF03693 A	Basic Buddy Plus	Powered by Heartisense®	Nasco Healthcare Inc.	\$ 237.95	\$ 214.16	EA	EA
11-81-0933-LIGHT	LF00933	Pressure Ulcer Foot	Elderly	Nasco Healthcare Inc.	\$ 222.95	\$ 200.66	EA	EA
11-99-3831	LF03831	I/O Bones for 11-81-3840	Adult 10/EA Replacement	Nasco Healthcare Inc.	\$ 220.95	\$ 198.86	EA	EA
11-99-3468	LF03468	Carry Case Soft for Torso/Full	Body Manikin 40x17x16IN Black	Nasco Healthcare Inc.	\$ 218.95	\$ 197.06	EA	EA
11-99-1426	140-611	Skin for 11-81-0610	Replacement	Nasco Healthcare Inc.	\$ 208.95	\$ 188.06	EA	EA
11-99-1109	LF01109	CRiSis/ Intraosseous Bone Kit	10/EA Replacement	Nasco Healthcare Inc.	\$ 206.95	\$ 186.26	EA	EA
11-81-0986-DARK	LF00987	Skin/ Vein Kit for 11-81-0997	Replacement	Nasco Healthcare Inc.	\$ 193.95	\$ 174.56	EA	EA
11-81-0986-LIGHT	LF00966	Skin/ Vein Kit for 11-81-0997	Replacement	Nasco Healthcare Inc.	\$ 193.95	\$ 174.56	EA	EA
11-81-4041-LIGHT	LF04041	GERI/ KERI Pressure Ulcer Foot		Nasco Healthcare Inc.	\$ 193.95	\$ 174.56	EA	EA
11-81-4041-MED	LF04128	GERI/ KERI Pressure Ulcer Foot		Nasco Healthcare Inc.	\$ 193.95	\$ 174.56	EA	EA
11-99-2151	LF03215	Skin/ Vein Kit for 11-81-3204	Replacement	Nasco Healthcare Inc.	\$ 180.95	\$ 162.86	EA	EA
11-99-4072	LF04072	GERI/ KERI Hardware Set	Replacement	Nasco Healthcare Inc.	\$ 175.95	\$ 158.36	EA	EA
11-99-1124	LF01124	Vein Kit for 11-81-1121	Replacement	Nasco Healthcare Inc.	\$ 169.95	\$ 152.96	EA	EA
11-99-0994	LF00994 A	Cricothyrotomy Neck Skins for	11-81-0994 6/EA Replacement	Nasco Healthcare Inc.	\$ 167.95	\$ 151.16	EA	EA
11-81-8006-LVL1	800-657	Surgical Site Infection Wound		Nasco Healthcare Inc.	\$ 161.95	\$ 145.76	EA	EA
11-81-8006-LVL2	800-658	Surgical Site Infection Wound		Nasco Healthcare Inc.	\$ 161.95	\$ 145.76	EA	EA
11-81-8006-LVL3	800-659	Surgical Site Infection Wound		Nasco Healthcare Inc.	\$ 161.95	\$ 145.76	EA	EA
11-81-0947-LIGHT	LF00947	Pitting Edema Trainer		Nasco Healthcare Inc.	\$ 157.95	\$ 142.16	EA	EA
11-81-0947-MED	LF00800	Pitting Edema Trainer		Nasco Healthcare Inc.	\$ 157.95	\$ 142.16	EA	EA
11-99-1140-DARK	LF01147	IV Hand Advance Skin/Vein Kit	for 11-81-1139-DARK Replacemen	Nasco Healthcare Inc.	\$ 146.95	\$ 132.26	EA	EA
11-99-1140-LIGHT	LF01140	IV Hand Advance Skin/Vein Kit	for 11-81-1139-LIGHT Replaceme	Nasco Healthcare Inc.	\$ 146.95	\$ 132.26	EA	EA
11-81-8851	160-8551	NG Trainer		Nasco Healthcare Inc.	\$ 144.95	\$ 130.46	EA	EA
11-81-6001	LF06001	CPR Training/ Practice Manikin	Adult/ Child CPR Prompt	Nasco Healthcare Inc.	\$ 127.95	\$ 115.16	EA	EA
11-81-1184-LIGHT	LF01184	Venatch IM and SubQ Simulator		Nasco Healthcare Inc.	\$ 119.95	\$ 107.96	EA	EA
11-99-0068	101-068	Cricothyotomy Skin Replacement	4/PK for 11-81-1060	Nasco Healthcare Inc.	\$ 103.95	\$ 93.56	PK	PK
11-81-1162-DARK	LF01163	Venatch IV Trainer		Nasco Healthcare Inc.	\$ 99.95	\$ 89.96	EA	EA

11-81-1162-LIGHT	LF01162	Venatech IV Trainer		Nasco Healthcare Inc.	\$ 99.95	\$ 89.96	EA	EA
11-81-2526	100-2526	Sani-Man Carry Bag	with Kneeling Pads	Nasco Healthcare Inc.	\$ 91.95	\$ 82.76	EA	EA
11-81-2805	100-2805	Brad CPR Lung/ Airway System	Replacement	Nasco Healthcare Inc.	\$ 91.95	\$ 82.76	EA	EA
11-81-0095-DARK	LF00953	Injection Trainer		Nasco Healthcare Inc.	\$ 88.95	\$ 80.06	EA	EA
11-81-0946	LF00946	Non-Pitting Edema Trainer		Nasco Healthcare Inc.	\$ 88.95	\$ 80.06	EA	EA
11-99-4087	LF04087	GERI Female Wig	Replacement	Nasco Healthcare Inc.	\$ 88.95	\$ 80.06	EA	EA
11-99-6208	LF06208	Face Shield Lung Bags	100/PK Adult/Child Replacement	Nasco Healthcare Inc.	\$ 85.95	\$ 77.36	PK	PK
11-81-0095-LIGHT	LF00952	Injection Trainer		Nasco Healthcare Inc.	\$ 81.95	\$ 73.76	EA	EA
11-99-2023	100-2023	Adult Channel Mouth/ Nosepiece	10/PK Replacement	Nasco Healthcare Inc.	\$ 81.95	\$ 73.76	PK	PK
11-99-4055-LIGHT	LF04055 N	GERI/ KERI Left Shoulder	Replacement	Nasco Healthcare Inc.	\$ 79.95	\$ 71.96	EA	EA
11-99-4064-LIGHT	LF04064 N	GERI/ KERI Right Shoulder	Replacement	Nasco Healthcare Inc.	\$ 79.95	\$ 71.96	EA	EA
11-99-4026	LF04051 N	GERI/ KERI Shoulder Injection	Site Replacement	Nasco Healthcare Inc.	\$ 77.95	\$ 70.16	EA	EA
11-99-4061-LIGHT	LF04061 N	GERI/ KERI Hip	Replacement	Nasco Healthcare Inc.	\$ 75.95	\$ 68.36	EA	EA
11-81-1022	LF01022	Fluid Supply Stand	28IN	Nasco Healthcare Inc.	\$ 73.95	\$ 66.56	EA	EA
11-99-141-DARKLEFT	140-141LB	IV Training Hand Skin for	11-81-0147 Replacement	Nasco Healthcare Inc.	\$ 71.95	\$ 64.76	EA	EA
11-99-141-DARKRGHT	140-141RB	IV Training Hand Skin for	11-81-0147 Replacement	Nasco Healthcare Inc.	\$ 71.95	\$ 64.76	EA	EA
11-99-141-LIGHTLEFT	140-141 L	IV Training Hand Skin for	11-81-0147 Replacement	Nasco Healthcare Inc.	\$ 71.95	\$ 64.76	EA	EA
11-99-141-LIGHTRGHT	140-141 R	IV Training Hand Skin for	11-81-0147 Replacement	Nasco Healthcare Inc.	\$ 71.95	\$ 64.76	EA	EA
11-99-0142-DARK	140-142B	IV Training Arm Skin for	Replacement	Nasco Healthcare Inc.	\$ 70.95	\$ 63.86	EA	EA
11-99-0142-LIGHT	140-142	IV Training Arm Skin for	Replacement	Nasco Healthcare Inc.	\$ 70.95	\$ 63.86	EA	EA
11-99-1381	150-1381	Optional IV Arm Skin	Replacement	Nasco Healthcare Inc.	\$ 70.95	\$ 63.86	EA	EA
11-99-1141	LF01141	IV Hand Advanced Vein Kit	Replacement	Nasco Healthcare Inc.	\$ 66.95	\$ 60.26	EA	EA
11-81-2135	100-2135	Sani-Man Lung/ Airway System	100/BX Replacement	Nasco Healthcare Inc.	\$ 62.95	\$ 56.66	BX	BX
11-81-3696	LF03696	Basic Buddy Lung Bags	100/EA	Nasco Healthcare Inc.	\$ 62.95	\$ 56.66	EA	EA
11-99-4063-LIGHT	LF04063 N	GERI/ KERI Right Shoulder	Joint Replacement	Nasco Healthcare Inc.	\$ 62.95	\$ 56.66	EA	EA
11-99-1005	LF01072	Blood Pressure Sim BP Cuff for	11-81-1095/ 11-81-1129 Replace	Nasco Healthcare Inc.	\$ 57.95	\$ 52.16	EA	EA
11-99-1006	LF01073	CRiSiS Blood Pressure Cuff	Replacement	Nasco Healthcare Inc.	\$ 57.95	\$ 52.16	EA	EA
11-99-4054-LIGHT	LF04054 N	GERI/ KERI Shoulder Joint	Replacement	Nasco Healthcare Inc.	\$ 53.95	\$ 48.56	EA	EA
11-81-0985	LF00985	Lubricant Kit		Nasco Healthcare Inc.	\$ 49.95	\$ 44.96	BX	EA
11-99-1055	LF01055	Vein Kit for 11-81-0997	Replacement	Nasco Healthcare Inc.	\$ 48.95	\$ 44.06	EA	EA
11-81-0962	LF00962	Simulated Stool for Ostomy	Care Simulator	Nasco Healthcare Inc.	\$ 43.95	\$ 39.56	EA	EA
11-99-5001	100-5001	CPR Dog Casper Lung	100/PK Replacement	Nasco Healthcare Inc.	\$ 42.95	\$ 38.66	PK	PK
11-81-0848	LF00846	Blood Venous	Gallon	Nasco Healthcare Inc.	\$ 38.95	\$ 35.06	EA	EA
11-99-1382	150-1382	Optional IV Arm Vein	Replacement	Nasco Healthcare Inc.	\$ 37.95	\$ 34.16	EA	EA
11-99-4096	LF04096	GERI/ KERI Enema Reservoir Bag	Replacement	Nasco Healthcare Inc.	\$ 34.95	\$ 31.46	EA	EA
11-99-0143	140-143	Vein Set for 11-81-0146	11-81-0146 Replacement	Nasco Healthcare Inc.	\$ 33.95	\$ 30.56	EA	EA
11-99-1217	LF01017	Fluid Supply Bag	500mL	Nasco Healthcare Inc.	\$ 31.95	\$ 28.76	EA	EA
11-99-1130	LF01130	IV Fluid Supply Bag for Nasco	500mL Replacement	Nasco Healthcare Inc.	\$ 29.95	\$ 26.96	EA	EA
11-81-6943	LF06943	Insertion Tool for Face Shield	Lung Bag CPR Prompt	Nasco Healthcare Inc.	\$ 25.95	\$ 23.36	EA	EA
11-99-0144	140-144	IV Bag for 11-81-0146	11-81-0146 Replacement	Nasco Healthcare Inc.	\$ 19.95	\$ 17.96	EA	EA
11-99-6206	LF06206	Face Shield Lung Bags	10/PK Adult/Child Replacement	Nasco Healthcare Inc.	\$ 16.95	\$ 15.26	PK	PK



ATTACHMENT E: CUSTOMER REFERENCE TEMPLATE

Solicitation #: DPC-542760739-NE

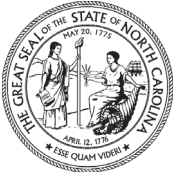
Vendor Name: Pocket Nurse

Instructions: Vendor shall use this template to submit three (3) customer references with its offer.

Name of Customer Organization:	Miami Dade College
Customer Reference Name:	Antonio Navarro
Customer Reference Address:	11011 SW 104th St
Customer Reference Email:	anavarr3@mdc.edu
Start Date:	2008
End Date:	current
Explanation of contract, service agreement, or type of products and quantity provided to the organization:	Pocket Nurse provides medical supplies for education and simulation on an as needed basis.

Name of Customer Organization:	North Carolina Central University
Customer Reference Name:	Gwen Rogers
Customer Reference Address:	625 George St, Durham, NC 27707
Customer Reference Email:	grogers4@ncu.edu
Start Date:	2010
End Date:	current
Explanation of contract, service agreement, or type of products and quantity provided to the organization:	Pocket Nurse provides medical supplies for education and simulation on an as needed basis.

Name of Customer Organization:	Jefferson State Community College
Customer Reference Name:	Natasha Grimes
Customer Reference Address:	2601 Carson Rd, Birmingham, AL 35215
Customer Reference Email:	ngrimes@jeffersonstate.edu
Start Date:	2018
End Date:	current
Explanation of contract, service agreement, or type of products and quantity provided to the organization:	Pocket Nurse provides medical supplies for education and simulation on an as needed basis.



ATTACHMENT D: HUB Supplemental Vendor Information

Solicitation #: DPC-542760739-NE

Vendor Name: Pocket Nurse

Historically Underutilized Businesses (HUBs) consist of minority, women, and disabled business firms that are at least fifty-one percent owned and operated by an individual(s) from one of these categories. Also included in this category are disabled business enterprises and non-profit work centers for the blind and severely disabled.

Pursuant to G.S. 143B-1361(a), 143-48 and 143-128.4, the State invites and encourages participation in this procurement process by businesses owned by minorities, women, the disable, disabled business enterprises, and non-profit work centers for the blind and severely disabled. This includes utilizing individual(s) from these categories as subcontractors to perform the functions required in this Solicitation.

The Vendor shall respond to questions below, as applicable.

PART I: HUB CERTIFICATION

Is Vendor a NC-certified HUB entity? ☐ Yes ☒ No

If **yes**, provide Vendor #: _____

If **no**, does Vendor qualify for certification as HUB? ☐ Yes ☒ No

Vendors that check "yes" will be referred to the HUB Office for assistance in acquiring certification.

PART II: PROCUREMENT OF GOODS - SUPPLIERS

For *Goods* procurements, are you using Tier 2 suppliers? ☐ Yes ☒ No

If **yes**, then provide the following information:

Company Name	Company Address	Website Address	Contact Name	Contact Email	Contact Phone	NC HUB certified?	Percent of total bid price

PART III: PROCUREMENT OF SERVICES - SUBCONTRACTORS

For *Services* procurements, are you using Subcontractors to perform any of the services being procured under this solicitation? ☐ **Yes** ☒ **No**

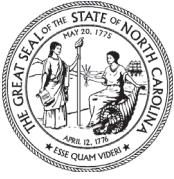
If **yes**, then provide the following information:

Company Name	Company Address	Website Address	Contact Name	Contact Email	Contact Phone	NC HUB certified?	Percent of total bid price

Need more information?

Questions concerning the completion of this form should be presented during the Q&A period through the process defined in the Solicitation document.

Questions concerning NC HUB certification, contact the [North Carolina Office of Historically Underutilized Businesses](#) at 984-236-0130 or huboffice.doa@doa.nc.gov



ATTACHMENT F: LOCATION OF WORKERS UTILIZED BY VENDOR

Solicitation #: DPC-542760739-NE

Vendor Name: Pocket Nurse

In accordance with NC General Statute G.S. 143-59.4, Vendor shall detail the location(s) at which performance will occur, as well as the manner in which it intends to utilize resources or workers outside of the United States in the performance of The Contract.

Vendor shall complete items 1 and 2 below.

1. Will any work under this Contract be performed outside of the United States? ☐ YES ☒ NO

If "YES":

a) List the location(s) outside of the United States where work under the Contract will be performed by the Vendor, any subcontractors, employees, or any other persons performing work under the Contract.

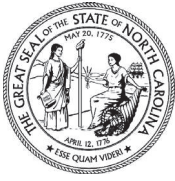
b) Specify the manner in which the resources or workers will be utilized:

2. Where within the United States will work be performed?

Pocket Nurse does not provide services. Goods will be delivered in North Carolina.

NOTES:

1. The State will evaluate the additional risks, costs, and other factors associated with the utilization of workers outside of the United States prior to making an award.
2. Vendor shall provide notice in writing to the State of the relocation of the Vendor, employees of the Vendor, subcontractors of the Vendor, or other persons performing services under the Contract to a location outside of the United States.
3. All Vendor or subcontractor personnel providing call or contact center services to the State of North Carolina under the Contract **shall disclose** to inbound callers the location from which the call or contact center services are being provided.



ATTACHMENT G: CERTIFICATION OF FINANCIAL CONDITION

Solicitation #: DPC-542760739-NE

Vendor Name: Pocket Nurse Enterprises, Inc.

The undersigned hereby certifies that: [check all applicable boxes]

☒ The Vendor is in sound financial condition and, if applicable, has received an unqualified audit opinion for the latest audit of its financial statements.

Date of latest audit: N/A (If no audit within past 18 months, explain reason below.)

☒ The Vendor has no outstanding liabilities, including tax and judgment liens, to the Internal Revenue Service or any other government entity.

☒ The Vendor is current in all amounts due for payments of federal and state taxes and required employment-related contributions and withholdings.

☒ The Vendor is not the subject of any current litigation or findings of noncompliance under federal or state law.

☒ The Vendor has not been the subject of any past or current litigation, findings in any past litigation, or findings of noncompliance under federal or state law that may impact in any way its ability to fulfill the requirements of this Contract.

☒ He or she is authorized to make the foregoing statements on behalf of the Vendor.

Note: This shall constitute a continuing certification and Vendor shall notify the Contract Lead within 30 days of any material change to any of the representations made herein.

If any one or more of the foregoing boxes is NOT checked, Vendor shall explain the reason(s) in the space below. Failure to include an explanation may result in Vendor being deemed non-responsive and its submission rejected in its entirety.

Pocket Nurse Enterprises, Inc., a privately held S-Corp, has not had recent audit of their financial statements. However, a review of the financial statements have been conducted by an independent CPA firm on an annual basis for at least the past 10 years.

Aaron Vicari Digitally signed by Aaron Vicari
Date: 2023.02.09 16:52:37 -05'00'

Signature

Aaron Vicari

Printed Name

2/9/23

Date

Vice President of Sales Operations

Title

[This Certification must be signed by an individual authorized to speak for the Vendor]

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal Contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal Contract, grant, loan, or cooperative agreement.

If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal Contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit [Standard Form-LLL, "Disclosure Form to Report Lobbying."](#) in accordance with its instructions.

3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subContracts, subgrants, and Contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Vendor, Pocket Nurse, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Vendor understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

Aaron Vicari  Digitally signed by Aaron Vicari
Date: 2023.02.09 17:05:53 -05'00'

Signature of Vendor's Authorized Official

Aaron Vicari,

Name and Title of Vendor's Authorized Official

02/07/2022

Date

DISCLOSURE OF LOBBYING ACTIVITIES

Complete this form to disclose lobbying activities pursuant to 31 U.S.C. 1352

Approved by OMB

0348-0046

(See reverse for public burden disclosure.)

1. Type of Federal Action: ☐ a. contract ☐ b. grant ☐ c. cooperative agreement ☐ d. loan ☐ e. loan guarantee ☐ f. loan insurance		2. Status of Federal Action: ☐ a. bid/offer/application ☐ b. initial award ☐ c. post-award		3. Report Type: ☐ a. initial filing ☐ b. material change For Material Change Only: year _____ quarter _____ date of last report _____	
4. Name and Address of Reporting Entity: ☐ Prime ☐ Subawardee Tier _____, if known Congressional District, if known:			5. If Reporting Entity in No. 4 is a Subawardee, Enter Name and Address of Prime: Congressional District, if known:		
6. Federal Department/Agency:			7. Federal Program Name/Description: CFDA Number, if applicable: _____		
8. Federal Action Number, if known:			9. Award Amount, if known: \$ _____		
10. a. Name and Address of Lobbying Registrant (if individual, last name, first name, MI):			b. Individuals Performing Services (including address if different from No. 10a) (last name, first name, MI):		
11. Information requested through this form is authorized by title 31 U.S.C. section 1352. This disclosure of lobbying activities is a material representation of fact upon which reliance was placed by the tier above when this transaction was made or entered into. This disclosure is required pursuant to 31 U.S.C. 1352. This information will be available for public inspection. Any person who fails to file the required disclosure shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.			Signature: _____ Print Name: _____ Title: _____ Telephone No.: _____ Date: _____		
Federal Use Only:				Authorized for Local Reproduction Standard Form LLL (Rev. 7-97)	

INSTRUCTIONS FOR COMPLETION OF SF-LLL, DISCLOSURE OF LOBBYING ACTIVITIES

This disclosure form shall be completed by the reporting entity, whether subawardee or prime Federal recipient, at the initiation or receipt of a covered Federal action, or a material change to a previous filing, pursuant to title 31 U.S.C. section 1352. The filing of a form is required for each payment or agreement to make payment to any lobbying entity for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with a covered Federal action. Complete all items that apply for both the initial filing and material change report. Refer to the implementing guidance published by the Office of Management and Budget for additional information.

1. Identify the type of covered Federal action for which lobbying activity is and/or has been secured to influence the outcome of a covered Federal action.
2. Identify the status of the covered Federal action.
3. Identify the appropriate classification of this report. If this is a followup report caused by a material change to the information previously reported, enter the year and quarter in which the change occurred. Enter the date of the last previously submitted report by this reporting entity for this covered Federal action.
4. Enter the full name, address, city, State and zip code of the reporting entity. Include Congressional District, if known. Check the appropriate classification of the reporting entity that designates if it is, or expects to be, a prime or subaward recipient. Identify the tier of the subawardee, e.g., the first subawardee of the prime is the 1st tier. Subawards include but are not limited to subcontracts, subgrants and contract awards under grants.
5. If the organization filing the report in item 4 checks "Subawardee," then enter the full name, address, city, State and zip code of the prime Federal recipient. Include Congressional District, if known.
6. Enter the name of the Federal agency making the award or loan commitment. Include at least one organizational level below agency name, if known. For example, Department of Transportation, United States Coast Guard.
7. Enter the Federal program name or description for the covered Federal action (item 1). If known, enter the full Catalog of Federal Domestic Assistance (CFDA) number for grants, cooperative agreements, loans, and loan commitments.
8. Enter the most appropriate Federal identifying number available for the Federal action identified in item 1 (e.g., Request for Proposal (RFP) number; Invitation for Bid (IFB) number; grant announcement number; the contract, grant, or loan award number; the application/proposal control number assigned by the Federal agency). Include prefixes, e.g., "RFP-DE-90-001."
9. For a covered Federal action where there has been an award or loan commitment by the Federal agency, enter the Federal amount of the award/loan commitment for the prime entity identified in item 4 or 5.
10. (a) Enter the full name, address, city, State and zip code of the lobbying registrant under the Lobbying Disclosure Act of 1995 engaged by the reporting entity identified in item 4 to influence the covered Federal action.

(b) Enter the full names of the individual(s) performing services, and include full address if different from 10 (a). Enter Last Name, First Name, and Middle Initial (MI).
11. The certifying official shall sign and date the form, print his/her name, title, and telephone number.

According to the Paperwork Reduction Act, as amended, no persons are required to respond to a collection of information unless it displays a valid OMB Control Number. The valid OMB control number for this information collection is OMB No. 0348-0046. Public reporting burden for this collection of information is estimated to average 10 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0046), Washington, DC 20503.



SOLCITATION ADDENDUM #1

Issuing Agency:	DOA - Division of Purchase and Contract
Solicitation Number:	DPC-542760739-NE
Solicitation Description:	Manikins, Accessories and Services
Solicitation Opening Date and Time:	February 6, 2023 at 2:00pm ET
Addendum Number:	1
Addendum Date:	January 31, 2023
Purchasing Agent:	Nick Edwards

FAILURE TO RETURN THIS ADDENDUM MAY SUBJECT YOUR RESPONSE TO REJECTION.

1. The Solicitation is hereby modified as follows:

Modification #	Solicitation Section	Current Solicitation Language	Updated Solicitation Language
1	4.5 Second Paragraph	Delivery of equipment shall not be considered to have occurred until installation has been completed. Upon completion of the installation, the Vendor shall remove and properly dispose of all waste and debris from the installation site. The Vendor shall be responsible for leaving the installation area clean and ready to use.	If required, delivery of equipment shall not be considered to have occurred until installation has been completed. Upon completion of the installation, the Vendor shall remove and properly dispose of all waste and debris from the installation site. The Vendor shall be responsible for leaving the installation area clean and ready to use.
2	Section 4.8	Following expiration of the above warranty, Vendor, or its third-party service provider, shall maintain the system specifications and performance level in accordance with the manufacturer's published specifications and those of this IFB. Maintenance shall include all parts, remedial maintenance labor, travel and living expenses incurred. Except as specifically provided for elsewhere herein, coverage shall be at least for 8:00 am to 5:00 pm, Monday through Friday, except State recognized holidays and shall include a minimum of two (2) preventive and safety maintenance inspections per year. The State shall have the option to accept the maintenance coverage in this paragraph at the price offered.	Following expiration of the above warranty, Vendor, or its third-party service provider, shall maintain the system specifications and performance level in accordance with the manufacturer's published specifications and those of this IFB. Maintenance shall include all parts, remedial maintenance labor, travel and living expenses incurred. Except as specifically provided for elsewhere herein, coverage shall be at least for 8:00 am to 5:00 pm, Monday through Friday, except State recognized holidays. The State shall have the option to accept the maintenance coverage in this paragraph at the price offered.

SOLICITATION NUMBER: DPC-542760739-NE
ADDENDUM NUMBER: 1

3	4.17	N/A New Section	The minimum order amount, qualifying for prepaid transportation, is \$50.00 for any single order. State entities for which this Contract is mandatory shall be required to use the contract for orders less than the minimum order amount. However, in such cases the order will be shipped prepaid and actual transportation charges may be added to the invoice as a separate line item. The transportation costs charged for orders below the minimum order amount should be commensurate with or less than shipping charges of major small package shippers such as the US Postal Service. No surcharge or handling charge shall be added or assessed for such orders. Vendor must provide an estimated shipping amount to the Buyer upon request.
4	6.6 First Paragraph	The awarded Vendor(s) shall provide Quarterly Management Reports to the designated Contract Administrator. This report shall include, at a minimum, information on: Service categories provided broken down by agency (using entity), time period (dates of service), Region/Counties, each individual's title, hours worked and total billing.	The awarded Vendor(s) shall provide Quarterly Management Reports and other ad hoc reports to the designated Contract Administrator. This report shall include, at a minimum, information on: items purchased, manufacturer product description, purchased quantities, List Price, price paid, manufacturer name, unit of measure, any additional delivery charges such as specialty packaging or overnight delivery, ordering entity, delivery location, order date, and shipment date
5	6.11	Prices proposed by the Vendor shall be firm against any increases for one (1) year from the effective date of the Contract. Percentage discounts modifications for any item(s) shall be submitted in writing to the Contract Administrator. Such requests shall include the reason(s) for the request and contain supporting documentation of the need based off the product/equipment documentation from the manufacturer. Price increases will be negotiated and agreed to by both the State and Vendor in advance of any price increase going into effect. The State is not obligated to accept pricing adjustments or increases and reserves the right to accept or reject them in part or in whole. Price de-escalation or decreases may be requested by the State at any time. It is understood and agreed that orders will be invoiced at the Contract pricing in effect on the date an order is placed. Invoicing that fails to comport with this provision will subject the Contract to cancellation.	Percentage discounts proposed by the Vendor shall be firm against any decrease for one (1) year from the effective date of the Contract. Percentage discount change requests shall be submitted in writing to the Contract Administrator, which shall include the reason(s) for the request and contain supporting documentation for the need. Percentage discount decreases will be negotiated and agreed to by both the State and Vendor in advance of any changes going into effect. The State is not obligated to accept pricing adjustments or increases and reserves the right to accept or reject them in part or in whole. It is understood and agreed that orders will be shipped at the established Contract prices in effect on the date an order is placed. Invoicing that deviates from this provision may result in Contract to cancellation.

SOLICITATION NUMBER: DPC-542760739-NE
ADDENDUM NUMBER: 1

2. The following are questions received about the Solicitation and the State's response to those questions:

Question #	Document Section	Vendor Question	State's Response
1	Section 6.6	We are unsure about the type of information this report states it should include. Pulling this type of data is not really applicable to our products. The prior IFB had the report based on goods sold (ie. item purchased, product description, qty, price, etc.). This IFB seems to request only service-related detailed information- nothing to do with products). Is this correct?	Please see revisions to Section 6.6 in Section 1 modification 3.
2	General	In the past, manufacturers were allowed to respond and name their NC distributors. Can this still be done or should each distributor respond individually?	Both manufacturers and distributors can submit bids, award(s) will be made in accordance with Section 3.1. An awarded Vendor may utilize approved, Authorized Dealers, to participate as alternate distribution sources for Vendor. Authorized Dealers may be added or removed at any time during the contract term at the discretion of the Vendor and the State. Awarded Vendors remain responsible for contract compliance by its Authorized Dealers, and neither an order placed with, or items delivered by, a Vendor's Authorized Dealer shall relieve the Vendor from any obligation under this contract.
3	Attachment A	Can the column called "item" be modified to match our product offerings? Ex can we remove "Mid Fidelity" and replace with one of our own categories	If the Manufacturer has additional product categories within the scope of this solicitation those categories and discount amount can be added. The State, at its sole discretion, will determine if these categories are included in any award.
4	Section 4.6	One of our products offerings occasionally requires a subcontractor, since this is not required for all of our products and we do not know who the sub will be for said project can we simply state in our submission that "subcontractors may be utilized on occasion"?	Yes, however use of subcontractor would still require prior approval.
5	Section 4.1	Redline/Adjust language to read as follows (any added language denoted in red ; proposed deleted language as ~~strikethrough~~): Bid price shall constitute the total cost to the State for delivery fully assembled and ready for use, ~~including all applicable charges for shipping, delivery, handling, administrative and other similar fees.~~ All applicable charges for shipping and delivery will be quoted and invoiced as a separate line item on the applicable quote and invoice.	Section 4.1 Pricing will not be altered, however per Section 1 modification 3 of this addenda Section 4.17 Minimum Order has been added.

SOLICITATION NUMBER: DPC-542760739-NE
ADDENDUM NUMBER: 1

Question #	Document Section	Vendor Question	State's Response
6	Section 4.5 Second paragraph	Note: <i>Not all products require installation; installation is quoted and bid as a separate line item, should the customer decide to purchase this service.</i> Redline/Adjust language to read as follows (any added language denoted in red; proposed deleted language as ~~striketrough~~): Delivery of equipment shall not be considered to have occurred until ~~installation~~ delivery to the customer site has been completed. If applicable, and if installation is purchased, Upon completion of the installation, the Vendor shall remove and properly dispose of all waste and debris from the installation site. The Vendor shall be responsible for leaving the installation area clean and ready to use.	Please see revisions to Section 4.5 in Section 1 modification 1.
7	Section 4.6	Redline/Adjust language to read as follows (any added language denoted in red; proposed deleted language as ~~striketrough~~): If installation is required and purchased, the following requirements apply:	Section 4.1 Pricing will not be altered, installation would only be required when included as part of an order.
8	Section 4.8	Redline/Adjust language to read as follows (any added language denoted in red; proposed deleted language as ~~striketrough~~): Following expiration of the above warranty, Vendor, or its third-party service provider, shall maintain the system specifications and performance level in accordance with the manufacturer's published specifications and those of this IFB. Maintenance shall include all parts, remedial maintenance labor, travel and living expenses incurred. Except as specifically provided for elsewhere herein, coverage shall be at least for 8:00 am to 5:00 pm, Monday through Friday, except State recognized holidays ~~and shall include a minimum of two (2) preventive and safety maintenance inspections per year.~~ The State shall have the option to accept the maintenance coverage in this paragraph at the price offered.	Please see revisions to Section 4.8 in Section 1 modification 2.

SOLICITATION NUMBER: DPC-542760739-NE
ADDENDUM NUMBER: 1

Question #	Document Section	Vendor Question	State's Response
9	Section 6.6	Redline/Adjust language to read as follows (any added language denoted in red ; proposed deleted language as ~~strikethrough~~): The awarded Vendor(s) shall provide Quarterly Management Reports to the designated Contract Administrator. This report shall include, at a minimum, information on: ~~Service categories provided broken down by agency (using entity), time period (dates of service), Region/Counties, each individual's title, hours worked and total billing~~ items purchased, manufacturer product description, purchased quantities, List Price, price paid, manufacturer name, unit of measure, any additional delivery charges such as specialty packaging or overnight delivery, ordering entity, delivery location, order date, and shipment date.	See response to question 1.
10	Section 6.11	We have a question on Price Changes – Discounts off MSRP will be held for the life of the contract but when manufacture MSRP changes will new price files be accepted?	Yes, price files based on a new MSRP being released will be accepted with appropriate documentation. Please see revisions to Section 6.11 in Section 1 modification 5.

Check **ONLY ONE** of the following options and return one properly executed copy of this Addendum prior to the Solicitation opening time and date.

- ☐ A response was submitted prior to this Addendum. An updated response has been submitted to address the changes resulting from this Addendum.
- ☒ A response was submitted prior to this Addendum. **NO CHANGES have resulted** from this Addendum.
- ☐ A response was **not** submitted prior to this Addendum. **ANY CHANGES resulting** from this Addendum are included in our response.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME



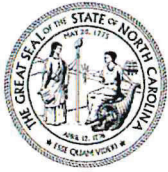
Authorized Signature

2/9/23

Date

Aaron Vicari
Printed Name

Vice President of Sales Operations
Title



REQUEST FOR CLARIFICATION

Issuing Agency:	DOA – Division of Purchase and Contract
Solicitation Number:	DPC-542760739-NE
Solicitation Description:	Manikins, Accessories and Services
Date:	February 20, 2023
Purchasing Agent:	Nick Edwards
Email:	Nick.Edwards@doa.nc.gov

I. INSTRUCTIONS

1. Vendor should respond with a signed, completed version of this Request for Clarification via the Sourcing Tool by 2:00pm ET on February 22, 2023.
2. Pocket Nurse included a pricing table in its bid response but did not list the catalog name or publication date. The State is seeking clarification as to the source of the catalog provided, please complete the table below.

II. ITEMS REQUIRING CLARIFICATION

Clarification #	Response Section/Item	Clarification	Vendor Explanation
1	Attachment A: Pricing Laerdal	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>1/1/2023</u>
2	Attachment A: Pricing Vata	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>1/1/2023</u>

Clarification #	Response Section/Item	Clarification	Vendor Explanation
3	Attachment A: Pricing CAE	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>1/1/2023</u>
4	Attachment A: Pricing BT USA	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>1/1/2023</u>
5	Attachment A: Pricing 3B	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>3/1/2022</u>
6	Attachment A: Pricing Prestan	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>1/1/2023</u>
7	Attachment A: Pricing Hudson Simulation Services	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>2/1/2023</u>
8	Attachment A: Pricing Lumis	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>9/1/2022</u>

Clarification #	Response Section/Item	Clarification	Vendor Explanation
9	Attachment A: Pricing Nasco	Is the catalog pricing offered from the most current manufacturer's published MSRP price list or catalog? ☒ YES ☐ NO	CatalogID/Price List Name: <u>2022-2023 Simulation Catalog</u> CatalogID/Price List Date: <u>1/1/2023</u>

III. VENDOR'S AUTHORIZED SIGNATURE

Vendor Name:	Pocket Nurse Enterprises, Inc. DBA Pocket Nurse
Authorized Signature:	
Name & Title:	Aaron Vicari, Vice President of Sales Operations
Date:	2/23/2023