

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY
SOLE SOURCE CERTIFICATION

Requisition Number: 0000237335 Bid #

In accordance with authority granted under Florida A & M University Regulation 6.005(10) (b), the following documentation is submitted in support of a request to purchase the items(s) listed below that are only available from one vendor.

Vendor: **Gaumard**

Account Number: Cost \$ 77,009.81

Item(s): **591150440**

Justification: (Describe efforts made, vendors contacted, prices quoted, specifications required, availability, compatibility, decision/reason for selection). See attached for justification.

Please see attached.

I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief.

Shelley Johnson Dean 2/22/2023
Signature Title Date

I, the undersigned designee of the Florida A & M University Purchasing Office, as delegated in Regulation 6.005(10) (b), (or a designee delegated the authority as described in, hereby concur { } do not concur { } with the above justification and recommend { } do not recommend { } the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

Matthew Hood 4/25/23
Director of Procurement Services Date

I, the undersigned designee, acting for and on behalf of the University President pursuant to the delegation authority approve { }, disapprove { } the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

W. Rebecca Brown 4/26/2023
VP, Administrative and Financial Services Date

POSTED FROM 4/26/2023 TO 5:00 4/28/2023 5:00
DATE TIME DATE TIME

FAILURE TO FILE A PROTEST WITHIN THE TIME PRESCRIBED IN REGULATION 6.005(9) (K), SHALL CONSTITUTE A WAIVER OF THE RIGHT TO PROCEEDINGS.



Gaumard®

Simulators for Health Care Education

February 13, 2023

To Whom It May Concern:

Gaumard Scientific Company., Inc. located at 14700 SW 136 Street, Miami, FL 33196 is the sole manufacturer and sole distributor for the following item:

The following features apply to the S2200 Victoria

Victoria is a labor and delivery patient simulator as well as a non-pregnant simulator, which permits learners to recognize and resolve clinical situations in a safe training environment for improving individual, and team performance, which may result in improved patient care in real situations, reduced medical errors, and thus lower overall medical liability costs.

The following are features, benefits, and capabilities that are exclusive to Gaumard's Victoria S2200 when compared to products of the same class that are manufactured by our competitors. For a complete list of product features and items included with the package, please refer to Victoria's product sell sheet.

- High-fidelity lifelike appearance – The body is anatomically accurate, and is completely covered by a smooth full body skin, which facilitates suspension of disbelief and emotional engagement. Moreover, limb joints are covered by skin so they do not distract the participants.
- Comprehensive tetherless and wireless capabilities – all operating components including breathing components and fluid reservoirs are housed inside the patient simulator itself
- Longest battery life – battery for up to 10 hrs. facilitates in-situ simulation, transportation and mobility.
- Includes the most realistic and lifelike neonate with programmable vital signs, head movement, crying, and joint articulation.
- Support most number of real monitoring devices (EKG, AED, Automatic BP, fetal monitoring, and pulse oximetry) to allow participants to train using real equipment.
- Simulates the most realistic birthing experience including normal delivery, breech, shoulder dystocia, and C-section presentation.
- 5th generation whisper-quiet Precision Fetal Delivery system
- Most realistic placenta and umbilical cord for cord complication simulation
- 4 interchangeable abdominal covers – Contraction and fetal heart sounds abdomen, palpation abdomen, post-partum abdomen, and C-section.
- Realistic postpartum simulation with built-in high capacity blood reservoir and programmable blood flow control

A global commitment to healthcare educators

ngPawU



Gaumard®

Specialists in Health Care Education

- Automatic Drug Recognition and programmable syringes allow operator to monitor the medication type, volume and rate injected into the patient's arm in real-time.
- (Optional) non-pregnant abdominal cover and gynecology package allows for non-pregnant patient simulation and advanced GYN skills training.
- Intrapartum bleeding simulates bleeding or amniotic fluid during the delivery process
- Self-lubricating birthing canal ensures the birth canal and fetus remain lubricated during a lengthy simulation
- Replaceable high-fidelity episiotomy suture trainers (included)
- Includes rugged wireless tablet PC that allows the operator to control Victoria at a distance without interrupting the simulation and during transit.
- UNI 3D Patient Monitor - Real-time monitoring and logging of fetal cardinal movements and the participant's actions including traction and torsion of the fetal neck and hips.
- Mother-Fetus-Newborn physiologic link wirelessly transfers fetal condition to Newborn HAL or Premie HAL for comprehensive resuscitation training and team training.
- 45+ scenarios that can be edited and shared between users (included)
- NOELLE scenarios are fully compatible with Victoria
- No annual software or scenario licensing fees
- UNI Software updates included
- Instructor and student scenario training guidebooks (included)

Please do not hesitate to contact us if you require additional information.

Sincerely,

Joseph Gil

Customer Service

Gaumard Scientific

800-882-6655 (toll-free)

305-971-3790 ext.2149

joseph.gil@gaumard.com

www.gaumard.com



14700 SW 136th Street
 Miami FL 33196
 T: 305-971-3790 | F: 305-252-0755

Quote Number: 96606
Quote Date: 01/10/23
Page: 1 of 3

Quoted To:
 Florida A&M University
 PO Box 7238
 Tallahassee FL 32314-7238
 USA

Ship To:
 Florida A&M University
 334 W Palmer Ave
 Tallahassee FL 32301-4204
 USA

Contact:
 Keniya Mitchell
 9546494177
 keniya.mitchell@fam.u.edu

Customer ID	Good Through	Shipping Method	Sales Representative
C107789	02/10/23	UPS Ground	Michael Graf

Qty.	Item	Description	Unit Price	Trade-In/ Discounts	Amount
1	S2200.PK.D	<p>VICTORIA® S2200 dark skin tone advanced birthing simulator package Includes: VICTORIA® S2200 dark skin tone simulator, Tablet PC preloaded with UNI® control software, Automatic mode license, Obstetric Simulated Learning Experiences™ guidebook, preprogrammed SLE library with 10 scenario-based simulations, Bedside patient monitor preloaded with Gaumard Vitals (Touchscreen "All-in-one" PC), RF communications module, Bluetooth communications module, Headset for streaming audio, Automatic drug recognition system, Active birthing baby, C-section baby, 4 abdominal covers (Palpation, Contraction, C-Section, Postpartum), Battery chargers, Accessories, User guide, one-year limited warranty</p> <p>Options available only at initial time of purchase: Obstetric Mixed Reality™ integrated system, Real CO2 Exhalation, Care In Motion™ Go integrated video-assisted debriefing system</p>	63,500.00	\$ 7,910.19	\$ 55,589.81

Prices and taxes are subject to change without notice.
 To gather information about the products quote we invite you to visit our website: <http://www.gaumard.com>
 If you should have any questions, please feel free to contact your sales representative Michael Graf at michaalg@gaumard.com
 This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity and/or national origin, or for inquiring about, discussing, or disclosing information about compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability.



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 Keniya Mitchell
 9546494177
 keniya.mitchell@famuedu

Qty.	Item	Description	Unit Price	Trade-In/ Discounts	Amount
		Accessories available for purchase: Gaumard Vitals™ bedside patient monitor, Gaumard Vitals™ mobile patient monitor, Deep vein thrombosis leg, External pathologies uteri package, Gynecologic Pack 1.0, Internal pathologies uteri package, Non-pregnant abdominal cover, Obstetric Mixed Reality™ system, Modified Philips defibrillation snap cables, Modified Physio defibrillation snap cables, Modified Zoll defibrillation snap cables, LungSim™ In-Hospital System, LungSim™ Mobile System, Care in Motion™ Mobile standalone video-assisted debriefing system			
1	GC.G3.V	Gaumard Cares Gold 3 Year service plan for Victoria. Gaumard Cares service with Cost of Ownership Assurance includes the following at NO CHARGE for the duration of the plan: • Training at Gaumard Training Centers • Webinar Training • Telephone and email Support • Software Updates • Loaner Service (Including Shipping) • All Preventative Maintenance • All Repairs Gaumard Cares Gold 3 Year service plan for Victoria	16,695.00	\$ 0.00	\$ 16,695.00

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 qualified individuals based on their status as protected veterans or individuals with disabilities and prohibit discrimination against all individuals based on their race,
 color, religion, sex, sexual orientation, gender identity and/or national origin, or for inquiring about, discussing, or disclosing information about compensation. Moreover,
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 race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status or disability.



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 keniya.mitchell@famuedu

Qty.	Item	Description	Unit Price	Trade-In/ Discounts	Amount
1	S2200.INST2	Two day Training Service and Installation for VICTORIA® advanced birthing simulator. Region specific	3,500.00	\$ 0.00	\$ 3,500.00
<p>All Quotes are subject to credit approval</p> <p>Customer must supply Sales Tax Exempt Certificate and W-9 with Purchase Order, if applicable.</p> <p>Please note that the exact shipping charges and taxes will be determined at the time of shipment.</p>				Subtotal	\$ 75,784.81
				Other Discounts	0.00
				Est. Freight & Handling	1,225.00
				Est. Sales Tax	0.00
				Total US\$	\$ 77,009.81
				Trade-In/ Discounts	\$ 7,910.19

Discount reflects trade-in amount for VICTORIA®, serial no. V1501072, towards the purchase of VICTORIA® with L&D SLE Courseware Package.

Shipping of simulator to Gaumard Scientific headquarters not included in freight charges.

Estimated shipping date: Approximately 12 to 15 weeks after receipt of order.
 Shipment Via: UPS Ground

Gaumard Scientific is the sole source for this tetherless simulator(s).
 *If you need credit approval, please submit completed customer form to GaumardCR@gaumard.com

Prices and taxes are subject to change without notice.
 To gather information about the products quote we invite you to visit our website: <http://www.gaumard.com>
 If you should have any questions, please feel free to contact your sales representative Michael Graf at michaelg@gaumard.com
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