



University of North Alabama
Office of Procurement
UNA Box 5025
Florence, AL 35632
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Sole Source Justification

November 22, 2019

Product: Laerdal Manikins, related accessories and maintenance

Notice:

The University of North Alabama will be releasing purchase orders to Laerdal as a sole source provider of Laerdal Manikins for use in the expanded nursing labs within the new Laura M Harrison Hall building. While other companies do make high fidelity simulators, the UNA Nursing program already has Laerdal manikins in place and the procurement of additional units will allow compatibility of equipment and require less training of faculty and staff. This compatibility will be more cost effective and allow for more efficiency within the simulation labs.

Laerdal manikins are unique in the industry combining four distinctly different simulations into one system. No other simulator provides this capability. The LLEAP operation system allows the operator to utilize a unified operating system only provided by Laerdal.

This notice is not an invitation for competition or interest, but is intended to meet the requirement to give public notice of a Sole Source purchase without a formal competitive process.

To be supplied:

Laerdal Manikins, related accessories, education solution products, and technical maintenance

Total Price: \$941,666.68



LAERDAL MEDICAL CORPORATION
PO Box 1840
167 Myers Corners Road
Wappingers Falls, NY 12590
(877) 523-7325
(845) 297-7770
Fax (800) 227-1143

November 20, 2019

Dr. William Brewer
University of North Alabama
UNA BOX 5001
Florence, AL 35632.0001

This letter is to confirm that Laerdal Medical is the sole manufacturer of:

SimMan® 3G
SimMan® Essential
SimMom ®
SimJunior®
Nursing Anne Simulator
Nursing Kelly
Premature Anne™
SimPad® PLUS System
LLEAP PC with Laerdal Learning Application software

Further, Laerdal Medical is the sole provider of installation, education, technical services and support for the afore mentioned equipment. Laerdal Medical is the only certified and authorized entity to provide service and maintenance on Laerdal equipment

If you need any additional information or assistance, please do not hesitate to contact me at (800) 648-1851 or visit our website at www.Laerdal.com.

Thank you for your interest in our products.

Sincerely,

Mike Evans
Director of Customer Care
Laerdal Medical
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