

MATANUSKA-SUSITNA BOROUGH ACTION MEMORANDUM

AM No. 20-102


SUBJECT: Award of contract 21-072C, Purchase High-Fidelity Simulation Trauma Manikins, to Gaumard in the contract amount of \$104,041.20.

AGENDA OF: September 15, 2020

ASSEMBLY ACTION:

Approved under the Consent
Agenda 9-15-20 (B500)

MANAGER RECOMMENDATION: Present to the assembly for consideration.

for **APPROVED BY GEORGE HAYS, ACTING BOROUGH MANAGER:** 

Route To:	Department/Individual	Initials	Remarks
	Purchasing	GLT	8/31/2020
	Emergency Services Director	KB	8/31/2020
	Finance Director	CX	
	Borough Attorney	NS	
	Borough Clerk	AM 9/8/20	(B500)

ATTACHMENT(S): Fiscal Note: Yes ☒ X No ☐
Gaumard Proposal: (3 pp)

SUMMARY STATEMENT: On July 7, 2020 the Borough Assembly approved IM No. 20-139 appropriating CARES Act money for Capital and Operating Expenditures in order to fund expenditures incurred in responding to the public health emergency of COVID-19. Item #7, purchase two (2) Gaumard Trauma HAL manikins and a service plan, was an approved authorized expenditure on the agenda. The Department of Emergency Services will utilize these training manikins throughout the Borough in all Assembly Areas.

As we continue to develop our consolidated training program for MSB EMS, simulation training has become the cornerstone of our overall program. COVID-19 best practices dictate that manikins are preferred over live training actors to minimize person-to-person contact. In addition, manikins can be sterilized. We have found

that multi-vehicle, multi-patient motor vehicle accidents are a common occurrence in the MSB and these new manikins will be an integral part of training in that type of scenario. They will also provide more training that is realistic and assist our providers with improving life-saving skills. We have conducted multiple mass casualty incident scenarios for our battalion training over the past year and using live actor volunteers is not a prudent course of action due to COVID-19.

MSB 308.280(A) allows the borough to award a contract for supplies, services or construction without competition where the purchasing officer determines in writing that the borough's requirements reasonably limit the source for the supplies, services or construction to one person or vendor.

Delivery of these 2 manikins will be made by December 30, 2020.

RECOMMENDATION OF ADMINISTRATION: Award of **CONTRACT 20-072C, PURCHASE HIGH-FIDELITY SIMULATION TRAUMA MANIKINS** to **GAUMARD** in the contract amount of **ONE HUNDRED FOUR THOUSAND FOURTY ONE AND 20/100 DOLLARS (\$104,041.20)**.

MATANUSKA-SUSITNA BOROUGH
FISCAL NOTE

Agenda Date: September 15, 2020

SUBJECT: Award of contract 21-072C, Purchase High-Fidelity Simulation Trauma Manikins, to Gaumard in the contract amount of \$104,041.20.

ORIGINATOR: Purchasing

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT YES NO
AMOUNT REQUESTED <i>\$104,041.20</i>	FUNDING SOURCE <i>Cares Act</i>
FROM ACCOUNT # <i>475.000.000 4XX.XXX</i>	PROJECT # <i>47532-7100-7107</i>
TO ACCOUNT :	PROJECT #
VERIFIED BY: <i>Kim W. W. W.</i>	CERTIFIED BY:
DATE: <i>9-1-2020</i>	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL	<i>104.0</i>					
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds	<i>104.0</i>					
Other						
TOTAL	<i>104.0</i>					

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: _____ PHONE: _____
 DEPARTMENT: _____ DATE: *9/1/2020*
 APPROVED BY: *Chapman* DATE: _____



Gaumard®
Simulators for Health Care Education

Quotation

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

Quote Number: 70102
Quote Date: 08/14/20
Revision No. QPA1252020
Page: 1 of 3

Quoted To:
Matanuska Susitna Borough
350 E. Dahlia Ave
Palmer AK 99645-6488
USA

Ship To:
Matanuska Susitna Borough
350 E Dahlia Ave Receiving Dept.
Palmer AK 99645-6488
USA

Contact:
Christopher Loscar
9078618314
Christopher.Loscar@matsugov.us

Customer ID	Good Through	Payment Terms	Shipping Method	Sales Representative
C102921	09/14/20	Net 20	UPS Ground	Thomas Ness

Qty.	Item	Description	Unit Price	Amount
2	S3040.100.PK.M	<p>Trauma HAL® light skin tone adult simulator. Includes: Includes: Simulated Learning Experiences™ 10 scenario package, Simulated Learning Experiences™ facilitator's guide, Microsoft® Tablet PC preloaded with UNI® control software, UNI software license, trauma limbs, RF communications module, accessories kit, battery charger, soft roller case, user mManual, 1-year standard warranty</p> <p>Options available at time of purchase: Care in Motion™ Go integrated video-assisted debriefing system, 12-Lead ECG, CO2 exhalation, snap-compatible ECG/EKG sites</p> <p>Accessories available for purchase: Care in Motion™ Mobile standalone video-assisted debriefing system, Gaumard Vitals™ bedside patient monitor, Gaumard Vitals mobile patient monitor, UNI automatic mode license, NewroSim™</p>	43,995.00	\$ 83,590.50

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 Thomas Ness at thomasn@gaumard.com

Am 20-102



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Christopher Loscar
9078618314
Christopher.Loscar@matsugov.us

Qty.	Item	Description	Unit Price	Amount
2	GC.G2.A.HI-AK	Gaumard Cares Gold 2 Year service plan for adult simulator. For Alaska and Hawaii only. 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 RepairsGaumard Cares Gold 2 Year service plan for newborn simulator	10,995.00	\$ 20,450.70
<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	\$ 104,041.20
			Other Discounts	0.00
			Est. Freight & Handling	0.00
			Est. Sales Tax	0.00
			Total US\$	\$ 104,041.20
			Total Discount	\$ 5,938.80

Please note, the Quantity Purchase Agreement (QPA) only applies with the purchase of three or more qualifying high-fidelity items. The QPA must be signed and turned in with the Purchase Order, in order for this discount to remain valid.

One additional day of training service and installation is complimentary with the purchase of one day of training service and installation.

Gaumard Scientific is the sole source for this tetherless simulator(s).

Prices and taxes are subject to change without notice.

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Contact:

Christopher Loscar
9078618314
Christopher.Loscar@matsugov.us

Estimated shipping date: Approximately 8 to 10 weeks after receipt of order.
Shipment Via: UPS Ground

Prices and taxes are subject to change without notice.

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