

# **Intent to Sole Source**

## **Orangeburg-Calhoun Technical College**

### **March 4, 2024**

In accordance with Section 11-35-1560(a) of the SC Consolidated Procurement Code, and Section 19-445.2015 of the SC Code of State Regulations, Orangeburg-Calhoun Technical College intends to enter into a sole source contract for: UR3 Robotic Integrated Mobile Cart as well as a UR3 Certification Package

#### **Description of the Agency need that this procurement meets:**

OCtech is planning to purchase high-fidelity simulators to provide clinical experiences for students in a safe learning environment. The medical-surgical “Susie” simulators will be replacing 2 simulators that we are currently using that are at the end of their expected service life and are no longer able to be covered under warranty. “Susie” is used in a variety of simulation experiences throughout both the PN and ADN programs i.e. medication administration validation, IV skills, and advanced life support scenarios. “Victoria” is an obstetric simulator that is replacing the simulator we are currently using that is at the end of her expected service life and is no longer able to be covered under warranty. “Victoria” can be used as either a medical-surgical simulator or converted to an obstetric simulator to simulate maternal and newborn nursing care. Victoria has the capabilities of pulse oximetry monitoring and maternal-fetal monitoring using monitoring equipment. Her full-term neonate has the life-like ability to cry and demonstrate cyanosis. It also has audible heart and lung sounds. Susie has a breast exam package and GYN packages to demonstrate procedures like pelvic exams.

All simulators must be wireless/tetherless capable of interfacing with our current equipment and have wireless audio with reliable connectivity. A few of the skills needed in the manikins include: the ability to have students auscultate lung, heart, and bowel sounds as well as have palpable pulses. Use of real ECG, BP and SpO2 monitoring. Training skills in tracheostomy care, IV insertion and maintenance, and nasogastric feeding. Obstetric mannequin needs to be able to simulate maternal nursing care including labor and delivery as well as neonatal nursing. Products need to include preventive maintenance and service plans.

#### **Description of market research Agency performed to determine the availability of products or services that would meet the Agency’s needs.**

We have researched various other vendors for high fidelity, simulation mannequins. We did find similar manikins from other vendors and reviewed them based on curriculum needs. One main concern we found was that all competitor models are dependent on internet connections to operate. The internet connections in the Nursing Building are not reliable and the class faces frequent interruptions in service. Susie and Victoria are the only products available with radiofrequency communication eliminating dependence on unreliable internet connections.

Though this purchase is to replace aging manikins, it will also be an addition to multiple Gaumard manikins used in the nursing simulation lab. Gaumard software and hardware has been integrated into the teaching curriculum and scenarios used daily in the lab. These skills are imperative for students to have real-time practice before entering clinical situations and jobs. These manikins are already in use in the simulation lab: Athena, Apollo, Victoria, Noelle, Newborn Tory, Pediatric HAL, OCtech has eight Simulation Rooms in the lab. The replacement of these three manikins will need to continue using the same software and hardware so that the labs and simulations designed by faculty, as well as those purchased earlier from Gaumard, will be interchangeable. This purchase will ensure that the software, maintenance, and general operations will remain consistent for all labs and faculty.

**Description of supplies, construction, information technology, and/or service Vendor will provide under the contract:**

3 High-fidelity patient simulators (2 medical-surgical adults and 1 obstetric adult)  
Two Susie S2400's and One Victoria S2200 with Gold 2 Year Service Plans

**Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency:**

Gaumard is the only manufacture of the Susie S2400 and Victoria S200 manikins. Gaumard holds the copyright as the sole provider and sole manufacturer to all Gaumard manikins and accessory products and does not allow resellers. We have found Susie and Victoria are the only products available with radiofrequency communication eliminating dependence on unreliable internet connections. Gaumard also is the only vendor to offer their Simulation Learning Experience Builder and Gaumard programs to guide the simulation experience for students and faculty. In addition, all service, warranty, and training must be performed by Gaumard Scientific personnel. The Gold warranty and service plans are not out-sourced.

Please send questions or concerns via e-mail to Scarlet Geddings @ [geddings@octech.edu](mailto:geddings@octech.edu) for this Intent to Sole Source no later than 5:00 PM on March 11, 2024, EDT.

This notice will be posted in the South Carolina Business Opportunities (SCBO) as required by SC Code 11-35-1560.

**PROTESTS:**

If you are aggrieved in connection with the intended award or award of the contract, you may be entitled to protest, but only as provided in Section 11-35-4210. To protest an award, you must (i) submit notice of your intent to protest within five (5) business days of the date this notice is posted, and (ii) submit your actual protest within fifteen days of the date this notice is posted. Days are calculated as provided in Section 11-35-310(13). Both protests and notices of intent to protest must be in writing and must be received by the appropriate Chief Procurement Officer within the time provided. The grounds of the protest and the relief requested must be set forth with enough particularity to give notice of the issues to be decided. Any protest or notice of intent to protest must be addressed to the Chief Procurement Officer, Information Technology Management Office, and submitted in writing

(a) by email to: [protest-itmo@itmo.sc.gov](mailto:protest-itmo@itmo.sc.gov), or

(b) by post or delivery to: 1201 Main Street, Suite 600, Columbia, SC 29201.

Official signed document on file in the Procurement Office

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