

Agency Identification: [Horry-Georgetown Technical College](#)

Description of the agency need that this procurement fulfills: *(See instructions on last page for guidance)*

Simulation-based education (SBE) in nursing is an essential tool to reinforce content and evaluate comprehension. A key component of SBE is the debriefing process. Research has shown that Post-simulation debriefing is one of the most effective components of SBE and the cornerstone of the learning experience in the simulation setting. Debriefing is the intentional discussion following the simulation experience that allows participants to understand their actions clearly and thought processes to promote learning outcomes and enhance future clinical performance. The use of SimCapture Cloud allows for recording and storage of nursing simulation for the purpose of debriefing. All simulation equipment currently utilized within the Nursing program use the SimCapture Cloud System, and this purchase will provide continuity of current services among all campuses.

Describe the Market Based on Research Performed: *(See instructions on last page for guidance)*

Horry-Georgetown Technical College Nursing Department and other health science programs currently utilize Laerdal simulation equipment. SimCapture Cloud is the only medical simulation software that will fully integrate with the current Laerdal LLEAP simulators and with the current B-Line SimNodes, ensuring compatability. SimCapture Cloud offers the ability for instructors to record student simulation interaction and perform debriefing on those experiences. It also allows for secure storage and management of those recordings, which assists in collecting data usage of the SimCapture Cloud and LLEAP equipment. Aggregated and disaggregated data can be collected by department, class, program and individual students Allows for tracking of progress through course and curriculum; promotes knowledge acquisition, skills proficiency, teamwork and collaboration and critical thinking.

Sole Source Vendor Name: Laerdal Medical Corporation

Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the vendor named above per SC Code Ann § 11-35-1560 and SC Regulation 19-445.2105, Sole Source Procurement.

Description of supplies, construction, information technology, and/or services vendor will provide under the contract: *(See instructions on last page for guidance.)*

Laerdal provides support via phone and email during operating hours Monday-Friday. They also offer weekend phone support if needed. Laerdal also offers on-site equipment repair if phone or email support is not sufficient.

Explain why the described solution is the only solution that meets the agency's need and how no other identified solutions were sufficient. *(See instructions on last page for guidance)*

Laerdal is the only company to provide SimCapture Cloud. The college currently utilizes multiple Laerdal SimMan 3G simulators across the 4 campuses offering Nursing, and the SimCapture Cloud service is the only one that is fully integrated and functional with the existing Laerdal simulators in use by the Nursing Department, as well as other programs within the Health Science division. This ensures complete compatibility with the existing equipment.

**Sole Source
Written Determination**

***Note:** Determination is not complete without required signatures and dates*

Required Signatures:

Prepared by: <u>Jo Beck</u>	Date: <u>7</u> / <u>8</u> / <u>2025</u>
Printed Name: Stephanie Jo Beck	Title: Academic Chair-Nursing ADN
Approved by: <u>Harold Hawley</u>	Approval Date: <u>07/10/2025</u>
Printed Name: Harold Hawley T	Title: VP Finance & Administration

the last page contains instructions and is not required to be retained.

Invoice no: 2025/2000029509



Laerdal
helping save lives

Bill-to: 02135476

End User: 51451250

Horry Georgetown Technical College
P O Box 261966
Conway, SC 29528

SPEIR HEALTHCARE CENTER-NURSING
3501 PAMPAS DR
PO# P0029976
MYRTLE BEACH, SC 29577

Invoice date: 06.11.2025
Payment due: 07.11.2025
Credit Terms: NET 30 DAYS
Phone: 843 347 3186
Fax: 843 347 4207

Purchase Order: POPENDING
Contract no: 116661

Period from: 03 Jun 2025
Invoice Period From: 03 Jun 2025
Period to: 02 Jun 2026
Invoice Period To: 02 Jun 2026

CASE# 664694

THIS INVOICE IS FOR SERVICES ON SALES ORDER # P3294327 AND NC SO# P3294328
FOR A 5 YR SUBSCRIPTION TO SC ENT CLOUD WITH AN BILLING.

PC: 4012094A

POC: BECKY BOONE 843-349-5274

YR 2 ONLY, PO PENDING

INV TO: kelsey.todd@hgtc.edu and accountspayable@hgtc.edu

Ln.	Item no.	Inv Qty	Number of Months	Monthly Unit Price	Amount
1	227-10950 SC Ent Cloud	8	12	558.25	53,592.00

Sub total: 53,592.00

Order total without tax: 53,592.00

Tax amount: 4,823.28

Total USD: 58,415.28

Company address:
Laerdal Medical Corporation
167 Myers Corners Rd
Wappingers Falls, NY 12590

Phone: (800) 431-1055
Fax: (800) 227-1143
E-mail: customerservice@laerdal.com
Web page: www.Laerdal.com

Remittance Address:
LAERDAL MEDICAL CORPORATION
LOCKBOX 784987
PHILADELPHIA, PA 19178-4987

LAERDAL MEDICAL CORPORATION

TERMS AND CONDITIONS

PAYMENT TERMS

Payment can be made by check, credit card (MasterCard, Visa, American Express or Discover), wire transfer and ACH Direct Deposit. Contact us at 877-523-7325 for more information.

Payment is due within terms upon submission of each invoice, not on completion of order. Your payment terms and due date are displayed on the first page of your invoice.

RETURNS

SATISFACTION GUARANTEED! We accept returns of merchandise returned in currently new and salable condition within 60 days of purchase. Returned merchandise may be subject to a 15% restocking fee. Credit will be issued upon receipt and evaluation of the merchandise.

Contact our Customer Service Team at 877-523-7325 to obtain a Return Material Authorization (RMA #). The RMA # is valid for 60 days. Returns without an RMA # will not be accepted.

The customer is responsible for return freight charges for cancelled orders or incorrectly ordered merchandise.

DISCREPANCIES

Report all shipping or invoice discrepancies to the Customer Service team within 10 days of invoice date at 877-523-7325.

TAXES

Applicable taxes will be added to your order. A copy of your tax-exempt certificate must be on file for tax charges to be waived. Federal ID # 13-2587752. State, city and local registration numbers are available on request.

SHIPPING TERMS

Shipping terms are: FOB Origin for domestic shipments, CIF-15 miles off US shore for export shipments.

CALIFORNIA EWASTE FEES

Charges for Electronic Waste Recycling Fee on shipments to California have been paid on the customer's behalf where applicable. For additional information on EWaste fees, contact your local Board of Equalization office.

EEOC STATEMENT

Laerdal Medical abides 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, 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, disability or veteran status.



AFFIDAVIT

I certify that we will comply with Section 44-107-10, ET Seg., relating to the South Carolina Drug-Free Workplace Act to provide a drug-free workplace. (Note: this clause applies to any resultant contract of \$50,000.00 or more). The State of South Carolina has amended Title 44, Code of Laws of South Carolina, 1976, relating to health, by adding chapter 107, so as to enact the Drug-Free Workplace Act. (See, Act no. 593, 1990 Acts and Joint Resolutions.)

Vendor: Laeral Medical Corporation

167 Myers Corners Road, Wappingers Falls, NY 12590

Street or P. O. Box

City

State

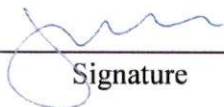
Zip

Telephone: 845-297-7770

Fax

Printed Name: Judy Schneider

Email Judy.Schneider@laerdal.com


Signature

Contracts Specialist

Title

Date: 7/8/2025

F.E.I.N: 13-2587752

or S.S. #

**FAILURE TO FURNISH THIS AFFIDAVIT WILL RESULT IN THE DELAY OF
PAYMENT/CONTRACT**

THIS PAGE MUST BE SIGNED & RETURNED

Please return to:

Horry Georgetown Technical College

PO Box 261966

Conway, SC 29528-6066

Attn: Dianna Cecala, Procurement Manager

Fax: 843/349-5270

Tel: 843/349-5207

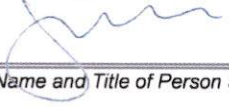
Email: Dianna.cecala@hgtc.edu

OPEN TRADE REPRESENTATION

(S.C. Code Ann. §§ 11-35-5300)

The following representation, which is required by Section 11-35-5300(A), is a material inducement for the State to award a contract to you.

I, the official named below, certify I am duly authorized to execute this certification on behalf of the vendor identified below, and, as of the date of my signature, the vendor identified below is not currently engaged in the boycott of a person or an entity based in or doing business with a jurisdiction with whom South Carolina can enjoy open trade, as defined in SC Code Section 11-35-5300.

Vendor Name (Printed)	State Vendor No.
Laerdal Medical Corporation	7000022608
By (Authorized Signature) 	Date Executed
Printed Name and Title of Person Signing	[Not used]
Judy Schneider, Contracts Specialist	