

**Vendor:**

H00166661
Laerdal Medical Corp
Lockbox 784987
Philadelphia PA 19178

PO Number:	P0044808
Issue Date:	10/13/25
Request No:	
Fiscal Year:	26

Billing Address: Horry Georgetown Technical College
Attn: Accounts Payable
PO Box 261966
Conway, SC 29528
Or Email To: AccountsPayable@hgtc.edu

Ship to: Jo Beck
No Shipping Required

PO NUMBER MUST BE ON YOUR INVOICE

Requestor: Jo Beck/Ann Daniels

HGTC Shipping and Receiving Hours ALL CAMPUSES
8AM - 4PM: Mon-Thurs 8AM - Noon: Friday

Terms NET 30

Description	Quantity	Unit Cost	Total Cost
Sole Source #SS-0226 5 year subscription Period: 6/3/25 - 6/2/30 100 Building Nursing & Health Sciences Institute Grand Strand Campus Invoice #2025/2000043775 One-time implementation fee for the setup of SimCapture Service. 227-B-86050E SC Cloud Ent Impl serv.	1.00 EA	12,674.0000	12,674.00

Email:

TOTAL: 12,674.00

PRICING IS DEEMED TO BE FAIR AND REASONABLE

Account Codes

91231-91001-7109-

\$12,674.00

Purchasing Agent: Toni Richardson

Invoice no: 2025/2000043775



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: 08.26.2025
Payment due: 09.25.2025
Credit Terms: NET 30 DAYS
Phone: 843 347 3186
Fax: 843 347 4207

Purchase Order: P0040708
Contract no: 116660

Period from: 03 Jun 2025
Invoice Period From: 03 Jun 2025
Period to: 02 Jun 2030
Invoice Period To: 02 Jun 2030

CASE# 664694
THIS INVOICE IS FOP 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 1 ONLY

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

Ln	Item no.	Inv Qty	Number of Months	Monthly Unit Price	Amount
1	227-B-86050E SC Cloud Ent Impl Serv	1	1	12,674.00	12,674.00

Sub total: 12,674.00

Order total without tax: 12,674.00

Tax amount: 0.00

Total USD: 12,674.00

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



**REQUEST FOR MINOR EQUIPMENT
UP TO \$25,000**

\$ 5,000 - \$10,000 (1) Quote
\$10,000 - \$25,000 (3) Written Quotes
State Contract (1) Quote

Department Name/Campus: Nursing, Grand Strand Campus

Requester Name: Stephanie (Jo) Beck

Department Head (up to \$1,000): Jo Beck

Academic Dean/Director (\$1,001 - \$2,500): Anna Daniels

Vice President (over \$2,500): _____

President (over \$10,000): W. Ford 10/8/2025

Cabinet Chair: _____

Vendor Information: (If new, attached W9)

Name: Laerdal Medical Corporation

Address: 167 Myers Corners Rd.

City/State/Zip Wappingers Falls, NY 12590

Phone Number/E-mail 800-431-1055,
customerservice@laerdal.com

Purchase Order Number: PO044808

QUANTITY	UNIT OF MEASURE	DESCRIPTION	UNIT COST	TOTAL
1	Service	One-time implementation fee for the setup of SimCapture service. 227-B-86050E SC Cloud Ent Impl serv.	\$12,674.00	\$12,674.00
		100GS, Nursing & Health Sciences Institute, HGTC		
		Be Sure To Include Shipping & Tax		\$12,674.00

PURPOSE OF REQUEST:

Strategic Goals and Outcomes:

ACCOUNTING USE ONLY

FOAPAL _____ FOAPAL _____
FOAPAL _____ FOAPAL _____

SOURCE OF FUNDS: _____ DEPT. _____ GRANT _____ INSTITUTIONAL _____ SEFAC _____

91231 @ 91001-7109

Sole Source
Written Determination

SS-0226

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 compatibility. 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: Stephanie Jo Beck

Date: 9 / 4 / 2025

Printed Name: Stephanie Jo Beck

Title: Academic Chair-Nursing ADN

Approved by: Harold Hawley

Approval Date: 9/4/25

VP FOR FINANCE HAROLD HAWLEY

Printed Name: Enter Authorized Approver Name

Title: Enter Authorized Approver Title

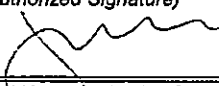
The last page contains instructions and is not required to be retained.

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.

<i>Vendor Name (Printed)</i> Laerdal Medical Corporation	<i>State Vendor No.</i> 7000022608
<i>By (Authorized Signature)</i> 	<i>Date Executed</i> 9/4/2025
<i>Printed Name and Title of Person Signing</i> Judy Schneider, Contracts Specialist	<i>[Not used]</i>



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.)

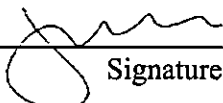
Vendor: Laerdal Medical Corporation

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

 Contracts Specialist
Signature Title

Date: 9/4/2025

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

September 4, 2024

To Whom It May Concern,

This document contains commercial sole source justification for purchasing a turnkey cloud solution for medical simulation from Laerdal. Laerdal (utilizing B-Line Medical's SimCapture software through acquisition) has been providing video-driven healthcare education solutions to simulation clients for more than 15 years. Laerdal is the only company in the commercial industry that can provide a fully integrated and turnkey SimCapture Cloud system that includes software designed solely for medical simulation, accompanying hardware, training, and support to the Education and Healthcare markets. Included in this solution are all components needed to record, live stream, debrief, and manage recordings from within the SimCapture software.

The SimCapture Cloud system being purchased is not available to the Education or Healthcare markets through any other commercial company. The SimCapture Cloud system quoted by Laerdal is developed and supported exclusively by Laerdal.

Key product features of SimCapture Pro Cloud include:

- The ability to capture and stream up to 4 angles of synced video, audio, simulator data and real medical devices
- The ability to annotate, debrief and assess
- Provide secure storage and playback
- Control access by role, department and organizations
- Manage center sign-in
- In-Depth and customizable reporting
- Flexible design and installation options, including a fully turnkey installation with AV equipment provided and supported by Laerdal.

Key market differentiators include:

- SimCapture is the only commercially available medical simulation software that fully integrates with Laerdal products, seamlessly capturing data from any Laerdal manikin and LLEAP software, including the ability to upload LLEAP scenarios into SimCapture.
- We offer the only fully multi-tenant Cloud solution in the industry hosted by Amazon Web Services, providing the best streaming quality, security and redundancy.
- We are the only vendor to offer a true mobile app, with the ability to use up to 4 iPhones/Pads per session as recording devices and seamlessly sync with other Cloud videos.
- We offer phone and email support:
 - We are available via phone and email Monday-Friday 8:00AM – 8:00PM EST. In addition, we offer on-call weekend phone support specifically for high stakes OSCE events with advance notice. You can contact our support team at 1-888-228-3838 or email us at SimCaptureSupport@laerdal.com.

As there are no commercial licensed suppliers of our SimCapture Turnkey Cloud systems in North America, Laerdal is the only commercial entity capable of selling and supporting this software for the Education and Healthcare markets. Additionally, as the creators of the SimCapture software, we are the only entity with the knowledge and access required to provide the necessary support services for the software and system as a whole. There are no other commercial entities currently in existence that possess the necessary training and authorized access to maintain the SimCapture software. Considering this information, you would be unable to obtain the SimCapture Turnkey Cloud solution from any commercial vendor in the Education and Healthcare markets other than Laerdal.

Best Regards,

Mike Evans
Director of Business Analytics
Laerdal Medical
167 Myers Corners Rd
Wappingers Falls, NY 12590
(800) 648-1851 x 3260
Mike.Evans@Laerdal.com

LAERDAL MEDICAL CORPORATON
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.



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

www.Laerdal.com

September 4, 2024

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