

Sole Source
Written Determination

Agency Identification: Horry-Georgetown Technical College # SS0232

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

Specialty areas such as pediatrics and obstetrics are limited for in-person clinicals in the HGTC area. Therefore, it is necessary to supplement clinical hours with simulation. Simulation is an approved learning technique designed to replicate real-life situations. Per the South Carolina Labor and Licensing Board-Nursing, a pre-licensure Nursing program may use simulation as a substitute for traditional clinical experiences, not to exceed 50% of its clinical hours for a given course/clinical specialty..

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

There are multiple vendors for birthing simulators. However, Gaumard's Victoria S2200 simulator is a one-of-a-kind simulator that allows for realistic assessment findings such as heart and lung sounds, pulse and respiratory rates, pupillary response and other vital signs. She also allows for real-life nursing interventions in situations such as shoulder dystocia; has pupillary movement and response; and has a newborn at delivery that will cry, move it's head and will present with cyanosis.

Sole Source Vendor Name: Gaumard Victoria S2200 Advanced Birthing Simulator

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.)*

The vendor will provide the simulators, monitors, installation, training, and any other items deemed necessary for functionality of the simulators

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)*

The use of a birthing simulator allows nursing students the opportunity to practice skills and patient interactions in a consequence-free environment. While HGTC uses Laerdal simulators in the medical/surgical area, Gaumard is exclusively used in the Maternal/Child area due to its functionality and delivery options. By purchasing the Victoria Birthing Simulator, there will be continued continuity in the equipment used, and consistency in the learning environment among campuses, for the Maternal/Child area.

Note: Determination is not complete without required signatures and dates

Required Signatures:

Prepared by Stephanie Jo Beck Date: 04 / 05 / 2026

Printed Name: Stephanie Jo Beck Title: Academic Chair-ADN

Approved by David Hawley Approval Date: 4 / 7 / 2026

Printed Name: Enter Authorized Approver Name Title: Enter Authorized Approver Title

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



Gaumard®

Simulators for Health Care Education

manner due to Victoria's advanced anatomy. These events will be displayed and logged in the UNI control software interface.

- Victoria has an epidural placement insert that can be used for insertion and/or site care
- Victoria has the most realistic delivery system in simulation. The baby can present either vertex or breech, can deliver with normal and abnormal findings such as rhonchi, bradycardia or cyanosis.
- Victoria's eyes can be assessed for pupillary response and movement. The eyes will also track an object, such as a finger, during an assessment.
- Intravenous and suppository medication can be administered in response to PPH. These will be identified and logged in the UNI control software interface.
- Victoria's endoskeleton allows for very realistic positioning, including stirrups, leg cradles and hands and knees deliveries

The Victoria S2200 is clearly the most advanced pediatric simulator on the market, and allows for unmatched realism, versatility and clinical skills training for a large variety of clinicians.

Sincerely,

Gordon McKeown, RN
Territory Sales Manager, NC/SC
Gaumard Scientific
305-302-3389
gordonm@gaumard.com

A global commitment to healthcare educators



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

Quote Number: 136928
Quote Date: 03/13/26
Page: 1 of 3

Quoted To:

Horry Georgetown Technical College
PO Box 261966
Conway SC 29528-6066
USA

Ship To:

Horry Georgetown Technical College
3501 Pampas Dr
Myrtle Beach SC 29577
USA

Contact:

Christine Polak
843-477-2053
christine.polak@hgtc.edu

Customer ID	Good Through	Shipping Method	Sales Representative
C104321	04/13/26	UPS Ground	Gordon McKeown

Qty.	Item	Description	Unit Price	Amount
1	S2200.PK.D	<p>VICTORIA® S2200 dark skin tone advanced birthing simulator package Includes: VICTORIA® S2200 dark skin tone simulator, Tablet PC preloaded with UNI® control software, Obstetric Simulated Learning Experiences™ guidebook, preprogrammed SLE library with 9 scenario-based simulations, Bedside patient monitor preloaded with Gaumard Vitals (Touchscreen "All-in-one" PC), RF communications module, Bluetooth communications module, Headset for streaming audio, Automatic drug recognition system, Active birthing baby, C-section baby, 4 abdominal covers (Palpation, Contraction, C-Section, Postpartum), Battery chargers, Accessories, User guide, one-year limited warranty</p> <p>Options available only at initial time of purchase: Real CO2 Exhalation, Care In Motion™ Go integrated video-assisted debriefing system</p> <p>Accessories available for purchase: Gaumard Vitals™ bedside patient monitor, Gaumard Vitals™ mobile patient monitor, Deep vein thrombosis leg, External pathologies uteri package, Gynecologic Pack 1.0, Internal pathologies uteri package, Non-pregnant abdominal cover, Modified Philips defibrillation snap cables, Modified Physio defibrillation snap cables, Modified Zoll defibrillation snap</p>	76,680.00	76,680.00

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 Gordon McKeown at gordonm@gaumard.com

This contractor and subcontractor shall abide 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 and/or 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, protected veteran status or disability.



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

Quote Number: 136928
Quote Date: 03/13/26

Page: 2 of 3

Quoted To:

Horry Georgetown Technical College
PO Box 261966
Conway SC 29528-6066
USA

Ship To:

Horry Georgetown Technical College
3501 Pampas Dr
Myrtle Beach SC 29577
USA

Contact:

Christine Polak
843-477-2053
christine.polak@hgtc.edu

Qty.	Item	Description	Unit Price	Amount
		cables, LungSim™ In-Hospital System, LungSim™ Mobile System, Care in Motion™ Mobile standalone video-assisted debriefing system		
1	S2200.101L.D	Deep Vein Thrombosis Leg accessory for VICTORIA® dark skin tone Advanced birthing simulator. Interchangeable DVT left leg including including edema, erythema, and palpable cordlike venous segments on the anterior and lateral leg	845.00	845.00
1	S2200.107.D	Non-Pregnant Abdominal Cover accessory for VICTORIA® dark skin tone adult advanced birthing simulator. Soft, palpable, flat abdominal cover; includes bowel sounds in four quadrants	2,410.00	2,410.00
1	GC.PL3.G8	GC Plus 3 Year for VICTORIA® adult advanced birthing simulator. Includes parts and labor for covered repairs; plan includes loaner service for repairs (if available); also includes annual PM service at Gaumard facility. Shipping to Gaumard facility is included for repair and PM services. All repairs include head to toe inspection and a supplementary PM service. Additional PM service not required if simulator repaired within 150 days of PM service due date. The standard support of 24 hour email; live Tech Support M-F 8am -5:30pm EST is included. All warranty work is guaranteed for term of the plan coverage. Gaumard will repair or replace product at its sole discretion. Access to continued product knowledge training (at Gaumard, or via webinars) is available for lifetime of plan coverage. Onsite repairs and or training is not covered by this plan, but is available for per occurrence additional fee. Onsite PM service is available for an additional fee per occurrence	24,140.00	24,140.00

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 Gordon McKeown at gordonm@gaumard.com

This contractor and subcontractor shall abide 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 and/or 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, protected veteran status or disability.



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

Quote Number: 136928
Quote Date: 03/13/26

Page: 3 of 3

Quoted To:

Horry Georgetown Technical College
PO Box 261966
Conway SC 29528-6066
USA

Ship To:

Horry Georgetown Technical College
3501 Pampas Dr
Myrtle Beach SC 29577
USA

Contact:

Christine Polak
843-477-2053
christine.polak@hgtc.edu

Qty.	Item	Description	Unit Price	Amount
1	INST2	This service includes two consecutive days of on-site installation and in-service training at a single location. This service is for two back-to-back days at one site; non-consecutive or multi-site installations require a custom quote.	4,250.00	4,250.00
<p>All Quotes are subject to credit approval</p> <p>Customer must supply Sales Tax Exempt Certificate and W-9 with Purchase Order, if applicable</p> <p>If your shipping address differs from that of your billing address, please include the information with your order.</p>			Subtotal	108,325.00
			Other Discounts	0.00
			Est. Freight & Handling	1,500.00
			Est. Sales Tax	9,501.75
			Total US\$	119,326.75
				0.00

Estimated shipping date: Approximately 10 to 12 weeks after receipt of order.
Shipment Via: UPS Ground

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

For credit approval, please submit completed customer forms to GaumardCR@gaumard.com. Customer forms may be obtained by e-mailing a request to QuoteEmailGroup@gaumard.com.

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 Gordon McKeown at gordonm@gaumard.com
This contractor and subcontractor shall abide 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 and/or 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, protected veteran status or disability.



Gaumard[®]
Simulators for Health Care Education

March 30, 2026

To whom it may concern,

The practice of medical simulation has grown exponentially in the past decade, and the technology used has gotten more advanced. High-fidelity simulation is the gold-standard for teaching and training health care providers at all levels and disciplines, throughout their career. Maternal care is one area in particular that learners can benefit from simulation. Allowing new nurses, EMTs, Respiratory Therapists and others the opportunity to practice skills and patient interactions in a consequence-free environment is vital; mistakes will happen, but they can become learning opportunities without endangering the health and welfare of an actual patient.

These skills can include; interpreting maternal and fetal monitoring equipment; responding to emergencies like shoulder dystocia, eclampsia and post-partum hemorrhage; identifying and responding to a breech presentation; monitoring and adjusting epidural infusions; delivering life-saving medications; assessing newborn using APGAR scoring system; identifying the correct delivery position and applying the correct equipment; delivering a baby, with both simple or complex presentations.

Gaumard's Victoria S2200 simulator is a one-of-a-kind simulator that allows for realistic assessment findings such as heart and lung sounds, pulse and respiratory rates, pupillary response and other vital signs. In addition, Victoria also addresses the skills listed above in the following, unique in the industry ways:

- Victoria delivers a true 40-week neonate, which falls approximately in the 50th percentile, per the WHO
- The delivery baby can cry, the head will move, it has programmable heart and lung sounds, and can present with cyanosis
- Victoria can be placed on real, unmodified maternal and fetal monitoring equipment including SPO2, ETCO (if configured), EKG, TOCO and fetal doppler
- Victoria's PPH system allows you to control the hemorrhage rate and uterine occlusion devices can be inserted and deployed. Additionally, Victoria has an intrapartum bleeding system to create a higher level of realism.
- When doing shoulder dystocia interactions common interventions such as McRobert's maneuver, suprapubic pressure and Wood's screw can be performed in a very realistic

A global commitment to healthcare educators



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: Gaumard Scientific Company, Inc.

14700 SW 136th Street Miami FL 33196
Street or P. O. Box City State Zip

Telephone: 305-971-3790 Fax 305-252-0755

Printed Name: Peter Eggert Email sales@gaumard.com

 Executive Vice President
Signature Title

Date: 04/01/2026

F.E.I.N: 59-1150440 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

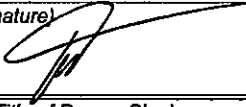
Fax: 843/349-5270
Tel: 843/349-5207
Email: Dianna.cecala@hgtc.edu

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.

<i>Vendor Name (Printed)</i> Gaumard Scientific Company, Inc.	<i>State Vendor No.</i> 2549136
<i>By (Authorized Signature)</i> 	<i>Date Executed</i> 04/01/2026
<i>Printed Name and Title of Person Signing</i> Peter Eggert, Executive Vice President	<i>[Not used]</i>