Sole Source
Written Determination

Agency Identification: Horry-Georgetown Technical College - #SS-0245

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

HGTC is expanding its Nursing and EMT programs to included additional training space for healthcare labs and student classrooms. Simulation manikins are essential requirements to this training program.

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

HGTC currently has a nursing program on its Grand Strand, Conway, Murrell's Inlet and Georgetown Campuses. As we set up a training site at this new building, it is necessary for all equipment to be equal so that students can rotate to any site and work on the same equipment. Simulation is an important factor for the Nursing program. It is not always possible for a student to get all the clinical time at a healthcare institution that is required to pass their boards. Regulations have changed and on-site simulation is now approved for some of these required hours as long as the simulation system meets the requirements of the licensing boards. The Laerdal system is approved for this. These manikins are the only ones that truly integrate with the Sim Capture system.

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.)*

Equipment purchased will be seven new nursing Anne simulators manikins with maintenance coverage.

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)*

This is the only simulation manikin that is fully, automatically, integrated with the simulation program currently in use on all our campuses.

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

Required Signatures:

Prepared by: _____ **Date:** 09/30/2026

Printed Name: Sheila Locklair **Title:** Academic Chair, Practical Nursing Assistant & Nursing

Approved by: _____ **Approval Date:** 9/30/2026

Printed Name: Ellen Black **Title:** VP Finance, Interim

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

Laerdal Medical Corporation

167 Myers Corners Road
Wappingers Falls, NY 12590
Order to: 877-LAERDAL
Fax Order To: (800) 227-1143
Email: customerservice@laerdal.com

Laerdal
helping save lives

Territory Manager
Jay Bianco
(845) 874-2023
jay.bianco@laerdal.com

Instructions
To prevent any delays in processing your purchase, please include your quote # when ordering.

DATE: 09-16-2026

Quote Q-1367386

ATTN: Christine Polak RN
+18434772053
christine.polak@hgtc.edu

SOLD TO: 31242401
Horry Georgetown Tech Colleg

BILL TO: 02135476
Horry Georgetown Technical College
P O Box 261966
Conway SC 29528

QUOTE NUMBER: Q-1367386
CREDIT TERMS: 30 days
EXPIRATION DATE: 12-31-2026
PO NUMBER:

SHIP TO:
Christine Polak
Horry Georgetown Tech College
743 Hemlock Avenue BLDG 200
Myrtle Beach SC 29577

Nursing Anne Simulator African Descent

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
1	320-04150 Nursing Anne Simulator African Descent Includes Nursing Anne Simulator African Descent Manikin, wig, pupil set, female genitalia, ostomy set, blood pressure cuff, lubricant spray, silicone dressings, subcutaneous injection pads, bottle of red simulated blood, adult gown, user guide. Additional terms: P	$23,800.00			$22,372.00	$22,372.00
1	320-B-ProTech-NAS Nursing Anne Simulator ProTech Coverage Complete technical coverage for simulator, patient monitor, instructor laptop and or SimPad against defects, including loaner coverage, updates and modifications to products. ProTech also includes the following value add items: installs for new manikin, 1 periodic maintenance per year as requested, and Premium Tech Support. Additional terms: S Start Date: 07-30-2026	$34,932.00	36	One Time	$17,138.38	$17,138.38

Nursing Anne Simulator African Descent

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
					TOTAL:	$39,510.38

Nursing Anne Simulator Medium

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
3	320-05050 Nursing Anne Simulator Medium Includes Nursing Anne Simulator Medium Manikin, wig, pupil set, female genitalia, ostomy set, blood pressure cuff, lubricant spray, silicone dressings, subcutaneous injection pads, bottle of red simulated blood, adult gown, user guide. Additional terms: P	$23,800.00			$22,372.00	$67,116.00
3	320-B-ProTech-NAS Nursing Anne Simulator ProTech Coverage Complete technical coverage for simulator, patient monitor, instructor laptop and or SimPad against defects, including loaner coverage, updates and modifications to products. ProTech also includes the following value add items: installs for new manikin, 1 periodic maintenance per year as requested, and Premium Tech Support. Additional terms: S Start Date: 07-30-2026	$34,932.00	36	One Time	$17,138.38	$51,415.14
					TOTAL:	$118,531.14

Nursing Anne Simulator Male Medium

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
2	321-05050 Nursing Anne Simulator Male Medium Includes Nursing Anne Simulator Male Medium Manikin, pupil set, male genitalia, ostomy set, blood pressure cuff, lubricant spray, silicone dressings, subcutaneous injection pads, bottle of red simulated blood, adult gown, user guide. Additional terms: P	$23,800.00			$22,372.00	$44,744.00
2	321-B-ProTech-NASM Nursing Anne Sim Male ProTech Coverage Complete technical coverage for simulator, patient monitor, instructor laptop and or SimPad against defects, including loaner coverage, updates and modifications to products. ProTech also includes the following value add items: installs for new manikin, 1 periodic maintenance per year as requested, and Premium Tech Support. Additional terms: S Start Date: 07-30-2026	$34,932.00	36	One Time	$17,138.38	$34,276.76

Nursing Anne Simulator Male Medium

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
					TOTAL:	$79,020.76

Nursing Anne Simulator Dark

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
1	320-04050 Nursing Anne Simulator Dark Includes Nursing Anne Simulator Dark Manikin, wig, pupil set, female genitalia, ostomy set, blood pressure cuff, lubricant spray, silicone dressings, subcutaneous injection pads, bottle of red simulated blood, adult gown, user guide. Additional terms: P	$23,800.00			$22,372.00	$22,372.00
1	320-B-ProTech-NAS Nursing Anne Simulator ProTech Coverage Complete technical coverage for simulator, patient monitor, instructor laptop and or SimPad against defects, including loaner coverage, updates and modifications to products. ProTech also includes the following value add items: installs for new manikin, 1 periodic maintenance per year as requested, and Premium Tech Support. Additional terms: S Start Date: 07-30-2026	$34,932.00	36	One Time	$17,138.38	$17,138.38
					TOTAL:	$39,510.38

LLEAP Site License

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
1	400-02050 LLEAP Site License 2-10 . Additional terms: SL	$13,410.00			$12,605.40	$12,605.40
					TOTAL:	$12,605.40

Geriatric Upgrade Kits

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
2	322-10550-M Nursing Anne Simulator Geriatric Medium Upgrade Kit Includes aged Nursing Anne Simulator Geriatric Medium front and back skins, grey wig, aged left and right arm assemblies, cataract and arcus senilis pupil set, aged female and male genitalia, aged left and right foot skin, aged upper teeth, chest and belly foam set, quick setup guide. Additional terms: P	$9,730.00			$9,146.20	$18,292.40
					TOTAL:	**$18,292.40**

LearNext

Qty	Description	List Price	Term	Billing Freq.	Unit Price	Total
1	411-LEARNEXT-MBR LearNEXT All-Access Simulation Education Membership with ongoing access to virtual and onsite learning with live and on-demand experiences. Includes: In-person LearNOW Session in Year 1Unlimited instructor-led Live Online Training Unlimited KnowledgeHub PremiumAnnual Education Guidance SessionsAnnual Skills Review & Refresh in Year 2+Certificate-ready Learning PathwaysExclusive Extras Additional terms: S Start Date: 07-30-2026	$18,865.50	24	One Time	$18,865.50	$18,865.50
					TOTAL:	**$18,865.50**

ITEM TOTAL:	$326,335.96
SHIPPING/HANDLING:	$1,275.00
ADDITIONAL CHARGE/CREDIT:	
TAX:	$29,484.95
TOTAL:	$357,095.91

Terms and Conditions have been negotiated directly between Laerdal Medical and Existing Customer Contract Organization.

LAERDAL MEDICAL CORPORATION
PO Box 1840
167 Myers Corners Road
Wappingers Falls, NY 12590
(877) 523-7325
(845) 297-7770
Fax (800) 227-1143

www.Laerdal.com

September 16,2026

This letter is to confirm that Laerdal Medical is the sole manufacturer of:

Nursing Anne Simulator

Further, Laerdal Medical is the sole provider of installation, education, technical services, and support for the afore mentioned equipment. Laerdal Medical is the only certified and authorized entity to provide service and maintenance on Laerdal equipment.

If you need any additional information or assistance, please do not hesitate to contact me at (800) 648-1851 or visit our website at www.Laerdal.com.

Thank you for your interest in our products.

Sincerely,

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

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). The text of this act is included herewith.

SECTION 44-107-20. As used in this chapter:

(1) "Drug-free workplace" means a site for the performance of work done in connection with a specific grant or contract of an entity at which employees of the entity are prohibited from engaging in the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance in accordance with the requirements of this chapter.

(2) "Employee" means the employee of a grantee or contractor directly engaged in the performance of work pursuant to the provisions of the grant or contract.

(3) "Controlled Substance" means a controlled substance in Article 3, Chapter 53, of this title.

(4) "Conviction Substance" means a finding of guilt, including a plea of nolo contendere or imposition of sentence, or both, by any judicial body charged with the responsibility to determine violations of the federal or state criminal drug statutes.

(5) "Criminal Drug Statute" means a criminal statute involving manufacture, distribution, dispensation, use, or possession of any controlled substance.

(6) "Grantee" means the department, division, or other unit of a person responsible for the performance under a grant.

(7) "Contractor" means the department, division, or other unit of a person responsible for the performance under a contract with a state agency.

SECTION 44-107-30. No person, other than an individual, may receive a grant or be awarded a contract for the procurement of any goods, construction or services for a stated or estimated value of fifty thousand dollars or more from any state agency unless the person has certified to the using agency that it will provide a drug-free workplace by:

(1) Publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited in the person's workplace and specifying the actions that will be taken against employees for violations of the prohibition:

(2) Establishing a drug-free awareness program to inform employees about:

(a) The dangers of drug abuse in the workplace;
(b) The person's policy of maintaining a drug-free workplace;
(c) Any available drug counseling, rehabilitation, and employee assistance program; and
(d) The penalties that may be imposed upon the employees for drug violations;

(3) Making a requirement that each employee to be engaged in the performance of the contract be given a copy of the statement required by item (1);

(4) Notifying the employee in the statement required by item (1), that as a condition of employment on the contract or grant, the employee will:

(a) Abide by the terms of the statements; and
(b) Notify the employer or any criminal drug statute conviction for a violation occurring in the workplace no later than five days after the conviction;

(5) Notifying the using agency within ten days after receiving notice under item (4b) from an employee or otherwise receiving actual notice of the conviction;

(6) Imposing a sanction on, or requiring the satisfactory participation in a drug abuse assistance or rehabilitation program by any employee convicted, as required by section 44-107-50; and

(7) Making a good faith effort to continue to maintain a drug-free workplace through implementation of items (1), (2), (3), (4), (5), and (6).

SECTION 44-107-40: No state agency may enter into a contract or make a grant with any individual for a stated or estimated value of fifty thousand dollars or more unless the contract or grant includes a certification by the individual that the individual will not engage in the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance in the performance of the contract.

SECTION 44-107-50; A grantee or contractor shall, within thirty days after receiving notice from an employee of a conviction pursuant to article 3, Chapter 53, of this title:

1. Take appropriate personnel action against the employee up to and including termination; or

2. Require the employee to participate satisfactorily in a drug abuse assistance or rehabilitation program approved for the purposes by a federal, state, or local health, law enforcement, or other appropriate agency.

SECTION 44-107-60: Each contract or grant awarded by a state agency is subject to suspension of payments or termination or both, and the contractor or grantee under the contract or grant or the individual who entered the contract with or received the grant from the state agency, as applicable, is subject to suspension or debarment in accordance with section 11-35-4220 if the appropriate chief procurement officer, as defined in section 11-35-310 (5), determines that:

1 The contractor or grantee has made a false certification under sections 44-107-30 or 44-107-40;

2 The contractor or grantee violates the certification by failing to carry out the requirements of section 44-207-30 (1), (2), (3), (4), (5), and (6);

3 The contractor or grantee does not take appropriate remedial action against employees convicted on drug offenses as specified in section 44-107-50; or

4 The number of employees of the contractor or grantee who have been convicted of violations of criminal drug statues for violations occurring in the workplace reasonably indicates that the contractor or grant recipient has failed to make a good faith effort to provide a drug-free workplace as required by this chapter.

SECTION 44-107-70: Upon issuance of any final decision under this chapter requiring debarment of a contractor, grantee, or individual, the contractor, grantee, or individual is ineligible for award of any contract or grant by any state agency, for a period specified in the decision, of at least one year but not to exceed five years.

SECTION 44-107-80: Upon request, the South Carolina Commission on Alcohol and Drug Abuse shall provide technical assistance to any state agency to assist with the implementation of this chapter. Additionally, upon request, the names and addresses of contractors and grantees providing a drug-free workplace pursuant to this

chapter must be provided to the commission.

SECTION 44-170-90: Failure to comply with any provision of this chapter shall not be grounds for any protest under section 11-35-4210.

SECTION 44-107-100: Upon request, the South Carolina Commission on Alcohol and Drug Abuse shall provide technical assistance to any state agency to assist with the implementation of this chapter. Additionally, upon request, the names and addresses of contractors and grantees providing a drug-free workplace pursuant to this chapter must be provided to the commission.

Section 2. Upon approval by the governor, chapter 107 of title 44 of the 1076 code, as added by this act, applies to grants made or contracts executed after December 31, 1990.

Rev. 10/28/91

CERTIFICATION REGARDING DRUG-FREE WORKPLACE REQUIREMENTS
(COMPANY)

Pursuant to the South Carolina Drug-Free Workplace Act, I hereby certify the following:

1. I am authorized to bind Laerdal Medical Corporation
Company's name) by which I am employed.

2. Laerdal Medical Corporation (Company's name) will provide a "drug-free workplace" as that term is defined in S44-107-30, Code of Laws of South Carolina, 1976 (as amended), by complying with the requirements set forth therein.

3. I recognize that my company's contract or grant is subject to suspension of payments or termination or both and that my company is subject to suspension or debarment in accordance with S11-35-4220 if:

   a. This certification is false;

   b. My company violates the certification by failing to carry out the requirements of Section 44-107-30(1), (2), (3), (4), (5) and (6);

   c. My company does not take remedial action against employees convicted on drug offenses as specified in S44-107-50; or

   d. The number of employees of my company who have been convicted of violations of criminal drug statutes for violations occurring in the workplace reasonably indicates that my company has failed to make a good faith effort to provide a drug-free workplace as required by the Drug-Free Workplace Act.

Laerdal Medical Corporation — Company's Name

Judy Schneider, Contracts Specialist — Name and Title of Authorized Representative



Signature of Authorized Representative

9/16/2026 — Date

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*
	9/16/2026
Printed Name and Title of Person Signing	*[Not used]*
Judy Schneider, Contracts Specialist	

(Published August 24, 2015)