



**Laerdal**<sup>®</sup>

helping save lives

August 2019

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

[www.Laerdal.com](http://www.Laerdal.com)

## **Sole Source Statement**

Laerdal Medical is the *sole manufacturer* and *sole source* of the following products and services:

### ***SimMan<sup>®</sup> ALS Simulator***

SimMan ALS provides a mobile, durable solution that will meet the training needs of pre-hospital and in-hospital emergency care providers. The realistic, interactive simulator can be used for the complete training of the American Heart Association (AHA) Advanced Cardiac Life Support (ACLS) Course as well as a wide range of skills from basic assessment to critical care. Operated by SimPad<sup>®</sup> PLUS or a LLEAP PC, the simulator responds to clinical interventions, instructor control, or pre-programmed scenarios for the effective practice of diagnosis and treatment of a patient.

SimMan ALS Simulator is available for purchase directly from Laerdal Medical as well as authorized Military and Government distribution partners on GSA, ECAT and other Federal Contracts. Only certified Laerdal technicians are authorized to provide service and maintenance for Laerdal equipment.

Thank you for your interest in Laerdal Medical. If further assistance is needed, please contact your local representative at 1-877-LAERDAL (523-7325) or visit our website at <http://www.laerdal.com/us/SimManALS>.



**Laerdal**  
helping save lives

Laerdal Medical Corporation  
167 Myers Corners Road  
Wappingers Falls, NY 12590  
Fax Order To: (800) 227-1143  
Phone Order To: 877-Laerdal  
customerservice@laerdal.com

**CLIENT EXECUTIVE**  
Jennifer Kocher  
jennifer.kocher@laerdal.com

**ACCOUNT MANAGER**  
Pamela Albach  
pamela.albach@laerdal.com

**DATE:** 4/1/2019

**QUOTE NUMBER:** Q-286507

**ATTN:** Joshua Tilton

**CUSTOMER NUMBER:** 00145639

CITY OF COLUMBUS  
3675 PARSONS AVE  
COLUMBUS OH 43207  
+16142213132  
jjtilton@columbus.gov

**EXPIRATION DATE:** 9/30/2019

**SimMan ALS LiveShock**

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	235-03350	SimMan ALS LiveShock L Manikin and Accessories Includes SimMan ALS Live Shock Manikin, SimPad PLUS link box, Li-Ion Battery, Consumables, Clothing, Soft Sided Carry Cases, 1 Year Manufacturer's Warranty.		\$19,785.00	\$19,785.00	\$19,785.00
1	400-09201	Tablet-PC (US) Instructor - Pat.Monitor		\$2,040.00	\$2,040.00	\$2,040.00
1	204-30101	SimPad PLUS Only (US) SimPad PLUS Only (Hand Held Remote) 204-50150 LLEAP for SimPad PLUS software license required for operation.		\$745.00	\$745.00	\$745.00
1	204-50150	LLEAP for SimPad PLUS Includes: License Key providing access to Manual Mode, Automatic Mode, and Log Viewer Application.		\$2,650.00	\$2,650.00	\$2,650.00
1	200-30950	SimPad Headset		\$40.00	\$40.00	\$40.00
1	200-30350	Laerdal Li-Ion Battery		\$208.00	\$208.00	\$208.00
1	235-B-EDBNDL2	SimMan ALS Edu Bundle: Getting Started/SimPad A 2-day educational session with a Laerdal Educator at the customer site for up to 8 participants. Day one focuses on fundamental knowledge of the Simulator and day two provides in-depth knowledge of the Learner Application software.		\$5,100.00	\$5,100.00	\$5,100.00

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	235-B-VplusP-SMALS	ValuePlus SimMan ALSPlatinum Includes Installation, Extended Warranty, Preventative Maintenance On-Site & Loaner.	60	\$35,355.00	\$21,213.00	\$21,213.00
1	05-10000	Quik-Combo electrode adapter		\$47.00	\$47.00	\$47.00
1	185-10050	ShockLink system		\$560.00	\$560.00	\$560.00
1	212-13850	Arm; Right Humeral IO/IV SimMan 3G/MCKELLY		\$600.00	\$600.00	\$600.00
<b>SimMan ALS LiveShock TOTAL:</b>						<b>\$52,988.00</b>

ITEM TOTAL : \$52,988.00  
 SHIPPING & HANDLING : \$309.44  
 TAX : \$0.00  
 ADDITIONAL CHARGE/CREDIT : \$0.00  
 TOTAL : \$53,297.44

There are various payment options; please see bottom of your quote for further clarification.  
 Appropriate Sales Tax will be added to invoice – Pricing and Availability are subject to change  
 Shipping/Handling costs will be added to invoice

**By Accepting this Quote, the following terms are hereby incorporated into customer's order:**

**Products:**

Products that are currently on contract will be removed immediately if manufacturing or distribution of the product is discontinued.

**Payment:**

Net 30 Days for approved open accounts; CIA; Credit Cards accepted. Financing options now available – sample leasing payment terms follow. For additional information, ask your Inside Sales Representative listed above.

Lease term 24 months: USD 2,220.73 \*

Lease term 36 months: USD 1,480.48 \*

Lease term 48 months: USD 1,110.36 \*

\* Quoted payments do not include Interest, Taxes, Maintenance, Cancellation fees or Insurance. Quotes are subject to credit approval and may change without notice.

**Warranty:**

One(1) year warranty on manufactured products and 90 day warranty on refurbished products

Two(2) year parts replacement warranty with technical assistance by phone on all Hill-Rom refurbished products

**Delivery:**

Delivery of product to a specific location within your building, if requested is at an additional charge and not included in this quote

**Training:**

Training will be scheduled within a year of the customer's agreed upon due date.

CANCELLATION or RESCHEDULING of EDUCATIONAL or TECHNICAL SERVICES WILL RESULT IN CANCELLATION/RESCHEDULING FEES.

7 DAYS OR LESS: 100% of Course / Service Cost

8 DAYS to 2 WEEKS: 75% of Course / Service Cost  
15 DAYS to 20 DAYS: 50% of Course / Service Cost  
3 WEEKS or MORE: NO FEE

Customer will be required to submit a new PO to reschedule a cancelled course / service.



December, 2018

To Whomever It May Concern:

This letter confirms that Scanna, MSC, Inc. is the exclusive global ALLPRO Imaging distributor of ScanX Scouts for the Security, Defense, and Explosive Ordnance Disposal industries. This global exclusivity letter pertains to Scanna's operations around the world. The dealer/distributor agreement remains in full force through the end of 2019.



Oliver Ruzek

Managing Director



**QUOTATION**

September 12 2019

*Roger L Heim #102*

Columbus Fire Bomb Squad  
 222 Greenlawn Ave.  
 Columbus, Ohio 43223  
 Office: (614) 724-0730  
 Fax: (614) 724-0911  
 Email [heimr@columbus.gov](mailto:heimr@columbus.gov)

GSA 47QSWA18D0062

Item	Description	Qty	Unit Price USD	TOTAL USD
01 SD5000-SB	ScanX Scout with battery Model D5000-SB SVS loaded with Complimentary Scanview software if Req. XTK Compatible Processes Phosphor Storage Plates, sizes: 8"x10", 10"x12" and 14" by any practical length. (Accessory Pack includes: USB, Powercord, 2 Plate Wipes, 2 Cleaning Sheets 1 Brush, Driver Disk) Equipment produces X-Ray images up to 50 Microns. Resolution greater then or equal to 5 LP/mm.	02	\$ 21,065.19	\$ 42,130.38
02 S73578-14M	PSP Plate 14"x17" (35 x 43 cm) (4 per system )	08	\$ 784.12	\$ 6,272.96
03 SB2160-14M	Plate Protector 14" x17"	08	\$ 24.38	\$ 195.04
<b>Sub Total GSA Listed Items</b>				\$ 48,598.38
04 Dell SS	<b>SS Dell Laptop .....</b> Dell Latitude 3590 Core i5	02	\$ 1,188.00	\$ 2,376.00
<b>Options</b>				
05 FRK2x2	<b>Flex Ray Kit 2 x 2 FRK 2x2 BLACK</b> (1) Carry Bag (4)14"x17" FleX-ray Cassettes Complete (8) 12" Sticky Sticks (12) 24" Sticky Sticks (4) 1" Steel Reference Ball 1-4 Lead numbers (16) Grommet Tab (5) Flat Rings (1) Suction Cup Hook (1) Figure 9 Hook and Line 4) Wrap straps (4) Lead Arrows	02	\$ 2,150.00	\$ 4,300.00
Shipping Included FOB Origin		01		N/C
<b>TOTAL</b>				\$ 55,274.38

**Terms and Conditions:**

**PRICES:** Prices are quoted in USD  
**VALIDITY:** This quotation is valid for 90 days  
**PAYMENT:** Net 30 Days  
**WARRANTY:** 2 year back-to-base warranty on parts against faulty materials and workmanship. Full warranty Terms and Conditions available on request  
**DELIVERY:** Units are currently available within 30 Days from receipt of written order (Golden X-Ray Generators 10-12 weeks)