

## SOLE SOURCE JUSTIFICATION REQUEST FORM

**Instructions:** Briefly describe the items or service requested and list in detail the reason for requesting the Sole Source designation. Include substantiating data such as; companies contacted and the reason for elimination, technical data, etc. Since this is a request to depart from the mandated procedure for competition, request without support cannot be considered. The CNM Buyer may require additional information and remains the final authority in the determination of a Sole Source acquisition.

**Date:** *January 20, 2017*

**Prepared by:** *Richard Gentile - HWPS Simulation Center Director*

**Vendor/Contractor Name:** *Gaumard Scientific*

**Address:** *14700 SW 136th Street*

**City:** *Miami*

**State:** *Florida*

**Zip:** *33196*

**Cost:** *\$184,273.14*

**Term of Contract:** *FY17 Approved Expenditure. Product Delivery and Installation by June 30, 2017*

**Description of Item/Service to be procured:** (listing of the services, construction or items of tangible personal property procured under the contract)

*Human Patient Simulation Manikins (4), On-site Installation/Training, Manufacture Extended Warranties and Freight. (See Quote for Specifications and Pricing)*

Below is the summary of information regarding the justification for your request for the Sole Source Procurement.

**1. Explain why this is the only available source that can meet the needs of your department.**

*The Gaumard family of manikins requested replaces an older generation currently used by CNM Simulation Center. These manikins were originally deployed at the RRC SimLab in 2011, then transferred to JS after Main Campus SimLab opened. This second set of manikins will now be placed at RRC to support Nursing classes assigned there now that require simulation -which has increased over the last year. The second set of manikins will eliminate the SimTech staff from having to transport the manikins back and forth from Main to RRC - saving personnel time from packing-up manikins, transporting time and set-up time. These manikins are part of a 5yr replacement plan of manikins already owned by this Vendor (Gaumard). Our manikin replacement strategy is to replace simulators by vendor specific products we already own as they wear-out and newer technology advancements are available for specific manikins we use for supporting our Credit Programs and external clients. (See Attached Replacement Schedule). The replacement plan by vendor-specific devices allows for the eventual replacement of Laerdal and CAE devices as they become obsolete in the 5yr plan. Other Vendor products may be similar, but not necessarily equivalent. It is important that we replace existing manikins with same features and capabilities to meet student learning needs. We must also take into account that SimStaff are already trained in use of these devices and software applications that are specific to the vendor manikins. Replacing existing manikins with same vendor products also assures students are familiar with their capabilities.*

**2. Explain why this vendor is the only available source from which to obtain this product or service.**

**The company has affirmed (memo from vendor is attached) that there is no other source for this item. Our search for possible vendors proved futile; OR**

**Other reason, please explain in full. Attach additional sheets if necessary.**

*Gaumard products are only sold directly through the manufacturer and there are no re-sellers or distributors to compete with pricing. These Gaumard devices meet the specific requirements for Programs in HWPS using simulation-based instruction with unique features. In this case Gaumard Birthing Manikin is third generation state-of-the-art technology, Infant Manikin has unique features for teaching APGAR assessment, Pediatric Manikin is tetherless for EMS field exercises, Adult Manikin has unique features of built-in lung simulator for RT students application of life-support ventilation, all four manikins from this particular vendor are currently in use with HWPS SimTech operator staff trained on hardware and software to run, and students already familiar with manikin capabilities. HWPS Simulation technical support personnel have been trained on maintenance and repair of these devices by specific vendors. This purchase will replace existing devices that have become obsolete or inoperable and compliment the vendor-specific devices purchased last FY under BID # B-2931. This second set of devices will be deployed at RRC SimLabs to complement the existing Gaumard manikins purchased FY16 and will assure compatibility and consistency between the two labs for SimTech Staff operating the devices and for students to receive similar exposure to pathologies and features of the same manikins.*

**3. Explain why the price is considered fair and reasonable.**

*Pricing for these devices by Gaumard is at or below competitor vendor pricing for similar manikins and with specific manikin capabilities unique to the industry. This purchase amount is consistent with pricing from previous equipment replacement purchase in FY16 (BID #B-2931).*

**4. Describe the efforts made to obtain the best possible price from this sole source vendor for the taxpayers. What (if any) is the total cost savings from the original quote? (Attach additional sheets if necessary).**

*Gaumard Vendor considers pricing allowances for existing customers and discounts pricing with multiple manikin purchase. This quoted price includes a discount of \$ 9,761.20.*

**APPROVALS:**

Based on the above stated facts, the Purchasing Department has made the determination the justification for the Sole Source procurement is in accordance with §13-1-126 and will be posted for a 30-day period prior to award.

Richard Gentile

Print Requester Name

Tamra Mason


Print Dean/Chairman/Director Name


Director, HWPS Simulation Center

Title

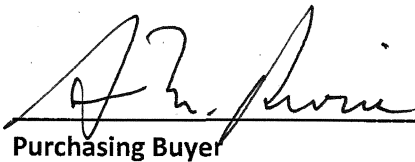
Dean, School of HWPS

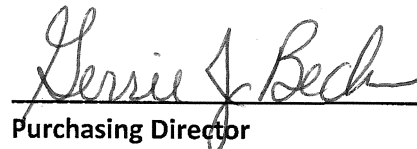
Title

 1/23/17  
Requester Signature Date

 1/23/17  
Dean Signature Date

Pursuant to §13-1-126, the 30-day posting period of the Notice of Intent to Award this Sole Source request was met and no objections to award to the above referenced contractor were received. This Sole Source determination will be valid for the term indicated on page one (1) of this form.

 23 Jan 2017  
Purchasing Buyer Date

 1/23/17  
Purchasing Director Date

**Required Attachments:**

- Letter from Contractor, if applicable.
- Campaign Contribution Form (Buyer)
- Other supporting documentation.





# Gaumard®

Simulators for Health Care Education

Gaumard Scientific Co., Inc  
Tel: 305-971-3790 Ext. 2088  
Toll Free: 1-800-882-6655  
Fax: 305-282-0755  
Email: [AmbarP@gaumard.com](mailto:AmbarP@gaumard.com)  
Website: [www.gaumard.com](http://www.gaumard.com)

01/26/2017


**To Whom It May Concern:**

Gaumard Scientific Company, Inc. located at 14700 SW 136 Street, Miami, FL 33196 is the sole provider and sole manufacturer for the products and services offered as per Gaumard quote no. 27104, attached. The pricing quoted is at the lowest, best obtainable price available to Central New Mexico Community College.

The features for the Victoria S2200, Newborn Tory S2210, S3201 Adult HAL, Pediatric HAL S3005 simulators are exclusive to Gaumard when compared to products of the same class that are manufactured by our competitors. For a complete list of product features and items included with the package, please refer to our website, [www.gaumard.com](http://www.gaumard.com).

Please do not hesitate to contact us if you require additional information.

Sincerely,



Alva Gaskey, Supervisor, Field Service Support - US

A global commitment to healthcare educators



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

**Quote Number:** 27104  
**Quote Date:** 12/19/16

**Page:** 1 of 4

**Quoted To:**

Central New Mexico Community College  
PO Box 4586  
Albuquerque NM 87196-4586  
USA

**Ship To:**

Central New Mexico Community College  
901 Buena Vista SE Main Campus - Shipping &  
Receiving  
Albuquerque NM 87106  
USA

**Contact:**

Richard J. Gentile Jr  
505) 224-4000 X53190  
rgentile@cnm.edu

Customer ID	Good Through	Payment Terms	Shipping Method	Sales Representative
C106723	01/19/17	Net 20	ABF Freight	Roger Cowart

Qty.	Item	Description	Unit Price	Amount
1	S2200.D	VICTORIA® dark skin tone Advanced birthing simulator · Turn-Key Solution Package: 12" Touchscreen Windows® Tablet PC preloaded with UNI® Simulator Control Software · UNI® License · 49 Scenarios · Automatic (Physiology) Mode License · Tablet PC Bump Case · RF Module · Patient Monitor with Gaumard Monitors™ Software license (Touchscreen "All-in-one" PC) Integrated automatic drug recognition · (20) Drug recognition syringes · 50 Virtual Medications · Wireless router · Active birthing baby · C-section baby · Palpation abdominal cover · Contraction abdomen · C-section abdomen · Postpartum Abdomen · (2) umbilical cords · (2) precut umbilical cords · Placenta · Epidural insert · (2) C-section abdominal skins · Healthy PPH perineum · Midline episiotomy trainer · Mediolateral episiotomy trainer · 4th degree episiotomy trainer · (2) suppositories · Artificial blood concentrate · Mineral oil · Hospital gown · BP Cuff · Receiving blanket · Delivery ring · Birthing baby cradle · Delivery rods · Fluid filling kit · NIBP calibration kit · Vein replacement set · Spare cervix · Spare birth canal · Active baby Service cable · Victoria and Birthing Baby 100-240 V AC Battery Chargers · User Manual · NOELLE Training Guides · 1 Year standard warranty	62,500.00	\$ 59,375.00
1	S2210.D	NewbornTory™ dark skin tone advanced forty week neonatal simulator · Turn-Key Solution Package: 12" Touchscreen Windows® Tablet PC preloaded with UNI® Simulator Control Software · UNI® License · 12 Scenarios · RF	21,995.00	\$ 20,895.25

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 Roger Cowart at [rogerc@gaumard.com](mailto:rogerc@gaumard.com)

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 USA

**Contact:**

Richard J. Gentile Jr  
 505) 224-4000 X53190  
 rgentile@cnm.edu

Qty.	Item	Description	Unit Price	Amount
		Communications Module · Battery charger · Power Supply · Receiving blanket · Umbilical cords · Tibia bones · Replacement lower arms · BP cuff · IV filling kit · Soft carrying case · User Manual · 1 year standard warranty		
1	S2210.001.R2	A/C Virtual Monitor accessory for Newborn Tory™ advanced forty week neonatal simulator. All in one computer. Virtual monitor software included	2,095.00	\$ 2,095.00
1	GC.S3.VN	Gaumard Cares Silver 3 Year service plan for Victoria and Newborn	13,695.00	\$ 12,736.35
1	S3201.M	HAL® medium skin tone adult tetherless simulator · Turn-Key Solution Package: 12" Touchscreen Windows® Tablet PC preloaded with UNI® Simulator Control Software · UNI® License · 16 Scenarios · Automatic (Physiology) Mode License · Tablet PC Bump Case · Patient Monitor with Gaumard Monitors™ Software license (Touchscreen "All-in-one" PC) · RF Module · (20) Drug recognition syringes · 50 Virtual Medications · Streaming Voice Headset · Surgical Trachea Kit · IV Filling Kit · Male genitalia · Internal EtCO2 System · Internal battery · Mineral Oil · BP Cuff · (7) Tibia Bones · I/O Filling kit · Shorts · NIBP Kit · (6) Replaceable needle Pneumothorax sites · 100-240 V AC Battery Charger · User Manual · Hal Roller Soft Case · 1 year standard warranty	48,995.00	\$ 46,545.25
1	GC.S3.A	Gaumard Cares Silver 3 Year service plan for adult simulator	10,495.00	\$ 9,760.35
1	S3005.M	Pediatric HAL® medium skin tone five year old simulator. Ordered at the time of initial purchase only  Tetherless technology allows the communications, compressor, and power supply to be inside the simulator, eliminating external tubes, wires and compressors Active eyes allow selection of pupillary response to light and	21,995.00	\$ 20,895.25

Prices and taxes are subject to change without notice.

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Qty.	Item	Description	Unit Price	Amount
		blink rate Bilateral IV and IM Bowel sounds four quadrants Chest rise synchronized with breathing; multiple airway and lung sounds Circulation multiple heart sounds/pulse sites Cyanosis responds to physiologic condition/interventions Convulsions and tremors ECGs generated in real time Defibrillate, cardiovert, and pace using real devices Share images such as x-rays, CT scans, lab results Tablet PC Use our preprogrammed scenarios, modify them, or create new ones Intraosseous infusion and injection system with realistic tibia bones		
1	S3005.300	Wireless Streaming Audio option for HAL® Five Year Old pediatric simulator. Ordered at the time of initial purchase only	3,000.00	\$ 3,000.00
1	S3005.230	AP Pacing option for HAL® Five Year Old pediatric simulator. Ordered at the time of initial purchase only	400.00	\$ 400.00
1	S3005.201	Virtual Monitor Software License accessory for HAL® Five Year Old pediatric simulator. CD with activation code. Only for customers that already own .001, .002 or S57x	995.00	\$ 995.00
1	GC.S3.P	Gaumard Cares Silver 3 Year service plan for pediatric simulator	4,195.00	\$ 3,901.35

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>

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Qty.	Item	Description	Unit Price	Amount
1	INST	One day Training service and Installation for multiple simulators. Region specific	2,500.00	\$ 2,500.00
Customer must supply Sales Tax Exempt Certificate and W-9 with Purchase Order, if applicable.  Please note that the exact shipping charges and taxes will be determined at the time of shipment.			<b>Subtotal</b>	\$ 183,098.80
			<b>Other Discounts</b>	
			<b>Est. Sales Tax</b>	0.00
			<b>Est. Freight</b>	1,174.34
			<b>Total US\$</b>	\$ 184,273.14
			<b>Total Discount</b>	\$ 9,761.2

NOTE: One additional day of training service and installation valued at \$1000 is complimentary with the purchase of one day of training service and installation.

Estimated shipping date: Approximately 6 to 8 weeks after receipt of order.

Shipment Via: UPS Ground

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

\* Please Note: The Quantity Purchase Agreement only applies with the purchase of three or more high-fidelity items. The QPA Agreement must be signed and turned in with the Purchase order, in order for this discount to remain valid.

Prices and taxes are subject to change without notice.

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## ***CAMPAIGN CONTRIBUTION DISCLOSURE FORM***

Pursuant to the Procurement Code, Sections 13-1-28, et seq., NMSA 1978 and NMSA 1978, § 13-1-191.1 (2006), as amended by Laws of 2007, Chapter 234, any prospective contractor seeking to enter into a contract with any state agency or local public body for **professional services, a design and build project delivery system, or the design and installation of measures the primary purpose of which is to conserve natural resources** must file this form with that state agency or local public body. This form must be filed even if the contract qualifies as a small purchase or a sole source contract. The prospective contractor must disclose whether they, a family member or a representative of the prospective contractor has made a campaign contribution to an applicable public official of the state or a local public body during the two years prior to the date on which the contractor submits a proposal or, in the case of a sole source or small purchase contract, the two years prior to the date the contractor signs the contract, if the aggregate total of contributions given by the prospective contractor, a family member or a representative of the prospective contractor to the public official exceeds two hundred and fifty dollars (\$250) over the two year period.

Furthermore, the state agency or local public body may cancel a solicitation or proposed award for a proposed contract pursuant to Section 13-1-181 NMSA 1978 or a contract that is executed may be ratified or terminated pursuant to Section 13-1-182 NMSA 1978 of the Procurement Code if: 1) a prospective contractor, a family member of the prospective contractor, or a representative of the prospective contractor gives a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process or 2) a prospective contractor fails to submit a fully completed disclosure statement pursuant to the law.

The state agency or local public body that procures the services or items of tangible personal property shall indicate on the form the name or names of every applicable public official, if any, for which disclosure is required by a prospective contractor.

**THIS FORM MUST BE INCLUDED IN THE REQUEST FOR PROPOSALS AND MUST BE FILED BY ANY PROSPECTIVE CONTRACTOR WHETHER OR NOT THEY, THEIR FAMILY MEMBER, OR THEIR REPRESENTATIVE HAS MADE ANY CONTRIBUTIONS SUBJECT TO DISCLOSURE.**

The following definitions apply:

**"Applicable public official"** means a person elected to an office or a person appointed to complete a term of an elected office, who has the authority to award or influence the award of the contract for which the prospective contractor is submitting a competitive sealed proposal or who has the authority to negotiate a sole source or small purchase contract that may be awarded without submission of a sealed competitive proposal.

**"Campaign Contribution"** means a gift, subscription, loan, advance or deposit of money or other thing of value, including the estimated value of an in-kind contribution, that is made to or received by an applicable public official or any person authorized to raise, collect or expend contributions on that official's behalf for the purpose of electing the official to either statewide or local office. "Campaign Contribution" includes the payment of a debt incurred in an election campaign, but does not include the value of services provided without compensation or unreimbursed travel or other personal expenses of individuals who volunteer a portion or all of their time on behalf of a candidate or political committee, nor does it include the administrative or solicitation expenses of a political committee that are paid by an organization that sponsors the committee.

**"Family member"** means spouse, father, mother, child, father-in-law, mother-in-law, daughter-in-law or son-in-law.

**"Pendency of the procurement process"** means the time period commencing with the public notice of the request for proposals and ending with the award of the contract or the cancellation of the request for proposals.

**"Person"** means any corporation, partnership, individual, joint venture, association or any other private legal entity.

**CAMPAIGN CONTRIBUTION DISCLOSURE FORM**

**"Prospective contractor"** means a person who is subject to the competitive sealed proposal process set forth in the Procurement Code or is not required to submit a competitive sealed proposal because that person qualifies for a sole source or a small purchase contract.

**"Representative of a prospective contractor"** means an officer or director of a corporation, a member or manager of a limited liability corporation, a partner of a partnership or a trustee of a trust of the prospective contractor.

**Name(s) of Applicable Public Official(s):**

CNM's Governing Board including, District 1 Ms. Pauline J. Garcia, District 2 Mr. Robert P. Matteucci, Jr., District 3 Mr. Tom Swisstack, District 4 Ms. Melissa Armijo, District 5 Ms. Nancy Baca, District 6 Ms. Virginia M. Trujillo, and District 7 Mr. Michael DeWitte.

**DISCLOSURE OF CONTRIBUTIONS BY PROSPECTIVE CONTRACTOR/OFFEROR TO THE APPLICABLE CNM PUBLIC OFFICIALS LISTED ABOVE:**

If no contributions were made, enter N/A for not applicable in Item Numbers 1-6 below. Attach extra pages if necessary. **DISCLOSURE OF CONTRIBUTIONS BY PROSPECTIVE CONTRACTOR:**

Contribution Made By:	N/A
Relation to Prospective Contractor:	N/A
Date Contribution(s) Made:	N/A
Amount(s) of Contribution(s)	N/A
Nature of Contribution(s)	N/A
Purpose of Contribution(s)	N/A

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Title (position)

--OR--

**NO CONTRIBUTIONS IN THE AGGREGATE TOTAL OVER TWO HUNDRED FIFTY DOLLARS (\$250) WERE MADE** to an applicable public official by me, a family member or representative.

  
\_\_\_\_\_  
Signature

1/25/2017  
\_\_\_\_\_  
Date

Senior Vice President  
\_\_\_\_\_  
Title (Position)

(Attach extra pages if necessary)