

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: 2-26-2019

Prepared by: Mark Eckert, Jabari Farrar

Vendor/Contractor Name: Gaumard

Address: 14700 SW 136th Street

City: Miami, FL 33196-5691

State:

Zip:

Cost: \$69,511.00

Term of Contract: FY19 Approved expenditure. Product delivery and installation by June 30, 2019

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

1- S2225 Pediatric Manikin with parts, accessories and 5 year silver service plan

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

This purchase will replace a manikin currently used by the Simulation Center. The current manikin was deployed in 2012 and is past the manufacturer's recommended usage, and having metrics that are twice the expected lifetime amount. The current manikin is no longer under warranty and has frequent problems. Staff must take time to fix problems or even switch manikins when an older manikin breaks down. This manikin was reliable until it reached the five-year mark. Our current replacement strategy is to replace manikins with similar ones as they wear out and when newer technology is available. This manikin has the features and the reliability to support the bulk of the simulations we use for instruction. The simulation program uses our current version of this manikin, on the average, five times as much each year as our comparable manikins from another manufacturer. Replacing the manikin with the same brand will enable us to keep instruction manageable for students and staff. Students know how to use Gaumard products because they are used in several departments across campus. This improves the quality of instruction by ensuring that students are familiar with and have the appropriate equipment to interact with the manikin. The simulation staff are also familiar with this manikin and can operate and program it, saving the school the costs of buying instructional materials for the manikins. Our Simulation Application Administrator is trained and certified to maintain and repair this manikin without sending it in for repairs, which prevents loss of instruction due to technology.

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 high-fidelity manikins are only sold by the manufacturer; they are not available from re-sellers or distributors. Other manikins available on the market lack the specific combination of must-have features available in the requested manikin. One vendor only offers a lesser fidelity manikin to represent this age group and the other lacks an untethered version. The staff chose this manikin as the desired replacement for the current manikin.

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

The price places it between the baby-sized manikins (\$30,000 to 50,000) and the full-size adults (\$60,000 to 100,000). The 5 year silver service plan allows for our factory-trained employee to maintain and service this manikin for its expected life span with further budgeting only for parts.

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).

The current market has very limited high-fidelity manikins to represent this age group. Other choices offer less features or no portability. Neither will offer the students the same scenario options to meet their academic goals as this manikin.

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.

Jabari Farrar

Print Requester Name

Laboratory Manager, HWPS, 02/26/19

Title and date:

Jabari Farrar

Digitally signed by Jabari Farrar
DN: cn=Jabari Farrar, o, ou,
email=ffarrar1@cnm.edu, c=US
Date: 2019.02.26 10:21:04 -07'00'

Requester Signature

Carol Ash

Print Dean/Chairman/Director Name

Interim Dean, HWPS, 02/26/19

Title and date:

Carol Ash

Digitally signed by Carol Ash
DN: cn=Carol Ash, o, ou=HWPS,
email=cash2@cnm.edu, c=US
Date: 2019.02.26 10:47:49 -07'00'

Dean/Chairman/Director Signature

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.

2-26-2019

Purchasing Buyer

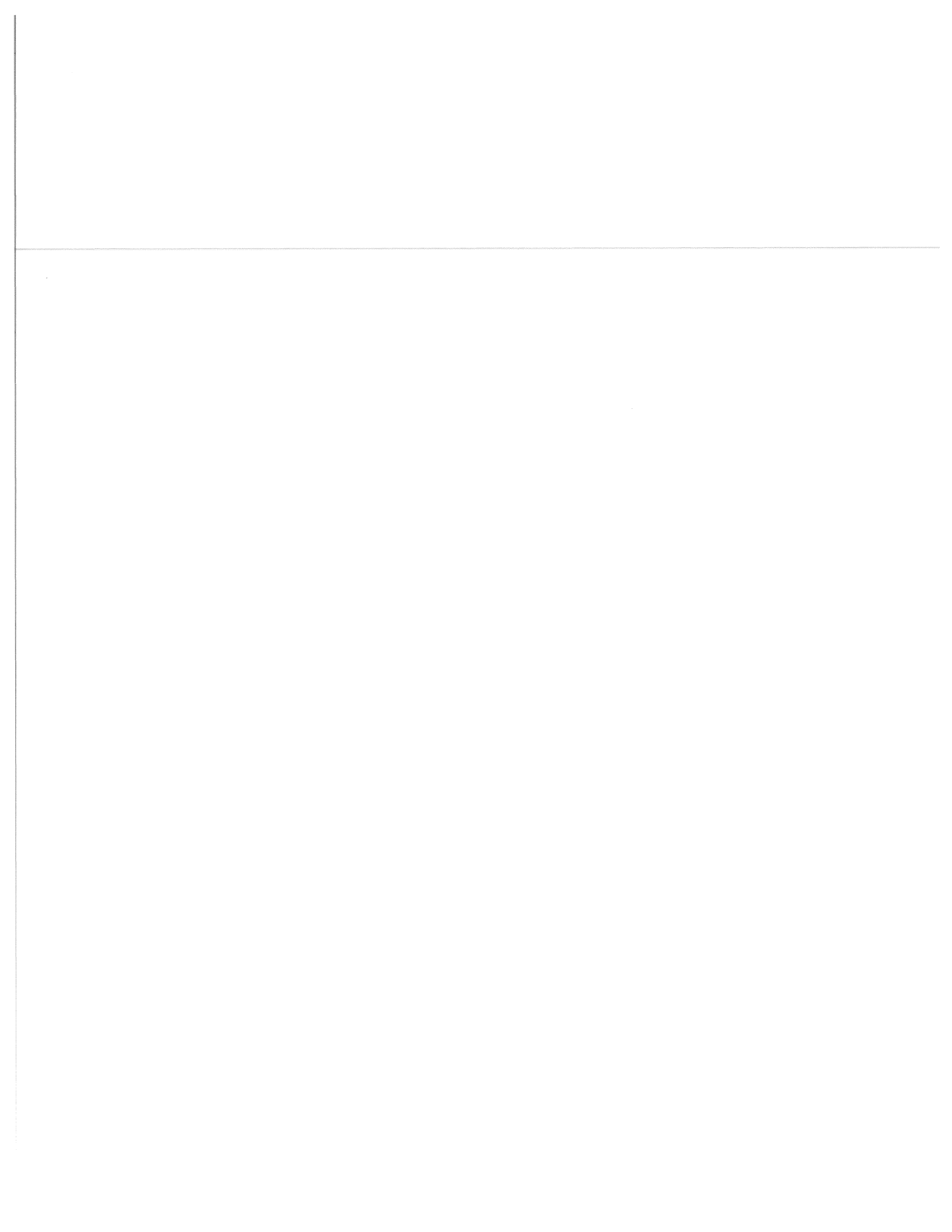
Date

Purchasing Director

Date

Required Attachments:

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





Gaumard®

Simulators for Health Care Education

February 25th, 2019

To Whom It May Concern:

Gaumard Scientific Co., Inc. located at 14700 SW 136 Street, Miami, FL 33196 is the sole source and sole manufacturer for the products and services offered as per Gaumard Scientific quotes 49652 and 49653, attached. The pricing quoted is at the lowest, best obtainable price available to Central New Mexico Community College.

Should you need anything further, do not hesitate to contact us.

Sincerely,

Karen Valdes

Karen Valdes
Customer Service - US
Gaumard Scientific Co., Inc.
Tel: 305-971-3790 Ext. 2046
Toll Free: 1-800-882-6655
Fax: 305-252-0755
Email: Karen.Valdes@gaumard.com
Website: www.gaumard.com

A global commitment to healthcare educators



Quotation

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

Quote Number: 49652
Quote Date: 02/25/19
Page: 2 of 2

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:
 Mark Eckert
 505-224-4000 Ext 511
 meckert@cnm.edu

Qty.	Item	Description	Unit Price	Amount
1	GC.S5.AP	Gaumard Cares Silver 5 Year service plan for advanced pediatric simulator	\$ 17,395.00	\$ 17,395.00
Customer must supply Sales Tax Exempt Certificate and W-9 with Purchase Order, if applicable.			Subtotal	\$ 69,110.00
Please note that the exact shipping charges and taxes will be determined at the time of shipment.			Est. Sales Tax	0.00
			Est. Freight	401.00
			Total US\$	\$ 69,511.00

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

Estimated shipping date: Approximately 8 to 10 weeks after receipt of order.
 Shipment Via: UPS Ground

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



Quotation

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

Quote Number: 49652
Quote Date: 02/25/19
Page: 1 of 2

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:
 Mark Eckert
 505-224-4000 Ext 511
 meckert@cnm.edu

Customer ID	Good Through	Payment Terms	Shipping Method	Sales Representative
C106723	03/25/19	Net 20	UPS Ground	Roger Cowart

Qty.	Item	Description	Unit Price	Amount
1	S2225.PK.M	Advanced Pediatric HAL® medium skin tone five year old simulator. Includes: Pediatric HAL®, Tablet PC preloaded with UNI®, Pediatric Simulation Learning Experiences™ Guidebook, preprogrammed SLE library, RF module, battery charger, replacement chest tube and tension pneumo sites, defibrillation site adapters, filling kits, additional accessories, hard rolling transport case, user manual Estimated ship date: Q3 2018	\$ 47,995.00	\$ 47,995.00
1	S2225.201	Virtual Monitor Software License accessory for HAL® five year old advanced pediatric simulator. CD with activation code. Only for customers that already own .001, .002 or S57x	\$ 995.00	\$ 995.00
1	30080814A	Modified Zoll Defibrillation Snaps accessory for HAL® five year old advanced pediatric simulator	\$ 225.00	\$ 225.00
1	S2225.INST	Training service and Installation for Advanced Pediatric HAL® five year old simulator. Region specific	\$ 2,500.00	\$ 2,500.00

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 Roger Cowart at rogerc@gaumard.com