

Intent to Sole Source

Orangeburg-Calhoun Technical College

March 27, 2025

In accordance with Section 11-35-1560(a) of the SC Consolidated Procurement Code, and Section 19-445.2015 of the SC Code of State Regulations, Orangeburg-Calhoun Technical College intends to enter into a sole source contract with Gaumard.

Description of the Agency need that this procurement meets:

Our nursing program suffers a shortage of specialty training facilities for our pediatric and maternity nursing students in our area to do their practical skills. Therefore, it is necessary to supplement clinical hours with simulation. Simulation is an approved learning technique designed to replicate real-life situations. Per the SC 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. Octech will be purchasing the following manikins.

Victoria: From early pregnancy complications, high-risk deliveries, and postpartum emergencies to non-gravid scenarios for general nursing care, Victoria simulates a full range of obstetrical events to facilitate teamwork and deepen critical thinking skills in learners of all levels. Victoria can be used as either a medical-surgical simulator or converted to an obstetric simulator to simulate maternal and newborn nursing care. Victoria has the capabilities of pulse oximetry monitoring and maternal-fetal monitoring using monitoring equipment. Her full-term neonate has the life-like ability to cry and demonstrate cyanosis. It also has audible heart and lung sounds.

Tory is a standalone wireless and tetherless neonate designed to facilitate training in resuscitation, stabilization, transport, and intensive care in real settings and using real equipment.

Pediatric HAL is the world's most advanced pediatric patient simulator and the first capable of simulating lifelike emotions through dynamic facial expressions, movement, and speech. HAL is designed to help providers of all levels develop the specialized skills needed to effectively communicate, diagnose, and treat young patients in nearly all clinical areas.

All simulators must be wireless/tetherless capable of interfacing with our current equipment and have wireless audio with reliable connectivity. A few of the skills needed in the manikins includes: The pediatric simulator needs to have the ability to have students auscultate lung, heart, and bowel sounds as well as have palpable pulses and simulate seizure activity and cyanosis. It needs to be able to use real ECG, BP and SpO2 monitoring. Students should be able to practice skills ie tracheostomy care, IV insertion and maintenance, and nasogastric feeding. Obstetric mannequin needs to be able to simulate maternal nursing care including labor and delivery. Neonatal simulator needs to provide a realistic student experience to assess APGAR scores with active movement and crying. Products need to include preventive maintenance and service plans.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs.

We have researched various other vendors for similar manikins. Both Laerdal and Gaumard offer pediatric and ob-gyn simulators, and both were evaluated based on curriculum needs. One main concern we found was that all competitor models are dependent on internet connections to operate. The internet connections in the Nursing Building are not reliable and the class faces frequent interruptions in service. Victoria, Hal and Tory are the only products available with radiofrequency communication eliminating dependence on unreliable internet connections. We found that the Gaumard simulators are more advanced and allows for students to learn the skills necessary to effectively communicate, diagnose and treat patients in these settings and skills areas. This purchase will be an addition to multiple Gaumard manikins

and used to expand the training for the Nursing programs. Gaumard software and hardware has been integrated into the teaching curriculum and scenarios used daily in the lab. These skills are imperative for students to have real-time practice before entering clinical situations and jobs. These trainers are compatible with the colleges' existing training equipment for interconnectivity and teaching consistency in the classroom. Furthermore, instructors have extensive training on this equipment and technical expertise. This purchase will ensure that the software, maintenance, and general operations will remain consistent for all labs and faculty.

Description of supplies, construction, information technology, and/or service Vendor will provide under the contract:

Victoria S2200 with Abdominal Cover and Warranty -1
Newborn Tory S2210 with Software License and Warranty - 1
Advanced Pediatric Hal with Software License and Warranty - 2

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency:

OCtech has confirmed that Gaumard is the manufacturer and sole source for Victoria, Tory, and Pediatric Hal. Gaumard holds the copyright as the sole provider and sole manufacturer to all Gaumard manikins and accessory products and does not allow resellers. Gaumard also is the only vendor to offer their Simulation Learning Experience Builder and Gaumard programs to guide the simulation experience for students and faculty. In addition, all service, warranty, and training must be performed by Gaumard Scientific personnel. The warranty and service plans are not out-sourced.

Please send questions or concerns via e-mail to Scarlet Geddings @ geddingss@octech.edu for this Intent to Sole Source no later than 5:00 PM on April 14, 2025, EDT.

This notice will be posted in the South Carolina Business Opportunities (SCBO) as required by SC Code 11-35-1560.

PROTESTS:

If you are aggrieved in connection with the intended award or award of the contract, you may be entitled to protest, but only as provided in Section 11-35-4210. To protest an award, you must (i) submit notice of your intent to protest within five (5) business days of the date this notice is posted, and (ii) submit your actual protest within fifteen days of the date this notice is posted. Days are calculated as provided in Section 11-35-310(13). Both protests and notices of intent to protest must be in writing and must be received by the appropriate Chief Procurement Officer within the time provided. The grounds of the protest and the relief requested must be set forth with enough particularity to give notice of the issues to be decided. Any protest or notice of intent to protest must be addressed to the Chief Procurement Officer, Information Technology Management Office, and submitted in writing

(a) by email to: protest-itmo@itmo.sc.gov, or
(b) by post or delivery to: 1201 Main Street, Suite 600, Columbia, SC 29201.