



Sole-Source/Brand Justification

Request Submitted By

Name:	Bobby Ogletree
Job Title:	EMS Division Chief
Department:	Fire Rescue
E-Mail Address:	bogletree@hallcounty.org
Date of Request:	02/14/2024

Request Details

Sole-Source: Any contract entered into without a competitive solicitation process, based on a justification that only one known source exists or that only one single supplier can fulfill the requirements of the County.

Sole-Brand: A purchasing situation in which only one brand of equipment/supply, etc. will meet the requirements of the County.

Identify efforts made to locate other possible sources.

Our decision to purchase the Trauma HAL is based on the training experience of each member of our department with the Trauma HAL® S3040.100 and our research showing no other single simulator does everything this unit does.

(Please see attachment)

The purchase of the HAL® Adult Multipurpose Airway and CPR medium skin tone skills trainer is to upgrade while replacing an outdated and irreparable half body manikin.

(The latest upgrades are listed within the attached documents.)

Sole Source for Service- Field and Repair Technicians are trained to repair Gaumard simulators. Because services on these simulators must be performed by trained Gaumard Scientific employees, repair services are cannot be out-sourced.

Desired Supplier Name: Gaumard Scientific Company, Inc.

Desired Supplier Email: karen.valdes@gaumard.com

Desired Supplier Phone Number: 305-971-3790

Scope of Work

Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated cost.

Trauma HAL® S3040.100 medium skin tone adult simulator package,	\$ 48,395.00
Gaumard Cares Gold 5 Year service plan for adult simulator,	\$ 28,595.00
One day Installation and In-Service for multiple simulators. Region specific,	\$ 3,250.00
HAL® Adult Multipurpose Airway and CPR medium skin tone skills trainer,	\$ 2,745.00
Surgical Tracheal Inserts replacement	\$30.00
Freight	\$724.00
Tax	\$3632.58
Total	\$ 87,371.58

Exclusive Capability: Justifying a Sole Source/Sole Brand

Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the County needs).

Unlike makeshift props and antiquated simulators offered by other manufacturers, the HAL® Adult Multipurpose Airway and CPR trainer and the Trauma HAL® S3040.100 simulator offer realistic training that covers almost every imaginable scenario in emergency care. And, these training devices cover all of this in a safe, clean and manageable environment.

Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source.

Gaumard is the only supplier and the only service company for both the Trauma HAL® and the HAL® Adult Multipurpose Airway and CPR trainer. The training devices offer simulation training for the items listed below and many more.

- Wireless and tetherless design
- Articulating joints (shoulder, elbow, hips, knees, and ankles)
- Realistic and programmable airway
- Accepts real airway devices (NP/OP tubes, ventilate, and intubate)
- Realistic chest compression and recoil
- Capable of providing surgical airway training

Sole Source for Service- Field and Repair Technicians are trained to repair Gaumard simulators. Because services on these simulators must be performed by trained Gaumard Scientific employees, repair services are cannot be out-sourced.

Letter from Original Equipment Manufacturer (required):



Attached

Purchasing Use Only

Buyer:

Buyer E-Mail Address:

Buyer Telephone:

Contract #:

Contract Name:

If publicly solicited, number of protests:

Outcome:

Choose One

Bid # (if competitively bid):

Purchase Order #:



February 21st, 2024

To Whom It May Concern,

We are writing to provide justification for the decision to procure the Trauma HAL[®] S3040.100, exclusively available from Gaumard Scientific Company, Inc. ("Gaumard"). Leveraging its robust design and BLEEDSMART™ technology, alongside Gaumard's unparalleled service support, the Trauma HAL[®] S3040.100 fosters a highly immersive, cost-effective, and versatile training experience. The comprehensive feature set creates an unparalleled opportunity for tactical, emergency readiness, and patient care training programs. Its highly realistic trauma scenario replication is unequalled at this price point, underpinning realistic training simulation crucial for effective learning.

Unique Capabilities: The Trauma HAL[®] S3040.100 has unique capabilities not found in comparable models in the healthcare simulation field. With the Trauma HAL[®] S3040.100, trainers can cultivate a convincing and engaging learning environment for participants, addressing a variety of simulation scenarios, escalating readiness for diverse medical emergencies.

Salient Features: The points below highlight key salient features of the Trauma HAL[®] S3040.100. They should not be interpreted as an exhaustive list. For a complete list of features, please refer to our web page at <https://www.gaumard.com/advanced-trauma-hal-s3040-100>.

- Wireless and tetherless design; all internal parts and components allow the simulator to retain full functionality and performance even during transport
- Articulating joints (shoulder, elbow, hips, knees, and ankles) support a range of common patient positions, including Fowler's, supine, and sitting
- Real, measurable CO2 exhalation causes observable colorimetric change
- Compatible with actual monitors and sensors for SpO2, 4-lead ECG, EtCO2
- Blood pressure-dependent pulsatile trauma sites (axilla, groin, 4 extremities) that detect and respond to tourniquets and/or pressure to control bleeding
- Designed splash-proof for CBRNE water spray decontamination
- Software controlled fluid secretions at ears, eyes, and mouth
- Features sternal IO infusion compatible with FAST1[®] devices



Gaumard[®]
Simulators for Health Care Education

Value Proposition: The Trauma HAL[®] S3040.100 from Gaumard creates opportunity for immersive learning experiences by mirroring genuine medical scenarios, delivering outstanding value. This simulator establishes a robust bridge between cost-effectiveness and quality in healthcare training. It provides an excellent platform for trainers and participants, and its effectiveness in tactical training environments further underscores its value and relevance in today's training landscape.

Should you have any questions or concerns regarding this matter, please feel free to contact us. Thank you for your support in this procurement decision.

Best Regards,

Karen Valdes

Karen Valdes
Customer Service-US
Karen.Valdes@Gaumard.com



Gaumard[®]
Simulators for Health Care Education

February 21st, 2024

To Whom It May Concern:

Gaumard Scientific Company, Inc. located at 14700 SW 136th Street, Miami, FL 33196 is the sole manufacturer for the following item: **S315.400.M2.PK – HAL[®] Adult Multipurpose Airway and CPR Trainer.**

The following is a list of features of HAL[®] S315.400.M2.PK and should not be interpreted as an exhaustive list of features. For the complete list of features, please refer to our web page:

<https://www.gaumard.com/s315-400>.

- Realistic airway which is manually programmable to include tongue edema, laryngospasm, and pharyngeal swelling
- Use NP/OP tubes, ventilate, and intubate
- Realistic chest compression and recoil
- Unilateral chest rise with right main stem intubation
- Surgical airway procedures such as tracheostomy and needle or surgical cricothyrotomy
- Silicone face/head skin for realistic jaw thrust, head tilt/chin lift

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

Sincerely,

Karen Valdes

Customer Service - US

Tel: 305-971-3790 Ext. 2046

E-mail: Karen.Valdes@gaumard.com



Gaumard[®]
Simulators for Health Care Education

February 21st, 2024

To Whom It May Concern:

Gaumard Scientific Company, Inc. located at 14700 SW 136 Street, Miami, FL 33196 is the sole source of all Gaumard Cares service plans.

Our Field and Repair Technicians are trained to repair Gaumard simulators. Because services on our simulators must be performed by trained Gaumard Scientific employees, repair services are not out-sourced.

Should you require additional information, do not hesitate to contact us.

Sincerely,

Karen Valdes

Karen Valdes
Customer Service - US
305-971-3790 ext. 2046
karen.valdes@gaumard.com