

SOLE SOURCE JUSTIFICATION
Not Required for Single Purchases Under \$5,000

This form is required with all requests for a sole source determination for the procurement of any supplies or services. The justifications should clearly indicate why the legally mandated competitive process required for the procurement is not practicable or possible or is not in the best interests of the County. Letters from the manufacturer of the goods or providers of the service are not, by themselves, adequate justification. The form must be complete with any attachments and must be signed by the department head.

Sec. 11-32 Sole source procurement.

A contract may be negotiated and awarded without competition when the purchasing agent determines in writing, documenting the basis for the determination, after conducting a good faith review of available sources, that there is only one (1) source practicably available for the required good, service, insurance or construction item. The purchasing agent shall conduct negotiations, as appropriate, to obtain the best price, delivery, and terms. The county shall issue a written notice stating that only one (1) source was determined to be practicably available, and identifying that which is being procured, the contractor selected, and the date on which the contract was or will be awarded. This notice shall be posted in a designated public area or published in a newspaper of general circulation on the day the public body awards or announces its decision to award the contract, whichever occurs first. Public notice may also be published on the county Web site. A record of sole source procurements shall be maintained that lists each contractor's name, the type of each contract, the item(s) procured and the identification number of each contract file.

Department Fire-Rescue
Contact Name: Eddie Ferguson
Contact Phone: 804-556-5364
Date of Request: December 7, 2018

1. **Service Description or Product and Manufacturer Name/Model** iSimulate ALSi Training Simulator "Using just two iPads, the lightness and simplicity of ALSi makes it ideal for in-situ training. ALSi gives facilitators a great tool for training and students an incredibly realistic platform to learn from. ALSi offers medical simulation as you've never seen it before, built off technology you use every day." "The ALSi patient simulation platform is a hyper-flexible simulator that enables advanced patient care simulations to be run quickly and easily. With the ALSi you can train anywhere and at any time, gaining a "hi-fi" experience without the cost and complexity of traditional simulators. Students view a realistic patient monitor while the instructor used a handheld control pad to guide everything from parameters to time. www.isimulate.com

2) **Estimated**
cost \$7190.00

3) **Required** **delivery** **or** **performance** **date**
Flexible

4) **Vendor name and address (name of "sole" product supplier or service provider):**
iSimulate USA Albany Medical Center – BACC 43 New Scotland Avenue (MC#25)
Albany, NY USA 12208

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5) Describe the unique design/performance features that make this particular product, system, or service unique and unavailable from other sources. Be specific:

The iSimulate is a EMS Training Simulator that mimics a cardiac monitor defibrillator at a quarter of the cost of an actual patient care monitor. It is very intuitive, allowing the student and or EMS provider to see real live time cardiac rhythms, vitals signs, ETCO2 waveform and values, and deliver the proper treatment options through defibrillation, pacing, cardioversion, and other treatments. It also can be conformed to a hospital bed side monitor and AED views. It provides a safer option than using an actual cardiac monitor defibrillator for training, eliminating the hazard of real live defibrillation electricity. iSimulate has become a training standard within EMS, available at most department training centers, community colleges, and other medical teaching institutions. Previously, this type of technology was built into EMS training manikins, increasing the cost of such items, as well as complicating maintenance issues due to the fragility of the technology. Now the iSimulate allows the same interactive training with any manikin, even those with no electronics built in. In addition, live role player victims can be used while displaying scenario vitals signs and cardiac rhythms on the iSimulate.

6) How did you determine that there was only one source for the product or service? Describe what market research and/or evaluation of other products suppliers or service providers was made to determine that no other vendor either makes an acceptable product or can provide an acceptable service.

I have researched the item and spoked to other department and teaching instructions who have the iSimulate. In addition, the vendor has provided the same.

7) How did you determine that the quoted cost of the goods or services is reasonable?

I have been researching the product for the last five years. In addition, I have benchmarked against other fire departments and teaching institutions that use iSimulate.

8) What product, system, or service provider has your Department used until now to satisfy this requirement?

We have limited options available presently. We have used an actual patient care cardiac monitor defibrillator at the cost of \$25K for training. When doing so, it removes the lifesaving equipment from the field to the fire training center. This equipment also has live electricity/defibrillation hazards associated with use during training.

9) Is this request a one time request or is this a part of an on-going project that will require future expenditures? If yes, explain:

_This is a onetime request. However, upgrades are available as technology and options advance.

10) Is this purchase for evaluation and testing? If yes, will there be competition after evaluation or will this supply or service become a sole source request?

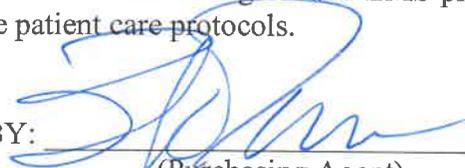
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This is proven EMS training equipment and is not part of a test or evaluation. Our members are well aware of the benefit and have been exposed to the equipment elsewhere during training.

11) What will be the consequences if this request is denied?

___ Limits simulation options during EMS training and doesn't allow for the advancement of skills and clinical knowledge of our EMS providers who presently work with advanced aggressive patient care protocols.

APPROVED/DENIED BY: _____


(Purchasing Agent)

DATE _____

12-21-18