

INSTRUCTIONAL EQUIPMENT REQUEST

Internal Use

2021-2022



IE #: 2021-01

Total \$: 101,767.06

LPC ADMINISTRATIVE SERVICES - REQUISITION INFORMATION PAGE

Requester Name: Amelia Blackshear Division Name: PATH

The equipment is: A Replacement An Upgrade New Equipment/Technology

SECTION 1: EQUIPMENT DESCRIPTION

Describe the specific equipment requested and how it will be used to replace, upgrade or provide new technology to LPC from what is currently in place:

SimMom is an advanced full-body birthing simulator with accurate anatomy and functionality to facilitate multi-professional obstetric training of birth management and care to the female mother patient as well as the infant patient. The birthing simulator includes medical training capabilities with both manual and automatic delivery modes. SimMom is new equipment/ technology for the Emergency Medical Responder (EMR), Emergency Medical Technician (EMT), and Emergency Medical Technician-Paramedic (EMT-P) Training Programs. Obstetric emergencies are health problems that are life-threatening for pregnant women and their babies. The SimMom equipment and technology manikin includes a simulated infant, umbilical cord, and placenta. An obstetric emergency may arise at any time during pregnancy, labor, and birth. The infant manikin capabilities include normal presentation delivery as well as the ability to demonstrate and simulate (abnormal) critical emergency delivery conditions (a prolapsed cord, shoulder dystocia, breech presentation, pre-eclampsia, and eclampsia, placenta abruption and placenta previa, etc.)

This equipment was submitted to the RAC committee in 2020 and was approved. The equipment was never purchased due to administrative errors.

Equipment Location Building: Faculty Village 280 Room: 280 A

Location Comments:

The SimMom medical training equipment will be located and locked at the Las Positas College (LPC) Livermore Campus at the Faculty Village in Room 280 A, a limited-access storage room. When the Public Safety Complex is completed, the SimMom will be stored and utilized in one (1) of the three (3) Emergency Medical Services training simulation laboratories.

SECTION 1: EQUIPMENT DESCRIPTION (continued)

If applicable, describe the legal requirement, mandate, or safety concern for purchase of this equipment, making specific reference to the legal requirement or regulation:

The California Code of Regulations (CCR) Title 22 - Section 100152 - Hospital Clinical Education and Training for Paramedics requires that Paramedic students must spend eight (8) hours within labor and delivery in order to satisfy part of the ninety-four (94) hours of clinical training, which includes an additional sixteen (16) hours of Neonatal Intensive care training.

SECTION 2: LPC MISSION STATEMENT AND LPC PLANNING PRIORITIES

LPC MISSION STATEMENT:

Las Positas College provides an inclusive, learning-centered, equity-focused environment that offers educational opportunities and support for completion of students' transfer, degree, and career-technical goals while promoting life-long learning.

LPC PLANNING PRIORITIES:

- ❖ Implement the integration of all ACCJC standards throughout campus structure and processes.
- ❖ Establish a knowledge base and an appreciation for equity; create a sense of urgency about moving toward equity; institutionalize equity in decision-making, assessment, and accountability; and build capacity to resolve inequities.
- ❖ Increase student success and completion through change in college practices and processes: coordinating needed academic support, removing barriers, and supporting focused professional development across the campus.

Specify how the equipment supports *LPC's Mission Statement and Planning Priorities:*

Mission Statement: Las Positas College is an inclusive learning-centered institution providing educational opportunities and support for completion of students' transfer, degree, basic skills, career-technical, and retraining goals.

The addition of SimMom medical training equipment and technology to the Emergency Medical Services (EMS) Training Programs, will allow increased available lab training opportunities for students and improved psychomotor scenario-based capabilities for training all medical focus students within the Career Technical fields. Concurrently, the student availability to SimMom for LPC on-campus site training is expected to decrease the additional amount of time students are required to spend in the clinical internship phase of training at an off-site facility. Fortunately, and subsequently, possessing the SimMom medical equipment and technology increase the student's psychomotor obstetric skills development and proficiency to support labor and delivery methods and obstetrical labor and delivery complications and critical emergencies. Not only does possessing SimMom medical training equipment and technology strengthen the Program(s) resources it also provides the students expanded training occasions and simulation lab allotment to correspond to better trained, prepared, and self-assured students, as well as facilitate the College's capability and capacity to provide simulation lab training to essential students during (and beyond) the Covid-19 pandemic crisis.

Vision Statement: Las Positas College strives to be California's premier Community College, setting the standard through opportunities for developing knowledge, skills, values, and abilities that foster engaged and contributing members of society.

Retaining SimMom medical equipment and technology within the College and EMS Training Program(s) provides additional student learning and training support and hands-on simulated labs. Students who participate in simulation-based lab skills training receive heightened primary and real-life experiences. As such, students who complete and graduate from Las Positas College will expand their proficiencies and improve the probability of obtaining jobs within their chosen career field. Additionally, students are better prepared to understand and connect with their patients throughout the community. The College's inclusion of SimMom medical training equipment and technology in the medical education disciplines for career technical instruction enriches Las Positas' reputation within the industry, as we aspire to emerge as the leading Regional Training Center for Public Safety

SECTION 3: EDUCATIONAL ITEMS – PROGRAM REVIEW

Specify the educational programs this equipment supports:

The SimMom medical training equipment and technology supports multiple career technology programs: the EMS EMR Training Program, the EMS EMT Training Program, the EMS Paramedic Training Program, the Fire Technology Program, the Fire Academy, and Community Education as well as multiple EMS Regional Occupational Program (ROP) Programs. As an educational and training resource, the SimMom also aids, supports, and may benefit outside agencies who may require medical personnel refresher continuing education courses for students or staff who are required to renew or recertify their certification(s) and license(s). Likewise, it will reinforce our partnerships with fire departments that employ paramedics as part of their medical cadre who require biannual updated skills assessment verification. As medical practitioners who require recertification and or refresher training become familiar with the SimMom simulation training, the teaching process is streamlined. Under current COVID-19 conditions and mandates, our accrediting agencies designate and utilize a specific number of simulations to credit as part of the clinical requirements, and as such, will continue to keep the (medical) training programs moving forward by the continuation of training essential workers. In addition to the requirements and the agencies and departments or agencies, SimMom simulation supports, the utilization of SimMom medical training equipment and technology enhances our marketing strategy for the career technology programs, equating to additional community members entering the field and increasing the number of filled jobs for the industry. Relevant, realistic, current, and advanced psychomotor hands-on training resources and training opportunities attract increased student interest and participation and improves student retention within the programs. In addition, the SimMom medical equipment and technology could be made available as a District resource for our partner institution's, Chabot College, Nursing Program. The high-fidelity quality of SimMom simulation training would enhance and support career technology students during the obstetrical training at Nursing Program.

Will this equipment be a part of your upcoming Program Review or was it included last year? Please explain using the exact words from your Program Review. If not, explain why.

SimMom medical training equipment was not mentioned in last year's Program review due to the focus and necessity planning for the EMS Division's input to the construction process of the proposed Public Safety Complex, wherein it was a consideration that FF&E funds would be a funding opportunity to acquire this medical training equipment. Simultaneously, due to the advent of the COVID-19 pandemic, our county local Emergency Medical Services Agency (LEMSA) Paramedic Training Program accreditation authority as well as our national accreditation oversight authority, CoAEMSP, to maintain the training programs for essential workers, adjusted the traditional training requirement delivery methods and commenced essential training program exemptions. As a result of the Covid-19-related cessation and restrictions placed on-field training and live patient contact experiences, opportunities for our students to obtain clinical placements at Emergency Room (ER) facilities declined or ceased and Capstone Field internships at 911 transport provider agencies throughout the Bay Area ceased. Consequently, greater demand and necessity for near lifelike training scenarios peaked and the utilization of simulation training with high-fidelity lifelike manikins resulted.

SECTION 4: TEACHING AND LEARNING

In detail describe evidence and data that equipment provides much needed benefit and enhancement to teaching beyond current capabilities.

Currently, EMS Paramedic students are denied opportunities to observe or participate in medical training for obstetric, and labor and delivery live births. Program instructors must provide this mandated training via video and descriptive training in order to provide the introductory simulations and requirements per CCR Title 22. Often, students who are completing their local facility clinical rotation training are denied entrance to obstetrics and live births due to increased hospital regulations, denial of permission by the mother or father, and/or lack of nurse preceptors within the clinical setting to adequately monitor and train paramedic intern students. To meet and overcome these obstacles and continue to achieve our local and national training program accreditation requirements, and to comply with COVID-19 pandemic safety requirements, SimMom provides career technical students an opportunity to continue their training and education programs, academic, and employment goals. The SimMom medical training equipment and technology pregnant female mannikin can give birth headfirst, feet first, shoulders first, or with the umbilical cord wrapped around the baby. The scenario proctor/ instructor can control and determine immediate changes to the manikin throughout the scenario session. From a remote location, the instructor can make the pregnant and delivering manikin bleed, have a seizure, or to induce multiple obstetric medical conditions and critical emergencies with the patient. This allows students to practice communication skills during a critical patient emergency and to care for and provide medical interventions to the patient in the safest method possible. Static manikins and descriptive scenarios are unable to represent the realism and value of a learning student's hands-on opportunity other than viewing and participating in live birthing. In the absence of actual hands-on training with live patients, simulation has been shown to be effective in teaching the student the requisite psychomotor skills that would have been imparted in live training.

Citations related to High Fidelity Simulation training in nursing:

Is High Fidelity Simulation the Most Effective Method for the Development of Non-Technical Skills in Nursing? A Review of the Current Evidence. Authors: Robin Lewis, Alasdair Strachan, Michelle McKenzie Smith Open Nurs J. 2012; 6: 82–89. Published online 2012 Jul 27. doi: 10.2174/1874434601206010082 PMID: PMC3415625

Structured simulations improve students' knowledge acquisition and perceptions of teaching effectiveness: A quasi-experimental study. Authors: Asma A. Taha Ph.D. RN CPNP-PC/AC FAAN, Ahlam Jadalla Ph.D. RN, Wafaa Bin Ali Ph.D. RN, Jenny Firkins Ph.D. RN, Sharon Norman DNP RN CPNP, Najood Azar Ph.D. RN Journal of Clinical Nursing April 24, 2021

Describe in detail the impact this equipment will have on learning:

With increased and improved equipment, technology, and the ability to provide realistic simulation skills scenario training, students have increased opportunities for developing better patient communication skills (notably during crisis situations), enriched medical care training, elevated treatment proficiency, and expanded practical exposure to develop their ability to formulate competent decision-making processes that will follow through to their respective emergency services careers. Students closely experience and assimilate performing within realistic simulated incidents that are commonly encountered in the industry. As students participate in life-like simulated labs, they receive invaluable experience and become increasingly familiar with patient presentation and patient responses to specific treatments, thus reciprocating this knowledge and skill set(s) into the field. As educators and training institutions have entered a new and transformed teaching environment, the methods and processes utilized to teach our students and provide meaningful clinical experiences is altered and evolving. As we continue through the COVID-19 pandemic, our accrediting agencies now allow the EMT and Paramedic programs to complete a portion of the required training hours in simulated exercises. Furthermore, if granted the SimMom medical training equipment and technology, the current mandated limitations placed on the Program(s) to provide our students with the required obstetric, and labor and delivery training and patient care experiences will be abated, as our College and Programs establish relevant, realistic and evolutionary simulated training opportunities manikins for required training hours.

Each academic year, this equipment will impact: 9 # of classes/sections 280 # of students

SECTION 5: OUTCOMES (SLOs)

Using your documented SLOs, specify how the equipment will enable student learning outcomes to be achieved beyond current capability.

SLO Upon successful completion of the Emergency Medical Responder Career Certificate, the student will be competent as an entry-level Emergency Medical Responder in the cognitive (knowledge), psychomotor (skills), and affective (behavior) learning domains with exit Points at the Emergency Medical Responder levels and certified to provide Basic Life Support CPR.

With increased simulation lab exposure, the Program provides increased learning and support and ensures the students accomplish the above student learning outcome and attain gainful employment. With additional simulation prehospital skills training, those outputs increase.

SLO Upon successful completion of the Emergency Medical Responder Career Certificate, the student will be prepared to become an Emergency Medical Responder (EMR) through registration with the National Registry of EMT's.

Through increasing lab exposure, the Program ensures that the students accomplish the above student learning outcomes and become employed. Additional EMS skill training increases these outputs.

SECTION 6: TOTAL COST OF OWNERSHIP (FINANCIAL & SUSTAINABILITY)

What is the potential life span of the requested equipment?

The SimMom medical training equipment is projected to last seven (7) to ten (10) years. Estimates are based on consistent use maintenance and care of the unit as well as adequate technology/ software updates to ensure optimal performance. The limiting risk factor is technological advancement, rendering the equipment as outdated or antiquated by the manufacturing company itself.

If new storage is needed what are the storage requirements, location requirements, and costs associated with the new equipment: (NOTE: Specific storage costs should be detailed in the "Part A: Initial Start-up Costs" section below.)

Not Applicable. No new equipment costs.

If this equipment replaces old equipment but the old equipment will not be retired, are there on-going storage requirements, location requirements, and costs associated with the old equipment? If so, provide details.

Not Applicable.

What will be required to maintain the equipment, such as regular servicing or upkeep? (Specific on-going costs should be detailed in the “*Part B: On-Going Annual Operating Costs*” sections below as applicable.)

Maintenance requirements include continuous upkeep and cleaning with each use of the equipment, storage in optimal conditions, and updates to the computer module via an internet line. These tasks are to be completed by the instructor cadre and by the Program’s lead manikin instructor, who is trained by the Laerdal company, to operate and manage the SimMom medical training equipment and technology.

Explain how this equipment meets or exceeds basic sustainability efforts and/or provides renewable resources to the college:

As the College does not currently possess nor utilize similar equipment, the acquisition provides the foundation for renewable resources within the Emergency Medical Services Programs, specifically the Paramedic Training Program. The medical training equipment is non-toxic and is easily maintained. It does not create trash or waste, and, over time, it is re-cycled through its users over time, meaning the SimMom can be reused by students repeatedly for seven (7) to ten (10) years, serving hundreds of learners and students. Relative to sustainability, the SimMom medical training equipment and technology would not only meet and sustain our local and national accreditation obligations for high fidelity training requirements but also alleviate the necessity to continuously seek high fidelity simulation training alternatives that may potentially become increasingly costly to the College. The SimMom medical training equipment and technology is not only a resource for the College; it is a valuable resource for the district, as well as the immediate community we serve.

Indicate the source of funding for on-going annual operating costs:

Associated cost would come from general funds. However, because the Paramedic Program brings in revenue from the National Registry component of the Program, revenues incurred during any one year would offset the associated cost.

Part C: Incremental Labor Costs

OPERATOR:

Indicate the key operator: Amelia Blackshear

Is this in their current scope of duties? Yes

Indicate cost to train key operator (include in Initial Start-up Costs above): 0

Indicate amount of time per month key operator will use equipment: 8 hours

MAINTENANCE & REPAIRS:

Indicate the person performing maintenance and repairs: Amelia

Is this in their current scope of duties? Yes

Indicate cost to train for maintenance and repairs: 0

Indicate amount of time per month maintenance will be required: 1 hour

SIGNATURE APPROVALS

Funded requesters will be expected to respond to a brief RAC feedback survey by a requested deadline.

- *Requests for computer-related equipment and printers will be reviewed by the LPC IT Department.*

REQUESTOR

DIVISION DEAN/MANAGER

ADMIN SERVICES, VP







Date 09/07/2021

Date 9/10/2021

Date

Admin Services will route as needed

IT MANAGER

M&O DIRECTOR





Date

Date

Part A: Initial Start-up Costs

<u>Item</u>	<u>Cost</u>	<u>Comments</u>
Equipment or Materials	56,023.27	
Taxes (9.5%)	8829.11	
Shipping or Delivery Charge	0	
Installation Costs *	0	
Miscellaneous Costs:		
Facilities Modifications		
Operator Training	4997.30	
Maintenance & Repair Training	29,325.80	36 month warranty and prevent. maintenance
Storage		
Other: _____		
Vendor Discount	20%(appl.)	Original MSRP \$115,161.
Grand Total:		
	101,767.06	

Part B: On-Going Annual Operating Costs

<u>Item</u>	<u>Cost</u>	<u>Comments</u>
Annual Service or Maintenance	9775.03	29,325.80 for 36 months
Estimated Parts Replacement Per Year		
Outside Standardization or Calibration Costs		
Storage Costs		
New Supply Costs		
Maintenance & Repair Labor		
Licensing or Software	863.86	2591.58
Other: _____		
Annual Operating Costs:		

LAS POSITAS COLLEGE Equipment, Apparatus and Service Requisition

#R

<i>FOR REIMBURSEMENT: List payee name & ssn.</i>				TAX ID#		FOR OFFICE USE ONLY	
SUGGESTED VENDOR Laerdal Medical Corporation							
NAME OF STAFF MEMBER Amelia Blackshear	DATE WRITTEN 19-Aug-21	DATE REQUIRED 18-Jan-22	DIVISION/ DEPARTMENT PATH	For inventory purposes include room # where equipment will reside: 105		RETURN COPY of REQUISITION TO: Amelia Blackshear	
DESCRIPTION (PRODUCT, TYPE, SIZE, COLOR, STOCK NUMBER)				UNIT	QTY	UNIT PRICE	Air
Sim Mom Tetherless				ea	1	\$ 34,117.30	\$ 34,117.30
MamaBirthie				ea	1	\$ -	\$ -
ADM2 for SimMom				ea	1	\$ 5,477.38	\$ 5,477.38
Value Plus Sim Mom Extended Warranty and PM				ea	1	\$ 15,806.70	\$ 15,806.70
Sim Mom Course (1 day training for users up to 8 stud.)				ea	1	\$ 2,498.65	\$ 2,498.65
Sim New Baby				ea	1	\$ 15,795.30	\$ 15,795.30
SimPad PLUS (Hand Held Remote)				ea	1	\$ 633.29	\$ 633.29
SimPad Plus (Licensing Fee)				ea	1	\$ 2,591.58	\$ 2,591.58
Value Plus Sim Baby Extended Warranty and PM				ea	1	\$ 13,519.10	\$ 13,519.10
Sim NewB Course (1 Day user training for 8 students)				ea	1	\$ 2,498.65	\$ 2,498.65
Vendor Information/ Remit To:				Deliver To, include room # Faculty Village 280 A			
Lerdal Medical Corporation				Las Positas College			
167 Myers Connors Road				3000 Campus Hill Drive			
Wappinger Falls, NY 12590				Livermore, CA 94551			
Comments: For questions regarding quote, Contact Luis Martinez (Client Executive) at luis.martinez@laerdal.com				Subtotal			\$ 92,937.95
				Tax		\$ 0.0950	\$ 8,829.11
BT#				Shipping (if available):			
<i>Original invoices and receipts must be attached for payment. Include current taxes unless incorporated in price.</i>						TOTAL COST \$ 101,767.06	
ACCOUNT #				Business Office			
_____				_____			
FUND ORG ACCT PROGRAM							
APPROVALS				<i>Kristina Whalen</i>		9/22/21	
Supervisor/ Coordinator/ Director _____				Dean/ VP/ President _____			



Laerdal Medical Corporation
 167 Myers Corners Road
 Wappingers Falls, NY 12590
 Phone Order To: 877-LAERDAL
 Fax Order To: (800) 227-1143
 customerservice@laerdal.com

CLIENT EXECUTIVE
 Luis Martinez
 luis.martinez@laerdal.com

**REGIONAL CHANNEL
 MANAGER**
 Douglas Hitchcock
 douglas.hitchcock@laerdal.com

To prevent any delays in processing your purchase, please include your quote # when ordering.

DATE: 8/19/2021
ATTN: Ms. Amelia Blackshear
 Paramedic
 +19257854566
 ablackshear@laspositascollege.edu

QUOTE NUMBER: Q-476585
CREDIT TERMS: CC
EXPIRATION DATE: 12/31/2021

BILL TO: 00122102
 CHABOT LAS POSITAS COMMUNITY
 COLLEGE DISTRICT
 7600 DUBLIN BLVD 3RD FL
 DUBLIN CA 94568

FCCC Contract 00004233 pricing applied.

SimMom

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	377-03050	SimMom Tetherless Includes: SimMom Manikin, Birthing Baby with placenta, 4 Uteri Modules (Cervix, Amniotic Bag, Post-Partum Hemorrhage Module and Inverted Uterus), Set of Consumables, Blood Pressure Cuff, Quick Set up guide, LLEAP License and MamaBirthing at no additional charge		\$36,295.00	\$34,117.30	\$34,117.30
1	360-00133	MamaBirthing (L)		\$1,540.00	\$0.00	\$0.00
1	377-05350	ADM2 for SimMom Tetherless Includes Complete ADM (pneumatic delivery canister), product orientation, lubricant and soft case for storage of the ADM.		\$5,827.00	\$5,477.38	\$5,477.38
1	400-10201	Laptop For use with LLEAP, Ultrasound, or as a Patient Monitor		\$1,985.00	\$1,865.90	\$1,865.90

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	400-29301	All In One Panel PC For use as an Instructor Computer with LLEAP software, or a LLEAP, SimPad or SimPad Plus Patient Monitor		\$2,515.00	\$2,364.10	\$2,364.10
1	377-B-VplusP-SMM	ValuePlus SimMom Platinum Includes Installation, Extended Warranty, Loaner coverage and Preventative Maintenance on Site.	36	\$22,581.00	\$15,806.70	\$15,806.70
1	377-EDGS100	SimMom Course Getting Started 1 day course at customer site for up to 8 participants. Brings fundamental knowledge of the simulator and Instructor device operations, operating modes, and system features.		\$3,245.00	\$2,498.65	\$2,498.65
SimMom TOTAL:						\$62,130.03

ShockLink

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	185-10050	ShockLink System		\$599.00	\$491.18	\$491.18
1	185-50450	Zoll ShockLink Training Adapter		\$72.00	\$67.68	\$67.68
1	151-945006	Defib Training Cable		\$135.00	\$126.90	\$126.90
ShockLink TOTAL:						\$685.76

SimNewB

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	296-00050	SimNewB Light SimNewB Tetherless Manikin Includes: Square, soft sided case, Skin and Lower IO for Left & Right Leg, Airway & Birthing lubricant, Blood concentrate, IPI, Syringes, IV/IO Drain bag, IO sealing tape, Meconium Aspiration Kit, Umbilical cord, Blanket, Cap, Diaper, Power Cords, Ethernet cable, Level Chart and User Guide.		\$19,995.00	\$18,795.30	\$18,795.30

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	204-30101	SimPad PLUS Only (US) SimPad PLUS Only (Hand Held Remote) 204-50150 LLEAP for SimPad PLUS software license required for operation.		\$763.00	\$633.29	\$633.29
1	204-50150	LLEAP for SimPad PLUS Includes: License Key providing access to Manual Mode, Automatic Mode, and Log Viewer Application.		\$2,757.00	\$2,591.58	\$2,591.58
1	400-29301	All In One Panel PC For use as an Instructor Computer with LLEAP software, or a LLEAP, SimPad or SimPad Plus Patient Monitor		\$2,515.00	\$2,364.10	\$2,364.10
1	296-B-VplusP-SNB	ValuePlus SimNewB Platinum Includes Installation, Extended Warranty, Loaner coverage and Preventative Maintenance on Site.	36	\$19,313.00	\$13,519.10	\$13,519.10
1	296-EDGS100	SimNewB Course Getting Started 1 day on customer site for up to 8 participants. Course gives participants knowledge of the simulator and Instructor device operations, operating modes, and system features. Hands-on activities familiarize faculty with simulator and its applications		\$3,245.00	\$2,498.65	\$2,498.65
SimNewB TOTAL:						\$40,402.02

ITEM TOTAL : \$103,217.81
 SHIPPING/HANDLING : \$550.00
 TAX : \$6,852.44
 ADDITIONAL CHARGE/CREDIT : \$0.00
 TOTAL : \$110,620.25

There are various payment options; please see bottom of your quote for further clarification.
 Appropriate Sales Tax will be added to invoice – Pricing and Availability are subject to change
 Shipping/Handling costs will be added to invoice

By Accepting this Quote, the following terms are hereby incorporated into customer's order:

Products:

Products that are currently on contract will be removed immediately if manufacturing or distribution of the product is discontinued.

Payment:

Net 30 Days for approved open accounts; CIA; Credit Cards accepted. Financing options now available – sample leasing payment terms follow. For additional information, ask your Account Manager listed above.

Lease term 24 months: USD 4,323.66 *

Lease term 36 months: USD 2,882.44 *

Lease term 48 months: USD 2,161.83 *

* Quoted payments do not include Interest, Taxes, Maintenance, Cancellation fees or Insurance. Quotes are subject to credit approval and may change without notice.

Warranty:

One(1) year warranty on manufactured products and 90 day warranty on refurbished products

Two(2) year parts replacement warranty with technical assistance by phone on all Hill-Rom refurbished products

Delivery:

Delivery of product to a specific location within your building, if requested is at an additional charge and not included in this quote

Training:

Training will be scheduled within a year of the customer's agreed upon due date.

CANCELLATION or RESCHEDULING of EDUCATIONAL or TECHNICAL SERVICES WILL RESULT IN CANCELLATION/RESCHEDULING FEES.

7 DAYS OR LESS: 100% of Course / Service Cost

8 DAYS to 2 WEEKS: 75% of Course / Service Cost

15 DAYS to 20 DAYS: 50% of Course / Service Cost

3 WEEKS or MORE: NO FEE

Customer will be required to submit a new PO to reschedule a cancelled course / service.

Sept 7, 2021

To: Lilian Tish, Resource Allocation Committee Chair

Dear Resource Allocation Committee,

I would like to add my professional opinion and wholehearted agreement to the purchase of the SimMom for the LPC EMS Paramedic program. OB and Emergency Medicine training programs around the country use simulation to assist in training for OB and neonatal emergencies.

SimMom is an advanced full body-birthing simulator with accurate anatomy and functionality to facilitate multi-professional obstetric training of birth management, with both manual and automatic delivery modes. It will also a simulated infant, umbilical cord, placenta and the infant will be able to demonstrate critical emergency conditions.

Having this equipment only strengthens the program and provides the students more training time and more simulated lab time, but equates to better prepared and more confident students as well as assist in our ability to provide labs to essential students during the COVID-19 crisis.

EMS Paramedic students are denied opportunities to observe live birth and our instructors must provide video and descriptive training in order to provide the introductory simulations and requirements via Title 22. Often many times students are denied entrance to live births due to hospital regulations, denial of permission by mother or father, and or lack of preceptors within the clinical setting to adequately monitor and train paramedics.

In the absence of actual hands on training with live patients, simulation has been shown to be effective in teaching the student the requisite psychomotor skills that would have been imparted in live training.

Sincerely,



Herbert Eugene Hern, Jr. MD, MS
EMS Physician
Associate Clinical Professor, UCSF
Medical Director, Las Positas College Paramedic Program

