

**JUSTIFICATION FOR  
SOLE SOURCE PROCUREMENT**

Agency: The Citadel

Sole Source Vendor: Laerdal Medical Corporation

Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.210S, Sole Source Procurement.


Description of the Agency need that this procurement meets: Our current high-fidelity simulator, the Laerdal Sim Man Essential Bleeding, has been experiencing ongoing technical issues over the past year. Despite multiple troubleshooting efforts, We have exhausted all available repair options. Laerdal's technical support has confirmed that this simulator is nearing end-of-life, and it can no longer be updated. Several key features-such as the monitor connection, IV arm, and voice/audio functionality-are either nonfunctional or operate inconsistently. This has hindered our ability to conduct effective simulations because of numerous technology driven interruptions. This simulator is our only high fidelity medical surgical simulator, supporting approximately 200-300 hours of simulation each semester that integrates with our Scenario Cloud software. As the sole simulation specialist and technologist for the department, it is essential to have a reliable, high- fidelity simulator to effectively support student learning and meet course outcomes. The Nursing Anne simulator is the only replacement which utilizes the Departments Scenario Cloud software. It is specifically designed for undergraduate nursing education and includes all essential features required for pre-licensure programs. It is also fully compatible with our existing Laerdal *Scenario Cloud* program, and we are well-versed in operating and maintaining Laerdal technology, further ensuring seamless implementation and use.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: We have had multiple appointments with our Laerdal representative, to review the simulator and confirm that it aligns with our nursing program outcomes. We also have prior hands-on experience and training with this product at a cost to the institution. The integration and use of the geriatric and male diversity features with the Nursing Anne Simulator are notably more user-friendly compared to similar offerings from other companies and are the only simulators that are compatible with our existing Laerdal Scenario Cloud program.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: The Nursing Anne simulator, an integrated computer, patient monitor, and enhanced diversity features, including geriatric skin and male genitalia. These additions allow for a broader range of clinical scenarios and support inclusive, realistic simulation experiences

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: The Swain Department of Nursing utilizes *Scenario Cloud*, a copywritten educational software simulation scenario program provided by Laerdal Medical. This program is exclusively compatible with Laerdal simulators. The faculty are trained and experienced with Laerdal products and their associated technologies. Nursing Anne Laerdal simulators are well-suited to meet student learning needs, support intended outcomes, and uphold simulation standards of best practice and are the Only Simulators that will integrate with the copywritten software that the department utilizes for its planned training and syllabus.

Form>MMO#102  
State Fiscal Accountability Authority  
8/9/2021

A handwritten signature in black ink, appearing to read 'Darin Zimmerman', is written over a horizontal line.

Authorized Signature

Printed Name: Darin Zimmerman,  
PhD

Title: Dean

Date: 7/29/2025

**Notes:**

**Authorized signature is the agency head unless the agency head has delegated that authority.  
Delegation of authority must be submitted to the Materials Management Officer in writing.**

**The Agency must obtain a Drug-free Workplace certification from the Vendor if the sole source procurement is \$50,000 or greater.**