

CENTRAL COMMUNITY COLLEGE

SIMCAPTURE CLOUD SOFTWARE

GRAND ISLAND CAMPUS, NURSING PROGRAM

This software is necessary for our simulation lab and equipment within. It allows you to record and stream multiple camera angles in one or several simulation rooms at the same time. Our current audio/visual system is at end of life and unable to be upgraded, therefore the purchase of new technology software is required.

This is a sole source item and is the only software available to work with our current simulation equipment.

Laerdal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590

\$138,420.00

The amount of \$138,420 is proposed to be utilized through the CARE dollars funding.

The College President recommends acceptance of the purchase of \$138,420.00 for the SimCapture Cloud Software through Laerdal Medical Corporation. The total cost includes a 5 year warranty, installation, setup, training, equipment, software, and a \$10,000 discount for moving from SimView to SimCapture.

Sole Source or Restrictive Justification

Sole Source: When an item is available from only one source due to the unique nature of the requirement, its supplier, or market conditions.

Restrictive Source: Restrictive is defined as "a specification or the purchase description limits competition". This method of procurement is utilized when only one product is suitable for the department's needs, but it is sold through distributors/resellers.

Must clearly justify why this product cannot be competitively bid, or why only a certain brand is acceptable. Use the following form to provide a justification.

If this is a Sole Source Request, there must be a letter attached from the manufacturer, not a sales representative, on their company letterhead, stating they are the only provider of the product.

If this is a Restrictive Request, there must be a letter attached from the manufacturer, not a sales representative, on their company letterhead, listing their servicing dealers/resellers.

Requisition Number: _____ **Dept:** Nursing

Dept Contact: Tami Jones **Title:** Simulation Coordinator

Indicate if Sole Source or Restrictive: Sole Source ☒ Restrictive ☐

1. Explain why this product is necessary and what specifications are required to meet the need.

The current audio/video system will be end of life this October due to Microsoft no longer supporting Silverlight programming. The SimCapture Cloud is a cloud-based system from Laerdal, the simulator manufacturer of nearly all of our simulators. What this means is they will work together.

2. Explain how and why ONLY the designated product meets the need. In general, what is there about the equipment/supplies which require it be procured only from a single source? Why is the manufacturer or source uniquely qualified to provide the required item?

This is from Laerdal - the manufacturer of SimMom, SimMan 3G and SimJunior. Between these, we have seven simulators. Having the a/v system work with the simulators is huge in recording the students when they are in simulation.

3. Specifically name, by manufacturer and model, or by provider, other products that were researched. (If fewer than 3, please explain)

Did not research others as I need the audio/video system and the simulators to be connected to give me the best recording options. The students will watch the video of themselves to see how they were successful or where they need to improve.

4. State specifically how and why the other products researched do not meet the need.

Have to be able to show what the simulator knows happened - the log of pulse checks, blood pressures and eye examinations. Having the audio/video system come from the same company as the simulator insures they can communicate effectively.

Sole Source or Restrictive Justification

5. Describe any effort to identify other sources to furnish the required items. If no efforts were undertaken, state the reasons for not doing so. If other sources were contacted, state by whom and briefly, results.
Wanted to stay with the same vendor as the simulators so they can work together.
6. Are the specifications for the item or equipment proprietary (i.e. patented, trademarked, exclusive) to the single source? If so, how was this determined?
Yes - Laerdal is the manufacturer of the SimCapture Cloud.
7. Can generic specifications which set forth the minimum requirement for the needed purchase be developed? If not, explain why this cannot be competitively bid.
No - need to be able to work within the current network with the current simulators.
8. What steps are being taken to insure that future acquisitions of these supplies are made competitively?
Continually evaluate new technologies coming out when at international simulation conferences. Get feedback from others in healthcare simulation across the country as to what works for them.

By signing below, I am aware of and do justify the reasons as shown above for this purchase. The requesting agency is solely responsible for the determination of facts supporting this request, and acknowledges Purchasing will rely on the requesting agency's accurate and complete reporting of facts when making a decision to approve or not to approve this request



(Requester Signature)

6/10/21

(Date)

6.11.21



(Department Budget Officer Signature)

(Date)



Laerdal
helping save lives

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
Ben Zajicek
benjamin.zajicek@laerdal.com

SimCapture Sales Specialist
Alexander Kocsis
(202) 243-9426
alexander.kocsis@laerdal.com

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

DATE: 2/2/2021

ATTN: Mrs. Tami Jones
Simulation Coordinator
+13083987569
tamijones@cccneb.edu

QUOTE NUMBER: Q-415961

CREDIT TERMS: 30 days

EXPIRATION DATE: 6/2/2021

BILL TO: 00004892
CENTRAL COMMUNITY COLLEGE
PO Box 4903
Grand Island NE 68802

SimCapture Pro Cloud Bundle

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
5	227-00950	SimCapture Pro Cloud Annual Subscription	60	\$3,500.00	\$17,500.00	\$87,500.00
5	227-83550	SimCapture Pro Cloud Installation		\$680.00	\$680.00	\$3,400.00
1	227-VT1015SC-PC	Utilizing SimCapture Pro Cloud Admin Setup Virtual Training		\$255.00	\$255.00	\$255.00
1	227-VT2025SC-PC	Utilizing SimCapture Pro Cloud Features & Functions Virtual Training		\$255.00	\$255.00	\$255.00
-5	227-SV2SC	Conversion Discount SimView to SimCapture		\$2,000.00	\$2,000.00	\$-10,000.00
SimCapture Pro Cloud Bundle TOTAL:						\$81,410.00

TurnKey AV Bundle

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
5	227-32650	STD AV PKG (PTZ) 1Mic, Camera (2), INSTL Standard AV Package to allow Audio recording with a basic microphone and Video recording with two Pan/Tilt/Zoom (PTZ) Cameras This package will have the following features; two 720p ceiling-mounted fixed dome video cameras for video capture, one ceiling-mounted high-quality microphone connected to an audio encoder for speech capture, one speaker connected to a PoE-powered amplifier		\$8,239.00	\$8,239.00	\$41,195.00
5	227-31250	Node Add-On PTZ Camera 1 PTZ Camera, INSTL This package will have the following features; one 720p ceiling-mounted video camera with pan/tilt and optical zoom capabilities for video capture.		\$2,163.00	\$2,163.00	\$10,815.00
5	227-20150	Software Paging SC Software Paging		\$1,000.00	\$1,000.00	\$5,000.00
TurnKey AV Bundle TOTAL:						\$57,010.00

ITEM TOTAL : \$138,420.00
 SHIPPING/HANDLING : \$0.00
 TAX : \$0.00
 ADDITIONAL CHARGE/CREDIT : \$0.00
 TOTAL : \$138,420.00

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 5,767.50 *

Lease term 36 months: USD 3,845.00 *

Lease term 48 months: USD 2,883.75 *

* 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.

Storage Purchase price includes cloud based storage and centralization hosted by B-Line Medical.

Payment SimCapture Cloud Service Subscription is invoiced in advance of annual SimCapture Cloud Service Start Date anniversary. AV Hardware and Project Implementation Services, if applicable, are purchased at the time of order.

Support Services SimCapture Cloud support and maintenance is included in the subscription price. Support and maintenance on SimCapture Cloud includes all software updates and new releases, phone and email support, and hardware support.

Support and maintenance on turnkey AV equipment, if applicable, is included through the first year in the purchase price. Subsequent years are optional and recommended, and billed at 5% of the turnkey AV equipment total.

Professional Services includes project management, assembly, shipping, installation, integration, training, and related travel expenses.

CENTRAL COMMUNITY COLLEGE

SIMJUNIOR SIMULATION UNIT

GRAND ISLAND CAMPUS, NURSING PROGRAM

This simulation unit is integral to exposure to pediatric populations in clinical settings. Due to COVID, pediatric patients are a population that students have been unable to actively care for. Pediatric patients are not being seen as frequently in the clinical settings, therefore the ability to practice care for them has been minimal.

This is a sole source item and is the only simulation equipment available to work with our current simulation set-up.

Laerdal Medical Corporation
167 Myers Corners Road
Wappingers Falls, NY 12590

\$42,094.97

The amount of \$42,094.97 is proposed to be utilized through the CARE dollars funding.

The College President recommends acceptance of the purchase of \$42,094.97 for the SimJunior simulation unit through Laerdal Medical Corporation. The total cost includes a 5 year warranty, installation, manikin, training, equipment, software, and maintenance package.

Sole Source or Restrictive Justification

Sole Source: When an item is available from only one source due to the unique nature of the requirement, its supplier, or market conditions.

Restrictive Source: Restrictive is defined as "a specification or the purchase description limits competition". This method of procurement is utilized when only one product is suitable for the department's needs, but it is sold through distributors/resellers.

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If this is a Restrictive Request, there must be a letter attached from the manufacturer, not a sales representative, on their company letterhead, listing their servicing dealers/resellers.

Requisition Number: _____ **Dept:** Nursing

Dept Contact: Tami Jones **Title:** Simulation Coordinator

Indicate if Sole Source or Restrictive: Sole Source ☒ Restrictive ☐

1. Explain why this product is necessary and what specifications are required to meet the need.

With COVID changing our world, the nursing students' opportunity to learn in the clinical setting also changed. There are only a small handful of pediatric patients in the hospital on any given day. Our students still need to know how to take care of pediatric patients and this simulator give them the opportunity to learn that.

2. Explain how and why ONLY the designated product meets the need. In general, what is there about the equipment/supplies which require it be procured only from a single source? Why is the manufacturer or source uniquely qualified to provide the required item?

SimJunior is a familiar simulator here. We have an older one that has been used well beyond it's life expectancy. Knowing the durability and the capabilities of the simulator, it was an easy choice to go with SimJunior. Being a Laerdal product, it will work well with the audio/video system, monitors and laptops already in the Simulation Lab.

3. Specifically name, by manufacturer and model, or by provider, other products that were researched. (If fewer than 3, please explain)

Gaumard - Pedi Hal

Although there are many folks who now make simulators, Laerdal and Gaumard are the largest and oldest of the manufacturers.

4. State specifically how and why the other products researched do not meet the need.

Currently, we have Laerdal audio/video system (SimView), monitors and laptops with the Laerdal software (LLEAP) and a variety of other Laerdal simulators. By continuing to purchase Laerdal simulators, we can keep the costs down from having to purchase additional laptops and monitors that would be required with a Gaumard product.

Sole Source or Restrictive Justification

5. Describe any effort to identify other sources to furnish the required items. If no efforts were undertaken, state the reasons for not doing so. If other sources were contacted, state by whom and briefly, results.
- No other sources contacted. CCC has a history of purchasing Laerdal simulators dating back over 10 years.
6. Are the specifications for the item or equipment proprietary (i.e. patented, trademarked, exclusive) to the single source? If so, how was this determined?
- Yes, this is proprietary. Laerdal designs, manufactures and sells it's own products.
7. Can generic specifications which set forth the minimum requirement for the needed purchase be developed? If not, explain why this cannot be competitively bid.
8. What steps are being taken to insure that future acquisitions of these supplies are made competitively?
- Continued research of other simulator manufacturers. Attending international simulation conferences where vendors showcase the newest innovations in healthcare simulation.

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(Requester Signature)

6/10/21

(Date)



(Department Budget Officer Signature)

6.11.21

(Date)



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helping save lives

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Fax Order To: (800) 227-1143
customerservice@laerdal.com

CLIENT EXECUTIVE
Ben Zajicek
benjamin.zajicek@laerdal.com

ACCOUNT MANAGER
Amber Carothers
(254) 404-7012
amber.carothers@laerdal.com

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

DATE: 6/3/2021
ATTN: Mrs. Tami Jones
Simulation Coordinator
+13083987569
tamijones@cccneb.edu

QUOTE NUMBER: Q-452770
CREDIT TERMS: 30 days
EXPIRATION DATE: 10/31/2021

BILL TO: 00004892
CENTRAL COMMUNITY COLLEGE
PO Box 4903
Grand Island NE 68802

SimJunior

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)
1	232-05050T	SimJunior Medium Includes SimJunior Manikin, Blood Pressure Cuff, Consumables, Clothing, Carry Case, 1 Year Manufacturer's Warranty.	
1	204-30250	SimPad PLUS Link Box	
1	232-83050	SimJunior Installation If ValuePlus Program is not purchased.	
1	232-05050EXW1	SimJunior Extended Warranty Extended warranty includes materials, manufacturing or workmanship issues, return to bench service only, packaging materials for return to Laerdal, shipping costs for repairs (Ground freight from/to customer's facility).	60
1	232-B-FLPMP_AM	SimJunior Flexible Maintenance Program Includes 1 service per year of coverage, full refurb/replacement of consumables, some bladders, pad sets, refurb of IV arm skin/veins, inspect compr/lbox, upgrade SW, cleaning, final inspection, documentation of findings/recommendations.	60
SimJunior TOTAL:			\$42,068.00

ITEM TOTAL : \$42,068.00
SHIPPING/HANDLING : \$26.97
TAX : \$0.00
ADDITIONAL CHARGE/CREDIT : \$0.00
TOTAL : \$42,094.97

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 1,753.96 *

Lease term 36 months: USD 1,169.30 *

Lease term 48 months: USD 876.98 *

* 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

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Sole Source or Restrictive Justification

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Requisition Number: _____ **Dept:** Nursing

Dept Contact: Tami Jones **Title:** Simulation Coordinator

Indicate if Sole Source or Restrictive: Sole Source ☒ Restrictive ☐

1. Explain why this product is necessary and what specifications are required to meet the need.

The nursing students have not been able to get as much clinical time in the hospital due to COVID. According to the NSCBN (National Council of State Boards of Nursing) students are now allowed to use simulation to replace clinical hours they may miss due to low census. Our students are required to have 160 hours of clinical time each semester. The high-fidelity simulator helps us get the students the hands-on time they need.

2. Explain how and why ONLY the designated product meets the need. In general, what is there about the equipment/supplies which require it be procured only from a single source? Why is the manufacturer or source uniquely qualified to provide the required item?

Nearly all of our simulators are manufactured by Laerdal. This is a company that has been making simulators since 1960. The Laerdal simulators are ones we are familiar with their workings, software to run them and their durability.

3. Specifically name, by manufacturer and model, or by provider, other products that were researched. (If fewer than 3, please explain)

None - The SimMan 3G Plus is new to the market. It offers a more realistic look to the face, fully articulating arms, palpable skin and anatomical landmarks.

4. State specifically how and why the other products researched do not meet the need.

We have Laerdal audio/video system. This simulator will integrate easily into our program, as we have working knowledge of the software, the controls and the durability of the simulator.

Sole Source or Restrictive Justification

5. Describe any effort to identify other sources to furnish the required items.
If no efforts were undertaken, state the reasons for not doing so. If other sources were contacted, state by whom and briefly, results.
No efforts to identify other sources.
Laerdal is one of the leading manufacturers of simulators. We have purchased quite a number of simulators from them in the past.
6. Are the specifications for the item or equipment proprietary (i.e. patented, trademarked, exclusive) to the single source? If so, how was this determined?
Yes - Laerdal manufactures it's simulators. They have been making simulators for over 60 years.
7. Can generic specifications which set forth the minimum requirement for the needed purchase be developed? If not, explain why this cannot be competitively bid.
This is a brand new product that has just been released. Other simulation manufacturers have not had opportunity to try to compete against it yet.
8. What steps are being taken to insure that future acquisitions of these supplies are made competitively?
I continue to research the newest technologies offered by the various simulation manufacturers. I do this by my membership in INACSL (International Nursing Association for Clinical Simulation and Learning), SimGHOSTs (The Gathering of Healthcare Simulation Technology Specialists) and HealthySimulation.com.

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(Requester Signature)

6/10/21

(Date)



(Department Budget Officer Signature)

6.11.21

(Date)



Laerdal
helping save lives

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CLIENT EXECUTIVE
Ben Zajicek
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ACCOUNT MANAGER
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DATE: 6/3/2021
ATTN: Mrs. Tami Jones
Simulation Coordinator
+13083987569
tamijones@cccneb.edu

QUOTE NUMBER: Q-452769
CREDIT TERMS: 30 days
EXPIRATION DATE: 10/31/2021

BILL TO: 00004892
CENTRAL COMMUNITY COLLEGE
PO Box 4903
Grand Island NE 68802

SimMan 3G PLUS

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)
1	212-03150	SimMan 3G PLUS Medium Manikin and Accessories Includes SimMan 3G Manikin, LLEAP License, USB Headset/Microphone, Keyboard and Mouse, Consumables, Soft Sided Carry Case, 1 Year Manufacturer's Warranty.	
1	212-EDVT025P-SL	SimMan 3G PLUS Virtual Orientation for Site Designed to promote a personalized experience for a single organization Laerdal's Virtual Instructor-Led Training Orientation to SimMan 3G is developed as a beginner level course and geared towards any user who will be responsible for operating the simulator. This two-hour live instructor-led virtual training will teach you basic simulator feature sets and start-up and shut down procedures.	
1	212-P83050	Installation SimMan 3G PLUS Customer Site	
1	212-P00050EXW1	SimMan 3G PLUS Extended Warranty 1 Year Extended warranty includes materials, manufacturing or workmanship issues, return to bench service only, packaging materials for return to Laerdal, shipping costs for repairs (Ground freight from/to customer's facility).	60
1	212-B-FLPMP_AM	3G Flexible Maintenance Program Includes 1 service per year of coverage, full refurb/replacement of consumables, some bladders, pad sets, refurb of IV arm skin/veins, inspect compr/lbox, upgrade SW, cleaning, final inspection, documentation of findings/recommendations.	60
SimMan 3G PLUS TOTAL:			\$143,138.00

ITEM TOTAL : \$143,138.00
SHIPPING/HANDLING : \$369.24
TAX : \$0.00
ADDITIONAL CHARGE/CREDIT : \$0.00
TOTAL : \$143,507.24

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 5,979.47 *

Lease term 36 months: USD 3,986.31 *

Lease term 48 months: USD 2,989.73 *

* 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.

CENTRAL COMMUNITY COLLEGE
SIMMAN 3G PLUS SIMULATION UNIT
GRAND ISLAND CAMPUS, NURSING PROGRAM

This simulation unit is an upgraded model with many improvements and features. Due to COVID, simulation experiences have been important in providing learning opportunities that were not available in clinical settings. This unit gives students the opportunity to practice their critical thinking, observational, tactile and interpersonal communication skills in a simulated environment.

This is a sole source item and is the only simulation equipment available to work with our current simulation set-up.

Laerdal Medical Corporation	\$143,507.24
167 Myers Corners Road	
Wappingers Falls, NY 12590	

The amount of \$143,507.24 is proposed to be utilized through the CARE dollars funding.

The College President recommends acceptance of the purchase in the amount of \$143,507.24 for the SimMan 3G Plus simulation unit through Laerdal Medical Corporation. The total cost includes a 5 year warranty, installation, manikin, training, equipment, software, and maintenance package.