



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Lori White, Superintendent
Mitsi Corcoran, Chief Financial Officer**

FROM: Pat Black, CPPB, Director of Materials Management

**TITLE: APPROVAL TO AWARD BID #11-0030 FOR SCTI HEALTH
OCCUPATIONS MEDICAL SIMULATION AND RELATED EQUIPMENT**

Bids to provide 'SCTI Health Occupations Medical Simulation and Related Equipment' were received from ten vendors on December 7, 2010. The bid of Armstrong Medical, Laerdal Medical, Medical Device Depot, Inc., Medical Education Technologies, Inc., and Moore Medical, LLC, were the best low bids meeting the advertised specifications. Justifications for not selecting the apparent low bid are included with the bid tabulation. This bid is effective until June 30, 2011. The funds for these purchases are contained in the capital budget allocated to the rebuild project.

Requested by:
Todd Bowden

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 12-17-10

Fiscal Impact: \$1,091,838.03

Funding: Capital

Recommended Motion: That the bids of Armstrong Medical, Laerdal Medical Corporation, Medical Device Depot, Inc., Medical Education Technologies, Inc., and Moore Medical, LLC, to provide 'SCTI Health Occupations Medical Simulation and Related Equipment' in the amount of \$1,091,838.03, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
1.	METI HPS 010 or approved alternate.	1				
	Alternate brand & model bid:				Gaumard S3101 Hal	
	Alternate brand & model pricing:				\$31,345.25	\$31,345.25
	Included manufacturer's warranty:				S3101 EXW (Yr 2 & 3)	
a.	Extended warranty option A:				1 Yr Limited Warranty	
	Extended warranty option A pricing:					
b.	Extended warranty option B:				S3101 EXW (Year 2 & 3)	
	Extended warranty option B pricing:				\$3,712.50	\$3,712.50
e.	TRADE IN-(CREDIT) METI HPS Model Number 003 Human Patient Simulator. Approximate acquisition date - early 1990's.	1 Credit	\$<_____>	\$<_____>	\$<_____>	\$<_____>
2.	METI PediaSIM HPS or approved alternate.	1				
	Alternate brand & model bid:				Gaumard S3005 Pediatric 5 yr old	
	Alternate brand & model pricing:				\$20,895.25	\$20,895.25
	Included manufacturer's warranty:				S3005 EXW	
a.	Extended warranty option A:				1 Yr Limited Warranty	
	Extended warranty option A pricing:					
b.	Extended warranty option B:				S3005 EXW (Year 2 & 3)	
	Extended warranty option B pricing:				\$2,475.00	\$2,475.00
e.	TRADE IN - (CREDIT) METI PED 26 HPS 030 (Human Patient Simulator) Acquisition date - June 2000.	1 Credit	\$<_____>	\$<_____>	\$<_____>	\$<_____>
3.	Laerdal SimBaby (Item #245-05050) or approved alternate.	2				
	Alternate brand & model bid:				Gaumard S3010 Newborn Hal	
	Alternate brand & model pricing:				\$18,045.25	\$36,090.50
	Included manufacturer's warranty:				S3010 EXW	
a.	Extended warranty option A:				1 Yr Limited Warranty	
	Extended warranty option A pricing:					
b.	Extended warranty option B:				S3010 EXW (Year 2 & 3)	
	Extended warranty option B pricing:				\$2,137.50	\$4,275.00

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
			Unit Price	Total Price	Unit Price	Total Price
1.	METI HPS 010 or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
e.	TRADE IN-(CREDIT) METI HPS Model Number 003 Human Patient Simulator. Approximate acquisition date - early 1990's.	1 Credit	\$<_____>	\$<_____>	\$<_____>	\$<_____>
2.	METI PediaSIM HPS or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
e.	TRADE IN - (CREDIT) METI PED 26 HPS 030 (Human Patient Simulator) Acquisition date - June 2000.	1 Credit	\$<_____>	\$<_____>	\$<_____>	\$<_____>
3.	Laerdal SimBaby (Item #245-05050) or approved alternate.	2	\$27,395.00	\$54,790.00		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
a.	Extended warranty option A:		210-VPLUSP5 5 year w/install			
	Extended warranty option A pricing:		\$18,995.00	\$37,990.00		
b.	Extended warranty option B:		210-VPLUSP3 3 year w/install			
	Extended warranty option B pricing:		\$10,995.00	\$21,990.00		

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
		Unit Price	Total Price	Unit Price	Total Price
A. SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
1. METI HPS 010 or approved alternate.	1	\$235,450.00	\$235,450.00		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year extended			
a. Extended warranty option A:		First year HPS System warranty upgrade to premier			
Extended warranty option A pricing:		\$4,652.00	\$4,652.00		
b. Extended warranty option B:		Multi year HPS premier system warranty quoted 2 years.			
Extended warranty option B pricing:		\$13,682.00	\$27,364.00		
e. TRADE IN-(CREDIT) METI HPS Model Number 003 Human Patient Simulator. Approximate acquisition date - early 1990's.	1 Credit	\$<70,635.00>	\$<70,635.00>	\$<_____>	\$<_____>
2. METI PediaSIM HPS or approved alternate.	1	\$224,650.00	\$224,650.00		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year extended			
a. Extended warranty option A:		First year HPS System warranty upgrade to premier			
Extended warranty option A pricing:		\$4,652.00	\$4,652.00		
b. Extended warranty option B:		Multi year HPS premier system warranty quoted 2 years.			
Extended warranty option B pricing:		\$13,682.00	\$27,364.00		
e. TRADE IN - (CREDIT) METI PED 26 HPS 030 (Human Patient Simulator) Acquisition date - June 2000.	1 Credit	\$<67,395.00>	\$<67,395.00>	\$<_____>	\$<_____>
3. Laerdal SimBaby (Item #245-05050) or approved alternate.	2				
Alternate brand & model bid:		BAB-101 Meti BabySim base unit			
Alternate brand & model pricing:		\$39,500.00	\$79,000.00		
Included manufacturer's warranty:		1 year extended warranty included			
a. Extended warranty option A:		WAR-055 first year ECS system warranty upgrade to premier (2)			
Extended warranty option A pricing:		\$2,163.00	\$4,326.00		
b. Extended warranty option B:		WAR-060 multi year BabySim premier system warranty, (4) units bid			
Extended warranty option B pricing:		\$6,684.00	\$26,736.00		

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
1.	METI HPS 010 or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
e.	TRADE IN-(CREDIT) METI HPS Model Number 003 Human Patient Simulator. Approximate acquisition date - early 1990's.	1 Credit	\$<_____>	\$<_____>	\$<_____>	\$<_____>
2.	METI PediaSIM HPS or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
e.	TRADE IN - (CREDIT) METI PED 26 HPS 030 (Human Patient Simulator) Acquisition date - June 2000.	1 Credit	\$<_____>	\$<_____>	\$<_____>	\$<_____>
3.	Laerdal SimBaby (Item #245-05050) or approved alternate.	2				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
1.	METI HPS 010 or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
e.	TRADE IN-(CREDIT) METI HPS Model Number 003 Human Patient Simulator. Approximate acquisition date - early 1990's.	1 Credit	\$<_____>	\$<_____>	\$<_____>	\$<_____>
2.	METI PediaSIM HPS or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
e.	TRADE IN - (CREDIT) METI PED 26 HPS 030 (Human Patient Simulator) Acquisition date - June 2000.	1 Credit	\$<_____>	\$<_____>	\$<_____>	\$<_____>
3.	Laerdal SimBaby (Item #245-05050) or approved alternate.	2				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
4.	Laerdal SimMan 3G complete with 17" monitor, (Item #212-01101) or approved alternate.	2				
	Alternate brand & model bid:				Gaumard S3101 Hal with S3101.001	
	Alternate brand & model pricing:				\$33,440.25	\$66,880.50
	Included manufacturer's warranty:				S3101 EXW	
a.	Extended warranty option A:				1 Yr Limited Warranty	
	Extended warranty option A pricing:					
b.	Extended warranty option B:				S3101 EXW (Year 2)	
	Extended warranty option B pricing:					
c.	Extended warranty option C:				S3101 EXW (Year 3)	
	Extended warranty option C pricing:				\$3,712.50	\$7,425.00
5.	Simulation Training per day for 10-12 Health Occupation Staff on site at SCTI, see Bid Specifications for information.		\$ _____/Day	\$ _____	\$1,500.00	\$1,500.00
	Detail Training:					
						Contact Mike Graf at 305.283.8207 for training details.

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
		Unit Price	Total Price	Unit Price	Total Price
A. SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
4. Laerdal SimMan 3G complete with 17" monitor, (Item #212-01101) or approved alternate.	2	\$65,500.00	\$131,000.00		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year			
a. Extended warranty option A:		212-VPLUSP5 5 year w/install			
Extended warranty option A pricing:		\$32,995.00	\$65,990.00		
b. Extended warranty option B:		212-VPLUSP3 3 yr w/install			
Extended warranty option B pricing:		\$18,495.00	\$36,990.00		
c. Extended warranty option C:					
Extended warranty option C pricing:					
5. Simulation Training per day for 10-12 Health Occupation Staff on site at SCTI, see Bid Specifications for information.		See note:	\$ _____	\$ _____/Day	\$ _____
Detail Training:		Laerdal recommends one 2 day on site courses (10-12) for each for SimMan 3G onsite #212-90150 \$3495.00 each. For SimBaby on site #245-90150 \$3495.00 each. Laerdal recommends one teaching with scenarios VitalSim course 200-90150 \$1795.00 each on-site.			

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

ITEM & DESCRIPTION		Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
A.	SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
4.	Laerdal SimMan 3G complete with 17" monitor, (Item #212-01101) or approved alternate.	2				
	Alternate brand & model bid:		1) METI iStan base unit with 19" touch screen monitor 2) MMP-200 1 METI Man pre-hospital with 19" touch screen monitor			
	Alternate brand & model pricing:		\$70,800.00/ \$42,500.00	\$70,800.00/ \$42,500.00		
	Included manufacturer's warranty:		First year extended warranty included			
a.	Extended warranty option A:		WAR-075, First year iStan system warranty upgrade to premier			
	Extended warranty option A pricing:		\$2,625.00	\$2,625.00		
b.	Extended warranty option B:		First year MMP system warranty upgrade to premier			
	Extended warranty option B pricing:		\$1,617.00	\$1,617.00		
c.	Extended warranty option C:		1) Multi year iStan premier system warranty 2) Multi year MMP premier system warranty			
	Extended warranty option C pricing:		\$8,479.00/ \$4,815.00	\$8,479.00/ \$4,815.00		
5.	Simulation Training per day for 10-12 Health Occupation Staff on site at SCTI, see Bid Specifications for information.		\$ _____/Day	\$415.80	\$ _____/Day	\$ _____
	Detail Training:					
			Training cost for 2 days onsite for 10-12 faculty is \$7,560.00 discounted at a cost of materials only for \$415.80.			

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
4.	Laerdal SimMan 3G complete with 17" monitor, (Item #212-01101) or approved alternate.	2				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
c.	Extended warranty option C:					
	Extended warranty option C pricing:					
5.	Simulation Training per day for 10-12 Health Occupation Staff on site at SCTI, see Bid Specifications for information.		\$ _____/Day	\$ _____	\$ _____/Day	\$ _____
	Detail Training:					

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
4.	Laerdal SimMan 3G complete with 17" monitor, (Item #212-01101) or approved alternate.	2				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
c.	Extended warranty option C:					
	Extended warranty option C pricing:					
5.	Simulation Training per day for 10-12 Health Occupation Staff on site at SCTI, see Bid Specifications for information.		\$ _____/Day	\$ _____	\$ _____/Day	\$ _____
	Detail Training:					

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
6.	Laerdal Crash Kelly (Item #21154) or approved alternate.	1	\$2,274.00	\$2,274.00		
			As specified 201-10001			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
7.	Laerdal Nursing Kid VitalSim Capable Manikin (Item #350-05050) or approved alternate.	5	\$1,954.00	\$9,770.00		
			As specified P/N AA-2350X			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
a.	Extended warranty option A:		350-05050EXW Each up to 5 years			
	Extended warranty option A pricing:		\$245.00	\$1,225.00		
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
8.	Laerdal Nursing Anne VitalSim Capable Manikin (Item #325-05050) or approved alternate.	25	\$3,657.00	\$91,425.00		
			As specified AA-2320X			
	Alternate brand & model bid:				Gaumard S2000 Susie	
	Alternate brand & model pricing:				\$26,595.25	\$664,881.25
	Included manufacturer's warranty:		One year against defects in parts & workmanship		S2000 EXW	
a.	Extended warranty option A:		325-05050EXW Each 25 up to 5 yr		1 Yr Limited Warranty	
	Extended warranty option A pricing:	25	\$440.00	\$11,000.00		
b.	Extended warranty option B:				S2000 EXW (Year 2 & 3)	
	Extended warranty option B pricing:				\$3,150.00	\$78,750.00

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
			Unit Price	Total Price	Unit Price	Total Price
6.	Laerdal Crash Kelly (Item #21154) or approved alternate.	1	\$2,052.42	\$2,052.42		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
7.	Laerdal Nursing Kid VitalSim Capable Manikin (Item #350-05050) or approved alternate.	5	\$1,874.67	\$9,373.35		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
a.	Extended warranty option A:		#350-0505EXW per year per unit up to 5 years			
	Extended warranty option A pricing:		\$193.55	\$967.75		
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
8.	Laerdal Nursing Anne VitalSim Capable Manikin (Item #325-05050) or approved alternate.	25	\$3,517.08	\$87,927.00		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
a.	Extended warranty option A:		325-05050EXW 1 yr per each up to 5 years			
	Extended warranty option A pricing:	25	\$347.60	\$8,690.00		
b.	Extended warranty option B:					
	Extended warranty option B pricing:					

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
6.	Laerdal Crash Kelly (Item #21154) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
7.	Laerdal Nursing Kid VitalSim Capable Manikin (Item #350-05050) or approved alternate.	5				
	Alternate brand & model bid:		PediaSim - ECS base unit (PECS-200)			
	Alternate brand & model pricing:		\$39,500.00	\$197,500.00		
	Included manufacturer's warranty:		1 year extended warranty included			
a.	Extended warranty option A:		WAR-060 First year ECS system warranty upgrade to premier (5 units)			
	Extended warranty option A pricing:		\$2,163.00	\$10,815.00		
b.	Extended warranty option B:		Multi year ECS system warranty upgrade to premier (10 units)			
	Extended warranty option B pricing:		\$6,684.00	\$66,840.00		
8.	Laerdal Nursing Anne VitalSim Capable Manikin (Item #325-05050) or approved alternate.	25				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:	25				
b.	Extended warranty option B:					
	Extended warranty option B pricing:					

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
6.	Laerdal Crash Kelly (Item #21154) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
7.	Laerdal Nursing Kid VitalSim Capable Manikin (Item #350-05050) or approved alternate.	5				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
8.	Laerdal Nursing Anne VitalSim Capable Manikin (Item #325-05050) or approved alternate.	25				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:	25				
b.	Extended warranty option B:					
	Extended warranty option B pricing:					

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

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A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
6.	Laerdal Crash Kelly (Item #21154) or approved alternate.	1	\$2,435.63	\$2,435.63		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
7.	Laerdal Nursing Kid VitalSim Capable Manikin (Item #350-05050) or approved alternate.	5				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
b.	Extended warranty option B:					
	Extended warranty option B pricing:					
8.	Laerdal Nursing Anne VitalSim Capable Manikin (Item #325-05050) or approved alternate.	25				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:	25				
b.	Extended warranty option B:					
	Extended warranty option B pricing:					

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Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

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A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
9.	Laerdal PROMPT Birthing Simulator, Force Monitoring (Item #376-00550) or approved alternate. Alternate brand & model bid: Alternate brand & model pricing: Included manufacturer's warranty:	2				
					Gaumard S575 Noelle w/newborn	
					\$36,095.25	\$72,190.50
					S575 EXW	
10.	Laerdal Interchangeable Catheterization and Enema Task Trainer (Item #375-21001) or approved alternate. Alternate brand & model bid: Alternate brand & model pricing: Included manufacturer's warranty:	10	\$426.00	\$4,260.00		
			As specified 375-21001			
			One year against defects in parts & workmanship			
11.	Torso with neck and chin, a detachable right arm, blood reservoir bags, tubing, and a container of baby powder. Laerdal Chester Chest (Item #vt-2400) or approved alternate. Alternate brand & model bid: Alternate brand & model pricing: Included manufacturer's warranty:	1	\$616.00	\$616.00		
			As specified AA-9800			
			One year against defects in parts & workmanship			
12.	Laerdal Regulator Unit (Item #381220) or approved alternate. (For SimBaby and SimMan). Alternate brand & model bid: Alternate brand & model pricing: Included manufacturer's warranty:	1				
13.	Laerdal VitalSim (Item #200-10001) or approved alternate. (For VitalSim Nursing Anne & VitalSim Nursing Kid). Alternate brand & model bid: Alternate brand & model pricing: Included manufacturer's warranty:	30	\$2,016.00	\$60,480.00		
			As specified AA-2310			
			One year against defects in parts and workmanship			
a.	Extended warranty option A: Extended warranty option A pricing:				200-10001EXW	
			\$160.00	\$4,800.00		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
			Unit Price	Total Price	Unit Price	Total Price
	Laerdal PROMPT Birthing Simulator, Force Monitoring					
9.	(Item #376-00550) or approved alternate.	2	\$7,125.00	\$14,250.00		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
10.	Laerdal Interchangeable Catheterization and Enema Task Trainer (Item #375-21001) or approved alternate.	10	\$391.05	\$3,910.50		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
11.	Torso with neck and chin, a detachable right arm, blood reservoir bags, tubing, and a container of baby powder. Laerdal Chester Chest (Item #vt-2400) or approved alternate.	1	\$594.87	\$594.87		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
12.	Laerdal Regulator Unit (Item #381220) or approved alternate. (For SimBaby and SimMan).	1	\$862.00	\$862.00		
			*Indicated two on bid for total of \$1724.00			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
13.	Laerdal VitalSim (Item #200-10001) or approved alternate. (For VitalSim Nursing Anne & VitalSim Nursing Kid).	30	\$1,919.70	\$57,591.00		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
a.	Extended warranty option A:		200-10001EXW 1 yr per unit			
	Extended warranty option A pricing:		\$126.40	\$3,792.00		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
	Laerdal PROMPT Birthing Simulator, Force Monitoring					
9.	(Item #376-00550) or approved alternate.	2				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
10.	Laerdal Interchangeable Catheterization and Enema Task Trainer (Item #375-21001) or approved alternate.	10				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
11.	Torso with neck and chin, a detachable right arm, blood reservoir bags, tubing, and a container of baby powder. Laerdal Chester Chest (Item #vt-2400) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
12.	Laerdal Regulator Unit (Item #381220) or approved alternate. (For SimBaby and SimMan).	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
			GAS-005 Gas Accessory Kit ECS (baby and/or peccs)			
	Alternate brand & model bid:					
	Alternate brand & model pricing:		\$909.00	\$909.00		
	Included manufacturer's warranty:		Included in simulator warranty			
13.	Laerdal VitalSim (Item #200-10001) or approved alternate. (For VitalSim Nursing Anne & VitalSim Nursing Kid).	30				
	Alternate brand & model bid:		Included with METI product			
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
	SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
	Laerdal PROMPT Birthing Simulator, Force Monitoring					
9.	(Item #376-00550) or approved alternate.	2				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
10.	Laerdal Interchangeable Catheterization and Enema Task Trainer (Item #375-21001) or approved alternate.	10				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
11.	Torso with neck and chin, a detachable right arm, blood reservoir bags, tubing, and a container of baby powder. Laerdal Chester Chest (Item #vt-2400) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
12.	Laerdal Regulator Unit (Item #381220) or approved alternate. (For SimBaby and SimMan).	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
13.	Laerdal VitalSim (Item #200-10001) or approved alternate. (For VitalSim Nursing Anne & VitalSim Nursing Kid).	30				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
	Laerdal PROMPT Birthing Simulator, Force Monitoring					
9.	(Item #376-00550) or approved alternate.	2				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
10.	Laerdal Interchangeable Catheterization and Enema Task Trainer (Item #375-21001) or approved alternate.	10	\$464.06	\$4,640.60		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
11.	Torso with neck and chin, a detachable right arm, blood reservoir bags, tubing, and a container of baby powder. Laerdal Chester Chest (Item #vt-2400) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
12.	Laerdal Regulator Unit (Item #381220) or approved alternate. (For SimBaby and SimMan).	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
13.	Laerdal VitalSim (Item #200-10001) or approved alternate. (For VitalSim Nursing Anne & VitalSim Nursing Kid).	30				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
14.	Laerdal Suction Unit with Bemis Canister (Item #78002001) or approved alternate.	4	\$701.00	\$2,804.00		
			Bid as specified AE-7100 Armstrong P/N			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
15.	Gomco Portable Suction Unit (Item #AE-7700) or approved alternate.	1	\$756.00	\$756.00		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
16.	PHYSIO CONTROL LIFEPAK 15 or approved alternate.	4				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
17.	WelchAllyn Atlas Vital Signs Monitor (Item #622NP-E1) or approved alternate.	2				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					

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THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
			Unit Price	Total Price	Unit Price	Total Price
14.	Laerdal Suction Unit with Bemis Canister (Item #78002001) or approved alternate.	4	\$750.50	\$3,002.00		
	Alternate brand & model bid:				Gomco OptiVac	
	Alternate brand & model pricing:				\$696.32	\$2,785.28
	Included manufacturer's warranty:		5 years		3 year warranty	
15.	Gomco Portable Suction Unit (Item #AE-7700) or approved alternate.	1			\$695.00	\$695.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:				1 year	
16.	PHYSIO CONTROL LIFEPAK 15 or approved alternate.	4			\$12,900.00	\$51,600.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:				5 years	
17.	WelchAllyn Atlas Vital Signs Monitor (Item #622NP-E1) or approved alternate.	2			\$4,995.00	\$9,990.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:				2 years	
a.	Extended warranty option A:					

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THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
14.	Laerdal Suction Unit with Bemis Canister (Item #78002001) or approved alternate.	4				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
15.	Gomco Portable Suction Unit (Item #AE-7700) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
16.	PHYSIO CONTROL LIFEPAK 15 or approved alternate.	4			\$11,570.00	\$46,280.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					2 year
17.	WelchAllyn Atlas Vital Signs Monitor (Item #622NP-E1) or approved alternate.	2			\$4,546.40	\$9,092.80
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					

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THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
14.	Laerdal Suction Unit with Bemis Canister (Item #78002001) or approved alternate.	4				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
15.	Gomco Portable Suction Unit (Item #AE-7700) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
16.	PHYSIO CONTROL LIFEPAK 15 or approved alternate.	4			\$24,788.50	\$99,154.00
	Alternate brand & model bid:		Lifepak 12, 99400-00348E, 95713, 94309		*Quote #1-172815970 attached	
	Alternate brand & model pricing:		\$8,986.00	\$35,944.00		
	Included manufacturer's warranty:		See Attached, 1 year		1 year limited warranty	
17.	WelchAllyn Atlas Vital Signs Monitor (Item #622NP-E1) or approved alternate.	2	\$4,335.00	\$8,670.00		
	Alternate brand & model bid:		67685, 622NP-E1 (for spec)			
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		*Warranty Info: Pulse oximetry sensors, temp. probes and all external accessories - 1 year warranty; Monitors - two year warranty.			
a.	Extended warranty option A:					

REJECT

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
14.	Laerdal Suction Unit with Bemis Canister (Item #78002001) or approved alternate.	4	\$771.88	\$3,087.52		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		2 years			
15.	Gomco Portable Suction Unit (Item #AE-7700) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
16.	PHYSIO CONTROL LIFEPAK 15 or approved alternate.	4	\$16,243.75	\$64,975.00	\$16,995.00	\$67,980.00
	Alternate brand & model bid:		99577-000185 (for spec)			
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		5 years		1 year non-hospital use	
17.	WelchAllyn Atlas Vital Signs Monitor (Item #622NP-E1) or approved alternate.	2	\$5,092.50	\$10,185.00		
	Alternate brand & model bid:				Analyzer 8100EP1 W/SPO2,NIBP, ECG,HR, TEMP, CO2 AND PRINTER	
	Alternate brand & model pricing:				\$4,395.00	\$8,790.00
	Included manufacturer's warranty:		2 years			
a.	Extended warranty option A:				2 years	

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THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
18.	WelchAllyn Atlas Vital Signs Monitor 300 Series (Item #53NTP-E1) or approved alternate.	1	\$3,410.00	\$3,410.00		
			Bid as specified AD-9711			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
19.	Laerdal Portability / Power Adapter Kit (Item #381850) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
20.	Laerdal Compressor (Item #210-01150) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
21.	Laerdal Peripheral Kit, Complete (Item #210-09001) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
			Unit Price	Total Price	Unit Price	Total Price
18.	WelchAllyn Atlas Vital Signs Monitor 300 Series (Item #53NTP-E1) or approved alternate.	1			\$3,200.00	\$3,200.00
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:				2 years	
19.	Laerdal Portability / Power Adapter Kit (Item #381850) or approved alternate.	1	\$1,455.00	\$1,455.00		
			*Indicated two on bid for total of \$2,910.00			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:				1 year	
20.	Laerdal Compressor (Item #210-01150) or approved alternate.	1	\$3,300.00	\$3,300.00		
			*Indicated two on bid for total of \$6,600.00			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:				1 year	
21.	Laerdal Peripheral Kit, Complete (Item #210-09001) or approved alternate.	1	\$7,495.00	\$7,495.00		
			*Indicated two on bid for total of \$14,990.00			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:				1 year	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
18.	WelchAllyn Atlas Vital Signs Monitor 300 Series (Item #53NTP-E1) or approved alternate.	1			\$3,419.50	\$3,419.50
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:				2 year	
19.	Laerdal Portability / Power Adapter Kit (Item #381850) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
20.	Laerdal Compressor (Item #210-01150) or approved alternate.	1				
	Alternate brand & model bid:		(AIR-003) METI-In room portable air compressor			
	Alternate brand & model pricing:		\$4,872.00	\$4,872.00		
	Included manufacturer's warranty:					
21.	Laerdal Peripheral Kit, Complete (Item #210-09001) or approved alternate.	1				
	Alternate brand & model bid:		Monitor included with iStan, MMP and BabySim			
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
18.	WelchAllyn Atlas Vital Signs Monitor 300 Series (Item #53NTP-E1) or approved alternate.	1	\$3,240.00	\$3,240.00		
			76801			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		2 years			
19.	Laerdal Portability / Power Adapter Kit (Item #381850) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
20.	Laerdal Compressor (Item #210-01150) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
21.	Laerdal Peripheral Kit, Complete (Item #210-09001) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
18.	WelchAllyn Atlas Vital Signs Monitor 300 Series (Item #53NTP-E1) or approved alternate.	1	\$3,806.25	\$3,806.25		
	Alternate brand & model bid:				Criticare 506LNTP3 w/SPO2, NIBP, HR, Temp., printer	
	Alternate brand & model pricing:				\$2,348.00	\$2,348.00
	Included manufacturer's warranty:		2 years		2 years	
19.	Laerdal Portability / Power Adapter Kit (Item #381850) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
20.	Laerdal Compressor (Item #210-01150) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
21.	Laerdal Peripheral Kit, Complete (Item #210-09001) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
22.	Laerdal Advanced Video System (Item #210-08001) or approved alternate.	4				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
23.	Laerdal Transportation Case (Item #245-18050) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
24.	Laerdal BTLS Victim Injury Set (Item #275-00001) or approved alternate.	5	\$1,960.00	\$9,800.00		
			Bid as specified AA-2318			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
25.	Laerdal Fundus Skills and Assessment Module (Item #325-00450) or approved alternate.	15	\$386.00	\$5,790.00		
			Bid as specified AA-2313			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
			Unit Price	Total Price	Unit Price	Total Price
22.	Laerdal Advanced Video System (Item #210-08001) or approved alternate.	4	\$8,395.00	\$33,580.00		
			* 1008407 Installation two to one ratio cost \$1,395.00 each/\$2,790.00 total.			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
23.	Laerdal Transportation Case (Item #245-18050) or approved alternate.	1	\$1,260.00	\$1,260.00		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
24.	Laerdal BTLS Victim Injury Set (Item #275-00001) or approved alternate.	5	\$1,821.74	\$9,108.70		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			
25.	Laerdal Fundus Skills and Assessment Module (Item #325-00450) or approved alternate.	15	\$353.92	\$5,308.80		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		1 year			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
22.	Laerdal Advanced Video System (Item #210-08001) or approved alternate.	4				
	Alternate brand & model bid:		METIVision-MTV-002			
	Alternate brand & model pricing:		\$23,450.00	\$93,800.00		
	Included manufacturer's warranty:		First year extended system warranty			
a.	Extended warranty option A:		WAR-120 single year METI vision (4 units) extended system warranty			
	Extended warranty option A pricing:		\$1,575.00	\$6,300.00		
23.	Laerdal Transportation Case (Item #245-18050) or approved alternate.	1				
	Alternate brand & model bid:		CAS-007 Parker Hardened Transport Case			
	Alternate brand & model pricing:		\$1,517.00	\$1,517.00		
	Included manufacturer's warranty:		Covered under simulator warranty			
24.	Laerdal BTLS Victim Injury Set (Item #275-00001) or approved alternate.	5				
	Alternate brand & model bid:		MFX-100 METI FX base kit			
	Alternate brand & model pricing:		\$6,295.00	\$31,475.00		
	Included manufacturer's warranty:		Covered under simulator warranty			
25.	Laerdal Fundus Skills and Assessment Module (Item #325-00450) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
22.	Laerdal Advanced Video System (Item #210-08001) or approved alternate.	4				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
23.	Laerdal Transportation Case (Item #245-18050) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
24.	Laerdal BTLS Victim Injury Set (Item #275-00001) or approved alternate.	5				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
25.	Laerdal Fundus Skills and Assessment Module (Item #325-00450) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
22.	Laerdal Advanced Video System (Item #210-08001) or approved alternate.	4				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
a.	Extended warranty option A:					
	Extended warranty option A pricing:					
23.	Hard case for peripherals, (not including compressor) for SimBaby or SimMan 3G. Laerdal Transportation Case (Item #245-18050) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
24.	Laerdal BTLS Victim Injury Set (Item #275-00001) or approved alternate.	5				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
25.	Laerdal Fundus Skills and Assessment Module (Item #325-00450) or approved alternate.	15				
	Alternate brand & model bid:		Laerdal 375-22507			
	Alternate brand & model pricing:		\$825.00	\$12,375.00		
	Included manufacturer's warranty:		1 year			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
26.	Laerdal Breast Exam Module (Item #325-00750) or approved alternate.	15	\$532.00	\$7,980.00		
			Bid as specified AA-2311			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
27.	Laerdal Mastectomy Module (Item #325-00650) or approved alternate.	15	\$386.00	\$5,790.00		
			Bid as specified AA-2312			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
28.	Laerdal Wound Care Assessment Set (Female) (Item #325-00550) or approved alternate.	15	\$1,473.00	\$22,095.00		
			Bid as specified AA-2314			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
29.	Laerdal Wound Care Assessment Set (Male) (Item #325-01050) or approved alternate.	10	\$1,411.00	\$14,110.00		
			Bid as specified AA-2316			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts & workmanship			
30.	Laerdal Trauma Modules (Item #276-10001) or approved alternate.	10	\$961.00	\$9,610.00		
			Bid as specified AA-2319			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:		One year against defects in parts &			

REJECT

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
		Unit Price	Total Price	Unit Price	Total Price
A. SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
26. Laerdal Breast Exam Module (Item #325-00750) or approved alternate.	15	\$490.59	\$7,358.85		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:					
27. Laerdal Mastectomy Module (Item #325-00650) or approved alternate.	15	\$353.92	\$5,308.80		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year			
28. Laerdal Wound Care Assessment Set (Female) (Item #325-00550) or approved alternate.	15	\$1,369.07	\$20,536.05		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year			
29. Laerdal Wound Care Assessment Set (Male) (Item #325-01050) or approved alternate.	10	\$291.51	\$2,915.10		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year			
30. Laerdal Trauma Modules (Item #276-10001) or approved alternate.	10	\$891.12	\$8,911.20		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year			

REJECT

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
26.	Laerdal Breast Exam Module (Item #325-00750) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
27.	Laerdal Mastectomy Module (Item #325-00650) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
28.	Laerdal Wound Care Assessment Set (Female) (Item #325-00550) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
29.	Laerdal Wound Care Assessment Set (Male) (Item #325-01050) or approved alternate.	10				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
			REJECT			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
30.	Laerdal Trauma Modules (Item #276-10001) or approved alternate.	10				
	Alternate brand & model bid:		Some items included with METI FX			
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
26.	Laerdal Breast Exam Module (Item #325-00750) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
27.	Laerdal Mastectomy Module (Item #325-00650) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
28.	Laerdal Wound Care Assessment Set (Female) (Item #325-00550) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
29.	Laerdal Wound Care Assessment Set (Male) (Item #325-01050) or approved alternate.	10				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
30.	Laerdal Trauma Modules (Item #276-10001) or approved alternate.	10				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

REJECT

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
26.	Laerdal Breast Exam Module (Item #325-00750) or approved alternate.	15	\$584.06	\$8,760.90		
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
27.	Laerdal Mastectomy Module (Item #325-00650) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
28.	Laerdal Wound Care Assessment Set (Female) (Item #325-00550) or approved alternate.	15				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
29.	Laerdal Wound Care Assessment Set (Male) (Item #325-01050) or approved alternate.	10				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
			REJECT			
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
30.	Laerdal Trauma Modules (Item #276-10001) or approved alternate.	10				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
		Unit Price	Total Price	Unit Price	Total Price
A. SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
B. SCENARIOS					
31. Laerdal Emergency Preparedness Scenarios - Terrorism for SimMan (Item #211-17101) or approved alternate.	1				
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:					
32. Laerdal ACLS SimMan Scenarios (Item # 80-1459) or approved alternate.	1				
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:					
33. Laerdal PALS Scenarios (Item # 80-1497) or approved alternate.	1				
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:					
34. Laerdal First 5 Minutes Curriculum & Participate Pack Complete (Item #210-94050 & Item #210-94850) or approved alternate.	1				
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:					
35. Laerdal Rapid Response Team Training Curriculum Complete Package (Item #210-93050 & Item #210-93550) or approved alternate.	1				
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
		Unit Price	Total Price	Unit Price	Total Price
A. SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
B. SCENARIOS					
31. Laerdal Emergency Preparedness Scenarios - Terrorism for SimMan (Item #211-17101) or approved alternate.	1	\$4,250.00	\$4,250.00		
Alternate brand & model bid:		200-18201 CD only-see quote that follows.			
Alternate brand & model pricing:		\$1,875.00	\$1,875.00		
Included manufacturer's warranty:		1 year			
32. Laerdal ACLS SimMan Scenarios (Item # 80-1459) or approved alternate.	1	\$4,194.00	\$4,194.00		
Alternate brand & model bid:		80-18527 CD only			
Alternate brand & model pricing:		\$2,097.00	\$2,097.00		
Included manufacturer's warranty:		1 year			
33. Laerdal PALS Scenarios (Item # 80-1497) or approved alternate.	1	\$3,750.00	\$3,750.00		
Alternate brand & model bid:		80-1532 CD only			
Alternate brand & model pricing:		\$1,875.00	\$1,875.00		
Included manufacturer's warranty:		1 year			
34. Laerdal First 5 Minutes Curriculum & Participate Pack Complete (Item #210-94050 & Item #210-94850) or approved alternate.	1	\$2,645.00/ \$350.00	\$2,645.00/ \$350.00		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year			
35. Laerdal Rapid Response Team Training Curriculum Complete Package (Item #210-93050 & Item #210-93550) or approved alternate.	1	\$4,645.00/ \$350.00	\$4,645.00/ \$350.00		
Alternate brand & model bid:					
Alternate brand & model pricing:					
Included manufacturer's warranty:		1 year			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
		Unit Price	Total Price	Unit Price	Total Price
A. SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
B. SCENARIOS					
31. Laerdal Emergency Preparedness Scenarios - Terrorism for SimMan (Item #211-17101) or approved alternate.	1				
Alternate brand & model bid:		Disaster medical Readiness (DMR) EDU-136			
Alternate brand & model pricing:		\$10,500.00	\$10,500.00		
Included manufacturer's warranty:		Covered under simulator warranty			
32. Laerdal ACLS SimMan Scenarios (Item # 80-1459) or approved alternate.	1				
Alternate brand & model bid:		ACLS Learning Module Muse iStan EDU-137			
Alternate brand & model pricing:		\$3,150.00	\$3,150.00		
Included manufacturer's warranty:		Covered under simulator warranty			
33. Laerdal PALS Scenarios (Item # 80-1497) or approved alternate.	1				
Alternate brand & model bid:		EDU-028 Infant emergencies learning module			
Alternate brand & model pricing:		\$2,650.00	\$2,650.00		
Included manufacturer's warranty:		covered under simulator warranty			
34. Laerdal First 5 Minutes Curriculum & Participate Pack Complete (Item #210-94050 & Item #210-94850) or approved alternate.	1				
Alternate brand & model bid:		EDU-049 and EDU-053 emergency medical services module 1 & 2			
Alternate brand & model pricing:		\$6,300.00	\$6,300.00		
Included manufacturer's warranty:					
35. Laerdal Rapid Response Team Training Curriculum Complete Package (Item #210-93050 & Item #210-93550) or approved alternate.	1				
Alternate brand & model bid:		Rapid Response & Intervention learning module			
Alternate brand & model pricing:		\$3,150.00	\$3,150.00		
Included manufacturer's warranty:		Covered under simulator warranty			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
A.	SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT					
B.	SCENARIOS					
31.	Laerdal Emergency Preparedness Scenarios - Terrorism for SimMan (Item #211-17101) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
32.	Laerdal ACLS SimMan Scenarios (Item # 80-1459) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
33.	Laerdal PALS Scenarios (Item # 80-1497) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
34.	Laerdal First 5 Minutes Curriculum & Participate Pack Complete (Item #210-94050 & Item #210-94850) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
35.	Laerdal Rapid Response Team Training Curriculum Complete Package (Item #210-93050 & Item #210-93550) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
B.	SCENARIOS					
31.	Laerdal Emergency Preparedness Scenarios - Terrorism for SimMan (Item #211-17101) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
32.	Laerdal ACLS SimMan Scenarios (Item # 80-1459) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
33.	Laerdal PALS Scenarios (Item # 80-1497) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
34.	Laerdal First 5 Minutes Curriculum & Participate Pack Complete (Item #210-94050 & Item #210-94850) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
35.	Laerdal Rapid Response Team Training Curriculum Complete Package (Item #210-93050 & Item #210-93550) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
36.	Laerdal NLN Simulation in Nursing Education Volume I VitalSim Scenarios (Item #200-17001) or approved alternate.	1	\$3,000.00	\$3,000.00		
			Bid as specified 200-17001			
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
37.	Laerdal Simulation in Nursing Education (NLN) Volume 1 SimMan 3G (Item # 212-17001) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
38.	Laerdal NLN Simulation in Nursing Education Volume 2 SimMan 3G Scenarios (Item #211-17301) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
EXCHANGE						
39.	The Health Occupations area of SCTI includes two 40-student and two 25-student classrooms, four simulator labs, two nursing labs, and one conference center. SCTI also has two storefront locations on campus available to outside organizations. These areas are available to the Contractor in exchange for a pricing discount on product. After award, all schedules for the use of these areas will need to be arranged with the authorized representative of SCTI.	REJECT	\$ _____ or _____% discount off total award in exchange for use of Health Occupations facilities		\$ _____ or _____% discount off total award in exchange for use of Health Occupations facilities	
	Indicate below the expectations of the vendor regarding the use of the Health Occupations facilities in exchange for a discount off total award.					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Laerdal Medical Corporation		Medical Device Depot	
			Unit Price	Total Price	Unit Price	Total Price
36.	Laerdal NLN Simulation in Nursing Education Volume I VitalSim Scenarios (Item #200-17001) or approved alternate.	1	\$2,370.00	\$2,370.00		
	Alternate brand & model bid:		200-17101 CD only (24 each)			
	Alternate brand & model pricing:		\$1,185.00	\$1,185.00		
	Included manufacturer's warranty:		1 year			
37.	Laerdal Simulation in Nursing Education (NLN) Volume 1 SimMan 3G (Item # 212-17001) or approved alternate.	1	\$4,000.00	\$4,000.00		
	Alternate brand & model bid:		212-18001 CD only			
	Alternate brand & model pricing:		\$2,000.00	\$2,000.00		
	Included manufacturer's warranty:		1 year			
38.	Laerdal NLN Simulation in Nursing Education Volume 2 SimMan 3G Scenarios (Item #211-17301) or approved alternate.	1	\$3,500.00	\$3,500.00		
	Alternate brand & model bid:		211-18301 CD only			
	Alternate brand & model pricing:		\$1,500.00	\$1,500.00		
	Included manufacturer's warranty:		1 year			
EXCHANGE						
39.	The Health Occupations area of SCTI includes two 40-student and two 25-student classrooms, four simulator labs, two nursing labs, and one conference center. SCTI also has two storefront locations on campus available to outside organizations. These areas are available to the Contractor in exchange for a pricing discount on product. After award, all schedules for the use of these areas will need to be arranged with the authorized representative of SCTI.	REJECT	\$ _____ or _____%	discount off total award in exchange for use of Health Occupations facilities	\$ _____ or _____%	discount off total award in exchange for use of Health Occupations facilities
	Indicate below the expectations of the vendor regarding the use of the Health Occupations facilities in exchange for a discount off total award.			Laerdal does not discount in this manner but does look forward to partnering on a case-by-case basis.		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
36.	Laerdal NLN Simulation in Nursing Education Volume I VitalSim Scenarios (Item #200-17001) or approved alternate.	1				
	Alternate brand & model bid:		EDU-009 METI program for nursing PNCI curriculum integration			
	Alternate brand & model pricing:		\$31,800.00	\$31,800.00		
	Included manufacturer's warranty:		Covered under simulator warranty			
37.	Laerdal Simulation in Nursing Education (NLN) Volume 1 SimMan 3G (Item # 212-17001) or approved alternate.	1				
	Alternate brand & model bid:		Note: included with PNCI learning			
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
38.	Laerdal NLN Simulation in Nursing Education Volume 2 SimMan 3G Scenarios (Item #211-17301) or approved alternate.	1				
	Alternate brand & model bid:		SFW-011 PNCI-additional software licenses			
	Alternate brand & model pricing:		\$3,540.00	\$3,540.00		
	Included manufacturer's warranty:		Covered under simulator warranty			
EXCHANGE						
39.	The Health Occupations area of SCTI includes two 40-student and two 25-student classrooms, four simulator labs, two nursing labs, and one conference center. SCTI also has two storefront locations on campus available to outside organizations. These areas are available to the Contractor in exchange for a pricing discount on product. After award, all schedules for the use of these areas will need to be arranged with the authorized representative of SCTI.	REJECT	*\$ <6,109.00>		\$ _____ or	
	Indicate below the expectations of the vendor regarding the use of the Health Occupations facilities in exchange for a discount off total award.		_____ % discount off total award in exchange for use of Health Occupations facilities		_____ % discount off total award in exchange for use of Health Occupations facilities	
			This figure represents an additional 10% discount on all Educational Learning Modules, items 31-38, METI man and iStan in exchange for sharing space at the SCTI campus.			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
36.	Laerdal NLN Simulation in Nursing Education Volume I VitalSim Scenarios (Item #200-17001) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
37.	Laerdal Simulation in Nursing Education (NLN) Volume 1 SimMan 3G (Item # 212-17001) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
38.	Laerdal NLN Simulation in Nursing Education Volume 2 SimMan 3G Scenarios (Item #211-17301) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
EXCHANGE						
39.	The Health Occupations area of SCTI includes two 40-student and two 25-student classrooms, four simulator labs, two nursing labs, and one conference center. SCTI also has two storefront locations on campus available to outside organizations. These areas are available to the Contractor in exchange for a pricing discount on product. After award, all schedules for the use of these areas will need to be arranged with the authorized representative of SCTI.	REJECT	\$ _____ or _____%	discount off total award in exchange for use of Health Occupations facilities	\$ _____ or _____%	discount off total award in exchange for use of Health Occupations facilities
	Indicate below the expectations of the vendor regarding the use of the Health Occupations facilities in exchange for a discount off total award.					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	School Health Corporation		World Medical Equipment	
			Unit Price	Total Price	Unit Price	Total Price
36.	Laerdal NLN Simulation in Nursing Education Volume I VitalSim Scenarios (Item #200-17001) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
37.	Laerdal Simulation in Nursing Education (NLN) Volume 1 SimMan 3G (Item # 212-17001) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
38.	Laerdal NLN Simulation in Nursing Education Volume 2 SimMan 3G Scenarios (Item #211-17301) or approved alternate.	1				
	Alternate brand & model bid:					
	Alternate brand & model pricing:					
	Included manufacturer's warranty:					
EXCHANGE						
39.	The Health Occupations area of SCTI includes two 40-student and two 25-student classrooms, four simulator labs, two nursing labs, and one conference center. SCTI also has two storefront locations on campus available to outside organizations. These areas are available to the Contractor in exchange for a pricing discount on product. After award, all schedules for the use of these areas will need to be arranged with the authorized representative of SCTI.	REJECT	\$ _____ or _____%	discount off total award in exchange for use of Health Occupations facilities	\$ _____ or _____%	discount off total award in exchange for use of Health Occupations facilities
	Indicate below the expectations of the vendor regarding the use of the Health Occupations facilities in exchange for a discount off total award.					

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Armstrong Medical		Gaumard Scientific	
			Unit Price	Total Price	Unit Price	Total Price
	Notes:					
	Contact Name:		Beth Patton		Peter Eggert	
	Address:		575 Knightsbridge Parkway		14700 SW 136th St.	
	City, State, Zip:		Lincolnshire, IL 60069		Miami, FL 33196	
	Telephone:		800.323.4220		305.971.3790	
	Fax:		847.913.0138		305.667.6085	
	Federal I.D. #:		362592084		591150440	
	E-Mail:		bids@armstrongmedical.com		annette@gaumard.com	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

ITEM & DESCRIPTION		Laerdal Medical Corporation		Medical Device Depot	
		Unit Price	Total Price	Unit Price	Total Price
A.	SIMULATORS, WARRANTIES, AND RELATED EQUIPMENT	Each			
			<p>Shipping and handling for this bid \$2,643.94 - cost is based on the weight of each purchase order.</p> <p>_____</p> <p>Please note, full installation and in-service for all VitalSim Manikins to be performed by a Territory Manager at "0" dollars (this equals to approx. \$22,000 value). Items #31, 32, 33, - 36, 37, 38. Scenarios are licensed to individual simulators - one set of software is needed for each simulator purchase - initial scenario purchase includes one full box set with teaching tools. If after the initial purchase you would like to access scenarios on additional simulators, you may purchase a license only CD package at a reduced cost noted above.</p>		
	Notes:				
	Contact Name:		Catherine A. Masten		John Glaustein
	Address:		167 Myers Corners Road		3230 Bethany Lane, Suite 8
	City, State, Zip:		Wappingers Falls, NY 12590		Ellicott City, MD 21042
	Telephone:		845.297.7770 x3692		877.646.3300
	Fax:		800.266.4359		410.505.4567
	Federal I.D. #:		132587752		260222502
	E-Mail:		catherine.masten@laerdal.com		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Medical Education Technologies, Inc.		Medical Shipment LLC	
			Unit Price	Total Price	Unit Price	Total Price
	Notes:					
	Contact Name:		Cheryl Askins		Shawn O'Donnell	
	Address:		6300 Edgelake Drive		838 S. Arthur Avenue	
	City, State, Zip:		Sarasota, FL 34240		Arlington Heights, IL 60005	
	Telephone:		941.377.5562		847.207.2626	
	Fax:		941.379.1669		847.506.0524	
	Federal I.D. #:		223437089		271508826	
	E-Mail:				shawn@medicalshipment.com	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for SCTI - Health Occupations - Medical Simulation and Related Equipment - Bid #11-0030

Bid Opening: December 7, 2010 - 1:30 p.m.

A.	ITEM & DESCRIPTION	Each	Moore Medical LLC		Physio-Control, Inc.	
			Unit Price	Total Price	Unit Price	Total Price
	Notes:					
	Contact Name:		Sandra Wollschlager		Daniel Finney	
	Address:		1690 New Britain Avenue		11811 Willows Road NE	
	City, State, Zip:		Farmington, CT 06032		Redmond, WA 98052-2003	
	Telephone:		800.234.1464		800.442.1142	
	Fax:		877.354.5916		800.772.3340	
	Federal I.D. #:		202016702		910697691	
	E-Mail:		smosley@mooremedical.com		rs.physiocontracts-south@medtronic.com	

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
SCTI - HEALTH OCCUPATIONS - MEDICAL SIMULATION AND RELATED EQUIPMENT BID #11-0030
JUSTIFICATION TO OTHER THAN LOW BID

ITEM #	BIDDER	JUSTIFICATION
1	Gaumard Scientific	Gaumard simulates gas analysis vs. real-time gas analysis. Unit does not respond to medicine administration. Vendor bid a tetherless simulation vs. a tethered model. Unable to evaluate interface with anesthesia, drug recognition system, CO ² detection, with information included. Manikin is not linked to physiological changes. Vendor bid a limited warranty. Detailed specifications are not included to enable a line by line comparison on other features.
2	Gaumard Scientific	Gaumard simulates gas analysis vs. real-time gas analysis. Unit does not respond to medicine administration. Vendor bid a tetherless simulation vs. a tethered model. Unable to evaluate interface with anesthesia, drug recognition system, CO ² detection, with information included. Manikin is not linked to physiological changes. Vendor bid a limited warranty. Detailed specifications are not included to enable a line by line comparison on other features.
3	Gaumard Scientific	Gaumard simulates gas analysis vs. real-time gas analysis. Unit does not respond to medicine administration. Vendor bid a tetherless simulation vs. a tethered model. Unable to evaluate interface with anesthesia, drug recognition system, CO ² detection, with information included. Manikin is not linked to physiological changes. Vendor bid a limited warranty. Detailed specifications are not included to enable a line by line comparison on other features.
4	Gaumard Scientific	Gaumard real-time gas analysis is undetermined. Unit does not respond to medicine administration. Unable to evaluate interface with anesthesia, drug recognition system, CO ² detection, with information included. Manikin is not linked to physiological changes. Vendor bid a limited warranty and extended to only 3 years vs. 5 years. Detailed specifications are not included to enable a line by line comparison on other features.
	METI	Vendor's alternate MMP 200I cannot perform a sternal IO, does not have realistic skin, does not have drug recognition, does not have diaphoresis, does not allow for various modes of ventilation, and does not interface with real clinical monitors. Vendor's alternate iStan does not have medication automatic drug recognition, does not have seizures or fasciculation, does not have simulation of bleeding with automatic response, does not have CO ² exhalation, does not have a interchangeable battery supply, does not allow for retrograde intubation, and does not allow the control of multiple manikins with one interface vs. specifications indicated for the SIM Man 3G. The Laerdal scenarios will not operate with METI products.
5	Gaumard Scientific	Simulation equipment and training awarded to Laerdal and METI for items #1-4.
13	METI	Vendor does not have a VitalSim™ unit to operate the Laerdal awarded VitalSim™ manikins.
14	Medical Device Depot	Detailed specifications were not included as required in bid specifications.
16		Reject item, unclear specifications on bid. SCTI requires a 12-lead capable defibulator vs. the 3-lead defibulator per bid specifications.
18	World Medical Equipment	Vendor bid a unit that does not have EKG/ECG capabilities.
21	METI	iStan, MMP, and Baby Sim not recommended for award for items #3 and #4.
29		Reject item, incorrect item number requested on bid.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
 SCTI - HEALTH OCCUPATIONS - MEDICAL SIMULATION AND RELATED EQUIPMENT BID #11-0030
 JUSTIFICATION TO OTHER THAN LOW BID

ITEM #	BIDDER	JUSTIFICATION
30	METI	METI modules do not operate with the recommended Laerdal VitalSim™ manikins items #7 and #8.
33	METI	METI modules do not operate with the recommended Laerdal VitalSim™ manikins items #7 and #8.
35	METI	METI modules do not operate with the recommended Laerdal VitalSim™ manikins items #7 and #8.
39	METI	Upon clarification the \$6,109.00 amount offered by METI, is based on a 10% discount off learning modules (item #31-38). These items are recommended for award to Laerdal; as a result the discount offered by METI would be \$0 dollars.