



Sole Source Announcement

The Pensacola State College Purchasing Department intends to make a purchase which has been determined to qualify as a "Sole Source" purchase. The purpose of this "Notice of Intent to Award" is to publicly announce the College's intent to award a Sole Source Contract for a specific service, construction or item of tangible personal property.

Any vendor who does not agree that the service, construction or item of tangible personal property is available only from the contractor determined to be a sole source may protest the "Notice of Intent to Award" by contacting the Purchasing Department within seven (7) calendar days of the date this Notice is posted. Your protest must be in writing and describe the basis for the protest. Please submit your protest, to purchasing@pensacolastate.edu and include the words "PROTEST OF NOTICE OF INTENT TO AWARD SOLE SOURCE CONTRACT" (reference the contractor's name that is subject of your protest) and your company name on the subject line.

**PENSACOLA STATE
COLLEGE**

Sole Source Justification

Under the guidelines of Florida State Board of Education Administrative Rules, Chapter 6A-14.0734, the following information is submitted in support of a request to purchase goods/and or services without using competitive procedures. This sole source certification will become a public document, open to public inspection; therefore, you should be certain all material facts are true, relevant, and clearly understandable.

REQUESTING DEPARTMENT: Health Sciences/Nursing		CAMPUS: Warrington
ORIGINATING COST CENTER: 1-12301-12-0000		GRANT COST CENTER (IF APPLICABLE)
REQUISITION NUMBER:	ITEM DESCRIPTION: Specialized Mannequins (Quotes Attached)	PRICE: \$109,688.00

SUGGESTED VENDOR: Echo Healthcare
VENDOR'S ADDRESS: 6407 Parkland Drive, Sarasota, FL 34243
VENDOR'S PHONE#: amiller@echosimulation.com CONTACT PERSON: Amanda Miller

SOLE SOURCE JUSTIFICATION: State why this is the only item which will fulfill your needs.
(If product/service is only offered by a single supplier, attach written statement of such from supplier).

Lifecast Body Simulation products are a unique mixture of silicones and proprietary mixtures that create the most realistic looking and feeling medical training simulators and manikins in the world. The processes and design of the Lifecast product line are unique to Lifecast, and are not replicated anywhere else in the world. Echo Healthcare manufactures, prepares and ships these products from our facility in Sarasota Florida. Lifecast products are the most realistic training aids available, allowing for real movement, advanced airway procedures (supraglottic, as well as ETT and mechanical ventilation), and IO access with fluid output. The products are based on actual scans of human bodies, including internal airway anatomy. Echo Healthcare proudly represents, and is the exclusive licensor, manufacturer and distributor of Lifecast Body Simulation products throughout the world. Echo Healthcare offers a unique one-of-a-kind service plan (MeLiSA) to service them throughout the Americas.

LIST COMPETITORS AND OTHER RESOURCES CONTACTED TO FIND COMPETITION:

VENDOR# 1:	TELEPHONE:
VENDOR# 2:	TELEPHONE:
VENDOR# 3:	TELEPHONE:

IF PRODUCT/SERVICE IS AVAILABLE FROM MORE THAN ONE VENDOR, WHY IS IT NOT FEASIBLE TO BID THE PRODUCT/SERVICE? (BRIEFLY EXPLAIN):

I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief and the user and / or undersigned does not have a financial interest in the above named vendor.

REQUESTOR NAME (PRINT): Mitzie L. Sowell	REQUESTOR TITLE: Department Head, Health Sciences
REQUESTOR SIGNATURE: <i>Mitzie L. Sowell</i>	DATE: 4/11/2022

ALL SUPPORTING DOCUMENTATION MUST BE ATTACHED

REQUIRED APPROVALS


DIRECTOR OF PURCHASING & AUXILIARY SERVICES


VICE PRESIDENT OF BUSINESS AFFAIRS (IF APPLICABLE)



Echo Healthcare
6408 Parkland Drive, Unit 103
Sarasota, FL 34243
info@echosimulation.com

May 10, 2021

To whom it may concern,

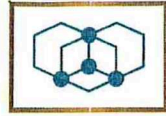
This letter represents sole source documentation for the Lifecast Body Simulation product line from our company, Echo Healthcare. Lifecast Body Simulation products are a unique mixture of silicones and proprietary mixtures that create the most realistic looking and feeling medical training simulators and manikins in the world. The processes and design of the Lifecast product line are unique to Lifecast, and are not replicated anywhere else in the world. Echo Healthcare manufactures, prepares and ships these products from our facility in Sarasota Florida. Lifecast products are the most realistic training aids available, allowing for real movement, advanced airway procedures (supraglottic, as well as ETT and mechanical ventilation), and IO access with fluid output. The products are based on actual scans of human bodies, including internal airway anatomy.

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We appreciate your institution's desire to train health care students utilizing the latest technology from our company.

Sincerely,

Kevin King , CEO



Echo Healthcare
INNOVATION SIMULATION EDUCATION

June 16, 2021

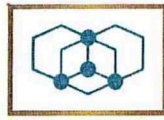
To Whom It May Concern:

Echo Healthcare is the North American distributor for iSimulate, allowing for the unique combination of iSimulate products with Echo Healthcare products. Echo Healthcare represents a unique bundle with iSimulate partnered with other Echo Healthcare solutions throughout North America, including Lifecast Body Simulation and MeLiSA.

iSimulate is the sole source provider for ALSi, CTGi, AURiS, and REALITi which provide economical, highly advanced and realistic patient condition simulation packages. ALSi, CTGi, AURiS, and REALITi cannot be purchased through any other vendor and there are no other similar products available on the market. These products are developed and owned by iSimulate.

ALSi represents the latest advancement in medical simulation technology. It is so easy to use that you can be up and running in less than two minutes and can act as a fully featured multi parameter monitor, AED, and defibrillator. The simple setup makes it great for situational training. ALSi provides a super realistic simulation experience, enabling hi-fidelity simulation even in low fidelity situations.

CTGi provides a realistic fetal heart rate monitor package with real time cardio- tocography simulation technology. CTGi gives facilitators a great tool for training and students an incredibly realistic platform to learn from. CTGi offers obstetric simulation as



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you have never seen it before, built off technology you use every day.

AURiS allows heart, lung, and bowel sounds to be simulated using just a training stethoscope and an iOS device. AURiS is easy to use and allows training to be conducted in a variety of different environments.

REALITi is a simulation ecosystem that integrates live wireless video streaming, live voting, dynamic 12 lead ECGs, mimics proprietary monitors and defibrillators, such as Zoll X series, LP15 and GE Carescape and can grow/adapt with you simulation needs.

iSimulate is able to achieve this by utilizing current technology enabling customers to have access to highly advanced simulation technology without having to worry about the typically associated costs.

The gesture based control panel is built to provide advanced functionality without the complexity of traditional systems. iSimulate uses the best of mobile technology to provide a seamless user experience from start to finish.

Sincerely,

Kevin King
CEO, Echo Healthcare