

**MASTER AGREEMENT #102325****CATEGORY: Public Safety Training and Simulation Equipment and Technology****SUPPLIER: Laerdal Medical Corporation**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Laerdal Medical Corporation, 167 Myers Corners Road, Wappingers Falls, NY 12590 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on February 13, 2030, unless it is cancelled or extended as defined in this Agreement.
1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #102325 to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Public Safety Training and Simulation Equipment and Technology, including but not limited to:
 - a. Facilities, structures (fixed or mobile);
 - b. Equipment, props, supplies, rentals, and consumables;
 - c. Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment;
 - d. Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies; and,
 - e. Services, equipment, and software directly related to the offering of the solutions described in Sections 1. a. – d. above, including design, installation, maintenance, repair, training, integration, support, and customization.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

- a. **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- b. **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- c. **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

- a. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

- b. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- c. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.
- d. **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to

Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

- e. **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.
- f. **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.
- g. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).
- h. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- i. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

- j. **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- k. **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- l. **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- m. **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- n. **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- o. **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- p. **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcwell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcwell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

- r. **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.
- s. **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.
- t. **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

**Article 2:
Sourcewell and Supplier Obligations**

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
 - Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action from third parties, including attorneys' fees incurred by Sourcewell, arising out of any willful act or omission in the performance of this

Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses

paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3:

Supplier Obligations to Participating Entities

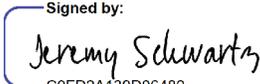
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

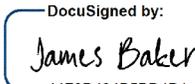
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

- 4) **Ordering Process and Payment.** Supplier’s ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier’s standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Laerdal Medical Corporation

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 2/12/2026 | 8:09 AM CST

DocuSigned by:

 44F0D494B5BD4D1...
 By: _____
 James Baker
 Title: Lead Contract Specialist
 Date: 2/12/2026 | 2:36 PM CET

RFP 102325 - Public Safety Training and Simulation Equipment and Technology

Vendor Details

Company Name: Laerdal Medical Corporation
Does your company conduct business under any other name? If yes, please state: NY
Address: 167 Myers Corners Road
Wappingers Falls, NY 12590
Contact: James Baker
Email: james.baker@laerdal.com
Phone: 845-217-1040 1033
Fax: 800-266-4359
HST#: 132587752

Submission Details

Created On: Thursday September 04, 2025 08:00:39
Submitted On: Tuesday October 21, 2025 14:53:33
Submitted By: James Baker
Email: james.baker@laerdal.com
Transaction #: 32bb9f3e-472e-49fc-9aac-e972eac5dbd0
Submitter's IP Address: 147.243.65.237

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Laerdal Medical Corporation
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	As well as a provider of its own manufactured products, Laerdal is an authorized seller of equipment manufactured by IngMar, Vata, Limbs and Things, Sim-X, SonoSim, Wolters Kluwer, and select third party computers/peripherals that are specially programmed and selected to work in tandem with Laerdal products from such manufacturers as HP, Dell, Logitech, etc. Laerdal also partners with RQIP in delivering CPR licenses and certifications.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Cage Code - 63783 UEI - CLZKN2N6KX41
5	Provide your NAICS code applicable to Solutions proposed.	339113
6	Proposer Physical Address:	Laerdal Medical Corporation 167 Myers Corners Road Wappingers Falls NY 12590
7	Proposer website address (or addresses):	www.laerdal.com
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	James Baker Lead Contract Specialist 167 Myers Corners Road Wappingers Falls NY 12590 james.baker@laerdal.com 845-296-6693
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	James Baker Lead Contract Specialist 167 Myers Corners Road Wappingers Falls NY 12590 james.baker@laerdal.com 845-296-6693
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Sara Perpetua Contract Specialist III 167 Myers Corners Road Wappingers Falls NY 12590 sara.perpetua@laerdal.com 845-296-6705

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

Line Item	Question	Response *

11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Our mission at Laerdal is helping save lives. We pursue that mission by bringing you the best-in-class in patient simulators, pre-programmed scenarios, simulation learning management systems, and services to enhance your ability to optimize provider skills. We hold ourselves accountable in this area through a current goal of contributing to helping save one million lives globally every year by 2030. We measure our performance by using client feedback, data provided by professional organizations, and through key performance indicators.</p> <p>Our history starts in war-torn Norway in 1940 where our founder, Asmund S. Laerdal, decided to make a difference - a difference in the lives of children by making toys. These included children's dolls. In the late 1950's, Dr. Bjorn Lind and Dr. Peter Safar approached Asmund Laerdal to see if he could produce a life-size doll for resuscitation training. Asmund Laerdal saw the chance to make a difference once again and thus Laerdal introduced the famous Resusci Anne® manikin. It's estimated that 2 million lives have been saved as result.</p> <p>Having grown into patient simulation Laerdal is keen helping clients use simulation to address one of the foremost issues in healthcare, preventable medical error. It is estimated that 250,000 lives are lost annually in the U.S. alone due to preventable medical error. Related to that statistic are as many as 1.3 million cases of medication error annually in the U.S., 722,000 cases of healthcare acquired infection, 360,000 adverse obstetric events, and now the rise of inequities in healthcare impacting especially black American women. All these areas are areas where we want to bring simulation to make a difference.</p> <p>To ensure that we remain connected to the organizations that influence trends in healthcare we maintain a strong network of partnerships and affiliations with the scientific and healthcare community. These include the American Heart Association; American Academy of Pediatrics; Jhpiego - an affiliate of Johns Hopkins University; the British Heart Foundation; the National League of Nursing; the Stavanger Acute Medicine Foundation for Education and Research; the Global Resuscitation Alliance; SonoSim Ultrasound Training Solutions; Mentice; IngMar Medical; Limbs & Things; Wolters Kluwer.</p> <p>Headquartered in Stavanger, Norway, Laerdal is a global company. The benefit is that our locations learn from each other and exchange the best in product and service ideas to benefit you. In addition to Stavanger our locations include New York, Texas, Washington, France, Sweden, Finland, Denmark, Germany, Italy, Spain, The Netherlands, UK, Japan, Hong Kong, Canada, Korea, Beijing, Hangzhou, Malaysia, Singapore, Mexico, Australia. These locations are areas of central activity including production, design, and development, in addition to sales and service.</p>
12	What are your company's expectations in the event of an award?	In the event of an award, Laerdal intends to fully leverage a Sourcewell contract, utilizing the membership roster provided and extending the Sourcewell contract benefits to as many eligible Laerdal accounts as possible.
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	See attached for Laerdal financial statement from 2023/2024, showing our growth and stability as a long term partner of Sourcewell.
14	What is your US market share for the Solutions that you are proposing?	This is proprietary and confidential information. Our US footprint continues to expand across all key segments.
15	What is your Canadian market share for the Solutions that you are proposing?	This is proprietary and confidential information. Our Canadian footprint continues to expand across all key segments.
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	This question would not apply as Laerdal has not entered any current nor completed bankruptcy proceedings.

17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Laerdal Medical Corporation is best described as a manufacturer who sells direct to customers, and we have a extensive workforce that are our direct employees, including a nationwide sales and service force (both US and Canada) and office locations in both countries that offer support to customers both local and nationwide</p>	*
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>This would not apply as Laerdal does not require any special licenses to be held in performing the requirements of this RFP.</p>	*
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>This would not apply as Laerdal has not had any past debarments or suspensions within the past seven years.</p>	*
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>-Oslo Business for Peace Award 2016 -Moyo 2016 Top Prize for Fetal Heart Rate Monitor -DOGA Award for Design and Architecture 2020 -Design for Excellence and Honorary Award for NeoBeat 2020 -iF Design Award 2022 -2024 Environmental Protection Award: DSV Logistics for reducing carbon emissions through eco-friendly logistics. -2024 Social Responsibility Award: Kitron for advancing human rights, education, and gender diversity. -2023 Winner: Danhil Containers for improving packaging sustainability.</p> <p>Additionally, Laerdal has won the DOGA award 14 times, highlighting its consistent excellence in socially impactful design.</p>	*
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>Approximately 20% of Laerdal's sales have been to the government sector in the past three years.</p>	*
22	<p>What percentage of your sales are to the education sector in the past three years?</p>	<p>Approximately 75% of Laerdal's sales have been to the education sector in the past three years.</p>	*

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Sourcewell #011822-LAE 2022 \$3,245,000 2023 \$14,350,000 2024 \$31,100,000</p> <p>Buy Board # 704-23 2022 \$13,500,000 2023 \$20,750,000 2024 \$18,900,000</p> <p>Foundation of California Community Colleges (College Buys # 00004233) 2022 \$9,900,000 2023 \$11,500,000 2024 \$14,700,000</p> <p>State of New York # PC66800 2022 \$5,400,000 2023 \$8,600,000 2024 \$7,500,000</p> <p>State of Virginia # CTR005820 2022 \$3,800,000 2023 \$2,350,000 2024 \$2,800,000</p> <p>Health Pro (Canada) # CE05379 2022 \$850,000 2023 \$1,100,000 2024 \$1,300,000</p> <p>Kinetic GPO (Canada) #RFSO 23-05 2022 \$4,750,000 2023 \$6,500,000 2024 \$5,350,000</p>
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Laerdal does not hold any GSA contracts or SOSAs directly.

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *
New Jersey University	Maria Montanez, Simulation Coordinator	201-200-3159
Crown College	Dr. Krista Hoekstra, Dean of Health and Science	763-795-4772
Florida State University	Stephen Talevich, Category Manager Procurement Services	850-645-8207
Winnipeg Fire Paramedic Service/City of Winnipeg	Todd Reid, Director of Paramedic Education and Training	204-806-4602

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company’s capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	56 Territory Managers in US and Canada that sell our full Laerdal product portfolio as represented on a potential Sourcewell Agreement. 4 representatives that specialize in EMS. 4 representatives that specialize in Hospitals 2 National Account Managers

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Laerdal has several distribution partners that resell our products, but we plan on this contract being direct sale only. The solutions will only be delivered by Laerdal as part of this agreement. *
28	Service force.	Approximately 65 employees located throughout the US and Canada, covering both educational and technical services. Services, which include both on-site and return to depot (in NY), are available through appointment with Laerdal's scheduling team, and based on customer availability. Education is available on-site, at Laerdal HQ in NY, or virtually. *
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Items can be ordered directly through Laerdal, as we both manufacture and sell the majority of products we offer, and for any third party products, we also offer direct ordering. Customers can order via phone, fax, or email: Laerdal's official hours are: Monday - Friday 8am- 8pm (EST). Customer Support and Technical Support teams are available via phone, fax or email. a) Phone: (845) 297-7770 / (877) 523-7325 b) Fax: (800) 227-1143 c) Email: customerservice@laerdal.com; us-techsupport@laerdal.com. *
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Laerdal's customer service team is available M-F 8a-8p EST. Our service level targets are to provide a 24-business hour email response, in addition to a 1 minute 30 second maximum wait time for chat responses. Laerdal's customer service program is built around a lifecycle support model that ensures customers receive assistance from installation through ongoing operation. The service portfolio includes: Installation & Implementation Services Preventive Maintenance Programs Warranty Programs Repairs Help Desk Support These services are designed to ensure timely and accurate delivery, effective deployment, and continuous improvement in customer satisfaction. Laerdal uses customer satisfaction surveys to benchmark performance and guide service enhancements. Laerdal's service level commitments vary depending on the nature of the issue and contractual terms. Here are key response time standards: Critical Issues: Response within 4 hours during normal working hours. Software Errors: A toll-free support line is staffed 24/7/365, with immediate diagnosis and continuous work until resolution. General Support: Available via phone, email, social media, and online chat, with logs and monitoring in place to track performance. *

<p>31</p>	<p>Describe your ability and willingness to provide your products and services to Sourcwell participating entities.</p>	<p>Laerdal can agree to make any awarded Sourcwell contract available to any Sourcwell member in the US who would wish to partake in the contract.</p> <p>Laerdal Medical's Ability and Willingness to Serve Strategic Customers. Laerdal Medical is fully equipped and committed to providing industry-leading products and comprehensive service solutions to your most important and mission-critical customers. With over 80 years of experience in healthcare education and emergency medical training, Laerdal has built a global reputation for reliability, innovation, and partnership.</p> <p>We recognize that strategic customers—including government agencies, educational institutions, healthcare systems, and public safety organizations—require not only high-quality products, but also responsive service, long-term support, and flexibility in procurement and implementation. Laerdal is well-positioned to meet these needs through the following capabilities:</p> <p>1. Proven Experience with High-Impact Customers Laerdal currently supports hundreds of top-tier clients across: Academic medical centers and nursing schools State and municipal EMS/fire departments U.S. military and federal agencies Large hospital networks and trauma centers Our experience managing enterprise-scale simulation programs, system-wide training deployments, and complex service agreements ensures we can meet the unique demands of your highest-value stakeholders.</p> <p>2. Comprehensive Product and Service Portfolio Laerdal offers a wide range of solutions including: High-fidelity simulators (e.g., SimMan®, Nursing Anne Simulator) CPR and skills manikins with real-time feedback Digital learning platforms (e.g., SimCapture™, LLEAP™) Services including installation, preventive maintenance, repairs, in-service training, and extended warranty coverage We offer flexible support levels through programs like ValuePlus, which include loaner units, annual maintenance, and priority support scheduling.</p> <p>3. Nationwide and Global Support Infrastructure With regional offices across the U.S., a full-service technical support team, and field service engineers strategically located nationwide, Laerdal ensures timely service delivery and issue resolution. Our global presence extends to over 20 countries, supporting international partners and multi-location entities.</p> <p>4. Responsiveness and Service Commitment Laerdal prioritizes mission-critical customers by offering: Extended customer support hours On-site and remote technical assistance Defined service level commitments under premium programs Loaner units to minimize operational downtime Custom service plans to fit organizational needs</p> <p>5. Mission-Driven Alignment As a purpose-driven company, Laerdal's mission—"Helping Save Lives"—aligns with that of your most essential customers. Our commitment to education, clinical excellence, and innovation ensures that every product or service we deliver contributes to better training and, ultimately, better patient outcomes.</p> <p>Laerdal Medical is a reliable and committed partner, fully capable of delivering high-performance products and responsive services to your most important stakeholders. Our experience, infrastructure, and customer-focused approach ensure that your critical entities will receive the quality, support, and value they expect and deserve.</p> <p>Laerdal offers two large warehouses in the US, in Memphis TN and Gatesville TX, that both service the US and Canada.</p>
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32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Laerdal can agree to make any awarded Sourcewell contract available to any Sourcewell member in Canada who would wish to partake in the contract.</p> <p>Laerdal Medical's Ability and Willingness to Serve Strategic Customers. Laerdal Medical is fully equipped and committed to providing industry-leading products and comprehensive service solutions to your most important and mission-critical customers. With over 80 years of experience in healthcare education and emergency medical training, Laerdal has built a global reputation for reliability, innovation, and partnership.</p> <p>We recognize that strategic customers—including government agencies, educational institutions, healthcare systems, and public safety organizations—require not only high-quality products, but also responsive service, long-term support, and flexibility in procurement and implementation. Laerdal is well-positioned to meet these needs through the following capabilities:</p> <p>1. Proven Experience with High-Impact Customers Laerdal currently supports hundreds of top-tier clients across: Academic medical centers and nursing schools State and municipal EMS/fire departments U.S. military and federal agencies Large hospital networks and trauma centers Our experience managing enterprise-scale simulation programs, system-wide training deployments, and complex service agreements ensures we can meet the unique demands of your highest-value stakeholders.</p> <p>2. Comprehensive Product and Service Portfolio Laerdal offers a wide range of solutions including: High-fidelity simulators (e.g., SimMan®, Nursing Anne Simulator) CPR and skills manikins with real-time feedback Digital learning platforms (e.g., SimCapture™, LLEAP™) Services including installation, preventive maintenance, repairs, in-service training, and extended warranty coverage We offer flexible support levels through programs like ValuePlus, which include loaner units, annual maintenance, and priority support scheduling.</p> <p>3. Nationwide and Global Support Infrastructure With regional offices across the U.S., a full-service technical support team, and field service engineers strategically located nationwide, Laerdal ensures timely service delivery and issue resolution. Our global presence extends to over 20 countries, supporting international partners and multi-location entities.</p> <p>4. Responsiveness and Service Commitment Laerdal prioritizes mission-critical customers by offering: Extended customer support hours On-site and remote technical assistance Defined service level commitments under premium programs Loaner units to minimize operational downtime Custom service plans to fit organizational needs</p> <p>5. Mission-Driven Alignment As a purpose-driven company, Laerdal's mission—"Helping Save Lives"—aligns with that of your most essential customers. Our commitment to education, clinical excellence, and innovation ensures that every product or service we deliver contributes to better training and, ultimately, better patient outcomes.</p> <p>Laerdal Medical is a reliable and committed partner, fully capable of delivering high-performance products and responsive services to your most important stakeholders. Our experience, infrastructure, and customer-focused approach ensure that your critical entities will receive the quality, support, and value they expect and deserve.</p>	
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Laerdal plans on servicing all available areas in the United States and Canada under this contract.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Laerdal plans on servicing all participating Sourcewell entities in regards to an awarded contract, giving all who wish to utilize it full access with no restrictions.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Additional shipping and handling charges and longer lead times may apply to these areas.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Laerdal welcomes the opportunity to extend an awarded master agreement to any eligible nonprofit entities that wish to utilize it.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Our marketing team uses a content marketing strategy and leverages a marketing automation software application to market our mission, product, contracts and overall market activities. Marketing of the Sourcewell contract would fall under these initiatives. We market to very broad market demographics and use all modern marketing tactics including but not limited to email, direct mail, social media and event management. We manage over 100 individual events per year.</p> <p>We also produce all marketing materials in-house. We actively promote the Sourcewell Learning Academy events to our sales teams, which results in a high participation rate with our team members. Our sales teams are all well-versed in Sourcewell and its benefits, and promote our existing contract to many of our customers.</p> <p>Additionally, as part of our strategic partnership initiative, we developed a targeted communication strategy supported by two marketing flyers (attached). These materials were designed to drive awareness and engagement, equipping our sales team with clear messaging and resources while also informing clients of the value and benefits of the partnership. In addition, we plan to maintain the Laerdal logo and related landing page on the partner's website to ensure continued visibility and alignment.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Laerdal uses a fully integrated sales and marketing approach (including advanced marketing automation) for all of our solutions.</p> <p>We leverage a range of digital technologies and data-driven insights to enhance our marketing effectiveness. Our approach integrates analytics, social media engagement, and marketing automation to deliver targeted, measurable results. By utilizing digital data and metadata, we continuously optimize campaign performance, audience segmentation, and content relevance. We employ platforms such as CRM systems, email automation tools, and social media analytics to track engagement, monitor customer behavior, and refine our messaging based on performance metrics. This data-informed strategy ensures that our marketing efforts are both efficient and aligned with customer needs, ultimately strengthening awareness, engagement, and conversion across all digital channels.</p> <p>Promotional efforts for our products include website, hosting webinars, content marketing, direct mail and email campaigns, social media, inside and field sales activities, customer networking events (Simulation User Network (SUN) meetings, trade shows and local events.</p>
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>We view Sourcewell as a strategic partner in promoting awarded agreements through their established network and communication channels. Their role is to increase visibility and accessibility of the contract to eligible members, helping drive awareness and adoption.</p> <p>Sourcewell should let their members know that Laerdal is a participating, awarded vendor in as many ways as they can. The Laerdal sales force will leverage any awarded contract into their sales offers and frequent customer visits. We will integrate a Sourcewell-awarded agreement directly into our sales process by ensuring our sales and marketing teams are fully trained on the contract's value, benefits, and purchasing advantages. This includes incorporating contract details into our CRM system, sales enablement materials, and client presentations. Additionally, we will align our outreach efforts with Sourcewell's promotional activities—maintaining consistent branding, visibility on their website, and leveraging joint marketing assets to support engagement and utilization.</p>
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>We support multiple procurement platforms to ensure a seamless purchasing experience for governmental and educational customers. Orders can be placed directly through our online ordering system at www.laerdal.com, or integrated procurement networks, allowing for efficient quote generation, approval workflows, and order tracking.</p> <p>Existing accounts with payment terms are able to use their account number and appropriate password on our website, and order using a Purchase Order number. Both our governmental and educational customers often use our website for ordering in this manner.</p> <p>Our e-procurement capabilities enable customers to streamline purchasing, maintain compliance with institutional policies, and access contract-specific pricing. Many of our government and education partners utilize these systems to simplify purchasing, improve transparency, and ensure consistency across multiple departments and locations.</p>

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
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41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Training is available for most of our High-Fidelity simulation offerings at a separate fee, both in-person and virtual. These offerings will be a part of our Sourcewell price list. Costs will be listed for the different training options on our price list and thus part of our contract. We also offer Certified Training Programs that allow end users to perform their own maintenance on select high-fidelity simulators. We also offer either on-site (a new offering) or return to depot repair services.
42	Describe any technological advances that your proposed Solutions offer.	<p>Our proposed solutions incorporate advanced simulation and digital learning technologies designed to improve training effectiveness, learner engagement, and measurable outcomes. These innovations include high-fidelity manikins with realistic physiology, integrated data capture, and wireless connectivity that enable real-time performance feedback and analytics.</p> <p>We also leverage cloud-based learning management systems and digital debriefing tools to enhance accessibility and scalability. These technologies allow educators to monitor progress, assess competency, and personalize training—on-site or remotely. Together, these advances provide a more immersive, data-driven, and flexible approach to healthcare education and training.</p> <p>Patient care is provided in a safe, simulated environment, and Laerdal has been at the forefront of technological advances in this field and will continue to be into the foreseeable future. There is a constant strive to be ahead of our competition, so Laerdal invests heavily in a robust Research and Development program. AI is now a part of our vrClinicals offering, which is included on contract.</p>
43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Laerdal is committed to sustainability and environmentally responsible practices across our operations and solutions. As a company, we actively pursue initiatives to reduce our environmental footprint, including energy-efficient manufacturing processes, responsible sourcing of materials, and recycling programs. Our products are designed for durability and long life, minimizing waste and supporting sustainable training practices.</p> <p>Where applicable, our solutions meet recognized environmental standards and certifications, including:</p> <ul style="list-style-type: none"> • ISO 14001 – Environmental Management System certification (certifying agency: International Organization for Standardization) • RoHS Compliance – Restriction of Hazardous Substances in our electronic components (certifying agency: EU Directive 2011/65/EU) <p>Through these initiatives, we aim to provide high-quality, innovative healthcare training solutions while maintaining a strong commitment to sustainability and environmental stewardship.</p> <p>For more details, please see the Laerdal Sustainability Update at https://laerdal.com/us/about-us/sustainability/</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	This would not be applicable to Laerdal, as our products are not tagged or certified in this way. Laerdal holds the International Sustainability and Carbon Certification - while this is not marked on our products it certifies its use of biomass-balanced, low-carbon polycarbonate to replace fossil based materials.

<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Laerdal Medical is a globally recognized leader in healthcare simulation and emergency medical training, distinguished by its mission-driven approach to improving patient outcomes. With over 60 years of experience, Laerdal pioneered modern CPR training with the creation of Resusci Anne and continues to innovate with lifelike manikins, integrated simulation platforms, and data-driven debriefing tools.</p> <p>What makes our solutions unique in the industry is our holistic approach: we integrate manikins, digital learning platforms, and debriefing tools to create a complete training ecosystem tailored to healthcare and emergency response education. For Sourcewell participating entities, this translates into turnkey solutions that enhance learning outcomes, improve operational efficiency, and maximize the return on investment.</p> <p>Additionally, our commitment to sustainability, ongoing product innovation, and dedicated customer support ensures that each entity receives not only cutting-edge tools but also a long-term partnership focused on advancing training effectiveness and workforce readiness.</p> <p>Key differentiators include:</p> <p>Comprehensive Simulation Ecosystem: Offers a full range of training solutions—from basic skill trainers to high-fidelity patient simulators—supported by digital learning platforms and real-time feedback systems.</p> <p>Global Reach with Local Impact: Operates in over 26 countries and addresses both high-resource and low-resource settings through its nonprofit arm, Laerdal Global Health.</p> <p>Inclusive & Realistic Design: Produces customizable, lifelike simulators that reflect age, ethnicity, and clinical complexity, supporting diverse and equitable training environments.</p> <p>Strong Partnerships & Evidence-Based Innovation: Collaborates with major health organizations (e.g. AHA, AAP) and supports research through the Laerdal Foundation.</p> <p>Mission-Focused Goals: Guided by a clear commitment to “helping save lives,” Laerdal aims to help save one million more lives per year by 2030.</p> <p>This combination of innovation, impact, and purpose makes Laerdal a uniquely valuable partner in advancing high-quality, equitable healthcare education and outcomes.</p> <p>Also, Laerdal will bring the benefits of its many partnerships and collaborations to a Sourcewell contract. To ensure that we remain connected to the organizations that influence trends in medical education and healthcare, we maintain a strong network of partnerships and affiliations within the scientific and healthcare community. These include the American Heart Association; American Academy of Pediatrics; Jhpiego – an affiliate of Johns Hopkins University; the British Heart Foundation; the National League of Nursing; the Stavanger Acute Medicine Foundation for Education and Research; the Global Resuscitation Alliance; SonoSim Ultrasound Training Solutions; Mentice; IngMar Medical; Limbs & Things; Wolters Kluwer.</p> <p>Laerdal has a long history of collaboration with these organizations with the intent of bringing you products and services that have been designed based on their unbiased input.</p>
<p>46</p>	<p>Explain your licensing process and service agreements with end users.</p>	<p>Select Laerdal products do require a license subscription (delivered electronically) and separate service agreement, such as SimCapture, Scenario Cloud, and RQI licenses, directly with end users. These are in the form of Master Service Agreements that is negotiated with the end user directly.</p>
<p>47</p>	<p>Describe your offering's compliance to applicable national standards such as: National Fire Protection Association (NFPA), Occupational Safety and Health Administration (OSHA), and American National Standards Institute (ANSI), Canadian Safety Association (CSA), and Technical Standards and Safety Association (TSSA)</p>	<p>Certifications: ISO/IEC 27001:2013 FDA Certified for select product Health Canada Certified for select product</p>

48	Explain and provide information about any design services you offer.	<p>Laerdal offers comprehensive design services to support customized training solutions for our clients. Our team works closely with organizations to assess learning objectives, operational needs, and facility requirements, ensuring that each solution is tailored to optimize educational outcomes.</p> <p>Our design services include:</p> <ul style="list-style-type: none"> • Simulation Center Planning – Layout and workflow design for clinical or educational simulation spaces. • Custom Scenario Development – Creation of scenario-based training programs aligned with specific clinical goals or organizational priorities. • Integrated Solution Design – Combining manikins, task trainers, digital learning platforms, and debriefing tools into a cohesive training ecosystem. • Implementation Support – Guidance on installation, integration with existing systems, and staff training to ensure seamless adoption. <p>Through these services, we help organizations maximize the impact of their training programs, enhance learner engagement, and achieve measurable improvements in competency and patient outcomes.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	This would not be applicable to Laerdal as we do not hold any of these types of certifications

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	Laerdal's standard payment terms are Net 30, and we accept electronic payment, or check payments. Accounts with no payment terms must complete the Laerdal Credit Application and be approved by Laerdal for payment terms. Accounts without payment terms can pre-pay using credit card or check.
59	Describe any leasing or financing options available for use by educational or governmental entities.	Laerdal does not offer any direct, but the Sourcewell members will be free to use any leasing option they choose. We do offer a variety of billing options on certain products, such as annual versus upfront payment.
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	SimCapture audio visual purchases and RQI license purchases will require a signed Laerdal Master Services Agreement to be signed by the participating entity, examples of which are attached.
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Laerdal can accept P-card payments, there is no additional charge to Sourcewell for this.
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Laerdal will offer Sourcewell line item based discounts, and are documented on the attached price lists, for both the US and Canada. Part numbers and descriptions will be included on a line item basis.
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Discounts will be either 6% or 12% depending on the item, and will be indicated on the attached price lists. A limited number of third party or license based items on the list will have no discount.
64	Describe any quantity or volume discounts or rebate programs that you offer.	No additional set volume discounts or rebate programs would be tied to a potential Sourcewell contract.
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	This would not be applicable to Laerdal, all contracted items will be included on our submitted price file.
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Shipping Charges are not included in the price offering to Sourcewell and will be calculated separately, as well as any applicable sales taxes. Services such as installation, set up, training, etc will have their own costs and be included on our price list as individual items.
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Laerdal's freight carrier of choice is FedEx, and we do charge shipping and handling costs, which is based upon the weight and destination of the item(s) ordered and added to any invoices. Some customers provide Laerdal with an account number for their own freight carrier of choice.
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Shipping charges to these areas will be weight and dimension based and charged accordingly to any invoices.
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Expedited shipping and inside delivery are available for an additional fee.
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Laerdal will tag eligible and consenting Sourcewell member accounts with a special code that ties them to the Sourcewell agreement in Salesforce, which is the Laerdal operating system. Using this code, a sales report can be pulled each quarter for reporting/admin fee purposes, and this also gives an opportunity for Laerdal to audit the Sourcewell sales for the quarter to ensure that the pricing is accurate. This is the same process we utilize for all of Laerdal's current contracts.
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	Sales Reports can be regularly pulled for performance, and we also perform an internal quarterly contracts review. These metrics are all based on our tagging of the customer with their specific unique contract code.

72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Laerdal proposes a 1% Administrative Fee	*
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Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Itemized price file included in Documents	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)

Line Item	Question	Response *	
74	Provide a detailed description of all the Solutions offered, offered in the proposal.	Laerdal is dedicated to helping save lives with products, services and system solutions for Patient Simulation, CPR Training, Airway Management, Advanced Life Support Training, and Spinal Motion Restraint. These categories include but are not limited to: High, Medium and Low Fidelity Patient Simulators and CPR Manikins, Audio Visual Solutions for Patient Simulation, Virtual Reality based solutions, specialized Task Trainer and Skill Trainer Manikins, Suction Units, Collars, and Pocket Masks. Laerdal also offers a wide range of services for many of our Patient Simulation solutions. For further detail of our product offering please see www.laerdal.com .	*
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Product Categories (ex Patient Simulators, Skill Trainers, Technical Services, etc.) will be indicated on our price list as 'Product Group'.	*
76	Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.	Laerdal's high fidelity simulation solutions that need Wi-Fi connectivity can work on an end users existing network, and can be compatible with an end users existing computers. While our products and solutions are self contained in that our patient simulators are available with their own computers, these computers have operating systems that most are familiar with, such as MicroSoft Windows.	*

Table 7B: Depth and Breadth of Offered Solutions

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
77	Facilities, structures (fixed or mobile)	<input type="radio"/> Yes <input checked="" type="radio"/> No	There are no facilities or structures on offer from Laerdal as part of our RFP response	*
78	Equipment, props, supplies, rentals, and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	Patient Simulators, High, Medium and Low Fidelity, CPR manikins, Task Trainers, and the other training equipment along with related accessories and consumables	*
79	Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	SimCapture, vSim, HeartCode, ScenarioCloud, Sim-X, Virtual Reality	*
80	Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies	<input checked="" type="radio"/> Yes <input type="radio"/> No	SimCapture, vSim, HeartCode, ScenarioCloud	*
81	Services, equipment, and software directly related to the offering of the solutions described in #76 - 79 above, including design, installation, maintenance, repair, training, integration, support, and customization	<input checked="" type="radio"/> Yes <input type="radio"/> No	Extended Warranty, Installation, Maintenance and Loaner services available for select products, and On-Site and Virtual Education options.	*

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
 - [Pricing](#) - Sourcewell_Laerdal Pricing.zip - Friday October 17, 2025 08:47:43
 - [Financial Strength and Stability](#) - Laerdal Financials_Subs 12-31-24 FINAL.pdf - Thursday September 25, 2025 11:00:35
 - [Marketing Plan/Samples](#) - Laerdal Marketing Samples .zip - Monday October 13, 2025 06:47:30
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Laerdal Standard Transaction Documents.zip - Thursday October 09, 2025 11:39:12
 - [Requested Exceptions](#) - Laerdal Requested Exceptions.zip - Friday October 17, 2025 08:41:15
 - [Upload Additional Document](#) - Laerdal Additional Documents.zip - Tuesday October 14, 2025 08:50:21

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - James Baker, Lead Contract Specialist, Laerdal Medical Corporation

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

Yes No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_4_Public_Safety_Training_RFP_102325 Thu October 16 2025 04:26 PM	<input checked="" type="checkbox"/>	5
Addendum_3_Public_Safety_Training_RFP_102325 Fri October 10 2025 03:34 PM	<input checked="" type="checkbox"/>	2
Addendum_2_Public_Safety_Training_RFP_102325 Mon September 15 2025 04:09 PM	<input checked="" type="checkbox"/>	4
Addendum_1_Public_Safety_Training_RFP_102325 Mon September 8 2025 04:03 PM	<input checked="" type="checkbox"/>	2