

# Sole Source/Bid Waiver Justification Addendum to Business Rationale

## Sole Source/Bid Waiver Justification Application

Name of Requestor: Dr. Kathleen Fisher Email Address: kfisher22@ccc.edu  
Department/School: Malcolm X College Bulletin or Reference Number: \_\_\_\_\_  
Project Title: Simulation Technology Vendor: CAE HealthCare, Inc.

Value of Initial Term, or if a Renewal, Value of this Renewal: \$ 66,470.00  Actual  Estimated  
(Attach the proposal received)

### **Business Rationale**

*1. What are the unique features of the supplies or services that are not available in any other product or by any other vendor? Provide specific, quantifiable factors/qualifications:*

CAE Healthcare Inc. is the sole manufacturer of the iStan Patient Simulator, Lucina Birthing Simulator, and METIman Patient Simulator. CAE Healthcare is also the sole manufacturer of the LearningSpace Enterprise software and server package. Only CAE patient simulators utilize CAE's proprietary physiological modeling technology, which adapts to interventions based on the patient's age, weight, underlying health conditions and accuracy of the learner's treatment.

CAE patient simulators are also packaged with copyright-protected instructional content, Simulated Clinical Experiences (SCEs). SCEs provide a turnkey solution for simulation events and include instructional content: synopsis, patient history, learning objectives, performance measures, facilitator notes and debriefing points.

Since this is the last year that the Vendor would support iSTAN, we would need another simulator to replace it so we can provide and continue offering simulations to our student as part of their programs. The replacement Simulator is Apollo Nursing Mannequin. This purchase is needed to replace iSTAN Simulator which would no longer be supported by the vendor - Support expires in 2022.

Name of Grant: DOE  
When Awarded: FY 22 and FY23  
Total Awarded Amount: \$125,000  
Amount Allocated: \$73,904