

Kenai Peninsula Borough Central Emergency Services

MEMORANDUM

TO: Charlie Pierce, Borough Mayor
Thru: John Hedges, Purchasing and Contracting Director *JH*
FROM: Roy Browning, CES Chief *RB*
DATE: July 16, 2020
RE: Sole Source Purchasing Request

This is a request for a sole source purchase from iSimulate USA, for Medical Patient Simulator training package. This product is not offered by any other vendor. This is an electronic EMS training simulator device for EMT and Paramedic level training. This product integrates with the iPad tablets currently utilized at CES for standardized training performed by the Medical Director and Training Staff. The iSimulate training module allows multiple scenario training, integrating with the EKG Life Pak 15 Cardiac defibrillator. The iSimulate REALTi platform product is a less expensive alternative than mannequin simulators, that when researched exceeded \$75,000.

This product fits the needs of CES, and is fully customizable while maintaining standardization with our current iPad and Lifepak 15 Cardiac defibrillators. Thank you for your consideration in this sole source request.

- iSimulate USA, Medical Patient Simulator Training Equipment- \$17,140

Approved *CP* Date: 7/17/2020
Charlie Pierce, Mayor

FINANCE DEPARTMENT FUNDS VERIFIED	
Acct. No. 211.51610.48515	
Amount \$ 17,140.00	
By: <u><i>CP BH</i></u>	Date: <u>7/16/2020</u>

NOTES: N/A



January 7, 2020

To Whom It May Concern:

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

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

CTGi provides a realistic fetal heart rate monitor package with real time cardio-tocography simulation technology. CTGi gives facilitators a great tool for training and students an incredibly realistic platform to learn from. CTGi offers obstetric simulation as you have never seen it before, built off technology you use every day.

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

REALITi is a simulation ecosystem that integrates live wireless video streaming, live voting, dynamic 12 lead ECGs, mimics proprietary monitors and defibrillators, and can grow/adapt with you simulation needs.

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

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

Sincerely,

A handwritten signature in black ink, appearing to read "Bobby Syed".

Bobby Syed

President, The Americas



The iSimulate REALITi platform provides an economical highly advanced and realistic patient simulation condition package.

Among the features included with the platform that are unique to iSimulate are:

1. The ability to customize and trend any scenario the user chooses. We open up the realm of possibility by allowing the end user the ability to create their own scenarios. Other programs require their users to purchase pre-made scenarios which limits the ability of the simulator to act in the appropriate capacity needed by varying healthcare environments. By allowing instructors the ability to customize all aspects of simulation.
2. REALITi offers the flexibility for simulation leaders to build cases that mimic real life events. This is done, in part, by allowing for the upload of image and video files which give the ability to re-create actual cases.
3. The REALITi scenario building program offers the instructor the ability to evaluate performance in real time by adding comments and observations. This along with all of the other features of the scenario are time stamped into an unalterable pdf document that the instructor can use for debrief, training and student record keeping. Many education programs add these pdf documents to employee performance folders for continuing education and pre-hire testing.
4. REALITi has a vast library of physiologically correct waves including over 75 different EKG waves. Our waves are programmed to change their associated intervals and segments with the active changing of their values by the user. For example, when the user changes the heart rate, the EKG changes its variables to match what would physiologically occur. We pride ourselves on our EtCO₂ waves. EtCO₂ has become a huge focus for the patient safety during sedation and return of spontaneous circulation (ROSC) outlined by the American Heart Association (AHA).
5. We provide our users the ability to design a wide variety of laboratory panels. REALITi offers over 186 different lab assays allowing the instructor to build a lab panel customized to their current training environment, organization and equipment.
6. REALITi is the only mobile integrated simulated monitor solution that can be utilized on any simulation medium to include but not limited to live role players, manikins, and on screen streaming and recording.
7. REALITi is the only mobile integrated monitor solution that incorporates a video debriefing system as part of the simulation ecosystem.
8. We provide our users Global Community Site access. All of our users receive a personal login allowing them access to our worldwide simulation community. Here they can download, upload, collaborate and communicate with other agencies in the iSimulate network.



9. REALTi is the only iPad based simulator on the market that simulates the proprietary monitors, monitor/defibrillators and simulation options on one device by offering the following. By simulating the following monitors:
- Zoll X
 - Zoll R
 - Zoll Propaq MD
 - LifePack 15
 - LifePack 20
 - LifePack 1000 AED
 - GE Carescape
 - LifePack 1000 AED
 - Welch Allyn Connex
 - Philips Intellivue MX800
 - Philips MRx
 - Medtronic Capnostream 35
 - Corpuls 3
 - Corpuls 1
 - Carefusion Revel Ventilator
 - Will continue to add new monitors, monitor/defibrillators and AEDs with regular software updates.

Should you have any questions or concerns please **don't** hesitate to contact us directly.



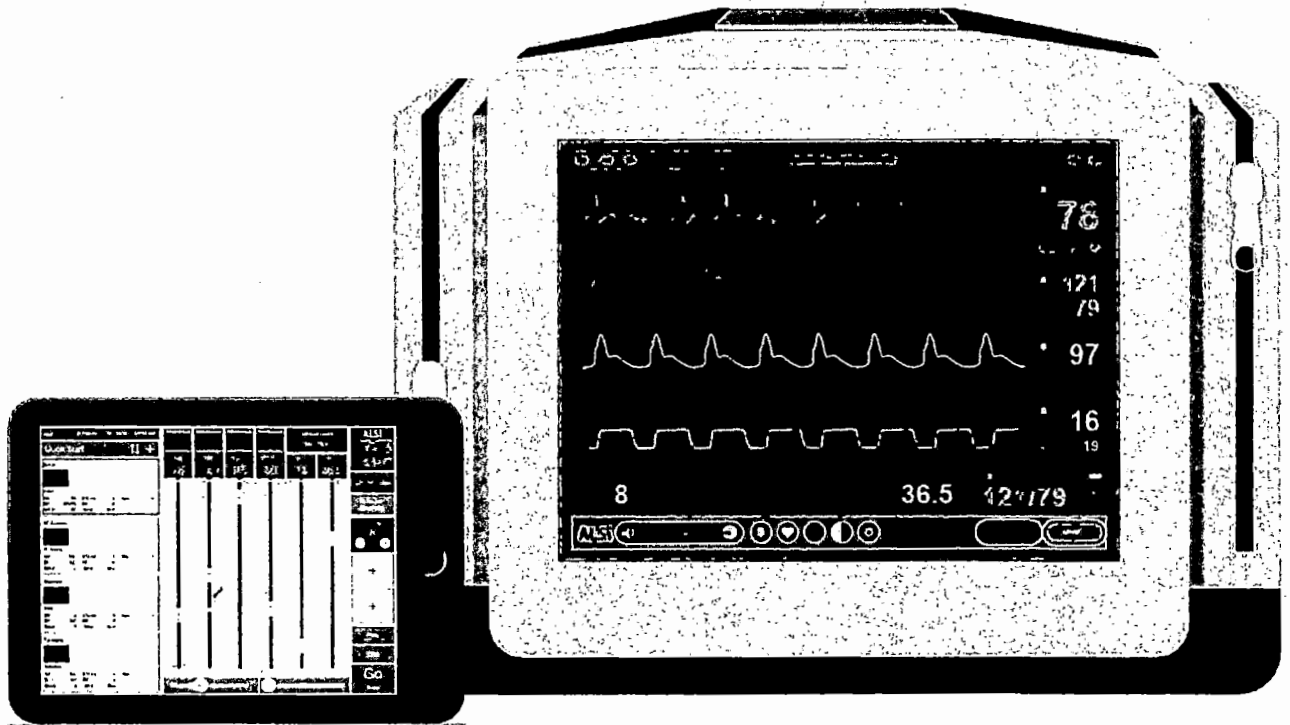
Products ▾

Resources ▾

Contact

REQUE

Medical simulation as you've never seen it,
built off technology you use every day



Advanced Patient Condition Simulation

Using just two iPads, the lightness and simplicity of ALSi makes it ideal for in-situ training. ALSi gives facilitators a great tool for training and students an incredibly realistic platform to learn from. ALSi offers medical simulation as you've never seen it before, built off technology you use every day.

