

# Kenai Peninsula Borough Nikiski Fire Department

## MEMORANDUM

**TO:** Charlie Pierce, Borough Mayor

**THRU:** John D. Hedges, Purchasing & Contracting *JH*

**THRU:** Bryan Crisp, NFSA Chief *JBC*

**FROM:** Harrison Deveer, Senior Captain, EMS *HD*

**DATE:** February 1, 2021

**RE:** Laerdal SimJunior Patient Simulator

Pediatric emergencies are amongst the most stressful and challenging calls for EMS providers across the all EMS agencies. Pediatric emergencies are classified as low-frequency, high-acuity emergencies and as such the best way to prepare for these emergencies is by frequent training to ensure that our EMS providers are ready and prepared to handle these low frequency emergencies.

The SimJunior® is an interactive pediatric simulator, designed by Laerdal with the American Academy of Pediatrics to meet the education and training needs of our EMS providers. The SimJunior will also allow our providers to focus on a broad range of pediatric skills in order to gain exposure and practical experience of life-threatening pediatric problems.

Laerdal Medical Corporation as far as I am aware of is the sole manufacturer of the SimJunior patient simulator, associated accessories, warranties and services.

The total cost including free shipping is \$15,999. Please see the attached quote. Thanks

Approved: *CP*  
Charlie Pierce  
Mayor

2/1/2021  
Date

FINANCE DEPARTMENT FUNDS VERIFIED	
Acct. No.	<u>206.51110000048515</u>
Amount	<u>\$15,999.00</u>
By: <i>PP</i> <i>BT</i>	Date: <u>2/1/2021</u>
NOTES: Free Shipping if ordered before February 28 <sup>th</sup> .	
FINANCE NOTES:	



**Laerdal**<sup>®</sup>  
helping save lives

Laerdal Medical Corporation  
167 Myers Corners Road  
Wappingers Falls, NY 12590  
Phone Order To: 877-LAERDAL  
Fax Order To: (800) 227-1143  
customerservice@laerdal.com

**CLIENT EXECUTIVE**  
Clint Bodily  
clint.bodily@laerdal.com

*To prevent any delays in processing your purchase, please include your quote # when ordering.*

**DATE:** 1/20/2021  
**ATTN:** Harrison Deveer  
+19077766407  
hdeveer@kpb.us

**QUOTE NUMBER:** Q-412291  
**CREDIT TERMS:** 30 days  
**EXPIRATION DATE:** 2/28/2021

**BILL TO:** 00104236  
NIKISKI FIRE DEPARTMENT  
P O BOX 8508  
NIKISKI AK 99635

**DISCOUNTS AND FREE SHIPPING VALID IF PURCHASED BY FEBRUARY 28, 2021.**

**SimJunior**

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	232-05050	SimJunior Light Includes SimJunior Manikin, Blood Pressure Cuff, Consumables, Clothing, Carry Case, 1 Year Manufacturer's Warranty.	\$15,650.00	\$14,106.16	\$14,106.16
1	400-09201	Tablet For use as an Instructor Computer with LLEAP software, or a LLEAP, SimPad or SimPad Plus Patient Monitor	\$2,100.00	\$1,892.84	\$1,892.84
<b>SimJunior TOTAL:</b>					<b>\$15,999.00</b>

ITEM TOTAL : \$15,999.00  
SHIPPING/HANDLING : \$0.00  
TAX : \$0.00  
ADDITIONAL CHARGE/CREDIT : \$0.00  
TOTAL : \$15,999.00

There are various payment options; please see bottom of your quote for further clarification.  
Appropriate Sales Tax will be added to invoice – Pricing and Availability are subject to change  
Shipping/Handling costs will be added to invoice

**By Accepting this Quote, the following terms are hereby incorporated into customer's order:**

**Products:**

Products that are currently on contract will be removed immediately if manufacturing or distribution of the product is discontinued.

**Payment:**

Net 30 Days for approved open accounts; CIA; Credit Cards accepted. Financing options now available – sample leasing payment terms follow. For additional information, ask your Account Manager listed above.

Lease term 24 months: USD 666.63 \*

Lease term 36 months: USD 444.42 \*

Lease term 48 months: USD 333.31 \*

\* Quoted payments do not include Interest, Taxes, Maintenance, Cancellation fees or Insurance. Quotes are subject to credit approval and may change without notice.

**Warranty:**

One(1) year warranty on manufactured products and 90 day warranty on refurbished products

Two(2) year parts replacement warranty with technical assistance by phone on all Hill-Rom refurbished products

**Delivery:**

Delivery of product to a specific location within your building, if requested is at an additional charge and not included in this quote

**Training:**

Training will be scheduled within a year of the customer's agreed upon due date.

CANCELLATION or RESCHEDULING of EDUCATIONAL or TECHNICAL SERVICES WILL RESULT IN CANCELLATION/RESCHEDULING FEES.

7 DAYS OR LESS: 100% of Course / Service Cost

8 DAYS to 2 WEEKS: 75% of Course / Service Cost

15 DAYS to 20 DAYS: 50% of Course / Service Cost

3 WEEKS or MORE: NO FEE

Customer will be required to submit a new PO to reschedule a cancelled course / service.