



Laerdal®
helping save lives

Laerdal Medical Corporation
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CLIENT EXECUTIVE
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ACCOUNT MANAGER
Sherri Brister
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DATE: 5/30/2019

QUOTE NUMBER: Q-295022

ATTN:Mr. Greg Hopper
Logistics Captain
Sugar Land Fire Department
10405 Corporate Drive
Sugar Land TX 77478
+12812752841
ghopper@sugarlandtx.gov

CUSTOMER NUMBER: 02466718

EXPIRATION DATE: 8/30/2019

SimMan ALS LiveShock

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	235-03350	SimMan ALS LiveShock L Manikin and Accessories Includes SimMan ALS Live Shock Manikin, SimPad PLUS link box, Li-Ion Battery, Consumables, Clothing, Soft Sided Carry Cases, 1 Year Manufacturer's Warranty.		\$19,785.00	\$19,191.45	\$19,191.45
1	204-30101	SimPad PLUS Only (US) SimPad PLUS Only (Hand Held Remote) 204-50150 LLEAP for SimPad PLUS software license required for operation.		\$745.00	\$670.50	\$670.50
1	204-50150	LLEAP for SimPad PLUS Includes: License Key providing access to Manual Mode, Automatic Mode, and Log Viewer Application.		\$2,650.00	\$2,385.00	\$2,385.00
1	576-000PP1	SimPad Protection Plan Replacement SimPad remote in the event of non-warranty product failure (spills, immersion in water, breakage due to drops). The plan allows for 3 instances of free remote replacement during a 2 yr period and does not cover instances of theft/loss.	48	\$479.00	\$1,858.52	\$1,858.52

1	235-00050EXW1	SimMan ALS Extended Warranty Extended warranty includes materials, manufacturing or workmanship issues, return to bench service only, packaging materials for return to Laerdal, shipping costs for repairs (Ground freight from/to customer's facility).	12	\$3,210.00	\$3,113.70	\$3,113.70
1	235-00050PMC	SimMan ALS PM Cust Site Includes 1 service (on site), full refurb/replacement of consumables, some bladders, pad sets, refurb of IV arm skin/veins, inspect compr/lbox, upgrade SW, cleaning, final inspection, documentation of findings/recommendations.		\$2,940.00	\$2,851.80	\$2,851.80
1	200-10051	SimPad E-Learning pack 8 licenses An overview of the SimPad product via an eLearning format. Participants will be guided through an overview of the SimPad device, navigation, features, functionality and utilization as part of simulation based education. Includes 8 licenses.		\$402.00	\$389.94	\$389.94
SimMan ALS LiveShock TOTAL:						\$30,460.91

Trainers & Parts

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
2	212-13850	Arm; Right Humeral IO/IV SimMan 3G/MCKELLY		\$600.00	\$540.00	\$1,080.00
4	212-15550	Tibial Leg Band (5 Pk)		\$95.00	\$85.50	\$342.00
2	212-21050	Neck Skin Kit (6)		\$125.00	\$112.50	\$225.00
1	312029	SKIN/VEIN; MV ARM AM-STD		\$219.00	\$197.10	\$197.10
1	312029T	SKIN/VEIN; MV ARM AM (T)		\$219.00	\$197.10	\$197.10
1	212-13950	Skin & Foam Humeral IO 5 Pack		\$128.00	\$115.20	\$115.20
2	212-15250	Tibial IO Pad 10pkg SimMan 3G		\$175.00	\$157.50	\$315.00
2	161-01250	Resusci-Baby QCPR Full Body Suitcase		\$979.00	\$881.10	\$1,762.20
1	270-00001B	KIT; ARM-MLTIVEIN AM (B)		\$729.00	\$656.10	\$656.10
1	270-00001T	KIT; ARM-MLTIVEIN AM (T)		\$729.00	\$656.10	\$656.10
1	375-50001	KIT; ARM-MLTIVEIN AF (S)		\$729.00	\$656.10	\$656.10
1	375-50001T	KIT; ARM-MLTIVEIN AF (T)		\$729.00	\$656.10	\$656.10
2	25000033	Laerdal Airway Management Trainer		\$2,215.00	\$1,993.50	\$3,987.00
2	250-00250	Infant Airway Management Trainer (multi)		\$745.00	\$670.50	\$1,341.00
Trainers & Parts TOTAL:						\$12,186.00

MegaCode Kid

QTY	PRODUCT	DESCRIPTION	TERM (MONTHS)	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	231-05050B	MegaCode Kid (B)		\$5,955.00	\$5,359.50	\$5,359.50
1	151-945006	Defib Training cable HS		\$127.00	\$114.30	\$114.30
1	231-05050EXW	MegaCode Kid Extended Warranty Extended warranty includes materials, manufacturing or workmanship issues, return to bench service only, packaging materials for return to Laerdal, shipping costs for repairs (Ground freight from/to customer's facility).	12	\$575.00	\$557.75	\$557.75
1	231-05050PMC	MegaCode Kid PMC Complete Includes 1 service (on site), full refurb/replacement of consumables, some bladders, pad sets, refurb of IV arm skin/veins, inspect compr/lbox, upgrade SW, cleaning, final inspection, documentation of findings/recommendations.		\$1,830.00	\$1,775.10	\$1,775.10
1	231-00750	LEG; RT-PD CPR W/IO-STD		\$311.00	\$279.90	\$279.90
1	375-70150B	SKIN/VEIN; PEDI MV (B)		\$193.00	\$173.70	\$173.70
1	212-13950	Skin & Foam Humeral IO 5 Pack		\$128.00	\$115.20	\$115.20
MegaCode Kid TOTAL:						\$8,375.45

ITEM TOTAL : \$51,022.36
 SHIPPING & HANDLING : \$0.00
 TAX : \$0.00
 ADDITIONAL CHARGE/CREDIT : \$0.00
 TOTAL : \$51,022.36

OPTIONAL ITEMS :**SimMan ALS LiveShock**

QTY	PRODUCT	DESCRIPTION	LIST PRICE	UNIT PRICE	EXTENDED PRICE
1	235-B-EDBNL2	SimMan ALS Edu Bundle: Getting Started/SimPad A 2-day educational session with a Laerdal Educator at the customer site for up to 8 participants. Day one focuses on fundamental knowledge of the Simulator and day two provides in-depth knowledge of the Learner Application software.	\$5,100.00	\$4,947.00	\$4,947.00

1	454-90351	Installs 6/day non-sim i.e Nursing, MCode Installs 6/day non-sim i.e Nursing, MCode Installs	\$3,245.00	\$3,147.65	\$3,147.65
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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 Inside Sales Representative listed above.

Lease term 24 months: USD 2,158.57 *

Lease term 36 months: USD 1,439.05 *

Lease term 48 months: USD 1,079.29 *

* 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.