



Agenda Action Form Overview

Approval of Contract with SimuLab for the purchase of Difficult AirwayMan System Training Packages not to exceed the amount of \$142,415.00.

Background/Justification

The Board is requested to approve a contract with Simulab for the purchase of Difficult AirwayMan System Training Packages to replace outdated training manikins. The Office of Emergency Services (OES) will utilize existing capital budget funds for EMS equipment replacement in the amount not to exceed \$142,415.00 utilizing sole source exemption.

Durham County EMS is committed to maintaining the highest standards of training for airway management, particularly in complex and high-risk scenarios. To support this goal, EMS is seeking to purchase the SimuLab Difficult AirwayMan System Training Packages. These training systems are specifically designed to replicate a wide range of difficult airway conditions, allowing providers to practice advanced techniques in a controlled and realistic environment.

The current airway training manikins used by EMS are outdated and no longer adequately support the needs of modern clinical training. They lack the anatomical accuracy and durability necessary to keep pace with evolving equipment and advanced airway procedures. The SimuLab packages provide enhanced realism and flexibility, enabling EMS personnel to practice critical interventions such as video laryngoscopy and other advanced techniques. This investment ensures that training is aligned with both current medical standards and the new equipment being deployed in the field.

By acquiring the SimuLab Difficult AirwayMan System Training Packages, EMS will enhance the competency and preparedness of its providers while strengthening overall patient safety. High-fidelity training tools directly translate into improved performance in real emergencies, reducing the risk of complications during difficult airway management. This purchase represents not only an upgrade in training resources but also a long-term commitment to clinical excellence and operational readiness for Durham County EMS.

Policy Impact

The Office of Emergency Services requests the Board of County Commissioner authorize the County Manager to enter into a contract with SimuLab for the purchase of Difficult AirwayMan System Training Packages not to exceed \$142,415.00 of capital budget funds for EMS equipment replacement



Procurement Background

OES is utilizing the Sole Source purchasing exemption. G.S. 143-129(e) allows local governments to be exempted from the competitive bidding requirements and purchase furnishings/equipment through sole source providers.

Type of purchase

- ☒ Goods
- ☐ Services
- ☐ Construction Work

Did this request for purchase go through a bid process? Yes ☐ No ☒

Goods: Bids required if $\geq \$30,000$, BOCC approval if $\geq \$90,000$

Services: Bids required if $\geq \$30,000$, BOCC approval if $> \$40,000$

Construction/Repair work: Bids required if $\geq \$30,000$, BOCC approval if $\geq \$500,000$

If yes, attach a copy of bid tab and the minority and women business enterprise (MWBE) compliance review form provided by the Purchasing Division.

If no, why?

- ☒ Sole source exemption
- ☐ Cooperative purchasing program exemption
- ☐ State and federal contract exemption
- ☐ Contract is an amendment to an existing contract
- ☐ Other (please explain)

If exempted from bidding, has this request been reviewed and approved by the Purchasing Division in the agenda Legistar system? Yes ☒ No ☐

If no, why?

Fiscal Impact

OES has budgeted for this program within capital budget funds for EMS equipment replacement. There is no requirement for matching funds from the County.

Recommendation

The County Manager recommends that the BOCC approve the contract with SimuLab in the



Durham County Government

Agenda Action Form Supplemental Document – Contract Approval

amount not to exceed \$142,415.00 and authorize the County Manager to sign and execute all contract documents for the purchase the SimuLab Difficult AirwayMan System Training Packages.