

**STATE OF LOUISIANA
SOUTHEASTERN LOUISIANA UNIVERSITY
HAMMOND, LOUISIANA**

A Member of the University of Louisiana System

INVITATION TO BID

TO

**Furnish, Deliver, and Warranty for a Laerdal MamaAnne Simulator for the Nursing
Department**

ISSUING AGENCY: Southeastern Louisiana University
Purchasing Department
SLU 10800
Hammond, LA 70402-0800

DIRECTOR OF PURCHASING: Richard Himber

PROCUREMENT SPECIALIST: Misty Betz
Telephone: (985) 549-5414

REQUISITIONED BY: Duane Whitecotton
Telephone: (985) 516-0679

RELEASE DATE: November 25, 2025

DEADLINE FOR FAX INQUIRIES: December 2, 2025 Fax To: 985-549-3810
Attn: Misty Betz

BID OPENING DATE: December 16, 2025

BID OPENING TIME: 4:00 p.m., Central Time

BID OPENING LOCATION: Southeastern Louisiana University
Purchasing Department
Property Control & Supply Building
2400 North Oak Street
Hammond, Louisiana

This ITB is available in electronic form at
<https://wwwcfprd.doa.louisiana.gov/OSP/LaPAC/dspBid.cfm?search=department&term=42>It is available in PDF format or in printed form by submitting a written request to the Procurement Specialist listed above. It is the Bidder's responsibility to check the Office of State Purchasing LaPAC website frequently for any possible addenda that maybe issued. Southeastern is not responsible for a bidder's failure to download any addenda documents required to complete an Invitation to Bid .

**STATE OF LOUISIANA
SOUTHEASTERN LOUISIANA UNIVERSITY
HAMMOND, LOUISIANA**

The Southeastern Louisiana University (SLU) Purchasing Department will receive sealed bids until 4:00 P.M. on the bid opening date specified in the solicitation document. No bid responses will be considered by the SLU Purchasing Department after 4:00 P.M. Beginning at that time, bids shall be publicly opened and read aloud to those present in the SLU Purchasing Department.

Mail address: Southeastern LA University
Purchasing Department
SLU 10800
Hammond, LA 70402

Delivery: Southeastern LA University
Purchasing Department
Property Control & Supply Bldg
2400 North Oak St
Hammond, LA 70402

Bids submitted are subject to LA R.S. 39:1551-1736; Purchasing Rules and Regulations; Executive Orders; General Conditions; any Special Conditions; and Specifications listed in the solicitation document.

The purpose of this solicitation is to set forth the requirements and specifications of Southeastern Louisiana University. The contents of this solicitation and the Bidder/ Vendor/ Contractor's bid response shall become contractual obligations if a contract (purchase order) ensues.

INSTRUCTIONS TO BIDDERS

- 1) **Bid Forms:** All written bids, unless otherwise provided for, must be submitted on, and in accordance with, forms provided, properly signed by an authorized representative of the bidding entity. Bids submitted in the following manner will not be accepted: (1) bid contains no signature indicating intent to be bound; (2) bid sent by facsimile equipment or email. Price alterations to bid responses received before bid opening time will be considered provided the written price alteration has been received and time-stamped before bid opening time. Any other alterations of the bid response form or foreign conditions attached thereto may cause rejection of the bid response without further consideration.
- 2) **Standard of Quality:** Any product or service bid shall conform to all applicable Federal and State laws and regulations and specifications contained in the solicitation document. Unless otherwise specified in the solicitation document, any manufacturer's name, trade name, brand name, or catalog number used in the specifications is for the purpose of describing the quality level and characteristic required. Bidder should specify the brand and model number of the product offered in his bid. Bids not specifying brand and model number shall be considered as offering the exact products specified in the solicitation document.
- 3) **Descriptive Information:** Bidders proposing an equivalent brand or model should submit with the bid response information (such as illustrations, descriptive literature, and technical data) sufficient for the University to evaluate quality, suitability, and compliance with the specifications of the solicitation document. Failure to submit descriptive information may cause bid to be rejected. Any change made to a manufacturer's published specification submitted for a product shall be verifiable by the manufacturer. If item(s) bid does not comply with specifications (including brand and/or product number), bidder should state in what respect the item(s) deviate. Failure to note exceptions on the response form will not relieve the successful bidder(s) from supplying the actual products requested.
- 4) **Bid Opening:** Bidders may attend the bid opening, but no information or opinions concerning the ultimate contract award will be given at the bid opening or during the evaluation process. Bids may be examined 72 hours after request is made. Information pertaining to completed files may be secured by visiting the SLU Purchasing Department during normal working hours. Written bid tabulations will not be furnished.
- 5) **Louisiana Preference:** Preference is hereby given to products produced, manufactured, harvested, grown or assembled in Louisiana which are equal in quality to products produced, manufactured, harvested, grown or assembled outside of Louisiana. The bidder shall state his right to claim the ten percent (10%) preference in his bid response and the bidder should state the respective Louisiana location where each qualifying item is produced, manufactured, harvested, grown or assembled.
- 6) **Notice of Special Programs Available for Small Business:** <https://www.opportunitylouisiana.com/small-business/special-programs-for-small-business>
- 7) **Signature Authority:** In accordance with LA Revised Statute 39:1594 (Act 121), the person signing the bid must be: (1) A current corporate officer, partnership member or other individual specifically authorized to submit a bid as reflected in the appropriate records on file with the Secretary of State; or (2) An individual authorized to bind the vendor as reflected by an accompanying or as provided upon request a corporate resolution or affidavit. By signing the bid, the bidder certifies compliance with the above.

GENERAL CONDITIONS

The SLU Purchasing Department reserves the right to award items separately, grouped or on an all-or-none basis and to reject any or all bids and waive any informalities.

- 1) **Prices:** Unless otherwise specified in the solicitation, bid prices shall be complete, including transportation and handling prepaid by the bidder to destination - SLU, Hammond, LA. Bids other than FOB destination may be rejected. Bid prices should be quoted in the unit of measure stated. Bid prices shall be firm for a minimum of thirty (30) calendar days, unless otherwise specified by SLU in the solicitation document.
- 2) **Payment Terms:** Cash discounts for less than 30 days may be offered, but will not be considered in determining awards. Bids containing "payment in advance" or "COD" requirements may be rejected. Payment is to be made within 30 days after receipt of properly executed invoice or delivery, whichever is later.
- 3) **Delivery:** Bids may be rejected if the delivery time indicated is longer than that specified in the solicitation document.
- 4) **Taxes:** Bidder is responsible for including all applicable taxes in the bid price. The University is currently exempt from Louisiana State Sales and Use Taxes, and local parish and city taxes. An exemption certificate for state sales and use tax can be provided upon request.
- 5) **New Products:** Unless specifically called for in the solicitation document, all products for purchase must be new, never previously used, and the current model and/or packaging. No remanufactured, demonstrator, used or irregular product will be considered for purchase unless otherwise specified in the solicitation document. The manufacturer's standard warranty will apply unless otherwise stated in solicitation.
- 6) **Default of Contractor:** Failure to deliver within the time specified in the solicitation document will constitute a default and may cause cancellation of the contract. Where the University has determined the contractor to be in default, the state reserves the right to purchase any or all products or services covered by the contract on the open market and to charge the contractor with cost in excess of the contract price. Until such assessed charges have been paid, no subsequent bid from the defaulting contractor will be considered.
- 7) **Contract Cancellation:** The University shall have the right to cancel any contract, in accordance with Purchasing Rules and Regulations, for cause, including but not limited to, the following: (1) failure of the vendor to deliver within the time specified in the contract; (2) failure of the product or service to meet specifications, conform to sample quality, or to be delivered in good condition; (3) misrepresentation by the contractor; (4) fraud, collusion, conspiracy or other unlawful means of obtaining any contract with the state; (5) conflict of contract provisions with constitutional or statutory provisions of state or federal law; (6) any other breach of contract.
- 8) **Applicable Law:** All contracts shall be construed in accordance with and governed by the laws of the State of Louisiana.
- 9) **Equal Opportunity:** By submitting and signing this bid, bidder agrees that he will not discriminate in the rendering of services to and/or employment of individuals because of race, color, religion, sex, age, national origin, handicap, disability, veteran status, or any other non-merit factor.

By submitting a response to this solicitation, the bidder or proposer certifies and agrees that the following information is correct: In preparing its response, the bidder or proposer has considered all proposals submitted from qualified, potential subcontractors and suppliers, and has not, in the solicitation, selection, or commercial treatment of any subcontractor or supplier, refused to transact or terminated business activities, or taken other actions intended to limit commercial relations, with a person or entity that is engaging in commercial transactions in Israel or Israeli-controlled territories, with the specific intent to accomplish a boycott or divestment of Israel. The bidder also has not retaliated against any person or other entity for reporting such refusal, termination, or commercially limiting actions. The state reserves the right to reject the response of the bidder or proposer if this certification is subsequently determined to be false, and to terminate any contract awarded based on such a false response.

- 10) **Piggyback:** Other Louisiana Governmental Agencies may purchase at the same terms and conditions if agreed upon by awarded vendor.

A Member of the University of Louisiana System.

Rvdsd. 04/2023

**SOUTHEASTERN LOUISIANA UNIVERSITY
BID RESPONSE FORM**

BIDDER'S NAME: _____

TELEPHONE NO.: _____ FAX NUMBER: _____

ADDRESS: _____
MAILING CITY STATE ZIP

SCOPE: **Furnish, Deliver, and Warranty for a Laerdal MamaAnne Simulator for the Nursing Department**

Proprietary Bid, No Substitutions

I/we do hereby acknowledge receipt of the following addenda (if any):

No. _____ Dated _____ No. _____ Dated _____

OTHER REQUIREMENTS:

Bidder shall include the cost of transportation and handling in the unit price of item offered -- F.O.B. University, Hammond, LA.

If bidding other than the specified make and model, then the bidder should attach illustrations and descriptive literature of the item(s) offered to the bid response form for evaluation purposes.

The attached Instructions To Bidders/General Conditions shall be a part hereof.

TO THE VENDOR:

Whenever brand name specifications or catalogue numbers are used to describe the standard of quality, performance and other characteristics, the use of such specifications shall not restrict unless otherwise specified, the submission of equivalent products.

This solicitation is a sealed bid and must be returned by mail or delivered in person. Bid response forms cannot be faxed and any fax responses shall be rejected.

TERMS: Net 30 Prox., F.O.B., Hammond, Louisiana.

TAXES: Any taxes, other than state sales and use tax, shall be included within the bidder's unit price. The University is currently exempt from state sales and use tax.

Signature to the Bid Response Form shall be construed of acceptance of the Invitation to Bid in its entirety.

AUTHORIZED OFFICER: _____
(Signature) (Print or Type Name)

TITLE: _____ DATE: _____

BID RESPONSE PAGE

#	Description	Qty	List Price	Total Price
1	Laerdal MamaAnne Simulator	1		
2	Patient Simulator Controller	1		
3	Patient Monitor	1		
4	Training	1		
5	Software	1		
6	5 year MamaAnne ProTech Coverage Complete	1		
7	Router	1		
8	Shipping	1		
Total of all items				

THIS IS A PROPRIETARY BID AND ONLY NAME BRAND LISTED WILL BE ACCEPTED

See Next Page for Specifications

SPECIFICATIONS

Requested Item

Laerdal MamaAnne with Monitor and MamaAnne Pro-Tech Coverage Complete (No Substitutions)

Item Description

Laerdal MamaAnne package with Maternity Manikin, Birthing Baby with Placenta, Incomplete Placenta, and C-Section Module, with compatible Monitor and LLAEP Software, with Training, MamaAnne ProTech Coverage Complete, and Shipping.

Requirements

1. Laerdal MamaAnne Simulator with C-Section Module
 - a. Parts included
 - i. Mother Manikin
 - ii. Birthing Baby
 - iii. Placenta
 - iv. Incomplete Placenta with Retained Parts
 - v. Delivery and Transition to PPH Belly with Palpable Contractions
 - vi. Boggy and Firm Uterus
 - vii. Advanced PPH Uterus with Cervix
 - viii. Cephalic and Breach Clamps
 - ix. C-Section Uterus and Belly
 1. C-Section abdominal Skin
 - a. Stitch able
 2. C-section uterus
 - a. Stitch able
 - b. Features
 - i. Deliveries and Drills
 1. Occiput anterior delivery
 2. Occiput posterior delivery
 3. Breech delivery
 4. Shoulder dystocia
 5. Eclampsia and preeclampsia
 6. Postpartum hemorrhage
 7. Internal and external blood reservoirs
 8. Assisted deliveries forceps and vacuum
 9. Maternal collapse
 10. Sepsis
 11. Cord prolapses
 12. Placenta delivery
 - ii. Pelvis Anatomy
 1. Ischial Spines
 2. Pubic bone
 3. Urinary catheterization
 4. Urine Reservoir
 5. Bi-manual compression

6. Anus for post-delivery assessment
7. Rectal suppository simulation
- iii. Abdomen
 1. Palpable contractions
 2. Atonic and tonic uterus
 3. Suprapubic pressure sensing
 4. Fetal Heart sounds
 5. Ultrasound Compatible
- iv. Airway
 1. Realistic airway with uvula, vocal cords, and esophagus
 2. Tongue edema
 3. Bilateral and unilateral lung blockage
 4. Head tilt / chin lift
 5. Jaw thrust with articulated jaw
 6. Suctioning techniques
 7. Bag-mask ventilation
 8. Oropharyngeal intubation
 9. Nasopharyngeal intubation
 10. Combi tube, LMA, and other airway device placement
 11. Endotracheal intubation
 12. Nasal and oral fiberoptic intubation
 13. Right main stem intubation
 14. Supports Sellick Maneuver
- v. Breathing
 1. Spontaneous breathing synchronized with selected breath rate
 2. Variable respiratory rates
 3. Anterior and posterior lung sound auscultation sites
- vi. Vascular
 1. Pre-ported IV access in both arms
 2. Subcutaneous and intramuscular injection sites
 3. Intraosseous Access
 4. Volume infusion
- vii. Circulation
 1. Adjustable BP Levels systolic / diastolic
 2. BP measured manually by auscultation of Korotkoff sounds
 3. Bilateral carotid, brachial, radial, femoral, and pedal pulses, synchronized with ECG
 4. Pulse strength variable
 5. Pulse palpation is detected and logged
 6. Supports NIBP
- viii. Cardiac
 1. CPR compressions generate palpable pulses, blood pressure waveform, and ECG artifacts
 2. Realistic compression depth and resistance
 3. Detection of depth, release, and frequency of compressors
 4. Real time feedback on quality of CPR

5. Extensive ECG Library
6. Heart sounds synchronized with ECG
7. ECG rhythm monitoring when used with simulated patient monitor
- ix. Movement
 1. Full articulation of arms and legs
 2. Able to position on all fours, 90-degree arm locking mechanism, realistic rotation of joints
 3. Sits unassisted
 4. Seizures / convulsions
 5. Other positions: supine, semi-recumbent, left lateral, lithotomy, and McRoberts
- x. Birthing Baby
 1. Realistic weight and size of full-term neonate
 2. Palpable limbs and fontanelles
 3. Anatomical landmarks to identify presentation of baby
 4. Cuttable umbilical cord
 5. Natural head flex
 6. Open Mount
- xi. Other
 1. Patient voice: pre-recorded and custom sounds, instructor can simulate patient voice
 2. Blinking eyes with adjustable blink rate
 3. Ability to open, close, or partially close eyes for consciousness cue
 4. Pupillary accommodations
 - a. Synchrony / asynchrony
 - b. Normal and sluggish speed of response
 5. Internal bleeding uterus for high-fidelity scenarios needing real fluids.
 - a. Clean bleed mat for a seamless transition from birth to bleeding and quick clean-up.
 - b. Internal and external blood tanks to meet volume requirements or run simultaneous PPH scenarios without refilling
2. Patient Simulator Controller
 - a. Compatible with Software (LLEAP) to control patient vitals
3. Patient Monitor
 - a. Monitors simulated patient compatible with all above listed features
4. Training
 - a. Onsite training to learn device operations, operating modes, and system features
5. Software
 - a. LLEAP Controls all patient vitals previously listed
6. 5 year MamaAnne ProTech Coverage Complete
7. Router
 - a. Connects the Patient Simulator Controller and Patient Monitor
 - b. Allows internet Access
8. Shipping
 - a. All shipping costs must be included

VENDOR MUST INCLUDE ALL EXPENSES, (THIS INCLUDES SHIPPING AND DISCOUNTS) IN THE UNIT PRICE.

SOUTHEASTERN UNIVERSITY
INSURANCE REQUIREMENTS FOR VENDORS & EXTERNAL PROVIDERS

Before commencing work, the Other Party (contractor and/or subcontractor) shall obtain at its own cost and expense the following insurance placed with insurance companies authorized to do business in the State of Louisiana with A.M. Best ratings of **A-:VI or higher**. The Other Party shall provide evidence of such insurance as required by the Agency. A cancellation notice will be provided to the Agency in the event of a cancellation for all of the following stated insurance policies

A. **Workers Compensation**

Workers Compensation insurance shall be in compliance with the Workers Compensation law of the State of the Other Party's headquarters. Employers Liability is included with a minimum limit of \$1,000,000 per accident/per person/per disease. If work is to be performed over water and involves maritime exposure, applicable LHWCA, Jones Act, or other maritime law coverage shall be included. A.M. Best's insurance company rating requirement may be waived for workers compensation coverage only.

B. **Commercial General Liability**

Commercial General Liability insurance, including Personal and Advertising Injury Liability and Products and Completed Operations, shall have a minimum limit per occurrence of \$1,000,000 and a minimum general annual aggregate of \$2,000,000. The Insurance Services Office (ISO) Commercial General Liability occurrence coverage form CG 00 01 (current form approved for use in Louisiana), or equivalent, is to be used in the policy. Claims-made form is unacceptable.

C. **Automobile Liability**

Automobile Liability Insurance shall have a minimum combined single limit per occurrence of \$1,000,000. The ISO form number CA 00 01 (current form approved for use in Louisiana), or equivalent, is to be used in the policy. This insurance shall include third-party bodily injury and property damage liability for the following automobile coverage classes:

1. Owned automobiles
2. Hired automobiles
3. Non-owned automobiles

Location of operations shall be "All Locations".

Note: If the vendor/contractor does not own an automobile and an automobile is utilized in the execution of the contract, then only hired and non-owned coverage is acceptable. If an automobile is not utilized in the execution of the contract, then automobile coverage is not required.

- D. If at any time an insurer issuing any such policy does not meet the minimum A.M. Best rating, the Other Party shall obtain a policy with an insurer that meets the A.M. Best rating and shall submit another Certificate of Insurance within 30 days. Upon failure of the Other Party to furnish, deliver and maintain such insurance as above provided, this contract, at the election of the Agency, may be suspended, discontinued or terminated. Failure of the Other Party to purchase and/or maintain any required insurance shall not relieve the Other Party from any liability or indemnification under the contract.

- E. All Certificates of Insurance of the Other Party shall reflect the following:

- 1) The Other Party's insurer will have no right of recovery or subrogation against the Agency. It is the intention of the parties that the Other Party's insurance policies shall protect both parties and shall be the primary coverage for any and all losses that occur under the contract.

- 2) The Agency shall be named as an additional insured as regards negligence by the contractor. The ISO Forms CG 20 10 (for ongoing work) AND CG 20 37 (for completed work) (current forms approved for use in Louisiana), or equivalents, are to be used when applicable.
- 3) The insurance companies issuing the policy or policies shall have no recourse against the Agency for payment of any premiums or for assessments under any form of the policy or policies.
- 4 Any failure of the Contractor to comply with reporting provisions of the policy shall not affect coverage provided to the Agency, its officers, agents, employees and volunteers.

F. The following Indemnification Agreement shall be a provision of the contract:

The Other Party agrees to save and hold harmless, protect, defend, and indemnify the State of Louisiana, all State Departments, Agencies, Boards and Commissions, its officers, agents, employees and volunteers, from and against any and all claims, demands, expenses and liability arising out of injury or death to any person or the damage, loss or destruction of any property which may occur or in any way grow out of any act or omission of the Other Party, its agents, servants and employees, or any and all costs, expenses and/or attorney fees incurred by the Other Party as a result of any claim, demands, and/or causes of action, except those claims, demands, and/or causes of action arising out of the negligence of the State of Louisiana, all State Departments, Agencies, Boards, Commissions, its agents, representatives, employees and volunteers.

The Other Party agrees to investigate, handle, respond to, provide defense for and defend any such claims, demands or suits at its sole expense and agrees to bear all other costs and expenses related thereto, even if the claim, demand or suit is groundless, false or fraudulent. The State of Louisiana may, but is not required to, consult with the Other Party in the defense of claims, but this shall not affect the Other Party's responsibility for the handling of and expenses for all claims.

- G. Any deductibles or self-insured retentions must be declared to and accepted by the Agency. Any and all deductibles shall be assumed in their entirety by the Other Party.
- H. All property losses to Agency's property caused by the actions of the Other Party shall be adjusted with and made payable to the Agency.
- I. The acceptance of the completed work, payment, failure of the Agency to require proof of compliance, or Agency's acceptance of a non-compliant certificate of insurance shall release the Other Party from the insurance requirements and indemnification agreement obligations.
- J. Additional insurance may be required on an individual basis for hazardous activities and specific service agreements. If such additional insurance is required for a specific contract, that requirement should be added to the list of required coverages found in the appropriate Exhibit.
- K. If the Other Party does not continue to comply with all of the insurance requirements at any time during the contract or at contract renewal, the Agency has the following options:
 1. Payments to the Other Party may be withheld until the requirements have been met;
 2. The Agency may pay any renewal policy premiums and withhold such payments from any monies due the Other Party;
 3. The Agency may suspend, discontinue or terminate the contract.

**THE BELOW EXTENSIONS OF COVERAGES
SHALL BE MARKED OR STATED
ON THE
CERTIFICATE OF INSURANCE**

EXTENSION OF COVERAGE ACKNOWLEDEMENT

**GENERAL LIABILITY:
INCLUDES THE FOLLOWING AS ADDITIONAL INSURED:**

State of Louisiana
Southeastern Louisiana University
Purchasing Department
SLU 10800
Hammond, LA 70402

**AUTOMOBILE LIABILITY:
INCLUDES THE FOLLOWING AS ADDITIONAL INSURED:**

State of Louisiana
Southeastern Louisiana University
Purchasing Department
SLU 10800
Hammond, LA 70402

**WORKERS COMPENSATION:
INCLUDES WAIVER OF SUBROGATION IN FAVOR OF:**

State of Louisiana
Southeastern Louisiana University
Purchasing Department
SLU 10800
Hammond, LA 70402



INDEMNIFICATION AGREEMENT

The Contractor/Vendor hereinafter referred to as PROVIDER shall execute the below Indemnification Agreement prior to furnishing services.

PROVIDER agrees to protect, defend, indemnify, save and hold harmless the State of Louisiana, all State Departments, Agencies, Boards and Commissions, its officers, agents, servants, employees, and volunteers, from and against any and all claims, damages, expenses and liability arising out of injury or death to any person or the damage, loss or destruction of any property which may occur or in any way grow out of any act or omission of PROVIDER, its agents, servants, and employees, or any and all costs, expenses and/or attorney fees incurred by PROVIDER as a result of any claims, demands, suits, or causes of action except of those claims, demands, suits, or causes of action arising out of the negligence of the State of Louisiana, all State Departments, Agencies, Boards, Commissions, its officers, its agents, servants, employees, and volunteers. PROVIDER agrees to investigate, handle, respond to, provide defense for and defend any such claims, demands, suits or causes of action at its sole expense and agrees to bear all other costs and expenses related thereto, even if the claims, demands, suits, or causes of action are groundless, false or fraudulent. The State of Louisiana may, but is not required to, consult with the PROVIDER in defense of claims, but this shall not affect the Provider's responsibility for the handling of and expenses for all claims.

Provider Name (Name of Business)

Signature (Authorized Officer)

Title

Date Accepted

CONTRACT FOR: Southeastern Louisiana University

CONTRACT NO. _____

PURPOSE OF CONTRACT:

Furnish, Deliver, and Warranty for a Laerdal MamaAnne Simulator for the Nursing Department.