

Laerdal Medical Corporation

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



Laerdal®
helping save lives

Invoice Q-1062369

ATTN: David Evans
+1863-344-2854
daviddevans@polk-county.net

BILL TO: 31532928
Polk County Fire Rescue
po box 1458
Bartow FL 33831

OCPS ITB2110300 Pricing Applied

SimCapture Software

INVOICE NUMBER: Q-1062369
CREDIT TERMS: 30 days INVOICE
DATE: 04-22-2025
PO NUMBER: 25013263
ORDER NUMBER:

SHIP TO:
David Evans

330 W Church Street
Bartow FL 33830

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|--|-------------|------|-------------|--------------|
| 4 | 227-10950 SimCapture Enterprise Cloud Annual Subscription Includes: SimCapture Node with warranty and support, Cloud based storage and access, software support and maintenance, and SimCapture Mobile App. Internet access required for operation. | \$35,495.00 | 60 | \$35,495.00 | \$141,980.00 |
| 1 | 227-B-86050E SimCapture Enterprise Cloud Implementation Includes Software set up and Educational Services for all SimCapture Form Factors quoted. | \$11,035.00 | | \$10,372.90 | \$10,372.90 |

SimCapture Software

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|---|------------|------|------------|-------|
| | Include: 227-83150E QTY: 4 SimCapture Enterprise Cloud Installation Includes installation of Node end points, configuration of networked SimCapture devices, integration with installed audio and video components, LLEAP integration, integration with our cloud provider, end to end system testing, and control room demonstration. | | | | |
| | Include: 227-VT1015SC-EC QTY: 1 SC Ent Getting Started System Setup This 2-hour course is on the understanding of Configuration, Users and Security, and Recording and Sessions that are available to an organization. This course is intended for System Administrators or those responsible for system set-up and administration. | | | | |
| | Include: 227-VT2025SC-EC QTY: 1 SC Ent Getting Started Recording & Debriefing Upon completion of this training, participants should possess the skill necessary to operate the SimCapture system. This training is targeted toward Faculty and is focused on providing the tools necessary to support and advance their educational goals based on current operational abilities. | | | | |

SimCapture Software

| Qty | Description | List Price | Term | Unit Price | Total |
|---------------|---|------------|------|------------|---------------------|
| | Include: 227-VT3025SC-EC QTY: 1 SC Ent Getting Started Curriculum & Evaluations Upon completion of this training, participants should possess the skill necessary to operate the SimCapture Enterprise system to request reservations, schedule reservations, and utilize the calendar and reporting functionality. This course is targeted toward the System Administrator and Faculty/Employees who will be responsible for the creation and delivery of supplemental educational material that enhances assessment of simulation-based learning. | | | | |
| | Include: 227-VT4025SC-EC QTY: 1 SC Ent Getting Started Scheduling & Reporting Upon completion of this training, participants should possess the skill necessary to operate the SimCapture Enterprise system to request reservations, schedule reservations, and utilize the calendar and reporting functionality. | | | | |
| TOTAL: | | | | | \$152,352.90 |

Sim Room 1

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|--|------------|------|------------|------------|
| 1 | 227-51150 Advanced Audio Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (2) Overhead Microphones, (1) PoE+ Digital Signal Processor (DANTE) and Ethernet, (1) PoE Audio Module, (1) Ceiling Tile Rack. This package requires Customer installation of (1) PoE+, (1) PoE, and (1) Ethernet (for DANTE) data drop in the plenum space per package. | \$7,699.00 | | \$7,237.06 | \$7,237.06 |

Sim Room 1

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|---|------------|------|------------|------------|
| 1 | <p>227-54150</p> <p>Hardware Paging Speaker Package for Ceiling-Mount Installation</p> <p>This package includes the ceiling mount installation of: (1) Ceiling Speaker, (1) POE+ Speaker Amp (DANTE).</p> <p>This package requires Customer installation of (1) PoE+ in the plenum space per package.</p> | \$1,299.00 | | \$1,221.06 | \$1,221.06 |
| 2 | <p>227-56150</p> <p>PTZ Camera Package</p> <p>This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera.</p> <p>This package requires Customer installation of (1) PoE data drop in the plenum space per package.</p> | \$2,549.00 | | \$2,396.06 | \$4,792.12 |
| 1 | <p>227-56550</p> <p>HDMI to IP Encoder Pkg</p> <p>This package includes installation of HDMI Video Encoder and cables/adapters to turn a video output of a device or computer to stream over IP to SimCapture.</p> | \$545.00 | | \$545.00 | \$545.00 |
| 1 | <p>227-51150</p> <p>Advanced Audio Package for Ceiling-Mount Installation</p> <p>This package includes the ceiling mount installation of: (2) Overhead Microphones, (1) PoE+ Digital Signal Processor (DANTE) and Ethernet, (1) PoE Audio Module, (1) Ceiling Tile Rack.</p> <p>This package requires Customer installation of (1) PoE+, (1) PoE, and (1) Ethernet (for DANTE) data drop in the plenum space per package.</p> | \$7,699.00 | | \$7,237.06 | \$7,237.06 |

Sim Room 1

| Qty | Description | List Price | Term | Unit Price | Total |
|---------------|--|------------|------|------------|-------------|
| 1 | 227-54150 Hardware Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker, (1) POE+ Speaker Amp (DANTE). This package requires Customer installation of (1) PoE+ in the plenum space per package. | \$1,299.00 | | \$1,221.06 | \$1,221.06 |
| 2 | 227-56150 PTZ Camera Package This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera. This package requires Customer installation of (1) PoE data drop in the plenum space per package. | \$2,549.00 | | \$2,396.06 | \$4,792.12 |
| 1 | 227-56550 HDMI to IP Encoder Pkg This package includes installation of HDMI Video Encoder and cables/adapters to turn a video output of a device or computer to stream over IP to SimCapture. | \$545.00 | | \$545.00 | \$545.00 |
| TOTAL: | | | | | \$27,590.48 |

Sim Room 2

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|-------------|------------|------|------------|-------|
|-----|-------------|------------|------|------------|-------|

Sim Room 2

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|---|------------|------|------------|------------|
| 1 | <p>227-51150</p> <p>Advanced Audio Package for Ceiling-Mount Installation</p> <p>This package includes the ceiling mount installation of: (2) Overhead Microphones, (1) PoE+ Digital Signal Processor (DANTE) and Ethernet, (1) PoE Audio Module, (1) Ceiling Tile Rack.</p> <p>This package requires Customer installation of (1) PoE+, (1) PoE, and (1) Ethernet (for DANTE) data drop in the plenum space per package.</p> | \$7,699.00 | | \$7,237.06 | \$7,237.06 |
| 1 | <p>227-54150</p> <p>Hardware Paging Speaker Package for Ceiling-Mount Installation</p> <p>This package includes the ceiling mount installation of: (1) Ceiling Speaker, (1) POE+ Speaker Amp (DANTE).</p> <p>This package requires Customer installation of (1) PoE+ in the plenum space per package.</p> | \$1,299.00 | | \$1,221.06 | \$1,221.06 |
| 2 | <p>227-56150</p> <p>PTZ Camera Package</p> <p>This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera.</p> <p>This package requires Customer installation of (1) PoE data drop in the plenum space per package.</p> | \$2,549.00 | | \$2,396.06 | \$4,792.12 |
| 1 | <p>227-56550</p> <p>HDMI to IP Encoder Pkg</p> <p>This package includes installation of HDMI Video Encoder and cables/adapters to turn a video output of a device or computer to stream over IP to SimCapture.</p> | \$545.00 | | \$545.00 | \$545.00 |

Sim Room 2

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|-------------|------------|------|---------------|--------------------|
| | | | | TOTAL: | \$13,795.24 |

Sim Room 3

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|---|------------|------|------------|------------|
| 1 | <p>227-51150 Advanced Audio Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (2) Overhead Microphones, (1) PoE+ Digital Signal Processor (DANTE) and Ethernet, (1) PoE Audio Module, (1) Ceiling Tile Rack.</p> <p>This package requires Customer installation of (1) PoE+, (1) PoE, and (1) Ethernet (for DANTE) data drop in the plenum space per package.</p> | \$7,699.00 | | \$7,237.06 | \$7,237.06 |
| 1 | <p>227-54150 Hardware Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker, (1) POE+ Speaker Amp (DANTE).</p> <p>This package requires Customer installation of (1) PoE+ in the plenum space per package.</p> | \$1,299.00 | | \$1,221.06 | \$1,221.06 |
| 2 | <p>227-56150 PTZ Camera Package This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera.</p> <p>This package requires Customer installation of (1) PoE data drop in the plenum space per package.</p> | \$2,549.00 | | \$2,396.06 | \$4,792.12 |

Sim Room 3

| Qty | Description | List Price | Term | Unit Price | Total |
|---------------|---|------------|------|------------|-------------|
| 1 | 227-56550 HDMI to IP Encoder Pkg This package includes installation of HDMI Video Encoder and cables/adapters to turn a video output of a device or computer to stream over IP to SimCapture. | \$545.00 | | \$545.00 | \$545.00 |
| TOTAL: | | | | | \$13,795.24 |

Sim Room 4

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|--|------------|------|------------|------------|
| 1 | 227-51150 Advanced Audio Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (2) Overhead Microphones, (1) PoE+ Digital Signal Processor (DANTE) and Ethernet, (1) PoE Audio Module, (1) Ceiling Tile Rack. This package requires Customer installation of (1) PoE+, (1) PoE, and (1) Ethernet (for DANTE) data drop in the plenum space per package. | \$7,699.00 | | \$7,237.06 | \$7,237.06 |
| 1 | 227-54150 Hardware Paging Speaker Package for Ceiling-Mount Installation This package includes the ceiling mount installation of: (1) Ceiling Speaker, (1) POE+ Speaker Amp (DANTE). This package requires Customer installation of (1) PoE+ in the plenum space per package. | \$1,299.00 | | \$1,221.06 | \$1,221.06 |

Sim Room 4

| Qty | Description | List Price | Term | Unit Price | Total |
|---------------|--|------------|------|------------|-------------|
| 2 | 227-56150 PTZ Camera Package This package includes the installation of: (1) Pan/Tilt/Zoom (PTZ) Camera. This package requires Customer installation of (1) PoE data drop in the plenum space per package. | \$2,549.00 | | \$2,396.06 | \$4,792.12 |
| 1 | 227-56550 HDMI to IP Encoder Pkg This package includes installation of HDMI Video Encoder and cables/adapters to turn a video output of a device or computer to stream over IP to SimCapture. | \$545.00 | | \$545.00 | \$545.00 |
| TOTAL: | | | | | \$13,795.24 |

Control Room

| Qty | Description | List Price | Term | Unit Price | Total |
|---------------|---|------------|------|------------|-------------|
| 4 | 227-57150 Hardware Paging Station Package This package includes the installation and programming of: (1) Desktop Microphone, (1) Closed-back Headphones, (1) Digital Signal Processor. This package requires Customer installation of (1) PoE+ and (1) Ethernet (for DANTE) data drop in the plenum space per package. | \$6,199.00 | | \$5,827.06 | \$23,308.24 |
| TOTAL: | | | | | \$23,308.24 |

AV Site Survey

| Qty | Description | List Price | Term | Unit Price | Total |
|-----|-------------|------------|------|------------|-------|
|-----|-------------|------------|------|------------|-------|

AV Site Survey

| Qty | Description | List Price | Term | Unit Price | Total |
|--------|--|------------|------|------------|------------|
| 1 | 227-B-Install SimCapture AV Installation | \$0.00 | | \$0.00 | \$0.00 |
| 1 | 227-83025 SimCapture Site Survey When purchasing SimCapture a Laerdal representative is required to assess the customers environment. We will discuss usage and all aspects of your installation and requirements for your site. | \$3,249.00 | | \$3,054.06 | \$3,054.06 |
| TOTAL: | | | | | \$3,054.06 |

| | |
|---------------------------|--------------|
| ITEM TOTAL: | \$247,691.40 |
| SHIPPING/HANDLING: | \$910.00 |
| ADDITIONAL CHARGE/CREDIT: | |
| TAX: | \$0.00 |
| TOTAL: | \$248,601.40 |

REMIT TO:

Laerdal Medical Corp.
LOCKBOX 784987
Philadelphia, PA 19178-4987