

**REQUEST FOR PROPOSAL**  
**FOR**  
**SIMULATOR MANIKINS**  
**Nursing Simulation Lab – Building 1**

Columbia Gorge Community College  
The Dalles, Oregon



Issued: March 15, 2024

Proposals Due: April 12, 2024, 3:00 pm, Local Time

EDA Award Number 07-79-07767

URI 116720

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## TABLE OF CONTENTS

I.	PROPOSAL OVERVIEW _____	2
	a. Notice to Proposers	
II.	STANDARD TERMS AND CONDITIONS _____	2
	a. Contracting Terms and Conditions	
III.	RFP EVALUATION CRITERIA _____	3
	a. Company Qualifications	
	b. Training	
	c. Fidelity Needs for Simulation and Nursing Skills	
	d. Simulator Manikins	
IV.	MANIKIN DESCRIPTIONS AND CRITERIA _____	5
	a. Adult Female Patient Simulator Manikin	
	b. Advanced Life Support Trainer Adult Torso	
	c. Toddler Simulation Manikin	
	d. 3-6 Month Infant Simulation Manikin	
	e. Adult Female Simulator Manikin with Conversion	
	f. Upgrade Kit	
	g. SimMan Essential Light	
	h. SimBaby Light	
	i. Pulmonary System	
	j. Pneumothorax Trainer Manikin	
	k. Obstetrical Simulation Manikin	
	l. Patient Device Simulator	
	m. Patient Device Simulator CPR Module	
V.	REQUIREMENTS FOR PROPOSAL _____	11
	a. Submittal Requirements	
	b. Form of Proposal	
VI.	REVIEW AND PROPOSAL SELECTION PROCESS _____	12
	a. General Information	
	b. Interviews	
VII.	Attachments _____	13
	a. Exhibit A Bid Form	
	b. Exhibit B Federal Grant Contract Provisions (see 2 CFR 200, Appendix II to Part 200 <a href="https://www.ecfr.gov/current/title-2/subtitle-A/chapter-II/part-200/appendix-Appendix%20II%20to%20Part%20200">https://www.ecfr.gov/current/title-2/subtitle-A/chapter-II/part-200/appendix-Appendix%20II%20to%20Part%20200</a> )	

## I. PROPOSAL OVERVIEW

### **Notice to Proposers**

Columbia Gorge Community College (CGCC) invites qualified vendors to submit proposals for the purchase and installation of nursing simulator equipment. The equipment will be based upon the functionality and best fit for CGCC. The simulation center will have two simulation labs with two beds each of monitored simulation with the goal of collaboratively working with the existing skills labs, as well. The center needs the capacity for debriefing in separate rooms. Management of the simulation will take place in a separate control room between.

This RFP and any addenda will be posted at <https://www.cgcc.edu/purchasing/bid-announcements>

Each vendor who intends to submit a proposal in response to this RFP shall submit an "Intent to Respond" via e-mail to Mark DeMoss at [mdemoss@cgcc.edu](mailto:mdemoss@cgcc.edu) on or before April 5, 2024, 3:00 pm. The Intent to Respond shall include the vendor's name, the name of a contact person and that person's e-mail address.

All questions should be sent on or before April 5, 2024. If it becomes necessary to revise or clarify any part of this RFP, written notification will be provided to known bidders via e-mail in the Intent to Respond as well as posted online.

Proposals will be accepted until April 12, 2024, at 3:00 pm. Please email with subject heading, "RFP-CGCC Nursing Sim Lab Equip".

This solicitation does not oblige the College to pay any costs incurred in the preparation of the Proposals. The College reserves the right to reject any or all Proposals that are not in compliance with all prescribed requirements. This RFP shall be referenced in, and considered part of, any final contract.

## II. STANDARD TERMS AND CONDITIONS APPLICABLE TO ALL CGCC CONTRACTS

### **Contracting Terms and Conditions**

The following standard contracting terms and conditions are incorporated and shall become a part of any final contract that will be awarded by any college or other operating unit of the Columbia Gorge Community College (CGCC). These terms and conditions derive from the public nature and limited resources of the CGCC. CGCC DOES NOT AGREE TO:

1. Provide any defense, hold harmless or indemnity.
2. Waive any statutory or constitutional immunity.
3. Apply the law of a state other than Oregon.
4. Procure types or amounts of insurance beyond those CGCC already maintains or waive any rights of subrogation.
5. Add any entity as an additional insured to CGCC policies of insurance.
6. Pay attorneys' fees, costs, expenses, or liquidated damages.
7. Promise confidentiality in a manner contrary to CGCC policies and procedures.
8. Permit an entity to unilaterally change any term or condition once the contract is signed.
9. Automatic renewals for term(s) greater than month-to-month.

By submitting a response to a Request for Proposal, bid or other offer to do business with CGCC, YOUR ENTITY UNDERSTANDS AND AGREES THAT:

1. The above standard terms and conditions are thereby incorporated into any agreement entered into between CGCC and your entity; that such terms and condition shall control in the event of any conflict with such agreement; and that your entity will not propose or demand any contrary terms.
2. The above standard terms and conditions will govern the interpretation of such agreement notwithstanding the expression of any other term and/or condition to the contrary.
3. Your entity will not propose to any college or other operating unit of the CGCC any contractual documents of any kind that are not in at least 11-point font and completely contained in one Word or PDF document, and that any references to terms and conditions, privacy policies or any other conditions referenced outside of the contract will not apply; and
4. Your entity will identify at the time of submission which, if any, portion or your submitted materials are entitled to "trade secret" exemption from disclosure; that failure to so identify will authorize CGCC to conclude that no portions are so exempt; and that your entity will defend, indemnify and hold harmless CGCC in any and all legal actions that seek to compel CGCC to disclose some or all of your submitted materials and/or contract, if any, executed between CGCC and your entity.
5. To the greatest extent practicable, your entity is encouraged to purchase American-made equipment and products with funding provided under EDA financial assistance.
6. This project will be partially funded with Federal funds from the United States Department of Commerce, Economic Development Administration, and therefore is subject to the Federal laws and regulations associated with that program.
7. All work must conform to the requirements of Appendix II to 2 CFR Part 200 – Contract Provisions for Non-federal Entity Contracts under federal awards.

### III. RFP EVALUATION CRITERIA

CGCC has established a review committee that will evaluate and select the vendor for award of a contract to provide the equipment, installation, and training services from the responses to criteria outlined in the RFP.

The review will consist of a point formula to score proposals. The evaluators can assign a maximum of one hundred (100) points for each respondent's written response. Based on the total calculated score, the respondent will be ranked highest to lowest with a 100 total score being the highest.

#### **Company Qualifications (maximum 10 points)**

1. Describe the organization, size and structure; whether the company is local, regional, or national; the location of the office which will facilitate the sale of the equipment; the number of professional staff employed at that office and the location of any support personnel assigned to this project.
2. Indicate the number and type of non-profit and government clients served. If your clients include colleges and universities or are located in the State of Oregon, please state that information. Provide client names that can be contacted as references.
3. Provide a minimum of four (4) references from previous clients for whom services have been performed over the last five (5) years. Provide the reference's current contact name and telephone number.

4. Consideration will be given to, but not limited to, professional registrations, years of experience, experience with Higher Education Facilities and other experience/qualifications that may be relevant to the proposed project.

**Training (maximum 30 points)**

1. Identify the availability and any limitations to the training of the CGCC Nursing and Staff by the vendor.
2. Identify each location of the training.
3. Please note if the training can be conducted on the CGCC Campus and if an additional cost is required for this ability.
4. Identify all costs associated with the training on:
  - a. Initial group training sessions.
  - b. New employee training sessions.
  - c. Any refresher training sessions.

**Fidelity Needs for Simulation and Nursing / Paramedic Skills (maximum 35 points)**

1. Fidelity (also known as realism/authenticity) believability, or the degree to which a simulated experience approaches reality; as fidelity increases, realism increases. The level of fidelity is determined by the environment, the tools and resources used, and many factors associated with the participants. Fidelity can involve a variety of dimensions, including (a) physical factors such as environment, equipment, and related tools; (b) psychological factors such as emotions, beliefs, and self-awareness of participants; (c) social factors such as participant and instructor motivation and goals; (d) culture of the group; and (e) degree of openness and trust, as well as participants' modes thinking.
2. Any additional alternative room equipment may be submitted to improve the simulation and debriefing management, operations and debriefing. Any and all primary, alternative and optional additional secondary room specifications are subject to approval by CGCC.
3. All vendors should address the maintenance and warranties of their products in this section.
4. Base level service plans should be three (3) years of service including shipping to and from college, preventative maintenance, software updates, and phone technical support. Any additional alternative or optional service plans may cover up to five (5) years, for onsite repairs and onsite maintenance.

**Simulator Manikins (maximum 25 points)**

1. Provide all equipment identified in Section IV of RFP with product manufacturer name, description(s), and cost of each.
2. Evaluations will be based on achieving criteria identified for each manikin and equipment, including total cost.

#### IV. MANIKIN DESCRIPTIONS AND CRITERIA

Please identify how your company will address the requirement of the each of the manikins and supporting equipment listed herein. The college reserve the right to alter the quantity of purchase or eliminate specific items entirely from its order.

##### **A. Adult Female Patient Simulator Manikin**

1. Quantity: One.
2. Manufacturer: Echo Healthcare, or approved equal.
3. Primary Requirements:
  - a. Female manikin with realistic, filled-in breasts and female genitalia.
  - b. Stepwise airway management with mouth, nostrils, upper airway & lungs enabling use of NP airway, bag valve mask, supraglottic airway & endotracheal tube.
  - c. CPR compatible.
  - d. Needle decompression.
  - e. Intraosseous access (bilateral humeral head & tibia).
  - f. Closed eyelids with manual opening.
  - g. Standard weight 30 kg (approx.).
4. Additional Requirements:
  - a. Covered by service and support for at least 1 year.
  - b. Parts replacement with technical assistance for 2 years on any refurbished product.

##### **B. Advanced Life Support (ALS) Trainer Adult Torso**

1. Quantity: One.
2. Primary Requirements:
  - a. Oral and nasal intubation, bag valve mask ventilation.
  - b. ABC assessment.
  - c. CPR compatible.
  - d. Palpation of carotid pulse.
  - e. Separate right and left lungs.
  - f. Auscultation of air movement.
  - g. Chest compressions and precordial thump.
  - h. Jaw thrust.
  - i. IV site in hand and arm for venipuncture.
  - j. IM injection site.
  - k. Blood pressure cuff placement.
  - l. Rhythm recognition featuring 17 rhythms.
  - m. Anatomical Landmarks: Sternum, rib cage, substernal notch.
  - n. Teeth, uvula, vocal cords, glottis, epiglottis, larynx.
  - o. Inflatable lungs and stomach.

### **C. Toddler Simulator Manikin**

1. Quantity: One.
2. Manufacturer: Echo Healthcare, or approved equal.
3. Primary Requirements:
  - a. Stepwise airway management with mouth, upper airway and lungs enabling use of Ambu bag and valve mask, supraglottic airway and endotracheal tube.
  - b. CPR compatible.
  - c. Needled decompression (front).
  - d. Closed eyelids with manual opening.
  - e. Standard weight 14Kg (approx.).
4. Additional Requirements:
  - a. Covered by service and support for at least one year.
  - b. Parts replacement with technical assistance for 2 years on any refurbished product.

### **D. 3-6 Month Infant Simulator Manikin**

1. Quantity: One.
2. Manufacturer: Echo Healthcare, or approved equal.
3. Primary Requirements:
  - a. Stepwise airway management with mouth, upper airway and lungs enabling use of Ambu bag and valve mask, supraglottic airway and endotracheal tube.
  - b. CPR compatible.
  - c. Needled decompression (front).
  - d. Closed eyelids with manual opening.
  - e. Standard weight 5Kg (approx.).
  - f. Length 60 cm.
  - g. Covered by service and support for at least one year.

### **E. Adult Female Simulator Manikin with Conversion**

1. Quantity: One.
2. Product: Laerdal 320-05050, or approved equal.
3. Primary Requirements:
  - a. Medium female skin manikin.
  - b. Realistic airway with uvula, vocal cords, epiglottis and esophagus.
  - c. Bag/mask/ ventilation. Right mainstem intubation, trach care and tracheal suctioning with fluids.
  - d. Spontaneous breathing synchronized with selected breath rate (0-60 bpm)
  - e. Wig and pupil set.
  - f. Various oxygen delivery methods, anterior and posterior lung sounds auscultation sites.
  - g. Palpable articulation of arms and legs.
  - h. Head can be fixed into chin to chest position and remain flexed until repositioned.
  - i. Sits unassisted and bends at waist to tripod position.
  - j. Palpable anatomy for assessment and site location including clavicle, sternum, spine anterior superior iliac spine, pubic symphysis greater trochanter and scapula.
  - k. Ear canal for practice and irrigation, oral care and hygiene.
  - l. Lavage and gavage, accurate anatomical landmarks for insertion of NG tube to correct measurement.
  - m. Bilateral pre-ported IV arms with capability for IV bolus and push IV infusion.
  - n. Bilateral deltoid, ventral gluteal, dorsal gluteal and thigh injection sites.

- o. NG tube for meds and feeding.
  - p. Female genitalia, urinary catheterization with ability for proper fluid return.
  - q. Ostomy set, enema administration and simulated rectal suppositories.
  - r. Four independent controlled auscultation areas for bowel sounds.
  - s. Fetal heart tones.
  - t. Bilateral carotid, brachial radial, femoral and pedal pulses.
  - u. Bilateral measurements of non-invasive blood pressure (auscultated or palpated).
  - v. Heart sounds synchronized with ECG, BP cuff.
  - w. Blinking eye with adjustable blink rate, ability to open, close or partially close eyes for consciousness cue.
  - x. Interchangeable pupil (dilated, constricted, normal).
  - y. subcutaneous injection pads.
  - z. ECG monitoring and CPR compatible.
4. Patient Monitor Operating System:
- a. All-In-One Panel PC for use with instructor computer with LEEAP software.
    - i. Product: Laerdal 400-29301, or approved equal.
  - b. LLEAP for SimPad Plus (includes license Key providing access to manual mode, automatic mode, and log viewer application).
    - i. Product: Laerdal 204-50150, or approved equal.
  - c. SimPad Plus only.
    - i. Product: Laerdal 204-30101, or approved equal.
  - d. SimPad Plus Handheld Remote.
  - e. SimPad headset.
    - i. Product: Laerdal 200-30950, or approved equal.
  - f. SimPad Plus Protection Plan.
    - i. Product: Laerdal 320-B-Protech-NAS, or approved equal.
  - g. Mobile Router.
    - i. Product: Laerdal 400-93050, or approved equal.

#### **F. Upgrade Kit (to Convert Female Manikin)**

1. Simulator Geriatric Medium Upgrade Kit:
  - a. Quantity: One kit.
  - b. Product: Laerdal 322-10550-M, or approved equal.
  - c. Aged female manikin - geriatric front and back skin.
  - d. Grey wig.
  - e. Aged left and right arm assemblies.
  - f. Cataract and arcus senilis pupil set.
  - g. Aged female and male genital.
  - h. Aged right and left foot skin.
  - i. Aged upper teeth.
  - j. Chest and belly foam.
2. Simulator Male Medium Upgrade Kit:
  - a. Quantity: One kit.
  - b. Product: Laerdal 320-10550, or approved equal.
  - c. Male front skin.
  - d. Male genitalia.
  - e. Foreskin set.
  - f. Left and right arm assemblies.
  - g. Upper and lower torso foam.

## **G. SimMan Essential Light**

1. Quantity: One.
2. Product: Laerdal 213-02355, or approved equal.
3. Realistic Full Body Adult with the Following:
  - a. Controllable open/close airway.
  - b. Head tilt/chin lift, jaw thrust with articulated jaw.
  - c. Suctioning (oral and Nasopharyngeal).
  - d. Bag-mask ventilation.
  - e. LMA, and other airway placement.
  - f. Endotracheal, retrograde, right mainstream and fiberoptic intubation.
  - g. Needle/surgical cricothyrotomy.
  - h. Variable airway resistance on/off.
  - i. Stomach distention.
  - j. Tongue edema, pharyngeal swelling, laryngospasm.
  - k. Simulated spontaneous breathing, bilateral and unilateral chest rise and fall, CO2 exhalation.
  - l. Normal and abnormal breath sounds, 5 anterior auscultation sites, 6 posterior auscultation sites.
  - m. Needle thoracentesis - bilateral.
  - n. Unilateral and bilateral chest movement.
  - o. Chest tube insertion - bilateral.
  - p. Extensive ECG library.
  - q. Heart sounds- four anterior locations. ECG rhythm monitoring; 12 lead ECG display, Defibrillation and cardioversion.
  - r. BP measured manually by auscultation of Korotkoff sound.
  - s. Carotid, femoral, radial dorsalis pedis posterior tibialis pulses and brachialis synchronized with ECG.
  - t. Pulse strength variable with BP.
  - u. IV arms, established - Intraosseous access (tibia and sternum).
  - v. CPR compressions generate palpable pulses, blood pressure wave form, and ECG.
  - w. Eyes: blinking - slow, pupillary accommodation.
  - x. Urinary: foley catheterization.
  - y. Bowel tones, 4 quadrants.
  - z. Full articulating pelvis, leg rotation in all natural directions.
4. Operating Requirements:
  - a. Power Cord 110V (US).
  - b. Laptop for use with LLEAP, Ultrasound, or Patient Monitor.
  - c. Tablet with use for LLEAP, SimPad, or SimPad Plus Patient Monitor.
  - d. SimMan ESS Protech coverage (complete technical coverage for simulator, monitor, instructor laptop and /or simpad against defects, including loaner coverage, updates and modifications to product. 1-year periodic maintenance per year as requested and premium Tech support.
5. Additional Requirements
  - a. SimMan Essential Course Getting Started.

## **H. SimBaby Light**

1. Quantity: One.
2. Product: Laerdal 246-00050, or approved equal.
3. Primary requirements:
  - a. Normal and Difficult Airway (Airway opening acquired by head tilt, chin lift and jaw thrust):
  - b. Oropharyngeal and nasopharyngeal airways.
  - c. Bag-Valve-Mask ventilation.
  - d. Orotracheal and nasotracheal intubation.
  - e. Cricoid pressure / Laryngeal manipulation.
  - f. LMA insertion.
  - g. Endotracheal tube insertion, Fiberoptic intubation.
  - h. Gastric tube insertion.
  - i. Variable lung compliance, Variable airway resistance.
  - j. Tongue edema, Laryngospasm, Pharyngeal swelling.
  - k. Right mainstem intubation.
  - l. Gastric distention.

## **I. Pulmonary System**

1. Primary Requirements:
  - a. Spontaneous breathing with variable rate, depth, and regularity.
  - b. Bilateral and unilateral chest rise and fall.
  - c. Bilateral or Unilateral breath sounds: Normal, fine crackles, stridor, wheezes, and rhonchi.
  - d. Lung Sounds: Normal, fine crackles, stridor, wheezes, and rhonchi.
  - e. Oxygen saturation, see-saw respiration, retractions, and pneumothorax.
  - f. Unilateral needle thoracentesis midclavicular, Unilateral chest tube insertion  
Cardiovascular System Extensive ECG library with rate from 20-360, QCPR.
  - g. CPR compressions generate palpable pulses, blood pressure waveform, and generate artifacts on ECG.
  - h. Heart Sounds: Normal, systolic murmur, holosystolic murmur, diastolic murmur, continuous murmur, and gallop.
  - i. Blood pressure (BP) simulated on patient monitor.
  - j. Pulses: Bilateral femoral and brachial. Pulse strength variable with BP.
  - k. Display of cardiac rhythms via 4-lead ECG monitoring, 12-lead dynamic ECG display, Live defibrillation, pacing, and cardioversion using Shocklink and training pads.
  - l. Anterior and posterior defibrillation pad placement Vascular Access.
  - m. Venous access antecubital fossae, dorsum of the hand and long saphenous vein.
  - n. Bilateral IO/IV insertion legs, IV bolus and infusion Other Features.
  - o. Seizures: Head and arms.
  - p. Reactive eyes - Normal, constricted and blown (dilated) pupils.
  - q. Capillary refill - Left hand and sternum.
  - r. Fontanelle - normal and bulging.
  - s. Moving arms: limp, tone, spontaneous motion.
  - t. Vocal Sounds: Crying, content, coughing, and hiccup.
  - u. Liver palpation, Cyanosis Simulated Patient Monitor.
  - v. Highly configurable patient monitor.

- w. Simulate several parameters including ECG, SpO2, CO2, ABP, CVP, PAP, NIBP, TOF, and others.
- x. Multimedia capability: Radiology files, Media files, Lab results
- y. Touchscreen operation software.
- 2. Patient Monitor Operating System:
  - a. All-In-One Panel PC for use with instructor computer with LEEAP software.
    - i. Product: Laerdal 400-29301, or approved equal.
  - b. LLEAP for SimPad Plus (includes license Key providing access to manual mode, automatic mode and log viewer application).
    - i. Product: Laerdal 204-50150, or approved equal.
  - c. SimPad Plus only.
    - i. Product: Laerdal 204-30101, or approved equal.
  - d. SimPad Plus Handheld Remote.
  - e. Sim Pad Headset.
    - i. Product: Laerdal 200-30950, or approved equal.
  - f. SimPad Plus Protection Plan.
    - i. Product: Laerdal 320-B-Protech-NAS.
  - g. Mobile Router.
    - i. Product: Laerdal 400-93050, or approved equal.

#### **J. Pneumothorax Trainer Manikin**

- 1. Quantity: Two.
- 2. Primary Requirements:
  - a. Training needle thoracentesis at the 2nd and 5th intercostal spaces.
  - b. Rib structure, including xiphoid and clavicle.
  - c. Palpable landmarks in the 2nd intercostal space midclavicular lines and the 5th intercostal space midaxillary line.
  - d. Easily interchangeable inserts.
  - e. Each insert lasts 50+.
  - f. Realistic hiss with air escaping.
  - g. Made from durable materials and built to withstand repeated use in classroom setting.
- 3. Additional Requirements:
  - a. Covered by service and support for at least one year.
  - b. Parts replacement with technical assistance for 2 years on any refurbished product.

#### **K. Obstetrical Manikin**

- 1. Quantity: One.
- 2. Primary Requirements:
  - a. Anatomically correct pelvic model, with pelvic landmarks. Located spinal column, angled birth canal, ilium. Ischium, sacrum, Sacro spinous ligament and greater sciatic notch.
  - b. With full term newborn, with fontanelles and cranial sutures and placenta.
  - c. Disposable umbilical cords with clamps.
  - d. Replaceable extra vulva.
  - e. Powder to make simulated blood.
  - f. Modular pregnant belly overlay with permanently installed fetus.
  - g. Clear abdominal overlay.
- 3. Additional Requirements:
  - a. Carry bag.

#### **L. Patient Device Simulator**

1. Quantity: One.
2. Product: Echo Healthcare, or approved equal.
3. Primary Requirements:
  - a. iSimulate REALITi 360 Plus, or approved equal, fully compatible with simulation manikins.
  - b. (1) premium screen of choice.
  - c. (1) iPad Wi-Fi with facilitator case.
  - d. (1) iPad Pro 12.9" Wi-Fi with cover.
  - e. Fixed Wi-Fi.
  - f. Monitor Bag.
  - g. Simulation Lead Set (Adult).
  - h. Power System.
  - i. Configuration and Setup.
4. Additional Requirements:
  - a. Full membership.
  - b. One year support with MeLiSA.

#### **M. Patient Device Simulator CPR Module**

1. Quantity: One.
2. Product: Echo Healthcare, or approved equal.
3. Primary Requirements:
  - a. iSimulate REALITi 360 CPR Module, or approved equal, fully compatible with simulation manikins.
  - b. CPR hardware, including two (2) CPR bands and case.
4. Additional Requirements:
  - a. REALITi license.

#### **V. REQUIREMENTS FOR PROPOSALS**

##### **Submittal Requirements**

Interested bidders must submit their responses to Columbia Gorge Community College, The Dalles, Oregon, Controller Mark DeMoss at [mdemoss@cgcc.edu](mailto:mdemoss@cgcc.edu) with subject heading, "RFP-CGCC Mannequin Sims and Equip" no later than 3:00 pm local time on April 12, 2024. Response submitted after this time will be subject to rejection. It is the responsibility of the bidder to ensure that proposals have been received.

##### **Form of Proposal**

A Proposer's submitted proposal:

- One (1) electronic copy submitted via email to Columbia Gorge Community College, Mark DeMoss, listed above.
- Exhibit A BID FORM should be completed
- Shall be in PDF format, 8 1/2" x 11" size. 11"x17" size is acceptable for equipment spreadsheets if needed.

## VI. REVIEW AND PROPOSAL SELECTION PROCESS

### **General**

Columbia Gorge Community College reserves the right to reject any or all Proposals and is not liable for any costs the Proposer incurs while preparing or presenting the Proposal. All proposals and fees shall remain in effect for a minimum of 90 days beyond the submittal date. Upon completion of the evaluations, CGCC intends to negotiate a contract with the Proposer whose proposal is deemed most advantageous to CGCC.

CGCC has appointed a selection committee for this RFP to evaluate proposals, and to award a contract to the vendor which they determine best meets its needs. CGCC reserves the right to reject any or all bids, to waive or not waive informalities or irregularities in bids or bidding procedures, and to accept or further negotiate cost, terms, or conditions of any bid determined by CGCC to be in the best interests of CGCC even though not the lowest bid.

The proposals will be evaluated on a qualitative basis; factors which may affect the decision include the vendor's completeness and timeliness in its response to CGCC, the results of discussions with references, and interviews with personnel to be assigned to CGCC.

Vendors shall deliver and install all equipment within 26 weeks from award notification. Preference may be given to vendors that can complete delivery and installation in a shorter time frame after receiving the award. Availability of the proposed equipment may be used in the evaluation of the proposal. The vendor must include a realistic delivery schedule in terms of weeks following contract award.

### **Interviews**

No interviews are planned; however, At CGCC's option interviews may be conducted with the Proposers after the Proposals are evaluated. Such interviews shall provide an opportunity for Proposers to clarify their Proposal to ensure thorough mutual understanding.

END OF REQUEST FOR PROPOSAL