

**ALPENA COMMUNITY COLLEGE
REQUEST FOR PROPOSAL:
Childbirth, and Patient Simulators**

Overview

Alpena Community College (ACC) invites you to submit a response to the Request for Proposal (RFP) for (2) Childbirth Simulator, and (2) Patient Simulators.

A proposal is to be submitted which addresses the following: A) Scope of Work; B) Responsibilities of Bidder; and a descriptive cost/budget quote.

In order to be considered, proposals must be received prior to **12:00 p.m. EST on Wednesday, March 11, 2026**. No exceptions will be made to this deadline. Proposals received after that deadline will not be considered.

Proposers shall submit one (1) signed original of this form, along with proposal and attachments as appropriate. Proposals not completed in the manner specified in the RFP will not be evaluated. Proposals may be directed via mail, email (kowalewl@alpenacc.edu), or fax (989-358-7565) to Lyn Kowalewsky, Alpena Community College Controller, at:

**Alpena Community College
ATTN: Lyn Kowalewsky
665 Johnson St
Alpena, MI 49707**

No bid bond or performance bond is required for this RFP

Contact Information and Inquiries

Please refer all inquiries regarding this request to:

Chanda Zbytowski MSN, RN, CSMRN Director of Nursing

Alpena Community College 989-358-7214 Office zbytowsc@alpenacc.edu

Phone: 989-358-7451 | Fax: 989-358-7562

COMPANY	_____
SIGNATURE	_____
ADDRESS	_____
CONTACT	_____
PHONE	_____
EMAIL	_____

Project Timeline

Alpena Community College desires to complete the implementation of the Childbirth Simulator, and Patient Simulators by July 1, 2026. To that end, we have set forth the following schedule of events for the new Simulator acquisition:

Event	Date
Request for Proposal Issued	February 18, 2026
Proposals Due	March 11, 2026

Questions will be accepted via phone, or email up to the bid deadline. **989-358-7214**.

Vendors will be notified via email or telephone of the institution's decision to include them in or exclude them from further involvement in the process. The institution may engage in final negotiations with more than one vendor.

A. Scope of Work

Alpena Community College is seeking vendors to submit a bid for (2) Childbirth Simulators, (2) Patient Simulators for its Nursing and Allied Health programs that meet the specifications below. This project will be funded 100% by a \$2,250,000 grant from the United States Department of Education.

As a two-year public educational institution, the College is exempt from state and federal taxes. The College's federal tax-exempt I.D. number is 38-2310748. Bidders should not include state and federal sales tax in their bids.

The equipment should be an intuitive and user-friendly interface for the academic community to learn and utilize.

Bid for (2) Childbirth Simulator is to include:

- IV access
- Ability to vocalize
- Chest rise and breathing functions for auscultation
- Programmable with multiple scenarios
- Virtual medications
- Active birthing baby
- C-section baby
- Placenta
- Epidural insert
- Episiotomy trainers
- In-room monitor
- ECG-generating with ECG monitor
- Fetal monitor
- Interactive eyes
- Event tracking and interaction recorder
- Tetherless/wireless
- Gynecologic accessories, including but not limited to: non-pregnant abdominal cover, anteverted uterus, retroverted uterus, normal and abnormal cervixes, removeable perineum

Bid for (2) Patient Simulators is to include:

- Availability of different skin tones
- IV access
- Ability to vocalize
- Chest rise and breathing function for auscultation
- Ability to measure BP and O2sat
- Ability to defibrillate, cardiovert, and pace
- Programmable
- ECG generating
- Battery chargers
- Integrated sensors to track student performance
- Virtual medication recognition
- Active eyes and pupillary response to light
- Convulsions and tremors
- Automatic or manual modes
- Tetherless/wireless

B. Responsibilities of Bidder

1. Bidders will provide a detailed bid including all costs for each type of simulator, which include shipping, destination, set-up/installation, training and service plans.
2. If training is provided or included, then bid must include description of training for College technicians/coordinators.
3. Bidder will provide a bid including a description of network, hardware, software, and power requirements, along with software update schedule/process.
4. Bidder will provide a bid including a description of any warranty/care provided.
5. Bidders must demonstrate a willingness and ability to support college staff in all technical questions.
6. Bidders must provide three reference contacts from among previous customers.
7. Bidders must provide manuals.

C. Responsibilities of Alpena Community College

1. Pay the bidder upon complete delivery of equipment.
2. Provide documentation of invoices to the United States Department of Education, Office of Postsecondary Education, as requested.

Evaluation Criteria

The College will evaluate proposals based on the following 100-point criteria:

Criteria	Points
Cost of equipment, including but not limited to, a detailed breakdown of any shipping, destination and training charges.	50
Ability to document that equipment meets all aspects of the specifications listed above. Preference will be given to tetherless/wireless equipment and turn-key solutions.	30
Documented ability to deliver the specified equipment and past history of successful delivery of specified equipment with three reference contacts.	20

Award Discretion

Award shall be made to the qualified and responsible applicant whose proposal is responsive to this request. The College reserves the right to:

1. Eliminate one or more of the specified capability requirements if deemed cost prohibitive;
2. Accept or reject any and all proposals or portions thereof, or to waive any irregularities or informalities in proposals;
3. Select a proposal or proposals in the best interests of the College;
4. Select the next best responsive proposal, award to more than one vendor, release a new RFP, or take other action, as the College deems appropriate.

Indemnification

1. Applicant agrees to defend, indemnify and hold the College harmless from and against all claims, suits, liabilities, costs, and expenses, including attorney's fees, for any injury.
2. This indemnity shall survive the termination of this agreement and shall not apply to any injury, damage, or loss caused in whole by the negligence of the applicant.

Term and Termination

1. The term of the Agreement shall commence on the date the last party executes this Agreement and shall be for a period of the duration of the period specified.
2. If the Applicant fails to perform any of the promises set forth in this Agreement, then as an option, but not as its sole remedy, the College may terminate this Agreement within Thirty (30) days.

Miscellaneous

This Agreement constitutes the entire understanding of the parties and no terms may be altered or waived except by the mutual written consent of both parties. This Agreement may not be assigned nor sold or otherwise conveyed by Applicant without bidder's written consent.

The contents of this RFP were developed under a grant from the Department of Education. However, those contents do not necessarily represent the policy of the Department or Education, and you should not assume endorsement by the Federal Government.