

Request for Proposals (RFP): Virtual Reality Headset Simulator Software

Purpose of the RFP

The ever-changing health care reform and health care needs of our patients creates new competencies by our nursing graduates to care for all types of patients in diverse health care settings. Health care environments are complex, requiring health care professionals to have different skill sets than just a decade ago; health care professionals require high-tech, problem-solving, and decision-making skills, as well as expert clinical knowledge, to care for the high-acuity patients in acute care and community health settings. (INASCL, 2025).

Nurse educators are responsible for preparing our nursing graduates for the reality of health care practices to provide safe, competent, quality care.

Many landmark reports have focused on nursing education and practice, highlighting the critical roles of nurse educators, practitioners, and the delivery of nursing care in our very complex health care environments. Key reports continue to require nursing educators to consider different teaching strategies and experiences to better prepare graduates.

Nurse educators can use clinical simulations as one approach to create student-centered, experiential environments that engage and prepare the nursing student for real-world practice. Once nonexistent, incorporating clinical simulations into the nursing curriculum is now a common place and the technology continues to evolve. Virtual simulations aid to offset the low frequency, high risk patient situations students may not encounter in the clinical experience. (INASCL, 2025).

The use of clinical simulations requires faculty from all types of programs and clinical institutions to learn new pedagogy. This includes the virtual world and the use of VR learning experiences in healthcare. (Jefferies, 2020).

Alpena Community College (ACC) invites proposals from qualified vendors to provide Virtual Reality (VR) Headset Simulator Software for the Nursing Department. This initiative, funded through the Strengthening Institutions Program (SIP) Grant, aims to enhance nursing education by expanding our technology resources to better prepare students for real-world healthcare scenarios.

Background

ACC's Nursing Department has a strong history of integrating advanced simulation technology into its curriculum. This includes the addition of high-fidelity manikins and interactive digital platforms, all designed to create immersive learning environments that enhance student engagement and competency.

Building on this foundation, the SIP Grant has supported ACC's investment in cutting edge technology to further support our nursing students. By incorporating VR simulation software, the department seeks:

- a. State of the art simulation center at ACC. Equipped with various low, medium and high-fidelity, VR simulators.
- b. Simulators used primarily for attainment of skills fostering clinical reasoning, clinical judgement.
- c. Increase student confidence with various patient care situations for which they may not be exposed to in the clinical setting.
- d. Increase exposure to high risk, low occurring emergent situations.
- e. Complementary simulation experience during current high fidelity sim lab experience. Offering less down time in current simulation course.
- f. Reduces the need for faculty to assign – lower value add assignments in simulation.
- g. Higher frequency of simulation experiences for students which help to develop and master clinical reasoning and judgment skills.
- h. Increase NCLEX pass rates as students are highly experienced in clinical reasoning, critical thinking and clinical judgement.
- i. Simulation learning methodologies align with new NCLEX NextGen evaluation of new graduate competencies.
- j. Sustainability of simulation program as an integrated learning experience with the latest simulation technology deployed
- k. Independent learning with the use of VR technology as experience does not require side by side instructor to facilitate.
- l. Meeting generational expectations of technology. Many students are familiar with VR technology, thus adapting to this teaching methodology may be seamless for students.

Scope of Work

Vendors are invited to submit proposals that meet or exceed the following requirements:

1. Software Features

- Compatibility with major VR headsets (e.g., Meta Quest).
- A robust library of nursing-related scenarios, including but not limited to:
 - Patient assessment.
 - Emergency response.
 - Complex case management.
- Real-time feedback and assessment tools.
- Customizable scenarios to align with ACC's curriculum.

2. Training and Support

- Initial and ongoing training for faculty and staff.
- Comprehensive technical support and maintenance plans.

3. Implementation Timeline

- Detailed timeline for installation, training, and go-live date.

4. Cost Proposal

- Itemized cost structure, including licensing fees, equipment, and training.
- Flexible payment options or grant-specific funding alignment.

Submission Requirements

Vendors must submit a comprehensive proposal that includes:

- Executive Summary.
- Detailed description of software capabilities.
- References from higher education institutions utilizing similar solutions.
- Pricing details and any additional costs.
- Implementation plan with milestones. Implementation must be completed by May 30, 2025.

Evaluation Criteria

Proposals will be evaluated using the following scoring matrix:

Category	Weight	Criteria
Software Features	30%	Scenario variety, realism, customizability, user interface, AI integration, and emotional response programming.
Training and Support	20%	Quality of training programs, availability of ongoing support, user training, and faculty usability without headsets.
Implementation Timeline	15%	Feasibility, alignment with the academic calendar, and readiness for classroom/lab deployment.

Cost	15%	Value for money, transparency, licensing flexibility, and additional content costs.
Hardware & Technical Requirements	10%	Compatibility with existing systems, hardware requirements, and ease of deployment.
Assessment & Reporting Features	10%	Embedded student performance reports, debriefing tools, and LMS integration.

Key Dates

- **RFP Issuance Date:** 2/10/2025
- **Proposal Submission Deadline:** 2/28/2025 12PM EST
- **Award Notification:** Subject to board Approval 3/24/25
- **Contract Start Date:** Immediately after PO issuance

Submission Instructions

Please submit your proposal electronically to: Lyn Kowalewsky Alpena Community College Controller
kowalewskl@alpenacc.edu

Subject Line: RFP Submission - VR Headset Simulator Software

For questions regarding this RFP, contact:

Kristen Wisniewski Alpena Community College Grant Director

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989-358-7451

Terms and Conditions

- Contract execution is contingent upon the availability and approval of funding through the Strengthening Institutions Program (SIP) a US Department of Education grant. ACC reserves the right to cancel or modify the contract award based on funding status.
- ACC reserves the right to reject any or all proposals.
- Vendors may be asked to provide a demonstration of their software.
- All submissions become the property of ACC and will not be returned.