

Sole Source Letter of Exclusive Technological Equipment

This letter certifies the following:

The **Anatamage Table**, a 3D, interactive, virtual dissection table, is manufactured and distributed exclusively from Anatamage, Inc. domestically in San Jose, CA. Our technology is one-of-a-kind as follows:

- We are the only provider of this type of Virtual Dissection Table utilizing the imaging of Real Human Cadavers
- There are no other products that are compatible with the Anatamage Table
- The purchase of the Anatamage Table cannot be made from any other vendor
- The Anatamage technology holds a patent #Patent No. US 9,867,543 B2

The **Anatamage Table Application**, installed on the Anatamage Table and the Anatamage VR Tablet is manufactured exclusively from Anatamage, Inc.

Anatamage's support for the Anatamage Table, covers but is not limited to the following:

- Anatamage Table Software Content and Functionality
- Anatamage Table Hardware & Software Troubleshooting

Anatamage is the sole and exclusive manufacturer and distributor in the United States of America and no other agency, institution, organization, school district, municipality, or customer receives better pricing than the DOE.

Please feel free to contact us if you have any questions regarding this matter.

Sincerely,

Jack Choi
CEO – Anatamage Inc.

A handwritten signature in dark ink, appearing to read 'Jack Choi', with a stylized, flowing script.



Price Quotation

Anatomage Inc.
3350 Thomas Rd, Ste 150
Santa Clara, CA 95054
www.anatomage.com
info@anatomage.com
(408) 885-1474 Phone

Prepared By Robert Smith
Phone (410) 629-9563
Email robert.smith@anatomage.com

Created Date 2/12/2025
Expiration Date 3/31/2025
Quote Number 2025-18125

Contact Name Emily Shaw
Phone (704) 239-6226
Email emily.shaw@montgomery.k12.nc.us

Bill To Name Montgomery County Schools
Bill To 441 Page Street
Troy, North Carolina 27371
United States

Ship To Name Montgomery County Schools
Ship To 441 Page Street
Troy, North Carolina 27371
United States

Product	Line Item Description	Sales Price	Quantity	Total Price
Anatomage Table Convertible	Anatomage Virtual Cadaver Table with 5 real-human cadavers, 1,500+ real-patient cases, Histology Slides, Prosections, 285 Animal CT/MRI, segmented Dog, Cat, Frog and Mouse.	USD 79,500.00	1.00	USD 79,500.00
Crate - Convertible	Shipping crate for the Table Convertible/Table Science	USD 875.00	1.00	USD 875.00
Anatomage Table Convertible Hardcover	Protective Hardcover for the Anatomage Table Convertible monitors.	USD 275.00	1.00	USD 275.00
1st Year Warranty, Software Upgrade, Tech Support	1st year warranty Included w/ Table Convertible	USD 0.00	1.00	USD 0.00
Anatomage Lessons - Promotional (1 Year)	1 Year Promotional License	USD 0.00	1.00	USD 0.00
Online Training	Included w/ Table Convertible	USD 0.00	1.00	USD 0.00
Table On Cloud (Warranty)	Table on Cloud that is included, free of charge, for all Tables under warranty. Will be valid for as long as the Table is under warranty.	USD 0.00	1.00	USD 0.00
4 Year Extended Warranty, Software Upgrade, Tech Support	Additional 4 year warranty extension for Table Convertible	USD 21,840.00	1.00	USD 21,840.00

Total Price USD 102,490.00

Country of Origin: United States

Place of Manufacture: San Jose, CA

For our international customers: Price does not include taxes and duties associated with importation of the product, which must be paid by Consignee

Quote is only valid in USD

Acceptance

Signature _____ Date _____



Price Quotation

Anatomage Inc.
3350 Thomas Rd, Ste 150
Santa Clara, CA 95054
www.anatomage.com
info@anatomage.com
(408) 885-1474 Phone

Grand Total USD 102,490.00

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Consignee
Quote is only valid in USD

Acceptance

Signature _____ Date _____



Simulator Solutions Proposal – Platinum Ambulance Simulator

Montgomery County Schools

February 11, 2025

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Why We Exist

Simulator Solutions exists in order to help you help your students save lives. We partner with you so that your students experience training scenarios that are as close to real life as possible. Through the combination of our simulator and your quality instruction, your students will perform their best when seconds count.

We have a love for technology and a passion for understanding its place in EMS education. We infuse the latest technology into every facet of our simulators employing our own patented technology. This relentless pursuit of state-of-the-art instruction earned industry acclaim as we were awarded the EMS World Innovation Award. We continuously strive to provide innovative simulator solutions so you can provide innovative instruction.

Simulator Solutions is a family-owned company based in Coleman, TX, and we believe in doing things the right way, even when no one else will notice. This core value guides our approach to client relationships, manufacturing, training, and service. We look forward to partnering with you and providing an unmatched level of quality in our products and services.



Scott Cravens awarding Robert Harrison EMS World Top 20 Innovators

How We Are Different (PRIVILEGED AND CONFIDENTIAL -- PROPRIETARY INFORMATION)

The short version: Like most products, there is a correlation between quality and price when it comes to ambulance simulators. Simulator Solutions fills the middle-to-top of this quality/price continuum. We do so by being the sole provider of: 1) a fully enclosed simulator option; 2) welded steel construction instead of glued/pressed wood; 3) a cabin movement simulation option; 4) a customized simulator, inside and out.

When we started Simulator Solutions, we aimed to become the very definition of quality in ambulance training simulation. Research completed before going to market led us to several major decisions about what we wanted to build and how we wanted to build it. Most of these decisions boil up to one simple fact: ***the whole purpose of simulation is to get as close as you can to the real thing – a real ambulance.***

One major decision revolved around materials; particularly as it relates to durability. We understand the educational and financial commitment of purchasing an ambulance simulator. It became imperative then to provide the most durable, well-constructed solution possible. Other products may claim durability, so it is important to look closely at the quality of materials to make sure you are comparing “apples to apples”. Every single simulator we build has a welded steel frame. The durability of our frame is unmatched, particularly when compared to medium-density fiberboard (MDF), a weaker type of glued wood. While this decision increases cost, it is the only way to guarantee the long-term durability we require and our client’s desire. In summary, materials and construction are absolutely vital in protecting your investment, so we encourage you to prioritize these aspects accordingly, for your own benefit.

Owning a brand new classroom ambulance simulator sets your EMS program apart and demonstrates to the community your commitment to innovative education. To maximize the simulator’s use as a marketing tool, it is important that the aesthetic details match functionality in terms of quality. In addition to highly detailed and tailor-made interiors, we offer a wide variety of pre-painted aluminum exterior color options and customized graphics. The result allows you to customize your simulator’s interior and exterior to meet your specific needs with an aesthetic appeal you will be proud of for years.

Simulator Solutions truly believes we provide the best ambulance simulators available. While we always aim to keep control of costs, our commitment to quality sometimes means we are not the lowest-cost provider. And we are okay with that. At the end of the day, it is about providing you with a high quality, long-lasting product, and your students an exceptional simulation experience. We are proud to do both.

Simulator Types and Models

Classroom Ambulance Simulators

We have four classroom models – Bronze, Silver, Gold and Platinum – which vary in open vs. enclosed learning style as well as stationary vs. moving modules.

	Open Learning Model	Enclosed Learning Model
Module Movement Simulation	Gold	Platinum
Stationary Module	Bronze	Silver

Our Open Learning Models simply have the doors removed and feature a cutout behind the bench seat to facilitate an external view. Our Enclosed Learning Models allow students to shut the doors and feel as though they are in a real ambulance, while allowing external viewing though an audio/video feed.

Enclosed Learning Model



Open Learning Model



In addition to simulating module movement, our simulators are also capable of simulating the aural distractions students will experience while on the road; including sirens, engine noise and road noise. Most of our simulators come with the audio/video component that allows the instructor to watch and communicate back and forth with students inside.

Standard Specifications (PRIVILEGED AND CONFIDENTIAL -- PROPRIETARY INFORMATION)

Dimensions & Weight: 12' Length. 7' Width. 8' – 8'8" Height, pending headroom selection and additional clearance for module movement selection.

Height / Headroom: Choose from the two industry-standards: 5'8" or 6'.

All 6' interior clearance models require a minimum of 8'8" floor to ceiling clearance, 9' for moving models.

Weight: 3,000-3,500 lbs., pending selected features and functions

Base: 2" Tubular steel on 1' centers and are custom built, sand blasted, and powder coated.

Walls & Joints: 2" Tubular steel on 16" center and are custom built, sand blasted, and powder coated.

Cabinets: ¾" Plywood covered with commercial laminate

Floor: ¾" Plywood covered with medical grade vinyl flooring

Interior Lights: Overhead and under cabinet LED lighting in the cabin; exceeds KKK recommendations and uses less energy and creates less heat. Two functional 110V outlets - CPR and Head Chair accessible.

Exterior Lights: Four (4) white/red Wheelen emergency lights on module exterior

Electrical: Requires only two (2) standard 110v outlets to operate the simulator. All wiring is 14-18 gauge 600v max, run in automotive style wire loom, and has a rating that well exceeds that of the load.

*****For Pneumatic Moving Simulators there is a minimum required clearance of 108" floor to ceiling.***

Standard Options Included (unless otherwise noted):

Instructor Control Station: Audio/video equipment is located on the Instructor Control Station and consists of a stand-alone desk external to the simulator. We can integrate with most existing simulation lab control panels, up to 100 feet away.

Audio/Video: An internal speaker system and four (4) fixed-position high definition cameras with audio capability enable video surveillance and two-way communication with students inside the simulator from the Instructor Control Station.

Rear Bumper: Replica diamond-plated rear bumper, with fold-up capability.

Oxygen/Suction Outlets: Ohmeda style quick connect oxygen and suction outlets are provided on all models. Silver, Gold, and Platinum models come standard with functional outlets included (See Outlet Package in the Interior Configuration section below).

Pneumatic Movement: Gold and Platinum Models require compressed air for pneumatic movement @ 50PSI. If plumbed air isn't available, an air compressor (15 amp) will be necessary and is provided by Simulator Solutions. An additional 110v outlet is needed wherever the compressor is installed, ideally located in a closet in the classroom or outside the classroom to alleviate noise. Simulator Solutions will provide a 1/4" quick connector is for the airlines going out to the unit.



Interior Features

With the purchase of a classroom model ambulance simulator, you can select up to ***\$2,000 worth of features and upgrades at no additional cost!*** Below we have outlined the most commonly requested features and grouped them into packages.

Safety Package: Includes overhead grab bar, seatbelts, and squad bench safety net.

IV Package: Includes IV hanger and hazardous waste bin / sharps box.

Cabinetry Package: Includes additional cabinetry above bench seat and plexiglass cabinet coverings/doors.

Outlet Package: ***(Standard on Silver, Gold and Platinum Models)*** Includes functional oxygen and suction outlets, with appropriate plumbing and equipment.

Audio/Video Package: ***(Standard on all Models)*** Includes speaker system, four (4) fixed-position high-definition cameras with audio capability, and noise distraction system.



Available Upgrades

Color (non-white) Exterior: All of our simulators are covered with pre-painted aluminum and your program logo/stripping, making your simulator look professional and classroom-ready. Upgrade from the standard white exterior to one of over 30 color options; great for matching your program's colors and adding some visual pop!

Standard White Exterior



Upgraded Color Exterior



External Classroom Monitor: A ~55" monitor that can be free from the simulator or permanently fixed to the side. Classroom Monitor will show the video feed as seen on the Instructor Control Station Monitor.

Control Station Monitor Upgrade: Upgrade the standard ~32" monitor in the instructor control station to a ~42" monitor.

Upgraded Graphics: We are able to do graphic "wraps" and many other specialty graphics. If you are interested in more than the standard graphics that include your program logo and stripping, we are happy to design a more customized graphic package for you.

Services

We aim to not only provide you with a state-of-the-art simulator, but also professional, straightforward, and beneficial services.

Delivery / Installation: *[Certain proprietary and confidential practices omitted for public record.]* All doorways must be 3' X 7' or larger and must be clear of obstructions. Delivery and Installation occurs across a mutually agreed upon 3-5 day span (typically the weekend from Wednesday PM to Sunday PM). During this time we will need all appropriate building and/or parking access.

Simulator Solutions decided on a manufacturing model over a licensing model. This means several things: 1) The people who build your simulator have built all of our simulators; 2) The people who will install your simulator have installed all of our simulators; 3) Our head engineer who designed our simulators oversees the build and leads the installation. All of this means fewer surprises for us and a better product for you. We encourage you to compare/consider this factor in your vendor decision.

Timeline: We typically require 60-90 days (pending model selected and current production) from PO date to complete construction, delivery and installation.

Training: Included in this quote is a maximum of one half day (4 hours) of training, to occur on the next business day following complete simulator installation. Any subsequent training requested will be billed at a rate of \$400 per half day (4 hours). Due to the simple user-centric design, training typically only takes 30-60 minutes.

Warranties: Simulator Solutions offers a 1-year comprehensive initial warranty, covering all defects that occur during approved, normal use*. All work requested of Simulator Solutions to repair defects which occur outside of approved, normal use will be subject to billing for labor, cost of materials, and possibly travel expenses.

Extended warranties (1, 2 or 3 years) can be purchased at any time during an existing warranty period. Please feel free to contact us to discuss available options.

*Approved, normal use – Using the simulator in a manner for which it is intended, under the supervision of an instructor trained by Simulator Solutions personnel in the use of the simulator.

Pricing

AMBULANCE SIMULATOR – Moving & Enclosed		Platinum
Classroom Model Base Price		\$80,000
Training (up to 4 hours)		Included
Comprehensive Warranty (years 0-1)		Included
DELIVERY & INSTALLATION		
Delivery		\$5,800
Installation		\$8,000
DISCOUNTS:		
High School Discount		(\$1,000.00)
INCLUDED ITEMS IN BASE PRICE:		
Standard Graphics (Logo; Striping)		Included
Functional Oxygen and Suction Outlets		Included
AUDIO/VIDEO PKG		Included
Camera/DVR (4 High Definition 1080P Cameras)		
Two-way Audio		
Instructor Command Station (Desk with Logo and 32" Monitor)		
55" TV Screen for Classroom Viewing		
Standard Cabinetry (CPR Seat/Blanket Box)		Included
Cot Docking System (Ferno or Stryker)		Included
Rear Fold Up Bumper		Included
Pneumatic Moving Base with Compressor		Included
Upholstery/Flooring (Client chooses colors)		Included
FEATURES/UPGRADES (\$2,000 INCLUDED IN BASE PRICE:)		
IV PKG		\$250.00
Hazardous Waste Bin/Sharps Box		
IV Hanger		
CABINETRY PACKAGE		\$1,700
Additional Cabinetry Above Bench Seat		
Plexiglass add-on (all cabinetry)		
Storage Containers Inside Cabinetry		
SAFETY PKG		\$750
Overhead Grab Bar		
Seatbelts		
Squad Safety Net		
Control Station Monitor Upgrade		\$500
65" External Classroom Monitor		\$1,000
Custom Exterior Graphics		\$5,000
Grand Total Excluding Tax:		\$92,800.00

*Grand total includes \$2,000 in upgrades. If upgrades chosen exceed \$2,000 the invoice will increase by the difference. For clarity, if \$2,500 in upgrades are chosen, the grand total will then increase by \$500.00



Command Station



February 1, 2025

To Whom It May Concern:

This letter is to confirm that our Platinum Ambulance Simulator(s) are a sole source product, manufactured, sold and distributed exclusively by Simulator Solutions, LLC. No division of Simulator Solutions, LLC, nor any other company, makes a similar or competing product. This product must be purchased directly by institutions from Simulator Solutions, LLC at the address listed above. There are no agents or dealers authorized to represent this product.

Additionally, competition is precluded by the existence of patented technology for pneumatic movement. We were granted our patent in December 2017. We are the only manufacturer in the United States offering a closed concept classroom ambulance simulator with pneumatic movement. The patent is confirmation we are and will continue to be the sole source for this product.

There are no other item(s) or product(s) available for purchase that would serve the same purpose or function and there is only one price for the above item(s) or product(s) because of exclusive distribution or marketing rights.

Please feel free to contact me if you require additional information. Thank you for your interest in our products.

Kind Regards,

Lori Harrison

Lori Harrison
Vice President, Co-Founder
lori@simulator-solutions.com
817.360.2803

Date: March 3, 2025

Subject: Request for Approval of Purchase Using Grant Funds

Purpose:

Montgomery County Schools seeks approval to purchase two critical pieces of equipment to enhance our EMT, Health Sciences and Agriculture Pathways for the Perkins Innovation and Modernization (PIM) program grant. These purchases will provide students with advanced, hands-on learning experiences to better prepare them for careers in emergency medical services and healthcare.

Requested Equipment:

1. Anatomage Virtual Table

- Includes five real-human cadavers, 1,500+ real-patient cases, histology slides, prosections, 285 animal CT/MRI images, and segmented dog, cat, frog, and mouse models.
- The purchase includes accessories and a four-year extended warranty to ensure long-term usability.
- **Total Cost: \$102,490.00**

2. Platinum Ambulance Simulator (Moving and Enclosed)

- Features include standard graphics, functional oxygen and suction outlets, an audio/video package with a command station, a classroom viewing monitor, standard cabinetry, a cot docking system, a rear fold-up bumper, a pneumatic moving base with a compressor, and customizable upholstery and flooring.
- The package includes necessary training and protective shipping.
- **Total Cost: \$92,800.00**

Justification:

These purchases align with our ongoing commitment to providing cutting-edge career and technical education for our students. Both items have been thoroughly researched and vetted as the best available solutions for our program. Each vendor has provided a sole source letter confirming that no other company manufactures a similar product. These documents are attached for reference.

Funding Source:

These purchases will be made using grant funds designated for career and technical education program enhancements.

Approval Request:

We request the Board's approval to proceed with these purchases to implement these essential tools into our PIM program effectively. The detailed pricing breakdown and sole source letters for each item are attached.

Thank you for your time and consideration. Please let me know if any additional information is needed.

Attachments:

- Sole Source Letters
- Detailed Price Breakdown for Each Item

Respectfully,

Matthew Swain

Director of Secondary Education and CTE
Montgomery County Schools