

Q&A Response

1/7/2026

Thank you for your interest and your questions. Responses are as follows:

1. Is the vendor required to have a NY State Contract in order to qualify for this RFP award?

No.

2. Is the vendor required to be a small business, woman-owned business or minority business in order to qualify for this RFP award?

No.

3. Will a vendor that holds a NY State Contract of a small/diverse business classification receive more points in the RFP evaluation?

No. The points will be assigned as stated in Section 6 of the RFP, page 14 of 31.

4. March 2026 is listed as the go-live date, but the warranty options state on the bid sheet list July 2026 as a start date. Please clarify if the bid sheet should state March 2026 as a start date?

Yes.

5. On the warranty options, please clarify if the line item "Starting 7/01/2026 – 1 yr" refer to the first year or the purchase of an additional warranty year, which would serve as year 2?

Because of the funding source, we need to consider our purchase in terms of the college's fiscal year, which starts on July 1 and ends on June 30. We understand that that a warranty issued in March 2026 may extend to March 2027. Please consider using a pro rata charge for any gaps in coverage between the end of your warranty term and the start of the next fiscal year. Please use the **Description/Clarification** section in the RFP Proposal Submission to provide details of your offer. Supplier may attach an additional page for these details if needed and referenced in the Description/Clarification space.

6. Item #3: Critical Care Dark Male Manikin with advanced lung solution. Please provide clarification on the advanced lung needs/objectives?"

The advanced lung simulation needs will allow for the ability to simulate and manage care for a spontaneously breathing patient experiencing various respiratory conditions and be compatible with the use of a simulator.

7. Item #4: Dark Female Pregnant Manikin- Birthing baby with placenta, palpable contractions, cephalic and breech clamps etc. Is there supposed to be a comma between "breech" and "clamps"? If yes, is clamps referring to capability to use clamps with simulator?"

Yes, there should be a comma and this sentence should read, "...breech, clamps, etc." Yes, clamps is referring to capability to use clamps with simulator.

8. Item #6 & 7: Nursing Female Medium (and dark) Simulator - - wig, pupil set, female genitalia, ostomy set blood pressure cuff, lubricant spray, silicone dressings, subcutaneous injection pads etc. Please provide clarification on “pupil set.” What type of pupils are needed? Does BMCC require defibrillation capabilities for these manikins?

The simulator must be able to present the pupils in normal, dilated and constricted states using either inserts or an integrated solution. Yes, the simulator requires defibrillation capabilities.

9. Please clarify the requirements for the ostomy set? What features are needed and is a moulage add-on component acceptable for the ostomy set?

A moulage add-on component is acceptable. It must be able to demonstrate infected, healthy and non-perfusing stoma. The college has a preference for durability and re-usability of the different stoma.

10. The product descriptions for Items 1, 2, 9, and 11 are for Laerdal's SimCapture solution. Please clarify if these items are for the expansion of an existing SimCapture system or is BMCC seeking a new audiovisual system?

- a. If these items are for an existing SimCapture Solution, how will BMCC provide an equal evaluation for vendors who can then only propose solutions for the manikins and manikin services on the bid sheet?
- b. If BMCC is seeking a new audiovisual system, we will need further details including: the number of rooms/areas that require recording, cameras preferred per room, rooms/areas that require ceiling mounted speakers, and preferably a floorplan.

In response the following questions (10, 11, and 12), please note that the college only seeks to purchase manikins and manikin services from the winning proposer bid at this time. It is developing plans to install an OSCE system at a later date.

For that later project, the college anticipates purchasing a new SimCapture Solution and a new audio/visual system with cameras and recording capability. At present, floor plans and final specs are still being developed.

We realize that suppliers may not have the full information they need to submit a firm proposal for these parts of the proposal. Suppliers may note their limitations in the **Description/Clarification** section in the RFP Proposal Submission. Suppliers may attach an additional page for these details if needed and referenced in the Description / Clarification space.

Additionally, Suppliers may provide an alternate proposal that reflects their capability of providing the audio/visual systems needed for an OSCE system, noting that this will be reviewed for informational purposes only at this time.

11. For Audio and Cloud Components:

Item# 1 & 2: Is this annual cloud subscription request based on an audio-visual recording system?

Item# 9: This request is regarding audio solutions. Is there a visual component (cameras) requirement? Are there AV requirements for this RFP in the rest of the simulation center?

See response to #10, above.

12. Optional Items # 2: This request is regarding audio solutions. Is there a visual component (cameras) requirement? Are there AV requirements for this RFP in the rest of the simulation center?

See response to #10, above.