



Sole Source CONTRACT Filing Justification Template

Use the following justification template for preparing to file sole source contracts in the [Sole Source Contracts Database](#) (SSCD). Once completed, copy and paste the answers into the corresponding SSCD question and answer fields. You will also need to include a copy of this completed form in the documents you post to your agency website and in [WEBS](#).

What is a sole source contract?

"Sole source" means a contractor providing goods or services of such a unique nature or sole availability that the contractor is clearly and justifiably the only practicable source to provide the goods or services. (RCW 39.26.010)

Unique qualifications or services are those which are highly specialized or one-of-a-kind.

Other factors which **may** be considered include past performance, cost-effectiveness (learning curve), and/or follow-up nature of the required goods and/or services. **Past performance alone does not provide adequate justification for a sole source contract.** Time constraints may be considered as a contributing factor in a sole source justification, however will not be on its own a sufficient justification.

Why is a sole source justification required?

The State of Washington, by policy and law, believes competition is the best strategy to obtain the best value for the goods and services it purchases, and to ensure that all interested vendors have a fair and transparent opportunity to sell goods and services to the state.

A sole source contract does not benefit from competition. Thus the state, through RCW 39.26.010, has determined it is important to evaluate whether the conditions, costs and risks related to the proposal of a sole source contract truly outweigh forgoing the benefits of a competitive contract.

Providing compelling answers to the following questions will facilitate DES' evaluation.

Specific Problem or Need

- What is the business need or problem that requires this contract?

The EMS program at Skagit Valley College requires a rugged, outdoor-capable trauma manikin to better prepare our students for the realities of emergency medical services. Currently, the manikins available to us are limited to classroom use.



Sole Source Criteria

- Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.

The manikins available to us are limited to classroom use. This significantly restricts training opportunities, as the majority of real-world emergencies occur outside of controlled environments—such as falls from ladders or trees, recreational injuries, or motor vehicle collisions requiring patient extrication. Without a manikin that can be used outdoors, students are unable to practice these high-risk, high-frequency scenarios in realistic settings. The Advanced Trauma HAL is specifically engineered to meet the training needs of first responders, EMS, and in-hospital emergency teams. Advanced Trauma HAL helps teams engage in true-to-life training exercises to improve emergency preparedness, response, and patient care.

- What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable? Provide a narrative description of the agency's due diligence in determining the basis for the sole source contract, including methods used by the agency to conduct a review of available sources. Use DES' Market Research Template if assistance is needed.
The college contacted multiple suppliers in an effort to acquire quotes for this product or equivalents. Businesses contacted were unable to provide quotation for the desired product. All quotes received for equivalent products were determined to be not truly equivalent or otherwise insufficient for program needs and goals.
- As part of the market research requirements, include a list of statewide contracts reviewed and/or businesses contacted, date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.
- *All contacted parties either could not provide a quote for the product or the product we were quoted for was not equivalent. The college determined that while many manikin and simulator products are available on the market, none of those which were quoted to the college fit the need of a manikin product designed with a rugged design to withstand use in the field such as the product from Gaumard. Supplier correspondence will be submitted with sole source justification.*



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- Per the Supplier Diversity Policy, DES-090-06: was this purchase included in the agency's forecasted needs report?
No
- Describe what targeted industry outreach was completed to locate small and/or veteran-owned businesses to meet the agency's need?
The college has utilized Washington's Electronic Business Solutions website (WEBS) to find potential small/veteran owned businesses. Through WEBS, the college contacted 11 suppliers for quote inquiries including 3 OMWBE certified small businesses, 3 minority owned businesses, and 3 women owned businesses. Attached excel sheet from WEBS with vendors contacted highlighted. As of 10/14/25, none of the contacted businesses could quote or supply the product. Supplier correspondence will be attached.
- What considerations were given to unbundling the goods and/or services in this contract, which would provide opportunities for Washington small, diverse, and/or veteran-owned businesses. Provide a summary of your agency's unbundling analysis for this contract.
This product cannot be unbundled as it is one piece of training equipment with accessories manufactured for sole use with the Gaumard simulator.
- Provide a detailed and compelling description that includes quantification of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).
The College's analysis of alternative training aids demonstrates that the Gaumard trauma Manikin falls within a reasonable mid-range cost compared to similar equipment. Risks are minimized because the manikin does not require installation and comes equipped with a comprehensive support package and warranty. These features provide assurance that any service needs will be addressed quickly, reducing the likelihood of program downtime due to repair or maintenance.
- Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.
No
- Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. *For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity*



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that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines within which work must be accomplished.

No

- What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.

The absence of this equipment creates several gaps:

- **Reduced realism** – *Students cannot experience the physical and environmental challenges of treating patients in outdoor or confined spaces.*
- **Incomplete training** – *Essential skills such as vehicle extrication, field trauma care, and bleeding control under realistic conditions cannot be adequately practiced.*
- **Lower preparedness** – *Graduates may enter the workforce less confident and less prepared for common emergencies that occur outside the classroom environment.*

A rugged trauma manikin will allow our program to simulate outdoor and transport scenarios that mirror the environments EMTs encounter daily. This investment directly supports student engagement, confidence, and competence—ultimately improving patient care in the community.

This request aligns with Skagit Valley College’s mission to cultivate student learning and achievement, promote equity, and strengthen community engagement. By providing students with training resources that reflect real-world conditions, we ensure that graduates are not only academically prepared but also practically equipped to serve our community with excellence.

Sole Source Posting

- Sole Source Posting on Agency Website - Provide the date in which the sole source posting, the draft contract, and a copy of the Sole Source Contract Justification Template were published on your agency’s website.

10/21/2025

- If failed to post, please explain why.

- Provide the date in which the sole source posting, the draft contract, and a copy of the Sole Source Contract Justification Template were published in WEBS.

10/21/2025

- If failed to post, please explain why.



- Were responses received to the sole source posting in WEBS?
 - If one or more responses are received, list name of entities responding and explain how the agency concluded the contract is appropriate for sole source award.

Reasonableness of Cost

- Since competition was not used as the means for procurement, how did the agency conclude that the costs, fees, or rates negotiated are fair and reasonable? Please make a comparison with comparable contracts, use the results of a market survey, or employ some other appropriate means calculated to make such a determination.

The college reached out to multiple potential suppliers in order to inquire about potential options on the market. The college consistently was met with inability to acquire sufficient quotation for a product that met the curriculum needs of our program. Quotes received by the college were either not equivalent to the product requested, and therefore did not meet the college's needs, or the supplier was unable to provide a quote at all.



October 21, 2025

As part of the market research requirements, include a list of statewide contracts reviewed and/or businesses contacted, date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

Education management Solutions – Does not sell manikin products at all. Contacted by email on 9/3/25

Elevate Healthcare – Provided quote for manikin product and was reviewed by EMS program and determined to not fit the need for outdoor use and potential exposure to elements. Contacted by email 8/25/25

3B Services / First Aid Ed – Contacted by email 9/23, Supplier advised they could not quote item

ARFF Training Concepts LLC – attempted to contact by email 9/23 from WEBS, received notice that the message was undeliverable as the DNS did not exist.

Beprepared2treat – contacted by email on 9/23. Supplier replied on 9/24/25 and advised they did not have the ability to quote the product from Gaumard. Advised me to reach out to local fire stations for potential leads.

Huckeye Health Staffing LLC – contacted by email on 9/23/25. No response received.

Northwest Responder – attempted to contact via email on 9/23/25 from WEBS, received notice that the message was undeliverable as the DNS did not exist.

On the Draw Mobile Services LLC – contacted by email 9/23/25. No response received.

Precision Edge Performance – contacted by email on 9/23/25. Supplier replied 9/23 and advised they do not supply medical equipment and could not be of assistance with our inquiry.

Professional Medical Corp – contacted by 9/23/25. Supplier replied on 9/25 and advised they contacted Gaumard and were told that the product is only sold directly to hospitals, military, higher education organizations and therefore could not quote.

Silver Bluemoon LLC / Dalfpoint – contacted by email 9/23/25. No response received.

Sound Safety Products / Work 'n More – contacted 9/23/25, supplier advised they could not quote the item.

Code 3 Training LLC / Code 3 Safety & Training – contacted 9/23/25, did not receive quote

From: [Garrett Dahl](#)
To: ["onthedrawmobile@gmail.com"](mailto:onthedrawmobile@gmail.com)
Subject: Quote Inquiry - Skagit Valley College
Date: Tuesday, September 23, 2025 1:13:00 PM

Hello,

My name is Garrett Dahl and I'm reaching out on behalf of Skagit Valley College. I found your contact information on Washington's Electronic Business Solutions website ([WEBS](#)).

We have a department that is interested in purchasing a training manikin for our EMT program. We are currently soliciting quotes for a manikin, equivalent or similar to a Gaumard S3040.100 ([Advanced Trauma HAL® S3040.100](#)). Are you able to provide a quote for this product or an equivalent?

Thank you and please let me know if you have any questions.

Garrett Dahl
Procurement & Supply Specialist
Skagit Valley College
2405 East College Way | Mount Vernon, WA 98273
360.416.7725 | garrett.dahl@skagit.edu

SVC | **Skagit Valley College**

From: [Garrett Dahl](#)
To: ["christopher.ojiako@huckeyehealthcare.com"](mailto:christopher.ojiako@huckeyehealthcare.com)
Subject: Quote Inquiry - Skagit Valley College
Date: Tuesday, September 23, 2025 1:11:00 PM

Hello,

My name is Garrett Dahl and I'm reaching out on behalf of Skagit Valley College. I found your contact information on Washington's Electronic Business Solutions website ([WEBS](#)).

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Thank you and please let me know if you have any questions.

Garrett Dahl
Procurement & Supply Specialist
Skagit Valley College
2405 East College Way | Mount Vernon, WA 98273
360.416.7725 | garrett.dahl@skagit.edu

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From: [Garrett Dahl](#)
To: ["princee@silverbluemoon.com"](mailto:princee@silverbluemoon.com)
Subject: Quote Inquiry - Skagit Valley College
Date: Tuesday, September 23, 2025 1:23:00 PM

Hello,

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Thank you and please let me know if you have any questions.

Garrett Dahl
Procurement & Supply Specialist
Skagit Valley College
2405 East College Way | Mount Vernon, WA 98273
360.416.7725 | garrett.dahl@skagit.edu



[Quote Inquiry - Skagit Valley College.msg](#)

模慮猪佖杲,歳条瑩壤時 ::厶 捷慨柿*牒獯味浹隅 舁桴馮,沽整浚汚 ::厶 捷慨柿*牒獯味浹隅 舁桴漣牽散,义倭げ 8拙摯壤捷慨柿
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From: [Garrett Dahl](#)
To: [Sharon Burns](#)
Subject: RE: [EXTERNAL*]-Re: Quote Inquiry - Skagit Valley College
Date: Tuesday, September 23, 2025 3:49:00 PM

Hi Sharon,

Thank you for your response! I appreciate your reply.

Garrett Dahl
Procurement & Supply Specialist
Skagit Valley College
2405 East College Way | Mount Vernon, WA 98273
360.416.7725 | garrett.dahl@skagit.edu



From: Sharon Burns <sburns@firstaided.com>
Sent: Tuesday, September 23, 2025 3:41 PM
To: Garrett Dahl <Garrett.Dahl@skagit.edu>
Subject: [EXTERNAL*]-Re: Quote Inquiry - Skagit Valley College

Hi Garrett. Thanks for your inquiry, but I don't sell equipment. I'm not familiar with any local groups that sell the equipment, and most of my contacts find better prices through the web. Good luck, and let me know if you have any other questions.

Thanks,
Sharon Burns
Owner
First Aid Ed
509 628-4826

On Tue, Sep 23, 2025 at 1:06 PM Garrett Dahl <Garrett.Dahl@skagit.edu> wrote:

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Garrett Dahl

Procurement & Supply Specialist

Skagit Valley College

2405 East College Way | Mount Vernon, WA 98273

360.416.7725 | garrett.dahl@skagit.edu

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From: [Fran Marasow](#)
To: [Garrett Dahl](#)
Subject: RE: [EXTERNAL*]-RE: Quote Inquiry - Skagit Valley
Date: Thursday, September 25, 2025 11:12:03 AM

Hi Garrett,

I was just looking for your email- the company emailed me back to let me know they only sell directly to hospitals, military, higher education etc. I'm sorry we can't help you but looks like you can purchase directly through them.

Please let me know if we can assist with anything else.

All the best,
Fran

From: Garrett Dahl <Garrett.Dahl@skagit.edu>
Sent: Thursday, September 25, 2025 11:09 AM
To: Fran Marasow <fran@professionalmedicalcorp.com>
Subject: RE: [EXTERNAL*]-RE: Quote Inquiry - Skagit Valley

Great, thank you Fran!

Garrett Dahl
Procurement & Supply Specialist
Skagit Valley College
2405 East College Way | Mount Vernon, WA 98273
360.416.7725 | garrett.dahl@skagit.edu



From: Fran Marasow <fran@professionalmedicalcorp.com>
Sent: Thursday, September 25, 2025 7:20 AM
To: Garrett Dahl <Garrett.Dahl@skagit.edu>
Subject: [EXTERNAL*]-RE: Quote Inquiry - Skagit Valley

You don't often get email from fran@professionalmedicalcorp.com. [Learn why this is important](#)
Hi Garrett,

Thanks for reaching out! Let me look into this and get back to you with some information.

Thanks,
Fran

From: Garrett Dahl <Garrett.Dahl@skagit.edu>
Sent: Tuesday, September 23, 2025 1:22 PM
To: Fran Marasow <fran@professionalmedicalcorp.com>

Subject: Quote Inquiry - Skagit Valley

CAUTION: This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello,

My name is Garrett Dahl and I'm reaching out on behalf of Skagit Valley College. I found your contact information on Washington's Electronic Business Solutions website ([WEBS](#)).

We have a department that is interested in purchasing a training manikin for our EMT program. We are currently soliciting quotes for a manikin, equivalent or similar to a Gaumard S3040.100 ([Advanced Trauma HAL® S3040.100](#)). Are you able to provide a quote for this product or an equivalent?

Thank you and please let me know if you have any questions.

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From: [Ralph Mitchell](#)
To: [Garrett Dahl](#)
Subject: [EXTERNAL*]-Re: Quote Inquiry - Skagit Valley College
Date: Wednesday, September 24, 2025 8:33:50 AM

Subject: Re: Training Manikin Procurement for EMT Program

Dear Garrett,

Thank you for reaching out regarding the procurement of a training manikin for Skagit Valley College's EMT program. While we don't currently have access to the Gaumard S3040.100 (Advanced Trauma HAL® S3040.100), I can offer recommendations and support to assist in your search.

Local Fire Departments and Training Facilities:

Connecting with local fire departments can be invaluable, as they often have access to vendor pricing and training resources:

- **Skagit County Fire District #2**
Phone: (360) 424-7246
Address: 15452 Beavermarsh Road, Mount Vernon, WA
Website
- **Skagit County Fire District #3**
Phone: (360) 424-1661
[Website](#)
- **Tacoma Fire Department**
Phone: (253) 591-5737
Address: 901 Fawcett Avenue, Tacoma, WA 98402
Website

About BePrepared2Treat:

At **BePrepared2Treat**, we specialize in trauma first aid and disaster preparedness. Our offerings include:

- **Stop the Bleed Training** – Empowering staff to act quickly in bleeding emergencies.
- **Trauma First Aid Courses** – Comprehensive instruction for responding to various trauma situations.
- **Disaster Preparedness Workshops** – Preparing teams to respond effectively to emergencies.

I would love the opportunity to chat with you and discuss how our training programs and products could support your EMT curriculum. Please feel free to reach out at your convenience so we can explore potential procurement options together.

Warm regards,
Ralph Mitchell
Owner, BePrepared2Treat

ralph@beprepared2treat.com | 253-878-4665
www.beprepared2treat.com



photo



Ralph Mitchell
CEO,
Beprepared2treat

[253-878-4665](tel:253-878-4665)



Beprepared2treat.com

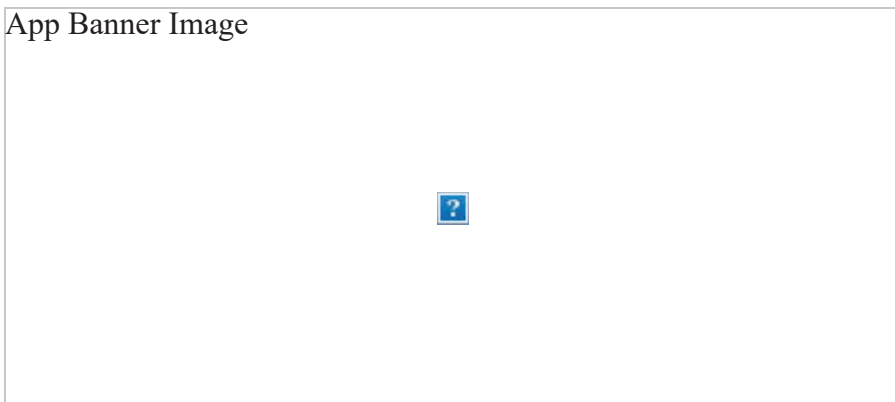
Ralph@beprepared2treat.com



[University Pl. WA. 98466](#)



App Banner Image



On Tue, Sep 23, 2025 at 1:10 PM Garrett Dahl <Garrett.Dahl@skagit.edu> wrote:

Hello,

My name is Garrett Dahl and I'm reaching out on behalf of Skagit Valley College. I found your contact information on Washington's Electronic Business Solutions website ([WEBS](#)).

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Thank you and please let me know if you have any questions

Garrett Dahl

Procurement & Supply Specialist

Skagit Valley College

2405 East College Way | Mount Vernon, WA 98273

360.416.7725 | garrett.dahl@skagit.edu

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From: [James Calvert](#)
To: [Garrett Dahl](#)
Subject: [EXTERNAL*]-Re: Quote Inquiry - Skagit Valley College
Date: Tuesday, September 23, 2025 1:33:54 PM
Attachments: [Outlook-zgrl5mjw](#)
[Outlook-sw2vidtr](#)
[Outlook-e31c2uxa](#)
[Outlook-sehoholn](#)
[Outlook-0ynvohj0](#)

Thank you for your interest. At this time, we cannot quote this item.

Thanks.

JAMES CALVERT

SOUND SAFETY PRODUCTS | WORK 'N MORE

3602 BROADWAY, EVERETT WA 98201

WBE | DBE | WOSB small business

E JCALVERT@SOUNDSAFETYPRODUCTS.COM | P 425-259-0026 | F 425-259-3019 | P 800-557-2338

ORDER | SERVICE DESK | ORDERS@SOUNDSAFETYPRODUCTS.COM



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From: Garrett Dahl <Garrett.Dahl@skagit.edu>
Sent: Tuesday, September 23, 2025 1:24 PM
To: James Calvert <jcalvert@soundsafetyproducts.com>
Subject: Quote Inquiry - Skagit Valley College

You don't often get email from garrett.dahl@skagit.edu. [Learn why this is important](#)

Hello,

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From: [Sharon Burns](#)
To: [Garrett Dahl](#)
Subject: [EXTERNAL*]-Re: Quote Inquiry - Skagit Valley College
Date: Tuesday, September 23, 2025 3:41:13 PM

Hi Garrett. Thanks for your inquiry, but I don't sell equipment. I'm not familiar with any local groups that sell the equipment, and most of my contacts find better prices through the web. Good luck, and let me know if you have any other questions.

Thanks,
Sharon Burns
Owner
First Aid Ed
509 628-4826

On Tue, Sep 23, 2025 at 1:06 PM Garrett Dahl <Garrett.Dahl@skagit.edu> wrote:

Hello,

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Garrett Dahl

Procurement & Supply Specialist

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2405 East College Way | Mount Vernon, WA 98273

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From: [Katie Thompson](#)
To: [Garrett Dahl](#)
Subject: [EXTERNAL*]-Re: Quote Inquiry - Skagit Valley College
Date: Tuesday, September 23, 2025 3:34:49 PM

Hi Garrett,

Thank you for reaching out. I'm sorry, but Precision Edge Performance is not a medical equipment supplier so we are unable to assist with this particular request. Please let me know if you find yourself in need of human performance training or coaching services though, we'd be glad to help!

Best Regards,
Katie



Dr. Kathryn Thompson, CPTD, CSCS
Founder | Human Performance Expert

w | www.myprecisionedge.com

e | katie@myprecisionedge.com

c | (208) 615-0715

Schedule a meeting: <https://calendly.com/katie-precisionedge/lets-connect>

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