



*Emergency Medical Services
of Northeastern Pennsylvania*

EMERGENCY MEDICAL SERVICES OF NORTHEASTERN
PENNSYLVANIA, INC.

REQUEST FOR PROPOSALS

Laerdal Advanced Airway Solution (LAAS)

June 2026

Emergency Medical Services of Northeastern Pennsylvania (EMSNP) Profile

Emergency Medical Services of Northeastern Pennsylvania, Inc. (EMSNP) is the designated Regional EMS Council serving seven (7) counties in the Northeastern corner of the Commonwealth of Pennsylvania. Incorporated in 1976 as a non-profit 501(c)(3) organization serving five (5) counties. In 2012 the two (2) counties previously served by the Bradford Susquehanna Regional EMS Council joined EMSNP. The region now serves the counties of Bradford, Lackawanna, Luzerne, Pike, Susquehanna, Wayne and Wyoming. With a population of approximately seven hundred eighty thousand (760,000) people, the region covers four thousand nine hundred eight-seven (4,987) square miles and includes both a mix of urban areas and very rural areas. Much of the rural population also has mountain terrain creating challenges to our EMS agencies. There are one hundred twenty (120) EMS agencies serving our population, both volunteer and paid. This year our region has been home to thirteen (13) hospitals that have a licensed emergency department. Two (2) rural counties within our region do not have access to a hospital or emergency department within the county.

We are very active in emergency preparedness, working with all public safety organizations, emergency management agencies, the emergency preparedness coordinator, as well as our EMS partners. Our organization maintains considerable assets to assist local, county, and state agencies in times of disaster such as floods, hurricanes, tornadoes, and pandemics. One of two (2) mobile kitchens in the Commonwealth is maintained by the region.

EMSNP has eleven (11) accredited EMS Educational Institutes that are accredited through the region. Six (6) of the EMS Educational Institutes provide BLS certification programs only, three (3) provide BLS and AEMT certification programs, and one (1) provides both BLS and Paramedic certification programs. An additional EMS Educational Institute is accredited through this region for purposes of using Pennsylvania EMS agencies and hospitals as clinical sites. EMSNP also supports sixty-six (66) accredited Continuing Education Sponsors.

Scope and Purpose

EMSNP is accepting proposals from companies interested in providing the product listed in this RFP. This product will be made available to qualifying EMS agencies within the EMSNP region. Payment for the supplies will be made by EMSNP using the funding available for fiscal year 2025-2026.

The selected vendor will be responsible for pricing and delivery of the following based on regional need. RFP should include pricing for each:

1. Ten (1) Laerdal Advanced Airway Solution (LAAS) manikins.
2. EMSNP should be invoiced prior to June 30, 2026, for the item(s) outlined within this RFP.

Instructions to Submit Proposals and Timeline

In the interest of time, we ask that vendors who wish to respond to this RFP confirm their interest in participating in the RFP process by emailing Robert Carpenter at rcarpenter@emsnp.org. Please confirm interest at the earliest opportunity upon receipt of the RFP documents.

Final Proposal Responses to the RFP are due no later than 5:00 p.m. on Tuesday, June 16, 2026, but should not be submitted before 9:00 a.m. on Tuesday, June 16, 2026. Proposals must be submitted via email; the time of receipt by EMSNP shall determine whether a response was received in a timely fashion. Please email your response to:

applications@emsnp.org

EMSNP will provide an email response to participants whose proposals were received by the submission deadline on Friday, June 12, 2026. This reply email will serve as proof of receipt of the proposal. We also recommend having your email sent with received and read receipts turned on.

- Proposals should clearly address the content areas listed in the RFP.
- Please provide contact information for the person at your organization who will be responsible for answering questions about your proposal submission.
- Questions for EMSNP concerning any aspect of the RFP should be submitted to Robert Carpenter. See timeline below.
- All questions and answers will be disseminated by email to all parties. Please see timeline below for specific dates.
- In the event that our responses to your questions modify any of the terms, conditions or provisions of this RFP, EMSNP may issue a second or subsequent RFP or an addendum and provide additional time for response.

Timeline

Dissemination of this RFP	June 5, 2026
Last Day for Vendors to Submit Questions	June 9, 2026 at 5 pm EST
Answers provided to Vendor Questions	June 11, 2026
Final Proposals due	June 16, 2026 at 5 pm EST
Contract Award Notification	June 24, 2026

Final Proposals Due: Tuesday, June 16, 2026 by 5:00 p.m. EST

Evaluation of Proposals

Upon receipt of submissions, EMSNP will evaluate organization capabilities based upon the information contained in the RFP. This RFP shall in no way obligate EMSNP to make any award or enter into any agreement. This RFP does not commit EMSNP to pay any cost associated with preparation or submission of a response.

General evaluation criteria are listed below:

- Response to RFP
- Credentials
- Vendor Experience
- Price
- Customer Service Program

Response Requirements

Responses must be in a format suitable for ease of review. The response should clearly demonstrate the Respondent's ability to provide the services described therein. In order to simplify the review process and obtain the maximum degree of comparison the Response should be organized as follows:

Page Limits:

- Proposal content with pricing: no more than 3 pages

Content should include your responses to the questions presented below in the Content Requirements section and in the order in which they are presented. If a question is inapplicable to you, please simply say "not applicable."

Content Requirements

General Information

- Name of firm
- Address
- Telephone
- Website
- Principal contact's name, title and email address

Company Overview

- Parent company name and address (if any)
- Number of years in business
- **Payment Terms:** EMSNP is requesting 90-day payment terms from the date of invoice receipt. If 90-day terms are objectionable for any reason, please state clearly and concisely the reasons for your objection.

Standard Contracts; Insurance Requirements

- None for this project

Invoicing and Payment

- Invoice no later than June 30, 2026

EMSNP reserves the right to not award any contract if request approval is not approved by the Pennsylvania Department of Health or if the funds are not available as expected.