



## EXECUTIVE SUMMARY

**Pursuant to Broward College Policy 6Hx2-1.14 and Procedure A6Hx2-1.14, Broward College exercised the authority delegated by the Board to authorize the non-standard agreement with Association of Operating Room Nurses, Inc. (AORN) to purchase E-Learning site licenses (curriculum) for software that is embedded in the Perioperative Nursing Program utilizing the bid waiver exception for educational materials and supplies. Fiscal Impact: The estimated fiscal impact is between \$62,000 - \$72,000 (site license cost), anticipated revenue: \$252,220.00.**

**Presenter(s):** Steven Tinsley,

### **What is the purpose of this contract and why is it needed?**

The purpose of this contract is to maintain a hosted E-Learning site license agreement with the Association of Operating Room Nurses, Inc. (AORN) through access and incorporation of national standardized curriculum into the Perioperative Nursing program. Expires: June 30, 2024

### **What procurement process or bid waiver was used and why?**

The bid waiver exception for this purchase is educational materials and supplies per FLDOE Rule 6A-14.0734(2)(a) and College Procedure A6Hx2-6.34. We have also attached the material exemption from Barnes & Noble to purchase national standardized curriculum licenses directly from Association of Operating Room Nurses (AORN). The AORN agreement requires credentials of a Registered Nurse to make purchases. (i.e. BC Registered Nurse-(administrator), Workforce Healthcare Clinician)

### **Is this a budgeted expenditure from the budget established at the last June Board of Trustees meeting?**

Yes, this expenditure was budgeted.

### **What fund, cost center and line item(s) were used?**

Funds: FD206 and FD102

Cost Center: CC0084

Grants: GR000290 (Broward Health) and GR000289 (Memorial Healthcare)

Programs: PG000068 and PG000395

Line Item: 64500: Other Services

### **Has Broward College used this vendor before for these products or services?**

Yes, Broward College has had Periop-101 agreements in place with Association of Operating Room Nurses since 2016 (eight years).

### **Was the product or service acceptable in the past?**

Yes. Broward College, Continuing Education Health Sciences continues to incorporate Association of Operating Room Nurses (AORN) national curriculum as the foundation of the Perioperative Nursing program.

### **Was there a return on investment anticipated when entering this contract?**

Yes, there is an anticipated return on investment. The goal is to achieve a 90% student pass rate.

### **Was that return on investment not met, met, or exceeded and how?**

Yes, we exceeded the return on investment. As a result of using the Association of Operating Room Nurses (AORN) national curriculum, students attain the industry certification: Periop 101: A Core Curriculum Didactic OR Course. The credential required by the sponsored hospital. The Broward College program has a five-year average pass rate of 93% (90% - 95%).

**Does this directly or indirectly feed one of the Social Enterprise tactics and how?**

This directly feeds into the Social Enterprise strategy:

1. **Empower Student Development**, as it provides the learner with a customized learning experience which was designed based on student and community (partners) needs.
2. **Answer the Call for Health Care Professionals**, as we address community healthcare needs by preparing students for work in community healthcare organizations.
3. **The fuel for our strategy:** Financial Innovation (revenue generation program)

**Did the vendor amend Broward College's legal terms and conditions [to be answered by the Legal Office] if the College's standard contract was used and was this acceptable to the Legal Office?**

The General Counsel's office has reviewed the agreement and any deviation to the College's standard terms has been deemed acceptable.

**FISCAL IMPACT:**

Description:

Using the AORN purchasing scale, the estimated fiscal impact is between \$62,000 - \$72,000 for 11-49 seats. This estimated pricing is per transaction and based on seats purchased using the following scale: \$935 (11-29) or \$735 (30-49). The average Broward Health and Memorial Healthcare purchase is based on needs.
























06/11/24	CC0084 · CWE Health Education Supplemental CC0084/FD102/BU060/PG000068	\$314,220.00
06/11/24	CC0084 · CWE Health Education Supplemental CC0084/FD206/BU060/GR000289	(\$12,000.00)
06/11/24	CC0084 · CWE Health Education Supplemental CC0084/FD102/BU060/PG000068	(\$25,000.00)
06/11/24	CC0084 · CWE Health Education Supplemental CC0084/FD206/BU060/GR000290	(\$25,000.00)
<b>TOTAL:</b>		<b>\$252,220.00</b>

APPROVAL PATH: 12161 Association of Operating Room Nurses, Inc. - ELearning Site Licenses

 **Workflow**

 Edit View

 Add Work Item

Stage	Reviewer	Description	Due Date	Status	
1	Diane Peart	AVP Review		 Completed	
2	Steven Tinsley	SVP of Workforce Education and In		 Completed	
3	Natalia Triana-Aristizabal	Contracts Coordinator		 Completed	
4	Zaida Riollano	Procurement Approval		 Completed	
5	Christine Sims	Budget Departmental Review		 Completed	
6	Rabia Azhar	CFO Review		 Completed	
7	<b>Legal Services Review Group</b>	Review and Approval for Form and		 Completed	
8	<b>Electronic Signature(s)</b>	Signatures obtained via DocuSig 		 Completed	
9	Natalia Triana-Aristizabal	Contracts Coordinator		 Completed	
10	Board Clerk	Agenda Preparation		 Completed	
11	District Board of Trustees	Meeting	08/20/24 08:30 AM	 Pending	



Deadline May 3: Nominate yourself or others for AORN national office.



My AORN

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# AORN FACILITY ORDER FORM FOR NEW AND RENEWAL CUSTOMERS ONLY

## FACILITY INFORMATION

Facility Name: \*

The District Board of Trustees of Broward College, FL

Business Address 1: \*

3501 SW Davie Road

Business Address 2:

Country: \*

United States

City: \*

Davie

State/Province: \*

Florida

Zip/Postal Code: \*

33314

Phone: \*

954-201-6613

Health Care System:

Feedback

## Lead Administrator

First Name: \*

Last Name: \*

Credentials:

Title:

Phone: \*

Email: \*

Feedback

## Periop 101

For current single-site customers ordering additional Periop 101 seats, please [order online](#)  
(Administrator Access Only).

Non-administrators may contact [orders@aorn.org](mailto:orders@aorn.org).

**Periop 101 Complete Course — OR, ASC, C-Section & Non-RN**

**Periop 101 Single Modules - OR & ASC Only**

**Periop 101 Subtotal: \_\_\_\_\_**

**GRAND TOTAL:     \$0.00**

## Association of periOperative Registered Nurses

2170 South Parker Rd, Suite 400, Denver CO 80231

### Become an AORN Partner

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Feedback



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# AORN Facility Customer New/Renewal Price Catalog

## Pricing Catalog

Use this pricing catalog in conjunction with the order form to complete your order:

Select Pricing Catalog

Feedback

## Periop 101 (2024 Pricing)

Product Details

Order Form

For **current** Single-Site customers ordering **additional** Periop 101 seats, please order online (Administrator Access Only).

**Pricing below includes seats for all Periop 101 Learning Plans including Cesarean Section and ASC.**

## Student Seats

Note: All seats purchased, but not started during your current two-year term, will expire on your facility's expiration date.

# of Student Seats	Preceptor Seat	Administrator Seats	Price Per Seat
1-5	1 complimentary seat	2	\$1,070 each
6-10	2 complimentary seats	2	\$1,030 each
11-29	4 complimentary seats	2	\$935 each
30-49	4 complimentary seats	2	\$735 each
50-99	4 complimentary seats	2	\$650 each
100-199	4 complimentary seats	2	\$620 each
200+	4 complimentary seats	2	\$595 each

Feedback

For 500+ seats, please contact the HealthCare Organization Team (HCO) at [periopsolutions@aorn.org](mailto:periopsolutions@aorn.org) for



pricing.

## Additional Seats

<b>Preceptor</b>	<b>Administrator</b>
\$235/seat	\$405/seat

## Periop 101: Perioperative Care for the Non-RN

Note: All seats purchased, but not started during your current two-year term, will expire on your facility's expiration date.

<b># of Student Seats</b>	<b>Seat Price</b>
1+	\$275 each

Feedback

Pricing includes one free administrator seat.

## Single Courses

<b># of Student Seats</b>	<b>Price per Student per Course</b>
1+	\$120 each

## Reading Assignments

<b>Title</b>	<b>Price</b>
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Periop 101 Textbook Package  
(*Guidelines for Perioperative Practice*  
book & Alexander's book)\*

\$410

*Guidelines for Perioperative Practice*,  
latest edition (Book)\*

\$285

*Alexander's Care of the Patient in*  
*Surgery*, latest edition (Book)\*

\$157

*Alexander's Care of the Patient in Surgery*  
(eBook)

\$125

## Shipping Price

Please contact [cs@aorn.org](mailto:cs@aorn.org) for the most updated shipping prices.

# of books ordered	USA	AK/HI	Canada
1	\$19	\$38	\$62
2	\$20	\$53	\$66
3	\$21	\$67	\$77
4	\$22	\$84	\$102
5	\$23	\$100	\$116



**Deadline May 3: Nominate yourself or others for AORN national office.**



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## Terms & Conditions

# AORN Course Terms and Conditions, the Agreement Conditions, and the Course Order Forms

## Definitions

“Courses” shall mean AORN educational course content offerings, including Periop Mastery, Periop 101, Periop 202, Prep for CNOR, Specialty Education Modules, and any other AORN educational course content offerings referencing these Terms and Conditions.

“Users” shall mean all individual users of the Courses, including class Administrators, Preceptors, Students, and all other individuals who access a Course, as well as all purchasers of a Course or Course package, whether an individual or corporate entity.

“Video Library” shall mean the CineMed/AORN online video library of perioperative nursing education videos, which includes instructional videos, accompanying study guides, and online post-tests with score tracking.

## Access Controls

Course seats are not transferrable once a User has accessed a Course online. All Users are solely responsible for ensuring that their user names, passwords, and access numbers are not shared with other individuals. Log in information may not be shared between Users.

## Fees and Payment

All fees and payments hereunder are nonrefundable. Failure to pay fees when due will result in AORN disabling access to the Course for specific Users. No course access or extensions are given until payment has been received.

## Course Administration

Licensee facilities are responsible for User adherence to Course rules, contact hour eligibility and exam integrity. AORN has the right to assume that Users accessing and using the Courses are the individuals associated with the User identity in AORN's records and that Users are taking exams in accordance with AORN's proctoring rules, and will grant access and contact hours accordingly.

## **Intellectual Property; Use Restrictions**

AORN owns all right, title and interest in the Courses including all patent rights, copyrights, trademark rights, and all other intellectual property rights.

By accessing the Courses, Users agree to access the contents solely for personal or organizational educational purposes. Course content may not be printed, saved or modified for use outside of this sole purpose.

Users may not download, print, or otherwise excerpt Course materials for the purpose of developing other training materials or competing products or services. Course content may not be reverse-engineered, disassembled, or removed. All copyrights and legal notices contained in the Courses shall remain intact.

## **Educational Institutions using Introduction to Perioperative Nursing**

Schools of nursing and other educational institutions using Courses shall require students to receive a blended educational program that includes facility-provided skills labs and supervised, hands-on clinical experiences designed to assist students in learning how to assess patient status, make decisions, and use critical thinking skills in the operating room.

## **CineMed/AORN Video Library**

Terms for online subscriptions to the [Video Library](#) are available.

## **Entire Agreement; Amendments**

These AORN Course Terms and Conditions, the Agreement Conditions, and the Course Order Forms constitute the entire understanding between AORN and the Users with respect to AORN Courses. AORN may amend these Terms and Conditions at any time which will be binding upon all Users. Any modifications or additions to these Terms and Conditions for individual purchasers must be agreed upon by AORN in writing.

# Association of periOperative Registered Nurses

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# Order Forms & Agreement Conditions

## Order Forms

### Education Courses

#### AORN Bookstore

- [Bookstore Order Form](#)

#### Care of the Pediatric Surgical Patient

- [Order Form](#)
- [Terms & Conditions](#)

#### COVID-19 Return to Work

- [Order Form](#)
- [Terms & Conditions](#)

#### eGuidelines Plus

- [Direct Online Ordering for Single-Site](#)
- [Order Form](#)
- [Terms & Conditions](#)

#### Foundations for Sterile Processing (FSP)

- [Order Form](#)
- [Terms & Conditions](#)

#### Group Membership (Ambulatory Surgery Centers,

- [Order Form](#)
- [Terms & Conditions](#)

Facilities, Industry)

## Knowledge Assessment

### Periop 101

→ **New, Renewal, & Additional Seats**

### Periop 202

### Periop Mastery 2.0

### Periop Online Education

(All Operating Rooms and Ambulatory Surgery Centers)

### Preparing for the Scrub Role

- [Order Form](#)
- [Terms & Conditions](#)
  
- [Periop 101: A Core Curriculum™](#)
- [Periop 101: Perioperative Care for the Non-RN](#)
- [Periop 101: A Core Curriculum™ Terms & Conditions](#)
- [Periop 101: Perioperative Care for the Non-RN Terms & Conditions](#)
  
- [Order Form](#)
- [Terms & Conditions](#)
  
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## Agreement Conditions





## Topic

## Agreement

### Length of License

2 years from the date of purchase (Agreement Activation Date) to assign seats. If a learner does not start at least one of the modules prior to the end date of the agreement, the learner will be unable to access the course and the seat will expire.

### Seat Pricing and Expiration

Seats are available for learners to start for two years following the Agreement Activation Date. Your initial seat pricing is valid throughout the two-year term, and seats may be added during the term at your initial purchase price in the Agreement. Seats are available to start for two years from the Agreement Activation Date. Seats purchased during the two-year term will expire if not started during the Agreement term (*not* two years from seat purchase date).

### Number of CH, AEU, IPCH

- Periop 101 Courses:
  - OR - 39.8 CH, 39.8 AEU, 10.8 IPCH
  - ASC - 40.3 CH, 40.3 AEU, 10.8 IPCH

### **Learner Term (How Long Learner Has to Take Course)**

### **Preceptor Term**

- C-Section - 36.4 CH, 36.4 AEU, 9.7 IPCH
- Preparing the Preceptor: 1.25 CH
- If Administrators complete a Periop 101 course, they are *not* eligible for contact hours.
- If Administrators register for and complete the Preparing the Preceptor and course evaluation, they *are* eligible for contact hours.
- Administrator Implementation Guide: .75 CH

6 months from the date the modules were first accessed to complete the course including the course evaluation and final exam. The learner will have the full 6 months to access the course even if it is started less than 6 months prior to the agreement expiration date.

6 months from the date the course was first accessed to complete Preparing the Preceptor and the course evaluation. **Note:** Preceptors are *not* granted access to the Periop 101 modules. Course Administrators are expected to provide the Preceptor Guidelines

and module table of contents to the Preceptor.

2 years from the Agreement Activation Date to access the Administrator Implementation Course and to complete the Administrator Implementation Guide, post-test, and evaluation. Additionally, the Administrator will have access to the Periop 101 Modules, Preparing the Preceptor, and the Administrator Resource Center for 2 years from the Agreement Activation Date. If an additional Administrator is activated mid-agreement, the expiration date for that Administrator is the last day of the agreement. Upon request, the Administrator access time frame will be aligned with the learner access time frame if the learner starts the course less than 6 months from the agreement expiration date.

### **Administrator Term**

### **Administrator Requirements**

A minimum of 1 Administrator per Periop 101 agreement. The Administrator should be an experienced perioperative nurse. Each Administrator must complete the Administrator Implementation Guide, post-test, and evaluation prior to registering any learners or preceptors. Individuals cannot

**Extensions**

participate in Periop 101 without an Administrator.

For a fee. Contact AORN for more information.

**Number of Exam Retakes Allowed**

2

**Number of Modules Per Course**

OR Learner – 23; C-Section Learner – 23; ASC Learner – 24; Administrator – 1; Preceptor- 1

**Does this plan include free membership?**

1-year complimentary membership awarded to Periop 101 learners. If the learner is an existing member, the membership expiration date will be extended for 1 year. AORN reserves the right to terminate this offer.

**How many preceptor seats are included?**

1 complimentary seat with the purchase of 1-5 Periop 101 seats; 2 complimentary seats with the purchase of 6-10 Periop 101 seats; 4 complimentary seats with the purchase of 11+ Periop 101 seats. Applies to new/renewal transactions only, *not* for additional seats.

**How many administrator seats are included?**

2 complimentary seats for new/renewal transactions only.

**Clinical Requirements**

AORN does not provide a clinical preceptorship or practicum in connection with Periop 101. It is the responsibility of the Administrator to provide a preceptor and to determine the competency of learners. AORN does provide a Periop 101 Administrator Resource Center with clinical resources to help Administrators set up their program.

➤ Periop 202 Agreement Conditions

➤ Periop Mastery 2.0 Agreement Conditions

➤ Preparing for the Scrub Role

**Terms & Conditions**

Review the [AORN Terms & Conditions](#).

## Online System Requirements

Read about [minimal system requirements](#) for hardware and software for computers used to take this online course.

Questions? Learn more in [our FAQ section](#).

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