FORTE

University of Mississippi Medical Center
2500 N. State Street
Jackson, MS 39216

November 16, 2018

To Whom It May Concern:

Forte Research Systems, Inc. (Forte) is a private company founded in February 2000. The company is based in Madison, Wisconsin with approximately 190 employees located in the US and 50 employees located in the Forte Asia-Pacific office in Bangalore, India. Forte provides software and services in the critical areas of clinical trial management, clinical data management and research administration for cancer centers, academic medical centers and health systems. Built in collaboration with leading research institutions, Forte's integrated portfolio of standards-based solutions allows organizations to gain comprehensive visibility into research operations, increase financial viability, enhance compliance across their enterprise and enable strategic decision-making.

Forte's Research Administration solutions help research organizations demonstrate the impact of their research portfolio to the NCI, NIH and organizational leadership. Forte's research evaluation and reporting system, Forte EVAL, provides turnkey reporting and analytics to easily measure an organization's scientific impact and help them deliver requirements to meet CCSG and CTSA guidelines. Additionally, organizations can gain visibility into publications, grant recipients and more across their entire research portfolio with Forte's business intelligence solution, Forte Insights.

Through our knowledge of the research community, Forte believes we are uniquely positioned to provide the comprehensive solution that is required for a highly-complex institution such as the University of Mississippi Medical Center (UMMC). Forte has the experience and the ongoing commitment to complex research organizations that will allow for a partnership between UMMC and Forte.

Since our inception, Forte has pursued a unique customer-centric business model that has resulted in industry-leading products and a highly collaborative customer community. We have a special relationship with our customers because they are at the center of everything we do. Our customers have personalized conversations with us on challenges they are facing every day, and work with our teams to collaboratively develop solutions to those challenges. Forte also facilitates

the Onsemble Community: a robust network of the nation's leading clinical research professionals sharing best practices, addressing current challenges and supporting one another. Through collaborative conference calls, bi-annual conferences, and discussion groups, Forte has enabled close interactions among its customers which help them address operational issues beyond technology-related concerns.

In addition to the Onsemble community interactions, Forte's customer involvement in directing product development has delivered unparalleled product excellence and comprehensiveness. As an integral part of its product development process, Forte asks for feedback from customer organizations focused on specific product functionality. Feedback from customers is incorporated into new product releases. This provides customers with a sense of ownership in Forte's products and generates tremendous loyalty.

Forte has developed a proven methodology for implementing clinical research technology. We work closely with our customers throughout the entire implementation process, so when customers go live with our software, they have a system that will meet the needs of their institution. A system is only powerful if it is being used, thus Forte has developed a comprehensive training plan. During implementation, a Product Support Specialist is part of the team, and this person continues as the primary contact for support on an ongoing basis. This Specialist will make themselves familiar with institutional nuances and will be accountable for the timely resolution of any reported service issues. Forte has developed this proven and repeatable solution to meet the needs of highly complex organizations such as UMMC.

These items must be asserted to and provided to UMMC on vender letterhead in order to constitute a sole-source provider per Mississippi Department of Information Technology (ITS).

1. The product or services being purchased must perform a function for which no other product or source of services exist – what is the unique functionality of this product?

Forte is the sole and exclusive owner of Forte EVAL. The features of Forte EVAL are protected by Forte's copyrights, trademarks, and other intellectual property rights.

Forte EVAL is the only solution that brings all the pieces of the research administration landscape together in one place. Not only does Forte EVAL store information related to grants, publications, shared resources, investigators and more, it links them together, allowing users to showcase research in a holistic, narrative-driven way. In addition, Forte EVAL includes Forte Insights dashboards to provide analytics on research impact, and the Member Scenarios tool which allows users to easily manage the composition of their programs.

2. What are the specific business objectives that can be met only through the unique product or services – why does UMMC need the specific unique functionality?

Centralization of Critical Research Administration Data

At any research institution, data related to investigators, publications, grants and more can exist across multiple unconnected systems. While solutions such as grants management systems or human resources databases currently exist to house this information, Forte EVAL is the only solution that brings all the data together to connect and report on it in a meaningful way. Forte EVAL allows users to tell their full research story by showing which publications resulted from specific grant funding to showcase research ROI to the NIH, NCI, sponsors, internal stakeholders and more, making it easier to justify and secure future grant funding.

Forte Insights Reporting and Analytics Dashboards

While in-house research administration reporting can be time consuming and cumbersome, Forte EVAL comes packaged with Forte Insights. Insights provides a robust reporting solution. Insights offers fully-integrated, turnkey dashboards that give visibility into programs, staff, publications and more. Insights dashboards are ideal for grant applications and showing progress toward CCSG goals, as well as providing internal leadership with valuable information on research ROI.

Member Scenarios for Program Composition Management

Member Scenarios is a one-of-a-kind tool designed to help organizations streamline their membership management process. By allowing centers to create an unlimited number of hypothetical membership configurations, it provides real-time visibility into how proposed changes affect program composition and funding and publication metrics, including high-impact and inter and intra-collaborative publications. Until now, it could take hours to examine different ways to organize program membership, and the implications of the changes for publications and funding. With Member Scenarios, users can make changes in seconds and instantly see the results.

The Only Solution Designed for CCSG and CTSA Grant Processes

EVAL is uniquely developed to help research institutions during grant application and renewal processes by storing critical data and reporting on key metrics required for CCSG (including data tables 1 and 2) and CTSA (including Common Metrics). EVAL is designed for enterprise use across multiple units within an organization, and helps gather and centralize critical data to make grant application and renewal processes run smoothly across teams.

3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services – does the vendor allow resellers/can anyone else give a quote for this item?

Forte is the sole licensor of Forte EVAL. Forte does not have or utilize any third-party resellers and does not authorize any other party to license or sublicense Forte EVAL on its behalf.

Today, 71 organizations use Forte's products. These organizations include 55 Cancer Centers (42 NCI-designated), 36 Academic Medical Centers (22 CTSAs), and 15 Health Care Systems or Hospitals. Forte does not provide its products or services through any third parties; all customers work directly with Forte to purchase the company's solutions.

For more information, please see Exhibit A, Forte EVAL Overview, and Exhibit B, Forte EVAL Sole Source Justification.

Forte looks forward to the opportunity to present the Forte EVAL solution and capabilities to the UMMC team. We believe our ongoing initiatives and product plans are closely aligned with the priorities of UMMC, and, in addition to fulfilling the immediate needs of your organization, we will be an excellent technology partner as clinical research management needs evolve.

If you have any questions, please contact Denali Stahlke, Account Executive. She can be reached by phone at 608-830-2659 or Denali.Stahlke@ForteResearch.com.

Sincerely,

DocuSigned by:

Michael L. Wokasch

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