

Notice of Intent to Certify Sole Source

To: Interested Parties

From: William P. Stitt
Chief – Supply Chain Management

Date: May 17, 2018

Re: Sole Source Certification Number SS5201 for Lumere New Product Introduction Management Application.

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding University of Mississippi Medical Center (UMMC) Sole Source Certification Number **SS5201** for **Lumere New Product Introduction Management Application**, please be advised that UMMC intends to award the purchase to Lumere, Inc., as the sole source provider.

UMMC issues this notice in accordance with Mississippi state law, policy, and procedures for sole source procurements.

Sole Source Criteria

1. Where the compatibility of equipment, accessories, or replacement parts is the paramount consideration (and manufacturer is the sole supplier).
2. Where a sole supplier's item is needed for trial use or testing.
3. Where a sole supplier's item is to be required when no other item will service the needs of UMMC.

Schedule

Task	Date
First Advertisement Date	May 17, 2018
Second Advertisement Date	May 24, 2018
Response Deadline from Objectors	June 1, 2108, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before June 4, 2018

Project Details

1. Describe the commodity that the agency is seeking to procure:

The University of Mississippi Medical Center (UMMC) seeks to purchase **Lumere's New Product Introduction Management Application**. This service will allow management and key performance measurement of the Value Analysis program, as well as Strategic Sourcing and Supply Chain projects, integrated with an evidence-based research library. Additional custom reports and training are included in this request.

2. Explain why the commodity is the only one (1) that can meet the needs of the agency:

The **Lumere New Product Introduction Management Application** utilizes project management workflow linked to an extensive medical device library that allows real time enhanced evidenced-based decision making for quality outcomes. Lumere's solution also provides a proprietary categorization taxonomy based on clinical equivalence that identifies alternatives for sourcing and standardization opportunities. Lumere is the most comprehensive platform available that offers a Value Analysis project management workflow, automated evidence uploads with custom evidence insight capabilities and functional equivalent identification with access to dedicated remote support by subject matter experts.

3. Explain why the source is the only person or entity that can provide the required commodity:

Lumere is the sole provider of the **Lumere New Product Introduction Application** solution. This solution is not available from any other distributor. See supporting letter from **Lumere**, Attachment A.

4. Explain why the amount to be expended for the commodity is reasonable:

The estimated amount to be expended is for the purchase of the **Lumere New Product Introduction Management Application** is \$233,960.00, for a 24-month period. This amount is within the expected price range for these services.

5. Describe the efforts that the agency went through to obtain the best possible price for the commodity:

Through market intelligence, UMMC was able to negotiate best pricing for these products. All applicable discounts were explored and applied.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the Lumere New Product Introduction Management Application (hereafter, “Products”) should not be certified as a sole source should provide information in the Vendor Form for the State to use in determining whether or not to proceed with awarding the sole source to Lumere, Inc. The Vendor Form may be found at <http://www.dfa.ms.gov/media/1591/objectiontosolesourcedetermination.pdf>.

Objections must include the certification in Attachment B.

Comments will be accepted at any time prior to June 1, 2108, at 3:00 p.m. Central Time to solesource@umc.edu. Responses may be delivered via email to solesource@umc.edu. UMMC WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach UMMC on time. Responses received after the deadline and responses that lack all required information will be rejected. UMMC reserves the right to inspect Interested Party’s commodity for comparison purposes.

If you have any questions concerning the information above or if we can be of further assistance, please contact solesource@umc.edu.

Attachment A: Vendor Correspondence

Attachment B: Objection Certificate



April 13, 2018

Jennifer Douglas, Director of Strategic Sourcing
Ms. Susan Weill, Value Analysis Manager, Strategic Sourcing
University of Mississippi Medical Center
2500 North State Street
Jackson, MS 39216-4505

Dear Ms. Douglas and Ms. Weill,

This letter is to confirm that Lumere, Inc. (“Lumere”) is the sole provider of Lumere’s proprietary solutions and technology, including the specific solution currently under consideration by the University of Mississippi Medical Center—Product Introduction Management. No other vendor is authorized to resell, relicense, publish, broadcast, or otherwise redistribute Lumere’s solutions and services.

In addition to being the only supplier of Lumere’s technology, the solutions offered by Lumere (including Product Introduction Management), are unique to the healthcare technology industry. No other competitor offers the specific capabilities comprised within Product Introduction Management. It is the industry’s only medical device spend-management technology that integrates both (i) project management and (ii) an extensive library of curated medical device evidence.

Specifically, Lumere’s Product Introduction Management solution includes a workflow capability for hospitals to manage milestones, tasks, agendas, and projects regarding their medical device purchasing and utilization, while simultaneously linking the various aspects of that workflow to a library of research and evidence—which includes a proprietary commoditization score on thousands of unique medical supply and device products. By integrating such a comprehensive level of clinical evidence into a hospital’s workflow capability, Lumere’s technology allows hospitals to significantly enhance the transparency of their decision-making process and apply critical evidence and outcomes data throughout that process. No other vendors offer such resources within a single, digitized solution.

If you have any further questions regarding the change of our company name, please do not hesitate to contact me at (312) 300-7899.



33. N. LaSalle Street
Suite 1500
Chicago, IL 60602
lumere.com

Sincerely,

A handwritten signature in black ink, appearing to read "Gina Thomas".

Gina Thomas, RN, MBA
Chief Development Officer
Lumere, Inc.

Attachment B

SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5201
Accepted until June 1, 2108, at 3:00 p.m. Central Time

I certify that the information contained in this objection is true and accurate to the best of my knowledge. I understand that UMMC will investigate all statements made in this objection and that any false or misleading information provided may result in adverse action.

Objector Name
Objector's title

Date