

10/23/2018

RE: Sole Source Criteria and Required Documentation - Vendor Letter

To Whom It May Concern:

Greenway Health ("Vendor") and Grenada Lake Medical Center ("Customer", GID: 1302909192) entered in to a contract effective 1/27/2012. This contract is still in force and will renew next on 1/27/2019.

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?
  - a. The "Vendor" provides software and services to the "Customer" for the purpose of Medical Practice Management. This may include but is not limited to the creation of patient appointments, taking of vitals, documentation of diagnosis and treatment and subsequent billing. This software is unique in that it contains the "Vendor's" proprietary software code and functionality.
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?
  - a. The "Customer" purchased said software specifically for day to day software needs related to their medical organization and this software provides the ability to achieve the functions as listed above.
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?
  - a. The "Vendor's" product is available on a very limited basis from one reseller but competitive bidding by reseller is not permitted to a direct customer.

Thank You,

Howard C. White  
Director, Finance Operations  
Greenway Health