

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Dr. Paul Veregge
CIO/CMIO

Date: July 19, 2018

Re: Sole Source Certification Number **SS9086** for Definitive Healthcare-Full Product Suite

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS9086** for **Full Product Suite, Database Access, Custom Reports & Data Feeds**, please be advised that UMMC intends to award the purchase of the product listed above to **Definitive Healthcare, LLC** as the sole source provider of the above product.

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	July 23, 2018
Second Advertisement Date	July 30, 2018
Response Deadline from Objectors	August 6, 2018, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before August 6, 2018

Project Details

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

Definitive Healthcare is the leading provider of data, intelligence and analytics on the healthcare provider market. Its product is unique and unmatched in the marketplace because it combines robust proprietary market research data, regulatory data and daily industry news and events that are all updated in real-time and provided in a user-friendly and state-of-the-art web application.

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

UMMC will leverage the data and intelligence this product provides to analyze the healthcare landscape and understand competitive analysis such as patient leakage and referral patterns to increase market share and revenue. The objectives this will meet will be a full understanding of the locations of both facilities and physicians that are working with competitors, financial performance of surrounding facilities, patient leakage, affiliations and areas to improve market share.

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

This is a single source solution that allows for data to be accessed in one place that would otherwise take considerable time and resources to dissect, manage and upkeep multiple disparate sources. This is one of the only products in the market that will package such information in an easy to use, understand and access format.

They are not available from any other distributor. See supporting letter from **Definitive Healthcare, LLC**, Attachment A.

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

The estimated amount to be expended is for the purchase with **Definitive Healthcare, LLC** is **\$150,000.00**. This amount is within the expected price range for these products.

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

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 **Definitive Healthcare**, (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 **Definitive Healthcare, LLC**. The Vendor Form may be found at <http://www.dfa.state.ms.us/Purchasing/documents/ObjectiontoSoleSourceDetermination.pdf>.

Objections must include the certification in Attachment B.

Comments will be accepted at any time prior to **Monday, August 6, 2018 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 Certification

Attachment B

SUBMITTED IN RESPONSE TO

Sole Source Certification No. SS9086

Accepted until Monday, August 6, 2018, at 3:00 p.m.

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