

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Ellen Swoger
CIO, Applications

Date: 12/8/2022

Re: Sole Source Certification SS 9534 Virtual Ultrasound Training Software Subscription

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number SS9534, please be advised that UMMC intends to award the purchase of Virtual Ultrasound Training Software Subscription, to SonoSim, Inc. as the developer and manufacturer of the SonoSim® Ultrasound Training Solution. It is the only ultrasound training solution on the market that leverages its scalability/accessibility to support multiple users at one time. The SonoSim platform was chosen by the School of Medicine (SOM) in 2017 because SonoSim has published results in improving ultrasound skills without the need to scan patients. There is no other source from which to purchase software subscriptions that would be compatible with the SonoSim hardware that is owned by UMMC.

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	December 15, 2022
Second Advertisement Date	December 22, 2022

Response Deadline from Objectors	January 3, 2023 at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before January 3, 2023

Project Details

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

SonoSim Courses are delivered in an interactive multimedia format using still and dynamic ultrasound imagery, audio narration, computer graphic imagery, and animation. The SonoSimulator® replicates the exact tactile experience of using an actual ultrasound probe to scan a real patient. Cases obtained from real patients allow for an on-demand, authentic scanning experience using a computer. An online library of patient cases with a broad spectrum of normal and pathologic conditions is provided. Real-patient ultrasound cases are imported into a virtual environment powered by a graphics visualization engine. Learners practice hands-on scanning using the hand motion-sensing SonoSim Probe that plugs into the USB port of a laptop, thus replicating the exact tactile experience of using an actual ultrasound probe to scan a real patient. The Simulation Center uses SonoSim to help longitudinal integration of ultrasound education to the medical students' and residents' curricula. The hardware solution is scaled to the simulation center's needs. In the simulation center, SonoSim is used to demonstrate disease processes in women's health (OB-GYN) and pediatrics.

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

There is no other source from which to purchase software subscriptions that would be compatible with the SonoSim hardware that is owned by UMMC.

SonoSim uses real patients that have undergone ultrasound imaging. The ideal way of teaching and learning ultrasound is through learner/instructor interaction at a patient's bedside. The SonoSim Ultrasound Training Solution provides normal and pathologic cases on demand, thus reducing the high cost of having one-on-one live instructor training at a patient's bedside with limited cases of abnormal findings. SonoSim also has on-line course content, hands-on training, pathologic cases and virtual mentoring.

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

The SonoSim® Ultrasound Training Solution is a sole source product, manufactured, sold, and distributed in the United States of America exclusively by SonoSim, Inc (US Patent Nos 8,480,404, 8,297,983, 9,870,721, 10,026,338, 10,380,919, 10,380,920, 10,726,741, and 10,896,628). See supporting letter from SonoSim, Inc., Attachment A.

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

The estimated amount to be expended for the purchase of Virtual Ultrasound Training is **\$17,970.00 for three years**. Please be advised that UMMC will determine if additional enhancements, upgrades, support, or equipment are within scope during the certification

period and may increase the spending authority accordingly. Should SonoSim, Inc change their name during this certification period, then UMMC will determine if a recertification is necessary. This amount is within the expected price range for this software.

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 Virtual Ultrasound Training (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 SonoSim, Inc. 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 Tuesday, January 3, 2023, 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. SS9534

Accepted until Tuesday, January 3, 2023, 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