

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Ellen Swoger  
CIO, Applications

**Date:** 1/25/2023

**Re:** Sole Source Certification Number 9547 Support Services and Maintenance for HemoHub Intelligent Data Manager

**Contact Email Address:** [solesource@umc.edu](mailto:solesource@umc.edu)

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## Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number 9547 for Support Services and Maintenance for the HemoHub Intelligent Data Manager, please be advised that UMMC intends to award the purchase of Support Services and Maintenance for the HemoHub Intelligent Data Manager to Werfen, 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	January 30, 2023
Second Advertisement Date	February 6, 2023

Response Deadline from Objectors	February 13, 2023, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before February 13, 2023

## Project Details

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

HemoHub Intelligent Data Manager is a data management system that allows multisite connection of all Cardiolipin Antibodies Test (ACL) testing systems and allows users to centrally manage analyzer Quality Control (QC), view critical results, analyzer status, and Hemostasis reaction curves in real time. The ACL test detects certain kinds of antibodies in your blood.

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

This system, currently in use at UMMC, allows the UMMC Main Lab Hematology department to view all QC for all areas as well as critical results. The Lab can optimize operations by reviewing results at one central location versus having reviews conducted at all sites. It also allows UMMC to customize reflex/rerun rules so that all sites are run consistently. There are reports that allow UMMC to monitor shift and trends of data to review to meet regulatory requirements (College of American Pathologists-CAP). Support Services and Maintenance for HemoHub Intelligent Data Manager can only be provided by Werfen.

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

Werfen is the sole distributor of these products in the USA and Canada. Servicing of the ACL instruments is done solely by Werfen or by an authorized party. Software Maintenance and Support can only be provided by Werfen.

See supporting letter from Werfen, Inc., 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 of the Support Services and Maintenance for HemoHub Intelligent Data Manager is **\$50,000.00 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 Werfen 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 these products

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

Pricing is compared against available market intelligence and identified discounts are pursued where applicable.

### **Submission Instructions and Format of Response from Objecting Parties**

Interested parties who have reason to believe that the Support Services and Maintenance for HemoHub Intelligent Data Manager, (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 Werfen, 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 Monday, February 13, 2023, at 3:00 p.m. (Central Time) to [solesource@umc.edu](mailto:solesource@umc.edu). Responses may be delivered via email to [solesource@umc.edu](mailto: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](mailto:solesource@umc.edu).

Attachment A: Vendor Correspondence

Attachment B: Objection Certification

Attachment B

**SUBMITTED IN RESPONSE TO**

**Sole Source Certification No. SS9547**

**Accepted until Monday, February 13, 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.

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Objector Name

Objector's title