

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Ellen Swoger
CIO, Applications

Date: 2/23/2023

Re: Sole Source Certification Number 9554 Leasing Package for Virtual Reality Training

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number 9554 for Leasing Package for Virtual Reality Training please be advised that UMMC intends to award the purchase of for Leasing Package for Virtual Reality Training, Watchword, to Avrio Analytics, LLC as the sole source developer and creator.

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	March 9, 2023
Second Advertisement Date	March 16, 2023
Response Deadline from Objectors	March 23, 2023, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before March 23, 2023

Project Details

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

Watchword is a single-system, comprehensive training simulation platform that is portable and can utilize the UMMC Campus Police's current environment, allowing officers to see their environment instead of looking at the screen of a virtual reality headset. This system allows officers to use our current buildings, doors, furniture, etc. to conduct this training. This lease will provide augmented reality headsets for active shooter, radiation response, de-escalation, and tabletop scenarios. It also includes attachments for training guns for the active shooter function.

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

Watchword is the only Augmented Reality system on the market for active shooter, radiation response, de-escalation, and tabletop scenarios. It can be used by several users simultaneously.

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

Avrio Analytics is the sole software developer and creator of Watchword, a patented technology that uses realistic simulation of hazards to simulate dangerous and often impossible for training exercises. See supporting letter from Avrio Analytics, 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 of Watchword is **\$198,200.00 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 Avrio Analytics, LLC 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 Watchword (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 Avrio Analytics, 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 Thursday, March 23, 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. SS9554

Accepted until Thursday, March 23, 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