

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: March 20, 2017

Re: Sole Source Certification Number **SS0088** for **Video Assisted Thoracoscopy (VAT) Instrumentation**

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number SS0088 for Video Assisted Thoracoscopy (VAT) Instrumentation, please be advised that UMMC intends to award the purchase of the VAT Instrumentation to Scanlan International as the sole source provider of the VAT Instrumentation.

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 20, 2017
Second Advertisement Date	March 27, 2017
Response Deadline from Objectors	April 3, 2017, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before April 4, 2017

Project Details

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

The University of Mississippi Medical Center (UMMC) seeks to purchase Scanlan Video Assisted Thoracoscopy (VAT) Instrumentation that pairs with current customized VAT instrumentation trays already owned by UMMC. The addition of surgeons has provided a need for additional instrumentation.

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

Thorascopic instruments are longer and considered specialized instrumentation. Scanlan International is the only vendor that can provide these unique instruments in a complete, customized set.

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

Scanlan International is the sole manufacturer of the Scanlan Instruments. Scanlan will not sell the instruments direct, rather Scanlan sells the instruments through one distributor in the Mississippi area, which is Appleton Medical Services. See supporting letter from Scanlan International, Attachment A.

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

The estimated amount to be expended is for the purchase of the VAT Instrumentation is \$48,474. This amount is within the expected price range for these products.

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

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 VAT Instrumentation (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 Scanlan International. 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, April 3, 2017, 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 A



Surgical products designed and manufactured by the Scanlan family since 1921

February 17, 2017

University of Mississippi Medical Center
2500 North State Street
Jackson, MS 39216

To whom it may concern:

Scanlan International is a family and veteran owned company which has dedicated itself to providing the highest quality surgical instrumentation and efficient, reliable customer service since 1921.

Scanlan has differentiated itself from other instrument companies in that all Scanlan® VATS instruments:

- Are individually hand-finished by highly skilled artisans to provide a superior balance, tactile feel and performance in the surgeon's hand.
- Have been made with the highest quality 400 series stainless steel for long-lasting, resilient, corrosion-resistant instruments.
- Have been made following rigid specifications for the forging and finishing process to insure that each instrument meets our very high quality specifications.
- Meet the reprocessing (cleaning and sterilization) guidelines for cleaning and sterilization per ISO 17664.
- Are guaranteed to be free from defects in materials and workmanship for a full 10 years.

Scanlan has close working relationships and Licensing Agreements with world-renowned Minimally Invasive Key Opinion Leaders such as, Dr. D'Amico, Dr. Gonzalez-Rivas, Dr. Chitwood and Dr. Wolf, whose ingenuity and expertise guide the creation and development of Scanlan's innovative instrument designs. Scanlan also provides customers with an in-house design and modification service where our experienced artisans work with surgeons to customize instruments to meet their unique surgical needs. Scanlan International is the sole manufacturer and distributor of the following instrumentation:

Scanlan® VATS Super Cut™ Scissors 9909-910SC

- Unique blade design - These scissors have a have a very unique asymmetric blade design compared to other scissors in the market. Rather than only one of the blades being sharp which is typical, the unique blade design of the Scanlan® Super Cut™ scissors has one blade with a scissor edge and the opposite blade has a hollow-ground razor edge. The unique combination of these two blade edges produce a sharp, clean cut without pinching or slipping of tissue.

PROPRIETARY

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Scanlan® VATS Gonzalez-Rivas Dissector 9009-213

- This dissector is exclusive to Scanlan as it was developed in cooperation with Dr. Gonzalez-Rivas. Scanlan has an exclusive licensing agreement with Dr. Gonzalez-Rivas regarding this dissector.
- The blunt tips and smooth rounded edges of the Scanlan® Dissecting Clamps provide safer blunt dissection.
- The mixer-style fine jaws facilitates dissection of key structures.

Scanlan® VATS Axial Handle Forceps 9009-512

- Innovative, ergonomic handle design provides superior balance and feel.
- This instrument features a 6mm Russian jaw for an atraumatic grasp of soft tissue

Scanlan® VATS Dennis Dissector 9009-280

- The Scanlan® Dennis Dissector is being modified by Scanlan® artisans per the exact specifications of Drs. de Delva and Moremen
- The blunt tips and smooth rounded edges of the Scanlan® Dissecting Clamps provide safer blunt dissection.

Scanlan® VATS D'Amico DeBakey Clamp 9909-222

- This clamp is exclusive to Scanlan as it was developed in cooperation with Dr. D'Amico. Scanlan has an exclusive licensing agreement with Dr. D'Amico regarding this clamp.
- All Scanlan Clamps with ratchets feature our 1 x 2 ratchets for easy control of clamping.

Scanlan® VATS Harken Clamp 9909-227

- The jaws of this clamp are tapered with smooth round edges to facilitate safer dissection.
- The DeBakey jaws have been made following rigid specifications and meet our very high quality specifications.

Scanlan® VATS Forester Lung Grasping Clamp 9909-920

- The Scanlan® Forester Lung Grasping Clamp is being modified by Scanlan® artisans per the exact specifications of Drs. de Delva and Moremen.
- The unique oval ring jaws provide an atraumatic, secure grasp that won't tear or damage lung tissue.

Scanlan® VATS Duval Lung Grasping Clamp 9909-926

- The Scanlan® Duval Lung Grasping Clamp is being modified by Scanlan® artisans per the exact specifications of Drs. de Delva and Moremen.
- The unique Duval triangular jaws provide an atraumatic, secure grasp.

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Scanlan® VATS D'Amico Biopsy Forceps 9009-311

- This biopsy forceps is exclusive to Scanlan as it was developed in cooperation with Dr. D'Amico. Scanlan has an exclusive licensing agreement with Dr. D'Amico regarding this biopsy forceps.

Scanlan® VATS Node Grasper 9009-223

- Scanlan® Node Graspers provide a secure, atraumatic grasp of the lymph nodes during dissection.
- These versatile instruments can be used as both a dissector and as a biopsy forceps. The opening and the curve of the oval ring jaws provide great visualization of the targeted tissue.

Scanlan® VATS Axial Needle Holders 9009-561

- Are crafted with carbon-inlay jaws which securely grasp the needle.
- Innovative, ergonomic handle design provides superior balance and feel.
- Provides the surgeon with the familiar, confident, comfortable grasp of conventional needle holders.

Scanlan® VATS Needle Holders 9009-637

- Are crafted with carbon-inlay jaws which securely grasp the needle.
- This needle holder is designed with a 7 mm shaft for a lower profile and lighter weight.
- All Scanlan ring handle needle holders with ratchets feature our 1 x 2 ratchets for easy control and grasping of the needle.

Scanlan® Chitwood Knot Pusher: 9009-828

- This Knot Pusher is exclusive to Scanlan as it was developed in cooperation with Dr. Chitwood. Scanlan has an exclusive licensing agreement with Dr. Chitwood regarding this Knot Pusher.

Scanlan® VATS Suction 9009-911

- This suction instrument is exclusive to Scanlan as it was developed in cooperation with Dr. Wolf. Scanlan has an exclusive licensing agreement with Dr. Wolf regarding this suction instrument.
- The Scanlan VATS Suction features a 5 mm shaft with a larger 6 mm width tip opening to prevent any clogging during the procedure
- The blunt Yankauer style suction tip provides effective suction and can be used as a dissector.
- The variable suction design allows the surgeon to control the amount of suction with his/her finger.

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Scanlan® VATS / MIS Instrument Tray 2146-03

- The silicone inserts in the base of the tray have multiple vertical slots specifically designed to layer VATS / MIS instruments. The full silicone mat on the insert tray provides flexibility for positioning instruments in the tray.
- Sterilization Methods:
 - Conventional Steam or Flash (immediate use)
 - Ethylene Oxide (ETO)
 - Plasma (gas) Sterilization

Through constantly challenging and critiquing our own capabilities, Scanlan® is able to ensure that our instruments' superior quality will never be sacrificed which we back up with our unique ten-year guarantee. Our goal is to be the best, and we accomplish this by providing excellence to surgeons, nurses, and ultimately, their patients.

Sincerely,

Mark Thuente
Business Unit Leader

cc: Ed Olson, Director of North American Sales – Scanlan International, Inc.
Tom Vanover, Senior Sales Manager – Scanlan International, Inc.
Mike Pellegrin, Sales Manager – Appleton Medical Services, Inc.

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SCANLAN ★

INTERNATIONAL

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March 10, 2017

University of Mississippi Medical Center
2500 North State Street
Jackson, MS 39216

Dear Valued Scanlan Customer:

Thank you for your interest in Scanlan® products.

Scanlan International, Inc. has manufactured the highest quality surgical instrumentation and single-use products for over 95 years. We are pleased to advise that Appleton Medical Services, Inc. is the exclusive representative for Scanlan® products in Mississippi.

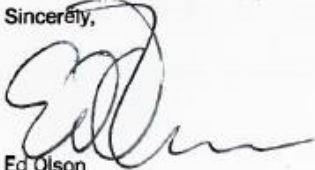
If you would like more information or would like to speak with a Scanlan representative, please contact our exclusive representative in your area.

Mike Pellegrin
Appleton Medical Services, Inc.
118 North Main Street
St. Charles, MO 63301
Telephone: (800) 489-2626
Email: mpellegrin@appletonmed.com

Also available to assist you is the local Scanlan field staff. You may contact Tom Vanover, Senior Sales Manager, South Central Region, at (512) 750-6257.

Thank you for your interest in Scanlan® products.

Sincerely,



Ed Olson
Director of Sales and Marketing

EO/th

cc: Mike Pellegrin – Appleton Medical Services, Inc.
Tom Vanover, Senior Sales Manager, South Central Region – Scanlan International, Inc.

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Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS0088
Accepted until April 3, 2017, 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

Date