

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Dr. Paul Veregge
CIO/CMIO

Date: 08/24/2017

Re: Sole Source Certification Number SS9016 eSolutions

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS9016** for a **service Medicare SAM, MVP**, be advised that UMMC intends to award the purchase of the **Medicare SAM, MVP to eSolutions**, 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	August 31, 2017
Second Advertisement Date	September 7, 2017
Response Deadline from Objectors	September 14, 2017, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before September 19, 2017

Project Details

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

The University of Mississippi Medical Center (UMMC) seeks to purchase a service Medicare SAM: Daily review of all company specific Medicare suspense accounts and reporting of the information for company follow-up. Outcome analysis of company's Medicare suspense accounts i.e., paid, denied, rejected, suspended, returned to provider, or not found at predetermined time intervals. Medicare MVP Live: Real time access to Medicare system for eligibility. MedicareMVPLive AllPayers: Real time access to commercial/Medicaid eligibility.

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

Medicare claims are reported back to us with flags as requiring additional documentation and tracks them through to adjudication. Because this product allows us real time access to accounts with Medicare, we are allowed to edit accounts with denials, fixing the errors and bringing in more money and saving time. MVP Live allows real time eligibility checks saving us time with false information if person is not covered under insurance. This allows for accurate financial analysis for all accounts.

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

the reports generated by Medicare Sam are based on information directly from the Medicare FI/MAC. We use these reports to generate real time projections for future payments. MVP Live Medicare and all payers lets us verify eligibility if the other verification system is down. Provides much more accurate information up front to cut down on errors and receive payment quicker. See support letter from eSolutions, Attachment A.

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

The estimated amount to be expended is for this purchase of Medicare SAM, MVP is \$64,480.00. 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 **service contract for new QML Point-of-Care analyzers to interface with Epic** (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 Telcor, 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 **Thursday, September 14, 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 B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS9016
Accepted until September 14, 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



Sole Source Provider Letter

1. The product or services being purchased must perform a function for which no other product or source of services exists?

Yes that is a correct statement. eSolutions is a Sole Source Provider. We provide our services that are based on the Medicare FI where most of the vendors provide the reporting services based on the Remittance Files. MedicareSAM reporting: The MedicareSAM module tracks and analyzes every single Medicare claim that you bill. Through MedicareSAM, you will receive daily, weekly, and monthly reports --some of which are designed to impact your workflow procedures, while others are designed more for management and overall data analysis. One of the many unique features we offer for our customers (which is not found in other systems) relates specifically to your ADR claims. MedicareSAM will track these claims, automatically handling the workflow creation which ensures you are alerted to their requests. It then tracks these claims through adjudication to ensure you are on top of any future issues.

Features include:

- Automated daily, weekly and monthly reporting
 - Ability to track new claim activity
 - Productivity reporting
 - Payment analysis and reporting
 - Denial management
 - Rejected claims analysis
 - Facility level trending
 - Corporate level trending
- Automated posting of claim status notes
- Unlimited **customized reporting**
- Unlimited users for access to the data on MyMedicareData.com
- Cross integration of all tools using MyMedicareData.com

Medicare MVP eligibility (MVP Live and MedicareMVP Batch)

MedicareMVP is our specialized Medicare eligibility verification service. Since our verification process uses a method other than just the standard EDI transaction set, we are able to **fix incorrect patient data such as misspelled names, HIC number errors, and DOB or gender mistakes**. To our knowledge, all other eligibility vendors utilize an EDI-exclusive approach which causes their applications to produce an error any time data is submitted incorrectly.

____Minda Kli____07/07/17____

Minda Kli, AVP Strategic Accounts
eSolutions, Inc.