

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** December 29, 2016

**Re:** Sole Source Certification Number **SS5070** for **Spectra Optia Apheresis Machines and associated disposables**

**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 **SS5070** for **Spectra Optia Apheresis Machines and associated disposables**, please be advised that UMMC intends to award the purchase of the **Spectra Optia Apheresis Machines and associated disposables** to **Terumo BCT** as the sole source provider of the **Spectra Optia Apheresis Machines and associated disposables**.

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

<b>Task</b>	<b>Date</b>
First Advertisement Date	December 29, 2016
Second Advertisement Date	January 5, 2017
Response Deadline from Objectors	January 13, 2017, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before April 21, 2017

## **Project Details**

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

The University of Mississippi Medical Center Department of Hematology-Apheresis is requesting the purchase of two (2) Terumo BCT Spectra Optia Therapeutic Apheresis Systems and associated disposables. The two new systems will replace two COBE Spectra Apheresis devices that have reached end of life and will no longer be serviceable (2016).

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

Terumo BCT provides equipment for stem cell collection as well as therapeutic apheresis. UMMC currently owns two (2) COBE Spectras that have reached the end of life and will no longer be serviceable after 2016.

UMMC currently performs 800 plus procedures a year and provides therapeutic coverage to both the Adult and Pediatric hospitals as well as support to the Bone Marrow Transplant program performing stem cell collections. No other company provides the equipment or associated disposables necessary to perform all of our required procedures.

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

Terumo BCT is the only vendor who supplies Spectra Optia Apheresis Systems and associated disposables, which are the only consumables that can be utilized with the Spectra Optia Systems. The Spectra Optia Apheresis System is not available from any other distributor or reseller. See supporting letter from **Terumo BCT**, 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 **Spectra Optia Apheresis Systems and associated disposables** is \$575K. 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 **Spectra Optia Apheresis Machines and associated disposables** (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 **Terumo BCT**. 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 Friday, January 13, 2017, 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 A

## TERUMOBCT

December 14, 2016  
Terumo BCT Account #: 14410084

UNIV MISS MED CTR  
2500 N STATE ST  
JACKSON, MS 39216-4525

Attn: Todd Dear


Dear Mr. Dear:

In response to your request for verification of the status of Terumo BCT, Inc. as sole-supplier, please be advised that Terumo BCT is the sole manufacturer and supplier of the **Spectra Optia Apheresis System** and all related disposable products. These disposable products are usable only on this System and cannot be substituted with other manufacturers' products.

Terumo BCT, Inc. does not sell the Spectra Optia Apheresis System through third party distributors; instead we rely on our own sales force. Your Terumo BCT Sales Consultant, Christi Schneider can be contacted at (877) 339-4228, voice mailbox 7095.

If you have any questions or need any further information, I can be reached at (877) 339-4228, extension 5059 or a message can be left for your Terumo BCT Sales Consultant on extension 7095.

Sincerely,



Vic Turpaud  
Director, North and South American Therapeutics Sales  
Terumo BCT, Inc.

Attachment B

**SUBMITTED IN RESPONSE TO**  
**Sole Source Certification No. SS5070**  
**Accepted until January 13, 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