

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: February 23, 2017

Re: Sole Source Certification Number SS5087 for Blue Phantom Ultrasound Guided Replacement Tissue Insert for Generation I Central Venous Access Training Model with Hand Pump and Blue Phantom Femoral Central Venous Access Replacement Tissue Insert with Hand Pump.

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number SS5087 for Blue Phantom Ultrasound Guided Replacement Tissue Insert for Generation I Central Venous Access Training Model with Hand Pump and Blue Phantom Femoral Central Venous Access Replacement Tissue Insert with Hand Pump, please be advised that UMMC intends to award the purchase of the Blue Phantom Ultrasound Guided Replacement Tissue Insert for Generation I Central Venous Access Training Model with Hand Pump and Blue Phantom Femoral Central Venous Access Replacement Tissue Insert with Hand Pump to CAE Healthcare, Inc., as the sole source provider of the Blue Phantom Ultrasound Guided Replacement Tissue Insert for Generation I Central Venous Access Training Model with Hand Pump and Blue Phantom Femoral Central Venous Access Replacement Tissue Insert with Hand Pump.

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 2, 2017
Second Advertisement Date	March 9, 2017
Response Deadline from Objectors	March 16, 2017, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before March 17, 2017

Project Details

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

UMMC is seeking to purchase replaceable tissue inserts for our Blue Phantom Central Line Man and Femoral Line training models, Blue Phantom Ultrasound Guided Replacement Tissue Insert for Generation I Central Venous Access Training Model with Hand Pump and Blue Phantom Femoral Central Venous Access Replacement Tissue Insert with Hand Pump.

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

- The tissue inserts are self-sealing which allows multiple sticks for repeated performance of Central venous access with ultrasound procedures.
- The tissue inserts have configuration tubing which configures to specific models.
- The CVC tissue inserts contain anatomically correct vascular anatomy of the right upper thorax and neck.
- The femoral line tissue inserts contain anatomically correct vascular anatomy of the right lower torso including the femoral artery and vein.
- Tissue inserts have anatomical landmarks.
- Accommodates full threading of guidewires, dilators and catheters.
- Matches the acoustic characteristics of real human tissue so one can experience the same quality as you would expect from imaging patients in a clinical environment.
- Has venous and arterial fluids which can be easily and quickly refilled and provides the users with the practice of experiencing flash fluid flow in the needle or syringe, giving immediate feedback when vessels are accessed.

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

The tissue inserts are specifically designed to fit and function with the Blue Phantom models. No other company makes replaceable tissue inserts to fit and perform with the CAE Blue Phantom models.

See supporting letter from CAE Healthcare, Inc., Attachment A.

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

The estimated amount to be expended for the purchase of the Blue Phantom Ultrasound Guided Replacement Tissue Insert for Generation I Central Venous Access Training Model with Hand Pump and Blue Phantom Femoral Central Venous Access Replacement Tissue Insert with Hand Pump is \$7,328.62. This amount is within the expected price range for these products. See Attachment A.

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

When purchasing the equipment, the decision was made based on comparable pricing in accordance with the product's sustainability, durability, accessibility of providing accessories (tissue inserts), the maintainability of the training models and the cost saved for not having to purchase tissue inserts more than once per year due to the self-sealing skins which allows multiple sticks. Through market intelligence, UMMC was able to obtain best pricing for these products.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the Blue Phantom Ultrasound Guided Replacement Tissue Insert for Generation I Central Venous Access Training Model with Hand Pump and Blue Phantom Femoral Central Venous Access Replacement Tissue Insert with Hand Pump (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 CAE Healthcare, 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, March 16, 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



CAE Healthcare
6300 Edgelake Drive
Sarasota, FL 34240
USA

Tel: +041-377-5562
caehealthcare.com

Blue Phantom

Sole Source Justification

CAE Healthcare is the sole manufacturer and distributor of Blue Phantom ultrasound training models and corresponding inserts, which support ultrasound-guided interventions and blind insertion techniques for 20 medical specialties. Built with the patented SimulexUS™ self-sealing tissue, Blue Phantom training models image like real tissue using any clinical ultrasound system. All training models except Endovaginal and FAST are available in a transparent configuration, upon customer request.

Blue Phantom training models include:

- Amniocentesis Ultrasound Training Model
- Abdominal aortic aneurysm (AAA) ultrasound training model
- Arm models for ultrasound guided vascular access; venous and arterial with inserts (BPP-045)
- Arm model with vascular thrombus. Ultrasound vascular access trainer with thrombosis
- Arterial line trainers - Ultrasound guided
- Automated Pumping System - Ultrasound guided central venous access models without a pumping system and with integrated automated pumping systems
- Branched four vessel vascular access ultrasound training model
- Central Line and Regional Anesthesia Model - Ultrasound guided
- Central Line Training Model with inserts– transparent ultrasound (BPP-063)
- Comprehensive ultrasound training packages which include a Select Series vascular access training model
- Doppler Arm Model
- Elastography breast model containing hyperelastic, hypoelastic, and malignant masses.
- Endovaginal ultrasound training model containing intrauterine pregnancy, ectopic pregnancy, general pathology, and combinations thereof.
- Fetal Umbilical Blood Sampling Model
- Focused Assessment with Sonography for Trauma (FAST) ultrasound training model with dynamically adjustable internal bleeding.
- Internal Jugular (IJ), Subclavian and Axillary Models. Ultrasound guided central line model with IJ, subclavian and axillary vessels
- Leg models including
 - Sciatic Nerve Regional Anesthesia Ultrasound Training Model
 - Leg Femoral and Saphenous Vein Venous Access Ultrasound Training Model with deep vein thrombosis (DVT) option
 - Leg with Foreign Body Identification Insert
 - Leg Model with Soft Tissue Biopsy Insert
- Lower torso femoral vessels with nerves and DVT options
- Lumbar, thoracic and cervical epidural and lumbar puncture (LP) ultrasound training models.
- Paracentesis Model - Ultrasound guided
- Paracentesis and Femoral Central Venous Access Models- Ultrasound guided
- Pericardiocentesis Model - Ultrasound guided
- Percutaneous Umbilical Core Blood Sampling Model
- Regional Anesthesia TAP model - Transverse abdominis plane (TAP) ultrasound training model
- Renal Biopsy ultrasound training model
- Sciatic nerve regional anesthesia ultrasound training model
- Scrotal ultrasound training model with normal and pathology imaging
- Simulated refill solutions specially formulated for Blue Phantom products
- Soft tissue mass ultrasound training models



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- Midscapular thoracentesis ultrasound training model
- Midaxillary thoracentesis ultrasound training model
- Thyroid ultrasound model with thyroid masses
- Transparent ultrasound central line model
- Transthoracic and transesophageal tissue imaging echocardiography training models

CAE Healthcare, a subsidiary of CAE Inc., is the only medical simulation manufacturer that offers a full spectrum of simulation solutions to include patient, surgical and ultrasound simulators as well as courseware and audiovisual solutions.



Jennifer Julia
Legal Counsellor

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5087
Accepted until March 16, 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