

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: February 27, 2017

Re: Sole Source Certification Number **SS5078** for **Vevo (3100) Imaging Systems**

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS5078** for **Vevo (3100) Imaging Systems**, please be advised that UMMC intends to award the purchase of the Vevo (3100) Imaging Systems to FUJIFILM VisualSonics Inc. as the sole source provider of the Vevo (3100) Imaging Systems.

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	February 27, 2017
Second Advertisement Date	March 6, 2017
Response Deadline from Objectors	March 13, 2017, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before March 14, 2017

Project Details

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

The University of Mississippi Medical Center (UMMC) seeks to purchase a FUJIFILM Vevo 3100 Imaging System from VisualSonics for the Department of Research. The Vevo 3100 is an innovative platform created for the future of imaging. It combines ultra high-frequency ultrasound imaging, quantification and education for small animal research in an all-in-one touchscreen platform.

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

Our research requires an extremely high resolution instrument to measure several cardiovascular functions in small animals (mice and rats). No other type of imaging system is currently available that meets this need. This is the only commercially available imaging platform that permits the researcher to obtain in vivo anatomical, functional, physiological and molecular data simultaneously, in real-time and with a resolution of 30 microns. Other systems are not capable of providing multiple assessments at different longitudinal time points without damage to tissue. Key features include:

- The Vevo 3100 provides cardiac function (echocardiography) imaging, hemodynamics, cardiac strain, and vascular strain and function (blood flow rate). The mouse heart rate is usually 400-600 beats per minute, requiring a high frame rate and high frequency instrument to obtain accurate echocardiographic measurements. The usual cardiac imaging instruments cannot provide the high resolution of the Vevo 3100.
- This instrument can collect 3D cardiac images and volume measurements over the entire cardiac cycle.
- This instrument can provide cardiac diastolic and systolic 3D scans in one acquisition.
- Another instrument made by the same company (the Vevo 2100) can provide high resolution images for small animals, but the Vevo 3100 provides greater resolution and sensitivity and will be the platform for future development that includes 4-D imaging.
- The Vevo 3100's higher resolution capabilities provides superior image quality to define smaller structures and their margins, such as blood vessel walls.
- In addition, the Vevo 3100 imaging system is also used to measure tumor size, vascularity and perfusion, kidney function, liver fibrosis and developmental analysis.
- The Vevo 3100 perform tasks by voice commands, freeing up both hands for complex/difficult scans.
- The Vevo 3100 provides automated background data transfer or manual data transfer.
- The Vevo 3100 offers a sophisticated analysis system that includes dynamic measurement of myocardial velocity and displacement.
- This system offers state-of-the-art, ultra high-frequency electronics operating up to 70 MHz

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

FUJIFILM VisualSonics is the only source of the Vevo 3100 Imaging System. They are not available from any other distributor. See supporting letter from FUJIFILM VisualSonics Inc., 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 Vevo (3100) Imaging Systems is \$244,040. 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 Vevo (3100) Imaging Systems (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 FUJIFILM VisualSonics 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 Monday, February 27, 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



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visualsonics.com

Certificate of Manufacture:

Vevo® 1100, Vevo® 2100, Vevo® 3100, Vevo® LAZR, Vevo® LAZR-X

October 2016

Sole Source Document

LETTER OF CONFIRMATION OF EXCLUSIVE STATUS AS MANUFACTURER OF *IN VIVO* HIGH-FREQUENCY ($f_c > 20$ MHz+) LINEAR ARRAY MICRO-ULTRASOUND SYSTEMS FOR SMALL ANIMAL RESEARCH

This letter certifies that FUJIFILM VisualSonics, Inc. (VisualSonics) is the exclusive and only manufacturer of in vivo high-frequency (20 MHz+), linear array micro-ultrasound systems for small animal research, including the following products:

- Vevo 1100
- Vevo 2100
- Vevo 3100
- Vevo LAZR
- Vevo LAZR-X

FUJIFILM VisualSonics, a subsidiary of FUJIFILM SonoSite, is an ISO 9001:2000 certified global company, with headquarters in Toronto, Canada; and manufacturing and R&D facilities based in Toronto, Canada and Bothell, USA.

VisualSonics maintains a direct sales, application and technical support team in North America, Europe, Australia and India to sell, service and train customers on the use of the Vevo systems. In these direct markets, the above noted products are solely provided by Fujifilm VisualSonics and not offered via any other distributor or reseller.

Regards,

A handwritten signature in black ink, appearing to read "D. Hirson".

Mr. Desmond Hirson
Vice President and General Manager
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Seeing More Matters

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5078
Accepted until March 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