

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** February 27, 2017

**Re:** Sole Source Certification Number **SS5079** for **EndoWrist Instruments from Intuitive Surgical**

**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 **SS5079** for all EndoWrist Instruments, please be advised that UMMC intends to award the purchase of the for all EndoWrist Instruments to Intuitive Surgical as the sole source provider of EndoWrist Instruments.

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, Department of Perioperative Services, is requesting continued purchase of the da Vinci Surgical System EndoWrist Instruments. The da Vinci Surgical System consists of an ergonomically designed surgeon's console, a patient cart with four interactive robotic arms, a high-performance vision system and patented EndoWrist instruments. The da Vinci cart holds up to three EndoWrist instruments and one 3D camera. To access the target anatomy, the surgeon introduces the precisely controlled EndoWrist instruments into the body through a series of dime-sized incisions. A broad range of instrument types are available to help the surgeon perform specialized surgical tasks with precision and control.

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

The da Vinci Surgical System is the only commercially available technology that can provide the surgeon with the precision, dexterity and control of traditional open surgery, while only requiring 1-2 cm incisions. The Endowrist instruments from Intuitive Surgical are the only instruments that are made for, and can be used with, the two da Vinci Surgical Systems we currently have. Any upgrades, whether capital or commodity, to the da Vinci system are available only through Intuitive Surgical.

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

Intuitive is the only vendor who offers the da Vinci robot items and proprietary EndoWrist instruments. They are not available domestically from any other distributor or reseller. See supporting letter from Intuitive Surgical, 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 EndoWrist Instruments is \$500,000. This amount is within the expected price range for these products, based on our current robotics usage and anticipated growth.

**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 da Vinci Surgical System Vessel Sealer and Stapler Cart upgrade and all EndoWrist Instruments (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 Intuitive Surgical. 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, March 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



**January 2, 2015**

**Subject: Sole Source of the da Vinci®S<sub>i</sub>™ and da Vinci®X<sub>i</sub>™  
(Surgical System and Instrumentation)**

To whom it may concern:

The da Vinci®S<sub>i</sub>™ Surgical Systems and da Vinci®X<sub>i</sub>™ are both CE marked and FDA cleared. Intuitive Surgical, Inc. solely owns all proprietary rights in and to the Systems.

Intuitive Surgical, Inc. is sole source manufacturer of the da Vinci®S<sub>i</sub>™ and the da Vinci®X<sub>i</sub>™ Surgical Systems and instrumentation. Intuitive Surgical does not sell this equipment in conjunction with any group purchasing organization or through any distribution channels in the United States. Additionally, Intuitive Surgical is the sole provider of Service for the equipment; there are no other authorized Service providers.

Sincerely,  
Intuitive Surgical, Inc.

Signature: Larry Crist  
Larry Crist (Jan 2, 2015)

**Email:** larry.crist@intusurg.com

**Title:** Sr. Director, Contracts and MRO Purchasing

**Company:** Intuitive Surgical, Inc.

Attachment B

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. SS5079  
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