

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: December 22, 2016

Re: Sole Source Certification Number **SS5067** for **CelluTome Epidermal Harvesting System**

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS5067** for **CelluTome Epidermal Harvesting System**, please be advised that UMMC intends to award the purchase of the **CelluTome Epidermal Harvesting System** to **KCI USA, Inc., an Acelity Company**, as the sole source provider of the **CelluTome Epidermal Harvesting System**.

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 | December 22, 2016 |
| Second Advertisement Date | December 29, 2016 |

| | |
|----------------------------------|---|
| Response Deadline from Objectors | January 4, 2017, at 3:00 p.m. Central Time |
| Notice of Award/No Award Posted | Not before February 1, 2017 |

Project Details

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

The University of Mississippi Medical Center (UMMC) seeks to purchase the CelluTome Epidermal Harvesting System for their Outpatient Wound Center. The system components include reusable equipment and proprietary disposables for proper functioning.

The CelluTome system provides a minimally invasive epidermal skin grafting option for patients. CelluTome utilizes heat and a slight vacuum pressure to collect epidermal micrografts, eliminating the need for the physician handling of grafts and resulting in proper graft orientation and simplified application. CelluTome's precision provides less tissue disturbance, less pain, and less scarring at the harvest site for the patient.

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

The Outpatient Wound Center's volume continues to increase. The CelluTome system will allow physicians to provide skin grafting to patients in the clinic setting versus going to the Operating Room. Thus, treatment will be initiated faster and at a lower cost for patients.

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

KCI USA, Inc. is the sole manufacturer and distributor of the CelluTome Epidermal Harvesting System. See supporting letter from **KCI USA, Inc.**, Attachment A.

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

This equipment that is included in the CelluTome Epidermal Harvesting System will be placed in the Outpatient Wound Center with a minimum number of disposables to be purchased. The price of the disposables covers the cost of the equipment placement. The estimated amount to be expended for the purchase of the **CelluTome Epidermal Harvesting System** is \$60,000.

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 **CelluTome Epidermal Harvesting System** (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 **KCI USA, Inc., an Acelity Company**. 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 Wednesday, January 4, 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



November 29, 2016

Andrea Williford, MSN RN
Strategic Sourcing Manager
Supply Chain Management
University of Mississippi Medical Center
2500 North State Street
Jackson, MS 39216

Re: CelluTome™ Epidermal Harvesting System

Dear Ms. Williford:


KCI USA, Inc. distributes the CelluTome™ Epidermal Harvesting System, a proprietary medical device, consisting of the CelluTome™ Control Unit, CelluTome™ Control Unit Stand and CelluTome™ Vacuum Head (collectively, "Equipment"); and CelluTome™ Harvesters, CelluTome™ Extension Strap, and 3M™ Tegaderm™ Film necessary to use the Equipment (collectively, "Disposables").

The Equipment and Disposables have been designed so that they must be used together; use of the Equipment is necessary to the proper functioning of the Disposables and use of the Disposables is necessary to the proper functioning of the Equipment; separately, the Equipment and Disposables (except for 3M™ Tegaderm™) are non-functional, and neither can be used with any other manufacturers' medical devices.

In the United States, KCI USA, Inc. is the only authorized distributor of the CelluTome™ Equipment, CelluTome™ Harvesters and CelluTome™ Extension Strap, and operates the only authorized repair/service centers.

Should you have any questions or concerns, please reach out to your KCI representative.

Yours very truly,

By: 
Christine Grogan
VP, Marketing

¹ 3M and Tegaderm are trademarks of 3M.



Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5067
Accepted until January 4, 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