

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: March 7, 2016

Re: Sole Source Certification Number **SS5004** for **Eyesi Ophthalmoscope Platform and Curriculum**

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS5004** for **Eyesi Ophthalmoscope Platform and Curriculum**, please be advised that UMMC intends to award the purchase of the **Eyesi Ophthalmoscope Platform and Curriculum** to **VRmagic** as the sole source provider of the **Eyesi Ophthalmoscope Platform and Curriculum**.

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 7, 2016
Second Advertisement Date	March 14, 2016

Response Deadline from Objectors	March 24, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before April 21, 2016

Project Details

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

The School of Medicine at the University of Mississippi Medical Center (UMMC) seeks to purchase the Eyesi Ophthalmoscope Platform and Curriculum.

This platform will provide UMMC medical students skills training prior to conducting an eye exam on a patient. This will allow for consistent training and assessment of each individual student.

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

All students that receive their doctorate of medicine should be able to conduct a normal basic eye exam with an ophthalmoscope and identify common disease processes. This is the only Direct Ophthalmoscope simulator that provides:

- Dynamic viewing,
- Unlimited username/password creation (UMMC has 145 students per class),
- Full proprietary internal multi-tiered curriculum with scoring gates,
- Observer screen for teaching,
- Freeze and zoom function of pathological findings during clinical examination,
- Immediate objective feedback.

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

VRmagic is the manufacturer and vendor of the Eyesi Ophthalmoscope Platform. See supporting letter from **VRmagic**, 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 **Eyesi Ophthalmoscope Platform and Curriculum** is \$75,050. 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 **Eyesi Ophthalmoscope Platform and Curriculum** (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 **VRmagic**. 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 24, 2016, 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"



VRmagic Inc. – 18th Floor – 245 First Street – Cambridge, MA 02142

Oct 28, 2015

To Whom It May Concern:

VRmagic is the manufacturer of the Eyesi Direct, and Indirect Ophthalmoscope Virtual-Reality training simulator. Within the medical simulation field there are no other vendors that offer an Indirect Simulator whatsoever, or offer a Direct Ophthalmoscope simulator that offers a combination of:

- Dynamic viewing
 - Patient blinks and changes gaze
 - Real time neurophysiologic model of pupil response to light
 - Spontaneous venous pulsation
- Unlimited username/password creation
- Network with encrypted portal access for students, faculty, and administrators
 - Network based tutorial and MCQ for students prior to their first log in
- Full proprietary internal multi-tiered curriculum with scoring gates
- Map showing which retinal areas were examined for quality control
- Observer screen for teaching
- Freeze & zoom function of pathological findings during clinical examination
- VGA output for projection or flat screen
- Immediate objective feedback
- True competency based assessment, based on proprietary scoring rubrics
- Pattern recognition of the most important pathological findings
- Educational remarks throughout the curriculum which includes "tiles" with pathological images and descriptions that are saved under the students username

VRmagic Inc. is an affiliate of VRmagic GmbH, Mannheim, Germany, the manufacturer of the Eyesi Ophthalmoscope simulator. Our U.S office is based in Cambridge, Massachusetts, and acts as the sole source provider of the Eyesi simulator for all customers in the U.S.A, Canada, and Mexico.

Any institution which was interested in acquiring the Eyesi Direct Ophthalmoscope simulator would be required to proceed with a purchase through VRmagic Inc.

Sincerely,

Marshall Dial
Vice President, Sales & Marketing
VRmagic Inc.

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Tax Registration
Tax ID 26-1398773
DUNS number
802835095

Banking Details
Silicon Valley Bank
SWIFT: SVBKUS6S
Account No: 3300581427

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5004
Accepted until March 24, 2016, 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