

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** April 21, 2016

**Re:** Sole Source Certification Number **SS5027** for **AccuNav Intra-Cardiac Echo Catheters and SoundStar Intra-Cardiac Echo Catheters**

**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 **SS5027** for **AccuNav Intra-Cardiac Echo Catheters and SoundStar Intra-Cardiac Echo Catheters**, please be advised that UMMC intends to award the purchase of the **AccuNav Intra-Cardiac Echo Catheters and SoundStar Intra-Cardiac Echo Catheters** to **Biosense Webster, a division of Johnson & Johnson** as the sole source provider of the **AccuNav Intra-Cardiac Echo Catheters and SoundStar Intra-Cardiac Echo Catheters**.

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
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First Advertisement Date	April 21, 2016
Second Advertisement Date	April 28, 2016
Response Deadline from Objectors	May 5, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before May 6, 2016

## Project Details

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

The University of Mississippi Medical Center (UMMC) seeks to purchase AccuNav Intra-Cardiac Echo (ICE) Catheters and SoundStar Intra-Cardiac Echo (ICE) Catheters that communicate with the CARTO mapping system already owned by UMMC.

These are Echo catheters that are inserted directly into the heart so the physician can gain imaging of the internal structure of the heart. There are two main purposes for having these catheters during a procedure. First is for procedures that would require a puncture to be made from the right atrium to the left atrium of the heart. There are only millimeters separating the left atrium to the aorta so maintaining proper imaging will aide in a more precise puncture and avoid the potential for any unnecessary injury to the patient. Secondly, the catheters are used for mapping a 3D image of the heart; this gives the physicians an accurate image of the internal structures they would need to ablate.

These catheters are utilized with our pediatric and adult patients that suffer from Atrial Fibrillation or Supraventricular Tachycardia.

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

UMMC currently owns the CARTO Mapping System, and these are the only catheters that communicate with this system.

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

Biosense Webster, a division of Johnson & Johnson, is the sole manufacture and distributor of ICE catheters. See supporting letter from **Biosense Webster, a division of Johnson & Johnson**, 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 **AccuNav Intra-Cardiac Echo Catheters and SoundStar Intra-Cardiac Echo Catheters** is \$200K. 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 **AccuNav Intra-Cardiac Echo Catheters and SoundStar Intra-Cardiac Echo Catheters** (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 **Biosense Webster, a division of Johnson & Johnson**. 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, May 5, 2016, 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

Biosense Webster, Inc.  
3333 Diamond Canyon Rd  
Diamond Bar, CA 91765

April 12, 2016

University of Mississippi Medical Center  
2500 N State St  
Jackson, MS 39216

Dear Valued Customer,

Please accept this letter as confirmation that New Biosense Webster Ultrasound Electrophysiology Products (EP) must be purchased directly from Biosense Webster, Inc. We do not have any distributors or resellers of our products that offer Biosense Webster Ultrasound Electrophysiology Products (EP).

Biosense Webster, Inc. orders are placed through Johnson & Johnson Health Care Systems.

Should you have any questions, please feel free to contact Lisa Moore at 504-491-5050.

Best Regards,



Juan Zambrano  
Sr. Contracts Manager

Attachment B

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. SS5027  
Accepted until May 5, 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