

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: April 21, 2016

Re: Sole Source Certification Number **SS5030** for **Spectra Optia Apheresis Machines and associated disposables**

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS5030** for **Spectra Optia Apheresis Systems and associated disposables**, please be advised that UMMC intends to award the purchase of the **Spectra Optia Apheresis Systems and associated disposables** to **Terumo BCT** as the sole source provider of the **Spectra Optia Apheresis Systems and associated disposables**.

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	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 September 16, 2016

Project Details

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

The University of Mississippi Medical Center Department of Hematology-Apheresis is requesting the purchase of two (2) Terumo BCT Optia Therapeutic Apheresis Systems and associated disposables. A brief explanation of requested items is a request to replace two Apheresis devices that have reached end of life. They will no longer be serviceable (2016) and must be replaced to continue treatment of patients with hematologic disorders.

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

Terumo BCT provides equipment for stem cell collection as well as therapeutic apheresis. UMMC currently owns two (2) Optias and two (2) Spectras. Replacement of the Spectras will assure all our equipment is the same, up-to-date, and serviceable. Half of the Apheresis units will be “sundowned” this fiscal year, leaving the department without needed technology to treat patients with hematological disorders.

UMMC currently performs 800 plus procedures a year and provides therapeutic coverage to both the Adult and Pediatric hospitals as well as support to the Bone Marrow Transplant program performing stem cell collections. This will bring our total to 4 machines allowing us to be more efficient and to deliver more timely care to our patients. No other company provides the equipment or associated disposables necessary to perform all of our required procedures.

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

Terumo BCT is the only vendor who supplies Spectra Optia Apheresis Systems and associated disposables, which are the only consumables that can be utilized with the Spectra Optia Systems. The Spectra Optia Apheresis System is not available from any other distributor or reseller. See supporting letter from **Terumo BCT**, 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 **Spectra Optia Apheresis Systems and associated disposables** is \$515K. 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 **Spectra Optia Apheresis Systems and associated disposables** (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 **Terumo BCT**. 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. 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

TERUMOBCT

April 4, 2016
Terumo BCT Account #: 14410084

UNIV MISS MED CTR
2500 N STATE ST
JACKSON, MS 39216-4525

Attn: Todd Dear

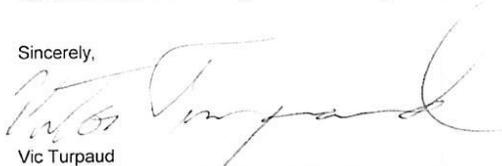
Dear Mr. Dear:

In response to your request for verification of the status of Terumo BCT, Inc. as sole-supplier, please be advised that Terumo BCT is the sole manufacturer and supplier of the **Spectra Optia Apheresis System** and all related disposable products. These disposable products are usable only on this System and cannot be substituted with other manufacturers' products.

Terumo BCT, Inc. does not sell the Spectra Optia Apheresis System through third party distributors; instead we rely on our own sales force. Your Terumo BCT Sales Consultant, Christi Schneider can be contacted at (877) 339-4228, voice mailbox 7095.

If you have any questions or need any further information, I can be reached at (877) 339-4228, extension 5059 or a message can be left for your Terumo BCT Sales Consultant on extension 7095.

Sincerely,



Vic Turpaud
Director, North and South American Therapeutics Sales
Terumo BCT, Inc.

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5030
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