

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** April 18, 2016

**Re:** Sole Source Certification Number **SS5024** for **Pascal Streamline 577 Photocoagulator from TopCon Medical Systems, Inc.**

**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 **SS5024** for **Pascal Streamline 577 Photocoagulator**, please be advised that UMMC intends to award the purchase of the **Pascal Streamline 577 Photocoagulator** to **TopCon Medical Systems, Inc.** as the sole source provider of the **Pascal Streamline 577 Photocoagulator**.

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 18, 2016
Second Advertisement Date	April 25, 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:**

UMMC is looking to purchase the Pascal Streamline 577 Photocoagulator from TopCon to replace the current TopCon Pascal Laser that is at end of life. There is a continued need for this laser for retinal surgeons to be able perform many procedures in the clinical setting.

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

The Pascal Streamline 577 Laser system will be used by retinal surgeons to treat multiple retinal conditions in the ophthalmic clinical setting including diabetic retinopathy, macular edema, retinal vein occlusions, retinal tumors, and retinal tearing. This system also features Pattern Laser trabeculoplasty software for treatment of open-angle glaucoma. The Pascal series laser reduces the level of pain for patients in that it uses shorter laser pulse durations and less heat dispersion which reduces collateral damage to surrounding tissue. Also, no other Laser system offers a fully integrated wheel-chair accessible table, slit lamp and laser delivery system with pulse durations as low as 10 milliseconds, in addition to offering both the 532 nanometer (nm) or 577 nm Laser source. The Topcon system also features 2x2, 3x3, 4x4, and 5x5 array patterns and contains a circle pattern with "auto advance" for three concentric rings. The triple ring patterns can encapsulate a retinal tear in seconds.

The Pascal (Patterned SCAnning Laser) method of photocoagulation is the result of marked improvement in ophthalmic laser industry. This scanning technology provides improved safety, precision, comfort and speed for photocoagulation procedures. The technology provides a control system that applies an electric current proportional to the desired location of a beam of light to a high speed, sensitive, limited rotation motor called a galvanometer (commonly referred to as a galvo). A scanner is a galvo with a mirror attached to it. When the current is changed, the scanner quickly steers the laser beam to the desired location. Closed loop circuits ensure that the desired position is precisely reached. In Pascal, control selections such as pattern and spot size from the graphic user interface are translated into (F,X,Y) coordinates. Three scanners deliver laser light to the retina in multi-spot patterns by controlling the x-position (X), y-position(Y) and fiber selection(F) for the placement and size of the laser beam. No other Photocoagulator Laser features three galvanometers for precise pattern generation and pulse duration control.

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

TopCon is the sole manufacturer and supplier of the Pascal Synthesis Photogoagulator system. It is not available from any other distributor. See supporting letter from TopCon Medical Systems, Inc. , 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 Pascal Streamline 577 Photocoagulator is \$63,295.00. 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 Pascal Streamline 577 Photocoagulator (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 TopCon Medical Systems, Inc. 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

PERFORMANCE  
YOU CAN COUNT ON



3/3/16

University of Mississippi,

This letter is to inform you that Topcon Medical Systems is the direct sole provider for the PASCAL Synthesis laser system. The lockout specs for the PASCAL Synthesis laser system that is different than any other laser is:

- Utilizes 3 galvanometers for precise pattern generation and pulse duration control
- Is fully integrated, wheel chair accessible, table, slit lamp and delivery system
- Contains a circle pattern with and "auto advance" feature to provide three concentric rings
- Contains a "surgical time out" feature to verify patient and treatment information
- Contains a customizable "Physician Preference" tab in the User Interface to save preferred treatment parameters and has an unlimited capacity
- Contains End Point Management software for photo thermal stimulation and is capable of doing sub-visible treatments

Topcon does not use any distributor for the sale of this product and can only be purchased through the Topcon direct channel.

Best Regards,

A handwritten signature in black ink, appearing to read 'Brandon Farr', with a long horizontal line extending to the right.

Brandon Farr

Director of Business Development- Topcon Lasers

801-671-9547

bfarr@topcon.com

Attachment B

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. SS5024  
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