

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: June 23, 2016

Re: Sole Source Certification Number **SS5037** for **Qtel Telemetry Monitors and Channels**

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS5037** for **Qtel Telemetry Monitors and Channels**, please be advised that UMMC intends to award the purchase of the **Qtel Telemetry Monitors and Channels** to **Mortara Instrument, Inc.** as the sole source provider of the **Qtel Telemetry Monitors and Channels**.

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	June 23, 2016
Second Advertisement Date	June 30, 2016

Response Deadline from Objectors	July 7, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before July 8, 2016

Project Details

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

The University of Mississippi Medical Center (UMMC) seeks to purchase two additional Qtel telemetry monitors and four additional channels to increase the monitoring capacity of Outpatient Cardiac Rehab (OPCR) patients. The monitors and channels are additions to an existing system purchased earlier in the year by OPCR.

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

UMMC currently owns eight of the Qtel monitors. The monitors and channels are part of the Mortara system which uses wireless telemetry monitoring to measure the heart rhythms of Outpatient Cardiac Rehab patients during Phase II monitored exercise sessions. These patients are post-surgical, heart failure, ventricular assisted device patients, those who have experienced heart attacks and are some of the most chronically ill patients seen by Cardiology. The function of OPCR is to rebuild their ability to function, increase their quality of life by increasing their heart muscle and ejection fraction. The monitors enable us to see in real-time the exact cardiac rhythm and note any abnormalities in rhythm when it occurs. The patient may not note the abnormality, but the OPCR staff is trained to spot them and can assist the patient before they reach a crisis point. The OPCR program receives referrals from in and around the Jackson area. The growth of this program has made it necessary for us to increase the size of each of our five classes of eight patient to ten patients per class per day. At present, we only have enough telemetry monitors for eight patients. The increase in patient volume will have a tremendous impact on hospital revenue.

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

Mortara is the sole manufacturer and supplier of parts and services for the Qtel telemetry monitors and channels. The original system was purchased from Mortara Qtel, and no other vendor product will be compatible with this system. See supporting letter from **Mortara Instrument, Inc.**, 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 **Qtel Telemetry Monitors and Channels** is \$14,000. 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 **Qtel Telemetry Monitors and Channels** (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 **Mortara Instrument, 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, July 7, 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



June 9, 2016

Attachment A

Mortara Instrument, Inc.

7865 North 86th Street
Milwaukee, WI 53224
Tel: 414.354.1600
Fax: 414.354.4760
www.mortara.com

University of Mississippi Medical Center
2500 North State Street
Jackson, MS 39216

Dear Andrea Williford, MSN RN:

Mortara Instrument, Inc. is the sole source provider of parts and service for the Quinton QTel system. We do not have business arrangements nor do we support or authorize the use of 3rd party service or parts. We use only original factory direct Quinton parts that are calibrated by our factory trained technicians when repairing devices and our field service engineers are also factory trained. Use of non-factory parts or service will void the warranty and further, we can assume no liability for the performance of equipment due to the use of non-factory parts or service.

Sincerely,
Clyde Bobb

Clyde Bobb
Director of Field Service
Office/Cell: 425-773-3207

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5037
Accepted until July 7, 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