

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: August 27, 2015

Re: Sole Source Certification Number SS0004 for the Biosense Webster, Inc. mapping catheters and associated disposables.

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number SS0004 for Biosense Webster, Inc. mapping catheters and associated disposables, please be advised that UMMC intends to award the purchase of the Biosense Webster, Inc. mapping catheters and associated disposables to Biosense Webster, Inc. as the sole source provider of the Biosense Webster, Inc. mapping catheters, and associated disposables. As additional mapping catheters and associated disposables are procured, these items will be added to the Biosense Webster, Inc. agreement through October 31, 2016.

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	August 27, 2015
Second Advertisement Date	September 3, 2015
Response Deadline from Objectors	September 10, 2015, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before September 10, 2015

Project Details

The University of Mississippi Medical Center seeks to the purchase and continued use of Biosense Webster, Inc. mapping catheters and associated disposables for use in its Adult Electrophysiology Laboratory, a division of University Heart at UMMC. These catheters are needed to maintain compatibility with UMMC's existing Biosense Webster, Inc. cardiac electro anatomic 3D mapping system. These catheters contain proprietary localization chips that are used by this system exclusively for mapping and radiofrequency ablation, and are not compatible with other mapping systems.

Other companies make similar mapping and ablation catheters. The fundamental technical basis for sole source is because the Biosense Webster, Inc. catheters are the only compatible catheters that can be used with the Biosense Webster, Inc. mapping system that UMMC currently owns. Additionally, Biosense Webster, Inc. is the only company that produces and utilizes an externally anchored mapping system to improve localization and diagnostic accuracy. Biosense Webster, Inc. has a patent on this technology. The Stereotaxis Niobe Magnetic Navigation System operates through a novel and proprietary closed-loop navigation of magnetically steered catheters. The CARTO 3 System tracks the location of the catheter in real time and shares this information with the Niobe System, allowing the physician to navigate the catheter not only more rapidly and precisely than ever before, but doing it from a control room. See Attachment A, supporting letter from Biosense Webster, Inc.

Additionally, the requested inventory of disposable commodities is integral to the use of the 3-D mapping system that is presently owned by UMMC. All radiofrequency ablations require 3-D mapping as a standard of practice. Thus, UMMC must purchase the Biosense Webster, Inc. mapping system's related disposables for compatibility purposes.

Biosense Webster is the sole manufacturer and exclusive distributor of these product, and they are not available domestically from any other reseller.

The total estimated amount to be expended for the mapping catheters and associated disposables is \$365,560.00. The amount is reasonable based upon historical purchases and projected future patient volume for these procedures.

UMMC negotiated best possible pricing with Biosense Webster, Inc. by making a sufficient volume commitment to trigger the best discount offered by the company for its products. In exchange for a volume purchase commitment, Biosense Webster, Inc. has offered the most substantial discount it offers to its customers.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the Biosense Webster, Inc. mapping catheters, and associated disposables should not be certified as a sole source should provide information in the following format for the State to use in determining whether or not to proceed with awarding the sole source to Biosense Webster, Inc.

1.1 Interested Party Information

1.1.1 Company Name and Address

1.1.2 Contact Name, Phone Number, and Email Address

1.1.3 Company Website URL, if applicable

1.2 Objection to Sole Source Certification

1.2.1 Interested parties must present specific objections to the sole source certification, including, but not limited to, the following:

1.2.1.1 A detailed explanation of why Interested Party believes the Biosense Webster, Inc. mapping catheters, and associated disposables is not a sole source procurement.

1.2.1.2 If Interested Party claims a comparable product exists, the objection must contain:

1.2.1.2.1 A description of the commodity that Interested Party believes is comparable to the Biosense Webster, Inc. mapping catheters, and associated disposables;

1.2.1.2.2 An explanation of why Interested Party's commodity can also meet the needs of the agency; and

1.2.1.2.3 A list of sources from which Interested Party's commodity may be procured.

1.2.1.3 If Interested Party claims that the Biosense Webster, Inc. mapping catheters, and associated disposables is available from a source other than Biosense Webster, Inc., the objection must contain:

1.2.1.3.1 A written statement from Biosense Webster, Inc. that Interested Party is an authorized distributor or reseller of the Biosense Webster, Inc. mapping catheters, and associated disposables.

1.2.1.4 A statement regarding the Interested Party's capabilities as related to this sole source certification.

1.3 Objections must include the certification in Attachment B.

1.4 Comments will be accepted at any time prior to Thursday, September 10, 2015, 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

June 1st, 2013
Dear Customer,

Biosense Webster, Inc. is the only company that produces the NAVISTAR[®] THERMOCOOL[®] and THERMOCOOL[®] SF NAV Catheters that are enabled with Fast Anatomical Mapping (FAM), provide Ablation capabilities and work with the CARTO[®] 3 System including the proprietary CARTO V3.2 modules including the CARTO[®] UNIVU module. These irrigated catheter work in conjunction with the Stockert Generator and COOLFLOW[®] Pump and COOLFLOW[®] Irrigation Tubing Set that are produced only by Biosense Webster, Inc. In addition, the CARTO[®] 3 System Cables are unique to the CARTO[®] 3 System. Respective catalog numbers include:

Catalog number	Description	Tip Electrode / Curve
BN7TCDD4L	EZ STEER [®] NAV Catheter	4mm, DD curve
BN7TCDF4L	EZ STEER [®] NAV Catheter	4mm, DF curve
BN7TCFF4L	EZ STEER [®] NAV Catheter	4mm, FF curve
BN7TCFJ4L	EZ STEER [®] NAV Catheter	4mm, FJ curve
BN7TCJJ4L	EZ STEER [®] NAV Catheter	4mm, JJ curve
BN7TDF4L	EZ STEER [®] NAV Catheter	4mm, DF curve
BN7TCDD8L	EZ STEER [®] DS NAV Catheter	8mm, DD curve
BN7TCDF8L	EZ STEER [®] DS NAV Catheter	8mm, DF curve
BN7TCFF8L	EZ STEER [®] DS NAV Catheter	8mm, FF curve
BN7TCFJ8L	EZ STEER [®] DS NAV Catheter	8mm, FJ curve
BN7TCJJ8L	EZ STEER [®] DS NAV Catheter	8mm, JJ curve
D131501	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
D131502	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
D131503	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
D131504	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
BNI35DDCT	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
BNI35FFCT	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
BNI35JJCT	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
BNI35DFCT	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
BNI35FJCT	THERMOCOOL [®] SF NAV Catheter	With Curve Visualization
D728260RT	WEBSTER [®] Decapolar Catheter With Auto ID	2.3mm, Large Curve
D610DRP10CT	WEBSTER [®] Decapolar Catheter With Auto ID	2.0mm, D Curve
F6QA005RT	WEBSTER [®] Quadrapolar Catheter With Auto ID	5mm, 6F, A/Yellow Curve
SNDSTR10	SOUNDSTAR [®] Catheter	10F-90cm
LN222515CT	LASSO [®] 2515 NAV Variable Catheter	
CREFP6	CARTO [®] 3 System External Reference Patch	
CB3410CT	CARTO [®] 3 System Cable	
CB3434CT	CARTO [®] 3 System Cable	
CG2025CT	CARTO [®] 3 System Cable	
CR3434CT	CARTO [®] 3 System Cable	
CR3425CT	CARTO [®] 3 System Cable	
CY1210CT	CARTO [®] 3 System Cable	
CY1212CT	CARTO [®] 3 System Cable	
D134401	CARTO [®] 3 System Cable	
EM5050060	CARTO [®] 3 System Cable	
CFT001	COOLFLOW [®] Tubing Set Pump	

Best Regards,

Justin Londre'
Director of Marketing

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS0004
Accepted until September 10, 2015, 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