

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** April 4, 2016

**Re:** Sole Source Certification Number **SS5022** for **dV-Trainer Robotic Simulator with Maestro AR and Xperience Team Trainer** from **Mimic Technologies, 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 **SS5022** for **dV-Trainer Robotic Simulator with Maestro AR and Xperience Team Trainer**, please be advised that UMMC intends to award the purchase of the **dV-Trainer Robotic Simulator with Maestro AR and Xperience Team Trainer** to **Mimic Technologies, Inc.** as the sole source provider of the **dV-Trainer Robotic Simulator with Maestro AR and Xperience Team Trainer**.

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 4, 2016
Second Advertisement Date	April 11, 2016
Response Deadline from Objectors	April 21, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before April 22, 2016

## **Project Details**

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

The University of Mississippi Medical Center (UMMC) seeks to purchase the stand-alone, dV-Trainer Robotic Simulator with Maestro AR and Xperience Team Trainer to aid in teaching for the Robotics Program at UMMC. Robot-assisted surgery is team based, and the ability to provide robotics training with real-time feedback and with the use of a team trainer is crucial to the expansion of the robotics program. This ability provides residents opportunity for practice on 70 plus surgical scenarios with software that tracks and monitors progress.

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

Robot-assisted, laparoscopic surgery is team based, and the ability to provide robotics training with the use of a team trainer is crucial to the expansion of the robotics program. This allows for teaching and training for both the resident and the surgeon to work together on synchronization of skills. Although there are other robotic simulators on the market, Mimic Technologies, Inc. is the first company to have provided robotic simulation. They create and actually provided software originally used by Intuitive, Inc.

This system is also a stand-alone system, not requiring the use of the actual robot for training purposes. Other systems require attachment to the robot itself, taking it out of use for surgical cases when training is occurring, or they do not provide real-time feedback, allowing for a large margin of error while learning. Mimic Technologies, Inc. is also the only company to date to offer procedure-specific simulation for one of the most common operations performed by a general surgeon, inguinal hernia repair. They have the largest and most complete set of metrics to track progress of the user(s), providing in excess of 70 individual exercises and nearly 30 team exercises. Maestro AR provides 3D interaction and virtual reality exercises to help further refine skills.

The curriculum building tools that are available with the system allow for development of focused training for different skill levels and specialties and the system also provides a scoring metric to ensure learners are proficient. The ability to provide this training and feedback without using the robot in a surgical case, allows for the proficiency to be attained before the Operating Room.

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

Mimic Technologies, Inc. is the sole manufacturer and supplier of the dV-Trainer Robotic Simulator with Maestro AR and Xperience Team Trainer. This system is not available from any other distributor. See supporting letter from Mimic Technologies, 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 dV-Trainer Robotic Simulator with Maestro AR and Xperience Team Trainer is \$187,587.00. This amount is within the expected price range for these products. UMMC was provided multi-level discounting on hardware, software and service.

**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 **dV-Trainer Robotic Simulator with Maestro AR and Xperience Team Trainer** (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 **Mimic Technologies, 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, April 21, 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: Vendor Correspondence



Mimic Technologies, Inc. 811 First Ave, Suite 408, Seattle, WA 98104

Office: (800) 918-1670 Fax: (206) 623-3491 info@MimicSimulation.com

March 25, 2016

To Whom It May Concern,

This letter serves as a sole source document for the dV-Trainer®, and dV-Trainer® related products manufactured and sold by Mimic Technologies, Inc. (811 First Ave, Suite 408, Seattle, WA 98104).

In 2007, Mimic Technologies, Inc. unveiled the dV-Trainer®, the first simulator to recreate the look and feel of the da Vinci® Surgery System. The dV-Trainer® is the only robotic simulator that can simulate the S, Si and Xi versions of the da Vinci Robot. This independently validated and patent protected trainer is now placed at numerous institutions and hospitals in the Americas, Europe, Asia, and the Middle East. Mimic's proprietary surgical simulation platform, MSim™, provides realistic and cost-effective on-demand training for robotic surgeons. The dV-Trainer® incorporates Mimic's MScore™, a tool for performance evaluation that uses comprehensive metrics to assess a surgeon or trainee's progress over time. The dV-Trainer® has the broadest install base of any stand alone (requires no component of the da Vinci robot) robotic simulator and is the only simulator with independent studies demonstrating face, content, construct, concurrent, and predictive validity. The dV-Trainer® is the only stand alone simulator with a 3D stereoscopic view replicating the "throw distance" (i.e. eye distance from the display) of the da Vinci robot, which is important for minimizing eye strain. The dV-Trainer® is the only stand alone simulator that includes haptic effects that model the form and function of the da Vinci console and is a realistic representation of a surgeon's workspace precluding collisions between the linkage arms of the hand grips and other barriers in movements. The dV-Trainer® also offers more exercises than any other robotic simulator currently available. Dry lab replicas of some VR exercise (MLabs®) are available to support the transition from virtual training to training with the actual robot.

Mimic is the sole provider of Maestro AR (Augmented Reality) and the only robotic training technology to offer narration from expert surgeons to guide users through different "hands-on" approaches and techniques. Maestro AR leverages both augmented reality and virtual reality to enable procedure specific skills training and cognitive testing.. Mimic is the only company to offer Partial Nephrectomy, Inguinal Hernia, Hysterectomy, and Prostatectomy training modules. This technology evaluates users utilizing MScore, our proficiency based scoring system.

Mimic is the sole provider of the Xperience Team Trainer, the only first assistant simulator to offer haptic force feedback for both team based and laparoscopic only exercises. The Xperience Team Trainer is the only first assistant simulator with two movable ports as well as rotation, tilt and height adjustments to support common port positions used in robotic procedures. The Xperience Team Trainer is the only first assistant simulator to utilize MScore allowing for the scoring of both the surgeon and assistant separately or as a team.

Mimic Technologies, Inc

 [www.MimicSimulation.com](http://www.MimicSimulation.com)

Mimic is the sole provider of the MScore Portal and is the only performance tracking system allowing for data management of both the dV-Trainer and Intuitive Skills Simulator performance data. This is the only technology that allows for direct comparison to other hospitals around the world and allows programs to utilize MShare (curriculum sharing). The MScore Portal is the only user data tracking system that is supported by MimicMED Consulting.

Mimic Technologies, Inc. maintains all copyright and patent privileges for the dV-Trainer®. No other US vendor or distributor sells this product(s); they must be ordered from Mimic Technologies, Inc. Purchase orders are accepted by fax, mail or by email ([sales@mimicsimulation.com](mailto:sales@mimicsimulation.com)). There are no agents or dealers authorized to represent these products and no division of "Mimic" has any right of sub-license to make a similar or competing product.

Mimic Technologies, Inc. warrants that no other items or products are available for purchase that would serve the same purpose or function of the dV-Trainer® and there is only one price for the above-named product because of exclusive distribution and marketing rights.

If you desire additional information, please contact me at (206) 456-9189, or by e-mail, [chrisw@mimicsimulation.com](mailto:chrisw@mimicsimulation.com).

Cordially,



**Jonathan Henning**

Regional Sales Manager | Sales Enablement Manager  
Mimic Technologies, Inc  
811 First Avenue, Suite 408 | Seattle, WA 98104  
phone: 1.800.918.1670 | direct: 206.456.9172

(Please see Appendix A for a list of features and benefits)





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Office: (800) 918-1670 Fax: (206) 623-3491 info@MimicSimulation.com

## Appendix A

Mimic has over a decade of experience providing tools and support for robotic surgery training and program management. The dV-Trainer is the original robotic surgery simulator and it remains the only stand-alone robotic simulator that has been independently validated in published studies. Mimic is the only company that can simulate the S, Si and Xi da Vinci robots.

Features and Benefits of the dV-Trainer:

**Access-** The dV-Trainer requires no clinical component and is housed outside of the O.R. and available 24/7. Training doesn't tie up the robot so it can be used for revenue generating procedures.

**Curricula-** The dV-Trainer has easy to use curriculum building tools allowing programs to generate as many different curricula as necessary. Institutions can develop focused training pathways for multiple skill levels and specialties with ease.

**MShare-** Mimic has partnered with other institutions to provide a curricula-sharing portal accessible from our website. Customers can take a proven curriculum from another program and easily upload it into your dV-Trainer.

**MScore-** The dV-Trainer and Xi Skills Simulator are the only platforms that utilize a proficiency scoring system. Mimic collected data from over a 100 experienced surgeons with at least 75 robotic cases to determine performance baselines and uses these to establish pass/fail criteria for each metric of each exercise. However, the dV-Trainer scoring system also has the ability to be customized to fit the needs of your institution.

**MSim-** Our software features more than 60 exercises, the most of any robotic simulator. We are constantly producing new content and updates that are available to our customers on a quarterly basis. Our only focus is on robotic training so we produce more content than any other company for this application.

**MScore Portal-** Mimic is now offering cloud scoring that not only allows every customer to have all their data backed up but also facilitates easy reporting and custom analysis. The MScore Portal is an online tool providing a dashboard of Mscore simulation training data as well as a library of training materials for users of Mimic products and services. MScore Portal complements MimicMED Consultancy Services by providing a tool that allows both users and administrators to track training performance and see progress over time from any internet connected PC or mobile device.

**Maestro AR-** Mimic now offers procedure-specific training modules where users interact with high definition 3D video of actual procedures performed and narrated by leading surgeons. Users are asked to identify anatomy, anticipate tissue retractions, and predict regions for dissection. The interactive video, expert narration, and embedded virtual reality exercises allow the user to refine surgical skills and techniques, learn the major steps of the procedure, and avoid common mistakes. Mimic is offering urologic, gynecologic and general surgery content, with an ever-expanding library of procedures.

**Xperience Team Trainer-** Mimic's newest simulator allows for both the first assistant and robotic surgeon to train in tandem. The first assistant and surgeon build teamwork and synchronization for common skills such as, transfers & handoffs, retraction, and clip application. Mimic also offers stand-alone laparoscopic skills exercises so a first assist can train independently from the console side surgeon.

**Consulting Services-** Maximize your investment in robotic surgery- Our full complement of Consultancy Services is designed to support your needs with managing robotic surgery programs by offering valuable insights and data-driven recommendations to develop complete programs, including best practices and protocols.

Our consultancy service packages might include the following:

- Hospital Needs Analysis: looking at current and future goals of your robotic surgery program
- Robotic Surgery Training Program Specification
- Program Setup and Implementation
- Monitoring and Continuous Improvement

Attachment B

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. SS5022  
Accepted until April 21, 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