

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** July 11, 2016

**Re:** Sole Source Certification Number **SS5038** for **RespiSim® Educational Package-Pro and Chest Rise Module**

**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 **SS5038** for **RespiSim® Educational Package-Pro and Chest Rise Module**, please be advised that UMMC intends to award the purchase of the **RespiSim® Educational Package-Pro and Chest Rise Module** to **IngMar Medical** as the sole source provider of the **RespiSim® Educational Package-Pro and Chest Rise Module**.

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

<b>Task</b>	<b>Date</b>
First Advertisement Date	July 11, 2016
Second Advertisement Date	July 18, 2016
Response Deadline from Objectors	July 25, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before August 1, 2016

## Project Details

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

The University of Mississippi Medical Center's Simulation and interprofessional Education Center through the Pediatric *In-situ* Simulation Program is seeking to purchase one RespiSim® Educational Package – Pro from IngMar Medical, Ltd. The RespiSim® Educational Package – PRO package consists of the ASL 5000 Breathing Simulator; RespiSim software; RespiPatient® manikin; mobile cart to be used specifically with the manikin; the RespiScope (Lung and Heart sounds) and curriculum modules. This comprehensive respiratory simulator serves as a programmable simulated patient for airway management and procedures training, ventilator testing and hands-on clinician training which enables students to be immersed in true-to-life situations where they are able to assess chest-rise, lung, heart, and bowel sounds, x-rays, ABG values and waveforms before treating their patients. The ASL 5000 is compact and easily portable for in-situ training as well as center-based training and simulates neonatal to adult breathing.

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

Currently, the only training that residents and staff have is on live patients which can place the patient in danger. None of the current simulators at UMMC integrated completely with the ventilators or non-invasive positive pressure ventilators. The ASL 5000 Pro package includes the manikin, but can also be used as a standalone tool to simulate challenging ventilator patients as well as being able to interface with other full-body patient simulators. It is lightweight and portable which allows training of trainees to take place in our health professions schools, or moved Operating Room, Emergency Room, Intensive Care Units for In-Situ simulation or within the controlled environment of the Simulation Center. With the ASL 5000, patients from neonate to adult real-life respiratory scenarios can be constructed allowing the trainee to meet the full spectrum of breathing challenges, including coughs, apnea, active exhalation and playback of actual patient recordings – even snoring. The ASL 5000 has the ability to breathe spontaneously while being ventilated. It allows the trainee to change the compliance and resistance of the lung and the parameters can be adjusted on the fly while the simulation is running.

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

IngMar Medical is the sole manufacturer of the products and only sell direct in the United States for the IngMar Medical RespiSim Educational Package – PRO. No other distributors or resellers provide these items. See supporting letter from **IngMar Medical**, 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 **RespiSim® Educational Package-Pro and Chest Rise Module** is \$70,000.00. 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 **RespiSim® Educational Package-Pro and Chest Rise Module** (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 **IngMar Medical**. 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 Monday, July 25, 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

Exhibit A



IngMar Medical, Ltd.  
5940 Baum Blvd.  
Pittsburgh, PA 15206  
Tel: (412) 441-8228  
Toll free: (800) 583-9910  
Fax: (412) 441-8404  
[www.ingmarmed.com](http://www.ingmarmed.com)

IngMar Medical is the manufacturer and sole source in the United States for the IngMar Medical RespiSim Educational Package - PRO, which includes the following items:

- IngMar Medical ASL 5000 Breathing Simulator including proprietary software
- RespiPatient manikin modified for specific use with the ASL 5000 & RespiSim System
- IngMar Medical proprietary RespiSim Software
- IngMar Medical proprietary Curriculum for the RespiSim Software
- IngMar Medical ASL 5000 Mobile Cart - modified by IngMar Medical for specific use with RespiSim System & RespiPatient manikin
- Chest Rise Module
- RespiScope modified for specific use with the RespiPatient manikin

IngMar Medical does not have authorized dealers or distributors in the US. Please do not hesitate to contact me if you have questions or need anything further.

Kind regards,

Holli Novelly x107  
Customer Care Manager  
[hnovelly@ingmarmed.com](mailto:hnovelly@ingmarmed.com)

Attachment B

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. SS5038  
Accepted until July 25, 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