

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** July 18, 2016

**Re:** Sole Source Certification Number **SS5044** for Trauma Child System with Central Venous Access System, Lumbar Baby System and BOSS Starter package

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 SS5044 for Trauma Child System with Central Venous Access System, Lumbar Baby System and BOSS Starter package, please be advised that UMMC intends to award the purchase of the Trauma Child System with Central Venous Access System, Lumbar Baby System and BOSS Starter package to Simulab Corporation as the sole source provider of the Trauma Child System with Central Venous Access System, Lumbar Baby System and BOSS Starter package.

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	July 18, 2016
Second Advertisement Date	July 25, 2016
Response Deadline from Objectors	August 4, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before August 5, 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 a TraumaChild System, including CentralLine Man, Lumbar Puncture Baby Trainer, and the Basic Open Surgical Skills (BOSS) Starter Package by Simulab Corporation; hereafter "TraumaChild System." Trauma is the primary cause of mortality and morbidity in the pediatric population and management of care for children who have traumatic injuries can have a prolonged effect on a child's developmental process. Training health professionals how to identify, differentiate and treat traumatic injuries in children increases quality and performance improvement which in turn increases patient safety.

The **Trauma Child** system is a five-year old high-fidelity, soft tissue pediatric simulator designed to train advanced trauma surgical skills. The simulator breathes, has replaceable tissue that bleeds when cut, includes the procedures of cricothyroidotomy, tracheostomy, pressurized needle decompression, chest tube insertion, pericardiocentesis and Diagnostic Peritoneal lavage.

**Lumbar Puncture Baby** simulates a neonate that can be positioned upright or decubitus position for lumbar puncture (LP). The body form is anatomically correct and has the landmarks commonly used for the procedure. Simulab is the only vendor that provides a LP simulator in neonate form. This is the only ultrasound compatible and has replaceable tissue that includes a spinal cord, dural sac filled with CSF and an epidural venous plexus with simulated blood.

**Central Venous kits and Vascular Access Child** trainers are ultrasound compatible, durable and modular. These are the only trainers that provide body movement to truly simulate the full seldinger technique for central venous insertion, in addition to ability to utilize ultrasound. Obese body habitus, normal anatomy, and nerve block tissues can be used on the same platform. UMMC currently uses this system and requires additional trainers to accommodate the training needs.

**Basic Open Surgical Skill (BOSS) Starter Package** is a platform for the development of surgical skills. It includes a DVD on basic and advanced surgical skills, suturing instruments, reusable tissues for suturing, giving injections, deep knot tying and a self-assessment skill sheet. The package can be used in a self-directed manner or guided by an instructor in a group setting. Simulab manufactured tissues are the only ones that will work with their simulators, as well as providing the only system with tissues with multi-

layer technology, providing the most life-like simulation of surgically manipulated or traumatized skin.

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

Pediatric patients presents special challenges that are critical to the management of their health. They are more vulnerable to infections and the anxiety and emotion invoked by the injury complicates the management of care even further. The TraumaChild, VascularAccess Child, Lumbar Puncture Baby systems are designed to train advanced procedural and trauma surgical skills which will help to reduce improve provider performance and increase patient safety in pediatrics specifically. The Central Line, Femoral Line and BOSS Starter package will help improve provider performance in Central line placement and acute wound management in both adult and pediatric patients.

This system will be used to teach pediatricians and surgeons to perform invasive procedures, such as cricothyrotomy, chest tube placement, “pigtail” thoracic catheter placement, pericardiocentesis and diagnostic peritoneal lavage. Learning these procedures requires repetition. Each time, the provider must have the “first cut” experience. The TraumaChild has the soft, pliable and replaceable tissues, which allow just that. It is essential that the cut skin bleeds, obscuring the field and making hands slippery, which is another unique feature of the TraumaChild system. TraumaChild has not only a skin layer, but also a pleural layer, which must be breached in order to evaluate air or fluid from the pleural cavity. Breaching the pleura can be done only on the Simulab TraumaChild and TraumaMan.

Many high fidelity simulators claim that a chest tube can be placed. Mostly they have a pre-cut hole on the skin (no “first cut” experience) continuing in a conduit, where a chest tube can be threaded, which does not allow for the breaching of the pleura. The process is easy and sterile, not even suggesting that in real life there is bleeding and loss of visual field. It does not give any feedback on how much force has to be exercised to get through each tissue plane.

Currently, teaching of pediatric emergency physicians, pediatric intensivists and neonatologists is occurring on the ADULT TraumaMan. The adult size is a problem for pediatric relevance, because the resistance and thickness of the adult tissues is different from that of a child. If the pediatrician needs to learn to place the catheter size they use, the catheter will be damaged by the adult tissue resistance. This creates both time and catheter waste in the learning environment. If we train the pediatricians on adult tissues, they build a muscle memory for adult tissues. For example, in adult, a large force has to be applied to push a Kelly forceps through the intercostal muscles and the pleura. If the same force is applied on a child, the Kelly forceps will damage the left ventricle of the heart on the left or the liver on the right. Trauma Child system is the only simulator to provide a true pediatric learning experience.

The TraumaChild System is the only one of its kind that breaths, has a simulated lung, and has replaceable tissues for a realistic experience. While there are other pediatric

simulators on the market that can be used for training, the TraumaChild System provides a complete pediatric focused system for training trauma care competencies. Simulab is the only company with a training system endorsed by the American College of Surgeons Advanced Trauma Life Support™ program. Trauma training is required at all levels of patient care at UMMC for maintaining its Level I Center status and Advanced Trauma Life Support Training Program. The American College of Surgeons (ACS) is specific in regards to Advanced Trauma Life Support (ATLS) training -human cadavers, live animals, or approved simulators may be used during an ATLS course. Simulab is the only simulator company with this ACS/ATLS designation when it comes to trauma procedural instruction for ATLS. While there are other central line trainers, lumbar puncture trainers, and wound care trainers on the market, none have the combination of pediatric body habitus, realistic simulated tissues and ultrasound compatibilities.

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

Simulab is the only company with a training system endorsed by the American College of Surgeons Advanced Trauma Life Support™ program. Simulab Corporation is the sole manufacturer and supplier of the TraumaChild system. They are not available from any other distributor. See supporting letter from **Simulab Corporation**, 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 **Trauma Child System** is \$39,108. 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 validate best pricing for these products. All applicable discounts were explored and applied. The Simulation and Interprofessional Education Center (SIEC) UMMC negotiated bundle pricing, maintenance package with extra tissues valued at nearly \$14,000, and extension of the pricing program for UMMC.

### **Submission Instructions and Format of Response from Objecting Parties**

Interested parties who have reason to believe that the Trauma Child System with Central Venous Access System, Lumbar Baby System and BOSS Starter package (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 Simulab Corporation. 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, August 4, 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



### Quote

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

To Whom It May Concern:

RE: Sole Source Justification

Simulab Corporation, located in Seattle, Washington, is the manufacturer and only distribution company of the following simulation systems.

**TraumaChild® System** –TraumaChild has unique capabilities that include:

- The only pediatric task trainer with patented replaceable bleeding multi layer tissues.
- The only full bodied pediatric Manikin with all included procedures – Cricothyroidotomy, Tracheostomy, Pressurized Needle Decompression, Chest Tube Insertion, Pericardiocentesis & DPL

**CVC Family Package (CentraLine Man, FemoraLine Man, and VascularAccess Child)**

- Simulab is the only company that offers an ultrasoundable pediatric (5 year old) CVC trainer (VascularAccess Child). VascularAccess Child is unique in that it allows for the full seldinger technique to be performed, under ultrasound, at both the interjugular and femoral catheterization site.
- CentraLine Man and FemoraLine Man is the only ultrasoundable adult CVC trainer with an articulating head, that allows for the full seldinger technique to be performed, under ultrasound. It is also the only adult CVC trainer to offer a variety of tissue insert options ([Advanced anatomy tissue](#) and [Obese tissue](#))

**Lumbar Puncture Baby System**

- The Lumbar Puncture Baby is unique in that it's the only ultrasoundable lumbar puncture infant. It is also the only ultrasoundable model with a venus plexus and can simulate a "bloody tap".

**BPSS Starter Package**

- The BOSS Starter Package has patented multilayered tissue technology only found in Simulab manufactured tissues.

We do not use reselling companies within the United States and Canada therefore the only place where you can purchase or maintain these systems is directly through Simulab. We are also the only company who can warranty, repair or refurbish the TraumaChild System. If you have any questions, please feel free to contact me.

Sincerely,  
Matthew Herling  
SIMULAB CORPORATION  
13001 48<sup>th</sup> Avenue South  
Seattle, WA, USA 98168  
Phone: 206-297-1260  
Fax: 253-681-7667  
Email: [mherling@simulab.com](mailto:mherling@simulab.com)

A handwritten signature in black ink, followed by the date "6/27/16".

Attachment B

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. SS5044  
Accepted until August 4, 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