

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Stacy Baldwin
Agency Procurement Officer

Date: September 9, 2016

Re: Sole Source Certification Number **SS5050** for **North America Ventana Medical Systems Required Reagents and Ancillaries**

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS5050** for **North America Ventana Medical Systems Required Reagents and Ancillaries**, please be advised that UMMC intends to award the purchase of the **North America Ventana Medical Systems Required Reagents and Ancillaries** to **Roche Diagnostics Corporation (Roche)** as the sole source provider of the **North America Ventana Medical Systems Required Reagents and Ancillaries**.

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	September 9, 2016
Second Advertisement Date	September 16, 2016
Response Deadline from Objectors	September 23, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before October 21, 2016

Project Details

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

The University of Mississippi Medical Center (UMMC) seeks to purchase North America Ventana Medical Systems Required Reagents and Ancillaries used for tissue specimen staining in the Immunohistochemistry laboratory; no other vendor provides detection reagents compatible with the instrumentation currently in use in the department.

In addition, Roche holds patents for its liquid coverslip reagent, protocol development, and robotic instrument technology, which necessitates the use of vendor-distributed detection reagents and special stains reagents. While other vendors do offer primary antibodies, their use on the Roche instruments requires the purchase of Roche antibody dispensers; no other vendor provides these dispensers.

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

UMMC currently owns the Roche Benchmark Special Stains, BenchMark Ultra, Benchmark XT, and NexES analyzers. The kits compatibility is the paramount consideration for this sole source.

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

North America Ventana Medical Systems is the sole manufacturer and its affiliate Roche Diagnostics Corporation is the exclusive distributor. See supporting letter from **Roche Diagnostics Corporation**, 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 **North America Ventana Medical Systems Required Reagents and Ancillaries** over the contract term is \$9,470,833.64. 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 **North America Ventana Medical Systems Required Reagents and Ancillaries** (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 **Roche Diagnostics 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 Friday, September 23, 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

Attachment A



Sent via Electronic Mail

June 30, 2016

RE: Sole Source

To whom it may concern,

This letter is to verify that in North America Ventana Medical Systems is the sole manufacturer and its affiliate Roche Diagnostics Corporation is the distributor for all Ventana instrumentations and required reagents / ancillaries to include the following:

IHC Proprietary Bulk Reagents and Volume Adjust Feature

Ventana's bulk reagents, along with the addition of heat, enable the following fully automated reactions during the staining process:

- Deparaffinization with EZ-Prep- proprietary bulk reagent
- Cell Conditioning or epitope unmasking with ULTRA CC1 and ULTRA CC2 – proprietary bulk reagents
- Antibody incubation and precise Volume Adjust with Reaction Buffer – proprietary bulk reagent
- Facilitates the use of only 100ul of ready to use antibody for full slide coverage – proprietary technology
- Stringency wash for In-Situ Hybridization procedures with SSC – proprietary bulk reagent

Sincerely,

A handwritten signature in cursive script that reads "Grant M. McCoy".

Grant M. McCoy, Contracting Manager
Roche Diagnostics Corporation

Roche Diagnostics Corporation

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Indianapolis, IN 46250-0457
USA

Phone: +1 800 428 5074
www.ventana.com

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS5050
Accepted until September 23, 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