

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** November 28, 2016

**Re:** Sole Source Certification Number **SS5060** for **CARTO 3 Electrophysiology Mapping Catheters and Accessories**

**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 **SS5060** for **CARTO 3 Electrophysiology Mapping Catheters and Accessories**, please be advised that UMMC intends to award the purchase of the **CARTO 3 Electrophysiology Mapping Catheters and Accessories** to **Biosense Webster, Inc.** as the sole source provider of the **CARTO 3 Electrophysiology Mapping Catheters and Accessories**.

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	November 28, 2016

Second Advertisement Date	December 5, 2016
Response Deadline from Objectors	December 12, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before January 16, 2016

## Project Details

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

The University of Mississippi Medical Center, Department of Electrophysiology, is requesting to purchase Biosense Webster diagnostic and therapy/ablation catheters along with the proper accessories to utilize with our CARTO 3 Mapping system in the Electrophysiology lab.

These products are utilized during diagnostic cardiac electrophysiology procedures as well as interventional cardiac electrophysiology procedures that require CARTO 3 - 3D mapping and ablation. The catheters are connected to the CARTO 3 system via cables, catheters are inserted from femoral access to inside the heart, placed in specific areas of the heart to pace, map, and ablate an arrhythmia. The CARTO 3 system along with the appropriate catheters will create a 3 dimensional image of the heart in order to locate the patients' source of arrhythmia. These products are only available through purchase from Biosense Webster as they do not have other companies that sell the requested supplies.

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

UMMC currently owns the CARTO 3 Mapping System, and the catheters and accessories provided by Biosense Webster, Inc. for the CARTO system are proprietary in nature to this system. There are no other devices that will function with this equipment.

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

Biosense manufactures the CARTO 3 system and the proprietary catheters and accessories. They are not available from any other distributor. See supporting letter from **Biosense Webster, 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 **CARTO 3 Electrophysiology Mapping Catheters and Accessories** is \$200,000. 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 **CARTO 3 Electrophysiology Mapping Catheters and Accessories** (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 **Biosense Webster, 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 Monday, December 12, 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



Biosense Webster, Inc.  
3333 Diamond Canyon Rd  
Diamond Bar, CA 91765

November 8, 2016

University of Mississippi Medical Center  
2500 N State St  
Jackson, MS 39216

Dear Valued Customer,

Please accept this letter as confirmation that New Biosense Webster Ultrasound Electrophysiology Products (EP) must be purchased directly from Biosense Webster, Inc. We do not have any distributors or resellers of our products that offer Biosense Webster Ultrasound Electrophysiology Products (EP).

Biosense Webster, Inc. orders are placed through Johnson & Johnson Health Care Systems.

Should you have any questions, please feel free to contact Melanie Dauzat at (504) 606-4795.

Best Regards,

DocuSigned by:  
  
Juan Zambrano  
Sr. Contracts Manager

Attachment B

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. SS5060  
Accepted until December 12, 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