

# Notice of Intent to Certify Sole Source

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**To:** Interested Parties

**From:** Stacy Baldwin  
Agency Procurement Officer

**Date:** September 8, 2016

**Re:** Sole Source Certification Number **SS5048** for **Impella Circulatory Support 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 **SS5048** for **Impella Circulatory Support Catheters and Accessories**, please be advised that UMMC intends to award the purchase of the **Impella Circulatory Support Catheters and Accessories** to **Abiomed, Inc.** as the sole source provider of the **Impella Circulatory Support 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

<b>Task</b>	<b>Date</b>
First Advertisement Date	September 8, 2016
Second Advertisement Date	September 15, 2016

Response Deadline from Objectors	September 22, 2016, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before October 20, 2016

## Project Details

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

The University of Mississippi Medical Center (UMMC) seeks to purchase Impella Circulatory Support catheters and accessories that correspond to the Impella AIC Systems already owned by UMMC.

The Impella system is a FDA cleared percutaneous ventricular assist device designed to provide a patient's heart hemodynamic support. The consumables include a catheter-type device that is inserted through the femoral artery and placed in the patient's heart. Once activated, it assists the heart by moving blood from the heart and circulating it to the rest of the body. This decreases the workload of the heart in patients with hemodynamic instability.

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

UMMC currently owns two Impella AIC Systems, and the catheters and accessories provided by Abiomed for the Impella 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:**

Abiomed, Inc. is the sole manufacturer and distributor of the Impella Circulatory Support Catheters and Accessories. See supporting letter from **Abiomed, 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 **Impella Circulatory Support 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 **Impella Circulatory Support 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 **Abiomed, 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, September 22, 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



August 29, 2016

Andrea Williford, MSN, RN  
Strategic Source Manager  
University of Mississippi Medical Center  
2500 North State Street  
Jackson, MS 39216

Dear Ms. Williford,

Please accept this letter in response to your request for information regarding Abiomed's Impella® technology.

Abiomed, Inc., located at 22 Cherry Hill Drive, Danvers, MA 01923, is the sole manufacturer, marketer and US distributor of the Impella® product portfolio.

If there is more information we can provide, please do not hesitate to contact us.

Sincerely,

Chris Macdonald  
Senior Director, Global Commercial Operations

Attachment B

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. SS5048  
Accepted until September 22, 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