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## Notice of Intent to Certify Sole Source

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**To:** Interested Parties  
**From:** Craig P. Orgeron, Ph.D.  
**Date:** October 13, 2015  
**RE:** Sole Source Notice Number 3826 to provide in-room and mobile audio/video equipment parts and installation for the eCareManager software for the University of Mississippi Medical Center.

**Contact Name:** Patti Irgens  
**Contact Phone Number:** 601-432-8223  
**Contact E-mail Address:** Patti.Irgens@its.ms.gov

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### Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 3826 for in-room and mobile audio/video equipment parts and installation for the eCareManager software for Grenada and the Adult and Wiser Hospitals for the University of Mississippi Medical Center, please be advised that ITS intends to award to CACI International Inc. as the sole source provider of assembly and warranty services for these devices through June 29, 2016, at a total not-to-exceed lifecycle cost of \$616,714.00. For an explanation regarding Mississippi state law, policies, and procedures for sole source procurements, refer to Attachment C: Sole Source Procurement Overview.

### Sole Source Criteria

1. The product or services being purchased must perform a function for which no other product or source of services exist:

**The eCare Manager platform is a one of a kind health care software that enables remote monitoring of ICU patients by nursing staff. The eCoverage is in addition to the bedside nurse in the room. The eCare Manager platform utilizes analytics to analyze the patients in the hospital. These analytics can point to a problem with a patient before the problem becomes worse. The customer's sole source certification requests are included as Attachment A.**

2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services:

**Philips only allows CACI to resell the CACI ICU Room kits which are the video kits that are placed in the patient's rooms. The customer's sole source certification requests are included as Attachment A.**

3. The product or services must be available only from the manufacturer and not through resellers who could submit competitive pricing for the product or services:

**Philips has certified that CACI is the only vendor that is allowed to sell the ICU room kits. The Vendor's Sole Source Certification is included as Attachment B.**

### Schedule

Task	Date
First Advertisement Date	10/13/15
Second Advertisement Date	10/20/15
Response Deadline From Objectors	10/27/15, at 3:00 P.M. Central
Notice of Award/No Award Posted	Not before 10/28/15

### Project Details

On August 21, 2008, UMMC received ITS Board approval for the sole source acquisition of an electronic intensive care unit (ICU) from VISICU, Inc. Since the original approval VISICU has been acquired by Philips Healthcare, a division of Philips Electronics North American Corporation. The company's patented clinical IT system, called the eICU Program, provides real time, 24x7 patient monitoring in ICUs.

UMMC has made a business decision to expand the use of eICU to the Adult and Wiser Hospital and Grenada Lakes. The total cost of these additional faculties is \$616,714.00, for a not-to-exceed life cycle cost of \$5,553,317.82.

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

Interested parties who have reason to believe that the eICU assembly and warranty services from CACI should not be certified as a sole source should provide information in the following format for the state to use in determining whether or not to proceed with awarding the Sole Source contract with CACI.

#### 1.1 Interested Party Information

1.1.1 Contact Name, Phone Number and email address

1.1.2 Company Website URL, if applicable

#### 1.2 Objection to Sole Source Certification

1.2.1 Interested parties must present specific objections to the Sole Source certification using the criteria listed above.

1.2.2 A statement regarding the Interested Party's capabilities as related to this Sole Source Certification Request.

1.3 Comments will be accepted at any time prior to Tuesday, October 27, 2015, at 3:00 p.m. (Central Time) to Patti Irgens at [Patti.Irgens@its.ms.gov](mailto:Patti.Irgens@its.ms.gov) or at the Mississippi Department of Information Technology Services, 3771 Eastwood Drive, Jackson, Mississippi 39211.

Responses may be delivered by hand, via regular mail, overnight delivery, e-mail, or by fax. Fax number is (601) 713-6380. ITS WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach ITS on time. Interested Parties may contact Patti Irgens to verify the receipt of their Responses. Responses received after the deadline will be rejected.

1.4 Interested Party responses should include the following information:

**SUBMITTED IN RESPONSE TO  
Sole Source Certification No. 3826-42290  
Accepted until October 27, 2015 @ 3:00 p.m.,  
ATTENTION: Patti Irgens**

If you have any questions concerning the information above or if we can be of further assistance, please contact Patti Irgens at 601-432-8223 or via email at [Patti.Irgens@its.ms.gov](mailto:Patti.Irgens@its.ms.gov).

Attachment A: Customer Sole Source Certification Requests

Attachment B: Vendor Correspondence

Attachment C: Sole Source Procurement Overview

cc: ITS Project File Numbers 42290, 41996

Attachment A: Customer's Sole Source Certification



3771 Eastwood Drive  
 Jackson, Mississippi 39211  
 Phone 601-432-8000 Fax 601-713-6380

### Sole Source Certification Request

<b>Project Title: eICU eCareManager CACI Expansion</b>			<b>Stimulus (ARRA) Funds? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/></b>	
<b>Customer Contact Information Dr. Kristi Henderson</b>				
Agency/Public University: University of Mississippi Medical Center Address: 2500 North State St, Jackson, MS, 39216			Contact Person: Dr. Kristi Henderson Phone: 601-815-2053 Fax: 601-815-2098 Email Address: khenderson@umc.edu	
MAGIC Customer Number (only required from state agencies):			Division/Dept: Handmail: <input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Project Summary Narrative Description of Project</b> (include details of original acquisition if applicable): UMMC, in an effort to increase patient safety, is wishing to expand our eCareManager footprint to 100 additional beds. These beds would then be monitored by a second nurse in the eICU call center. Studies have shown that the eCareManager platform reduces hospital mortality, while also reducing the average length of stay within the hospital.				
ITS Acquisition Approval (CP-1) should be effective through this date (Please allow time for all vendor invoices to be paid):				
<b>Cost Estimates</b> <i>Fiscal Year</i>	<b>Initial Costs</b>	<b>Ongoing Costs</b>	<b>Time Constraints</b> Item Needed by: 08/01/2015 Funds Expire: NA	<b>Anticipated Lifecycle of Products/System</b> (i.e. estimated years of effective use): 7 years
2016	\$556,295.00	0	<b>Discuss Funding</b> (e.g. how much of needed funding is definite; total project budget; any matching or other non state funds) <b>The total project budget is being funded from the UMMC Center for Telehealth. No matching or non-state funds will be used.</b>	
2017	0	0		
2018	0	0		
<b>Total</b>	<b>\$556,295.00</b>	<b>0</b>		
<b>Acquisition Details</b>				
<b>Items Requested</b>	<b>Quantity</b>	<b>Description</b>	<b>Building Location(s)</b>	
CACI ICU Room Kit	104	In room video equipment to connect to eCareManager platform.	Adult and Wiser Hospitals at the University of Mississippi Medical Center	
NTSC Monitor Kit	104	Monitor and wall mounting kit for monitors.	Adult and Wiser Hospitals at the University of Mississippi Medical Center	
Split Wall Mounting Kit	102	Wall Mounting kit for cameras.	Adult and Wiser Hospitals at the University of Mississippi Medical Center	
Paver Reset Cable	1	Cable to enable coding of the in room video equipment.	Adult and Wiser Hospitals at the University of Mississippi Medical Center	
<b>Describe platform &amp; infrastructure</b> (connectivity; software/hardware platforms; utilization of State Data Center resources: mainframe, eGovernment portal, payment engine, document management, hosting). For equipment or hosting outside the State Data Center, attach justification: The platform is hosted on virtual servers located within the UMMC server farm at ITS.				
<b>Progress to Date:</b> What has been done related to this project, including any communication with ITS staff (data/voice/procurement/other)? The original eICU project proposal was submitted to ITS in 2008 and approved for implementation. This is an expansion of that same contracted work that falls within the approved maximum spend for the project.				
<b>Sole Source Certification</b> Note: Certification must be renewed for each revision or continuation of previous Sole Source Approvals.				
Specific business requirements to be met by the requested products or services: The eCareManager platform is a one of a kind health care software that enables remote monitoring of ICU patients by remote nursing staff. The coverage is in addition to the bedside nurse in the room. The eCareManager platform utilizes analytics to analyze the patients in the hospital. These analytics can point to a problem with a patient before the problem becomes worse.				
Explain why these products or services are the only ones that can meet your needs (include unique features/special functionality): Philips only allows CACI to resell the CACI ICU Room kits which are the video kits that are placed in the patient rooms.				
Explain why the source is the only entity that can provide the products or services (Include other products/vendors researched or evaluated): Philips, which is the vendor for the eCareManager platform, only allows CACI to see the ICU Room kits.				
Explain why the amount to be expended for the services is reasonable:				
Explain what your agency did to obtain the best possible price for the services:				

Attachment A: **Customer's Sole Source Certification**

Vendor's Certification of Sole Source attached: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		Vendor's proposal attached: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
<b>MAGIC Vendor Code(s) Vendor must be in MAGIC before a CP-1 can be issued.</b>			
<b>Place Order To</b>		<b>Remit To</b>	
Vendor Name:		Vendor Name:	
Vendor Address:		Vendor Address:	

By my signature, I certify that, to the best of my professional knowledge, the requested product or services are a sole source as outlined in the ITS Procurement Handbook, Rule 207.2:013-030 Procurement Types: Sole Source, and as outlined in Mississippi Code annotated Section 31-7-13. In addition, I acknowledge that there is a charge for ITS procurement services associated with this request which will be billed to the requestor by ITS and that my agency/public university is responsible for these charges/costs.

David Chau, CIO

Name (Agency Head or Public University CIO)/Title

  
Signature

08/03/15  
Date

Attachment A: Customer's Sole Source Certification



3771 Eastwood Drive  
 Jackson, Mississippi 39211  
 Phone 601-432-8000 Fax 601-713-6380

### Sole Source Certification Request

<b>Project Title: eCareManager Grenada CACI Purchase</b> <b>Stimulus (ARRA) Funds? Yes ___ No <u>X</u></b>				
<b>Customer Contact Information</b>				
Agency/Public University: University of Mississippi Medical Center Address: 2500 North State Street, Jackson, MS 39216		Contact Person: Dr. Kristi Henderson Phone: 601-815-2053 Fax: 601-815-2098 Email Address: khenderson@umc.edu		
MAGIC Customer Number (only required from state agencies):		Division/Dept: Handmail: <input type="checkbox"/> Yes <input type="checkbox"/> No		
<b>Project Summary Narrative Description of Project</b> (include details of original acquisition if applicable): UMMC, in an effort to increase patient safety, is wishing to expand our eCareManager footprint to 9 additional beds at the University of Mississippi Medical Center - Grenada. These beds would then be monitored by a second nurse in the eICU call center. Studies have shown that the eCareManager platform reduces hospital mortality, while also reducing the average length of stay within the hospital.				
ITS Acquisition Approval (CP-1) should be effective through this date (Please allow time for all vendor invoices to be paid):				
<b>Cost Estimates Fiscal Year</b>	<b>Initial Costs</b>	<b>Ongoing Costs</b>	<b>Time Constraints</b> Item Needed by: 09/28/2015 Funds Expire: NA	<b>Anticipated Lifecycle of Products/System</b> (i.e. estimated years of effective use): 7 years
2016	60,419.00	0	<b>Discuss Funding</b> (e.g. how much of needed funding is definite; total project budget; any matching or other non state funds) <b>The total project budget is being funded from the UMMC Center for Telehealth. No matching or non-state funds will be used.</b>	
2017	0	0		
2018	0	0		
<b>Total</b>	<b>60,419.00</b>	<b>0</b>		
<b>Acquisition Details</b>				
<b>Items Requested</b>	<b>Quantity</b>	<b>Description</b>	<b>Building Location(s)</b>	
CACI ICU Room Kit	10	In room video equipment to connect to eCareManager platform.	ICU at the University of Mississippi Medical Center - Grenada	
Split Wall Mounting Kit	9	Wall Mounting kit for cameras.	ICU at the University of Mississippi Medical Center - Grenada	
NTSC Monitor Kit	10	Monitor and wall mounting kit for monitors.	ICU at the University of Mississippi Medical Center - Grenada	
Paver Reset Cable	1	Cable to enable coding of the in room video equipment.	ICU at the University of Mississippi Medical Center - Grenada	
<b>Describe platform &amp; infrastructure</b> (connectivity; software/hardware platforms; utilization of State Data Center resources: mainframe, eGovernment portal, payment engine, document management, hosting). For equipment or hosting outside the State Data Center, attach justification: The server platform is hosted on virtual servers located within the UMMC server farm at ITS. The actual in-room video equipment will be located at the ICU rooms at the University of Mississippi Medical Center – Grenada.				
<b>Progress to Date:</b> What has been done related to this project, including any communication with ITS staff (data/voice/procurement/other)? The original eICU project proposal was submitted to ITS in 2008 and approved for implementation. This is an expansion of that same contracted work that falls within the approved maximum spend for the project.				
<b>Sole Source Certification</b> Note: Certification must be renewed for each revision or continuation of previous Sole Source Approvals.				
Specific business requirements to be met by the requested products or services: The eCareManager platform is a one of a kind health care software that enables remote monitoring of ICU patients by remote nursing staff. The coverage is in addition to the bedside nurse in the room. The eCareManager platform utilizes analytics to analyze the patients in the hospital. These analytics can point to a problem with a patient before the problem becomes worse.				
Explain why these products or services are the only ones that can meet your needs (include unique features/special functionality): Philips only allows CACI to resell the CACI ICU Room kits which are the video kits that are placed in the patient rooms.				
Explain why the source is the only entity that can provide the products or services (Include other products/vendors researched or evaluated): Philips, which is the vendor for the eCareManager platform, only allows CACI to see the ICU Room kits.				
Explain why the amount to be expended for the services is reasonable:				

**Attachment A: Customer's Sole Source Certification**

Explain what your agency did to obtain the best possible price for the services:	
Vendor's Certification of Sole Source attached: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Vendor's proposal attached: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
<b>MAGIC Vendor Code(s) Vendor must be in MAGIC before a CP-1 can be issued.</b>	
Place Order To Vendor Name: Vendor Address:	Remit To Vendor Name: Vendor Address:

By my signature, I certify that, to the best of my professional knowledge: the requested product or services are a sole source as outlined in the ITS Procurement Handbook, Rule 207.2.013-030 Procurement Types: Sole Source, and as outlined in Mississippi Code annotated Section 31-7-13. In addition, I acknowledge that there is a charge for ITS procurement services associated with this request which will be billed to the requestor by ITS and that my agency/public university is responsible for these charges/costs.

  
 Name (Agency Head or Public University CIO)/Title

Signature \_\_\_\_\_ Date \_\_\_\_\_



September 8, 2015

**Philips Healthcare**

Hospital to Home

217 E. Redwood Street

Suite 1900

Baltimore, MD 21202

410-276-1960

866-484-7428

[www.philips.com/healthcare](http://www.philips.com/healthcare)

To: Department of Finance and Administration  
University of Mississippi Medical Center

With respect to the project to expand the eICU Program at University of Mississippi Medical Center, Philips Healthcare certifies that CACI is the only party that can provide the ProConnections-based Audio/Video endpoints (consisting of an A/V server, camera, speaker/microphone, and eLert button) to work with the Philips eICU solution (eCareManager software). CACI is also the only vendor certified by Philips to install the A/V endpoints. When Philips requires a vendor to perform the installation of these endpoints, CACI is the only vendor we contract for these services, and CACI has served Philips well in this regard.

Additionally, in-room and mobile audio/video equipment utilizing the ProConnections A/V server and related peripheral devices that function exclusively with eCareManager software is available for purchase only from CACI. CACI is the only vendor that assembles, ships, and provides warranty services for these devices, and they are only compatible with the Philips eCareManager software.

Please let me know if you have any questions.

Sincerely,

A handwritten signature in black ink that reads "Joel S. Gochberg".

Joel S. Gochberg  
National Channel Director  
Philips Healthcare  
Hospital to Home

## Attachment C: Sole Source Procurement Overview

The acquisition of information technology for all state agencies and institutions of higher learning (IHLs) is within the scope of the ITS law, found in Mississippi Code Section 25-53-1, et seq., and the policies and procedures established in accordance with this statute, found in the ITS Procurement Handbook posted on the ITS website ([www.its.ms.gov](http://www.its.ms.gov)).

ITS enabling legislation requires that information technology hardware, software and services be acquired in a manner that insures the maximum of competition among all manufacturers and suppliers of such equipment and services. Accordingly, ITS promotes full and open competition through the issuance of open specifications and the objective evaluation of Interested Party proposals to determine the lowest and best offering to meet an agency's or public university's business requirements. True competition protects the integrity and credibility of purchasing in the public sector and is essential in providing best value and adequate contractual protection for the purchasing entity. In certain limited situations, information technology acquisitions may be sole-sourced.

ITS utilizes the provisions of Public Purchasing Law for Sole Source and Emergency procurements of information technology. Mississippi Public Purchasing Law (Mississippi Code Section 31-7-13) specifies that noncompetitive items available from one source only be exempted from bid requirements (sole-sourced). ITS statute, in Section 25-53-5 (p), permits ITS to utilize provisions in Public Purchasing Law or regulations, when applicable.

Per Public Purchasing law, acquisitions must meet the following criteria to be authorized as sole source:

1. The product or services being purchased must perform a function for which no other product or source of services exists,
2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services, AND
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services. The vendor's correspondence regarding this criterion for this project is included as Attachment B.

By polICU as documented in the ITS Procurement Handbook, acquisitions of IT services must include the following information to be authorized as sole source:

1. An explanation about why the amount to be expended is reasonable, and
2. An explanation regarding the efforts by the purchaser to obtain the best possible price.

For state agencies, approval of all technology purchases with a lifecycle cost of \$5,000 or less, including sole source purchases, has been delegated to the agency. The ITS Procurement Limits Policies for Agencies (a section in the ITS Procurement Handbook) require a minimum of two competitive written bids or proposals for technology purchases with a lifecycle cost over \$5,000 but not over \$50,000 (not over \$25,000 for projects funded by the American Recovery and Reinvestment Act). Since, for single source items, the procuring agency will be unable to obtain two written bids, ITS must certify all sole source acquisitions of information technology with a lifecycle cost greater than \$5,000.

Institutions of Higher Learning (IHLs) or public universities have been delegated the authority to certify sole source procurements up to \$250,000 lifecycle cost under the ITS Procurement Limits Policies for IHLs (a section in the ITS Procurement Handbook). For the certification of sole source procurements delegated to the CIOs at public universities, the public university must follow ITS' Sole Source Procedure, including advertisement of the intent to award as sole source. Institutions certifying a sole source purchase must ensure the criteria listed above are met and documented in

## Attachment C: **Sole Source Procurement Overview**

writing by the institution and the Interested Party prior to certifying a product or service as sole source. Sole source documentation must be reviewed and approved by the IHL's CIO for any sole-source certification above \$5,000. All sole source documentation should be retained in the public university's procurement file. Sole source requests above \$250,000 lifecycle cost require ITS approval.

Other than the delegations outlined above, all sole source technology procurements must be certified by ITS. The customer's Sole Source Certification Request for this project is included as Attachment A.

ITS thoroughly reviews Sole Source Certification Requests, determining if competing products and/or services exist. If so, ITS conducts a competitive procurement. If ITS' review confirms the sole source, then a Sole Source advertisement is issued, giving other Interested Parties an opportunity to identify competing products and/or services. Based upon the results of the Sole Source advertisement, ITS will either certify the request as a sole source or conduct a competitive procurement.