



Notice of Intent to Certify Sole Source

To: Interested Parties

From: Craig P. Orgeron, Ph.D.

CC: ITS Project Number 42294

Date: November 19, 2015

Re: Sole Source Certification Number 3845 for Qlik Enterprise software, maintenance and services for the University of Mississippi Medical Center (UMMC)

Contact Name: Jill Chastant

Contact Phone Number: 601-432-8214

Contact E-mail Address: Jill.Chastant@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 3845 for Qlik Enterprise software, maintenance and services for the University of Mississippi Medical Center (UMMC), please be advised that ITS intends to award the Qlik Enterprise software, maintenance and services to QlikTech, Inc., as the sole source provider in a not-to-exceed amount of \$1,871,085.32 through November 30, 2018. For an explanation regarding Mississippi state law, policy 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:

UMMC needs an analytics platform that allows for data visualization and analytics of disparate data marts, creates a single user interface within their electronic health record (EHR) that can be used to securely disseminate business intelligence tools across the enterprise. QlikTech and Epic, UMMC's EHR vendor, entered into an agreement designed to support the integration of the two. QlikTech is the only vendor offering an associative in-memory architecture that can be integrated in Epic Hyperspace, and allow for analytics to be performed by end users as part of the graphical user interface of the EHR. QlikTech also provides the only system that allows for disparate data marts to be analyzed through a single indexing engine as well as provide an enterprise level business intelligence portal with appropriate security. No other company provides associative in-memory architecture. The customer's sole source certification request is 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:

UMMC has identified the need to rapidly extend the deployment of associative analytical applications, pulling data from multiple data sources (e.g. SAP, Epic Cogito, Lawson) for analysis and research. By continuing to deploy and integrate the associative in-memory architecture across UMMC, clinical users will gain better insight into patient data in order to quickly identify trends and opportunities for patient care improvements. With an enterprise Qlik deployment, UMMC will continue to leverage their investments in Epic, Lawson and other systems in order to improve quality of patient care and satisfaction, reduce costs and improve clinical research. The platform can be integrated seamlessly with Epic. The customer's sole source certification request is 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:

QlikTech, Inc. is the developer and manufacturer of Qlik Software and is the sole source for their products. QlikTech is the only vendor offering an associative in-memory architecture that can be integrated in Epic Hyperspace, and allow for analytics to be performed by end users as part of the graphical user interface of the EHR. The vendor's sole source certification letter is included as Attachment B.

4. Explain why the amount to be expended for the services is reasonable:

Over \$15,000,000.00 of potential opportunity has been identified; however, without the QlikTech software, UMMC has not been able to determine what processes need to be addressed. The Qlik platform will give UMMC the necessary insight to realize the improvements, proving a significant return on investment.

5. Explain what your agency did to obtain the best possible price for the services:

As part of this procurement, UMMC has established enterprise pricing that gives a volume discount. UMMC has also negotiated pricing based on expected user volume, not total employees to further reduce the cost.

Schedule

Task	Date
First Advertisement Date	11/17/15
Second Advertisement Date	11/24/15
Response Deadline From Objectors	12/08/15, at 3:00 P.M. Central Time
Presentation to ITS Board	12/17/15
Notice of Award/No Award Posted	Not before 12/18/15

Project Details

The Enterprise Qlik Analytics Tool was purchased by UMMC as a sole source in 2012 for \$229,454.00. UMMC has identified the need to expand the Qlik deployment across the organization to enable employees at all levels to leverage data to drive innovative decisions that improve health sciences, research, drive patient care improvements and reduce costs.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the software, maintenance and services 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 to QlikTech, Inc.

- 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, December 8, 2015, at 3:00 p.m. (Central Time) to Jill Chastant at Jill.Chastant@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 Jill Chastant 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. 3845-42294
Accepted until December 8, 2015 @ 3:00 p.m.,
ATTENTION: Jill Chastant

If you have any questions concerning the information above or if we can be of further assistance, please contact Jill Chastant at 601-432-8214 or via email at Jill.Chastant@its.ms.gov.

- Attachment A: Customer Sole Source Certification Request
- Attachment B: Vendor Correspondence
- Attachment C: Sole Source Procurement Overview



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

Sole Source Certification Request

Project Title: Enterprise Qlik Analytics Tool Implementation				Stimulus (ARRA) Funds? Yes	No X
Customer Contact Information					
Agency/Public University: UMMC Address: 2500 North State Street, Jackson, MS 39216			Contact Person: Dr. John Showalter Phone: 601-815-6113 Fax: Email Address: jshowalter@umc.edu		
MAGIC Customer Number (only required from state agencies):			Division/Dept: Handmail: X Yes <input type="checkbox"/> No Center for Informatics and Analytics		
Project Summary Narrative Description of Project (include details of original acquisition if applicable): The University of Mississippi Medical Center has identified the need to expand the Qlik deployment across the organization to enable employees at all levels to leverage data to drive innovative decisions that improve health sciences, research, drive patient care improvements and reduce costs.					
ITS Acquisition Approval (CP-1) should be effective through this date (Please allow time for all vendor invoices to be paid): 11/30/18					
Cost Estimates Fiscal Year	Initial Costs	Ongoing Costs	Time Constraints Item Needed by: Nov 2015 Funds Expire:	Anticipated Lifecycle of Products/System (i.e. estimated years of effective use): 3 years	
Qlik Enterprise Platform Software	\$997,458.00	TBD	Discuss Funding (e.g. how much of needed funding is definite; total project budget; any matching or other non-state funds) This is the total project budget and will be paid for with healthcare operational funds.		
Maintenance	\$538,627.32	TBD			
Training	\$35,000.00	TBD			
Consulting	\$300,000.00	TBD			
Total	\$1,871,085.32				
Acquisition Details					
Items Requested	Quantity	Description		Building Location(s)	
Qlik Enterprise Platform	1 (~3,000 users)	Data visualization and analytics tool		N/A	
Maintenance	3 years	Software and infrastructure support		N/A	
Training	50 (\$700/unit)	Designer, development, administration and end-user training		N/A	
Consulting Services	1	Services include, but not limited to: application scoping, build, interface, data modeling, testing and validation coordination		N/A	
Describe platform & infrastructure (connectivity; software/hardware platforms; utilization of State Data Center resources: mainframe, eGovernment portal, payment engine, document management, hosting). QlikTech will provide UMMC with QlikView Enterprise Edition Services, Test Servers, Publisher, Nprinting Production and Test Servers, SAP connector and test connector, and Qlik Sense production and Test Servers ("Server Licenses"). QlikTech will provide UMMC with the ability to deploy up to 3,000 users across UMMC.					
Progress to Date: What has been done related to this project, including any communication with ITS staff (data/voice/procurement/other)? UMMC worked with the vendor to identify business needs to expand UMMC Qlik infrastructure and licenses, developing a Statement of Work and initial Contract draft.					
Sole Source Certification 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: UMMC has identified the need to rapidly extend the deployment of associative analytical applications pulling data from multiple data sources (e.g. SAP, Epic Cogito, Lawson, Etc.) for analysis and research. By continuing to deploy and integrate associative in-memory architecture Epic across UMMC, clinical users will gain better insight into patient data in order to quickly identify trends and opportunities for patient care improvements. With an enterprise Qlik deployment, UMMC will continue to leverage their investments in Epic, Lawson and other systems in order to improve quality of patient care and satisfaction, reduce costs and improve clinical research.					
Explain why these products or services are the only ones that can meet your needs (include unique features/special functionality): UMMC needs an analytics platform that allows for data visualization and analytics of disparate data marts, creates a single user interface within our electronic health record (EHR) and can be used to securely disseminate business intelligence tools across the enterprise. QlikTech is the only vendor that supplies a data visualization and analytic platform that integrates with our EHR, Epic, and allows for analytics to be performed by end users as part of the graphical user interface of the EHR. QlikTech also provides the only system that					

allows for disparate data marts to be analyzed through a single indexing engine as well as providing an enterprise level business intelligence porta with appropriate security.

Explain why the source is the only entity that can provide the products or services (Include other products/vendors researched or evaluated): The Qlik Visual Analytics Platform is the only associative in-memory Business Intelligence (BI) platform that empowers you to see the whole story that lives within your data, is integrated with Epic and is specifically unique in a few area:

- 1) The Associative Architecture – The Qlik platform powered by a unique indexing engine enables users to probe all of the possible associations that exist in their data, across all of their data sources.
- 2) In-Memory Technology – The Qlik Platform addresses a broad set of analytics requirements from simple reporting and altering, to Guided Analytics, Self-Service Discovery and Collaboration. This approach not only allows you to meet broad requirements, but also enables enterprise governance with a common analytics engine, and allows you to embed and extend visual analytics into other systems as part of your user natural work flow.
- 3) Epic Integration – Epic allows direct use of the Qlik Analytics Platform within Hyperspace, including the ability to launch activities from Qlik such as a patient's chart or billing account.
- 4) Consulting Services with Custom, Epic Integrated Applications – Deer Epic expertise with custom applications tailored to your needs. Qlik analytic consulting services can solve complex problems in 30-90 days with full Epic integration.

Explain why the amount to be expended for the services is reasonable:

Over \$15,000,000.00 of potential opportunity has been identified; however, without the QlikTech software UMMC has not been able to determine what processes need to be addressed. The Qlik platform will give us the necessary insights to realize the improvements, proving a significant return on investment.

Explain what your agency did to obtain the best possible price for the services:

As part of this procurement, UMMC has established enterprise pricing that gives a volume discount. UMMC has also negotiated pricing based on expected user volume, not total employees to further reduce the cost.

Vendor's Certification of Sole Source attached: Yes No Vendor's proposal submitted: Yes No

MAGIC Vendor Code(s) Vendor must be in MAGIC before a CP-I can be issued.

Place Order To

Vendor Name: QlikTech Inc.
Vendor Address: 150 N. Radnor Chester Road, Ste E120
Radnor, PA 19087

Remit To

Vendor Name: QlikTech Inc.
Vendor Address: 150 N. Radnor Chester Road, Ste E120
Radnor, PA 19087

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.

Ellen T. Swoboda / Asst. CIO
Name (Agency Head or Public University CIO)/Title

[Signature] 11/18/2015
Signature Date

Attachment B



Via E-Mail Delivery

November 12, 2015

MS Department of Information Technology Services
3771 Eastwood Drive
Jackson, MS 39221

To Whom it May Concern

This letter has been written to confirm that Qlik software (the "Software"), including Qlik Sense and QlikView, are sole source products. The Software is developed and manufactured solely by Qlik and licensed to end-users in the United States exclusively by QlikTech Inc. Qlik is the only vendor offering an associative in-memory architecture that can be integrated in Epic Hyperspace, and allow for analytics to be performed by end users as part of the graphical user interface of the Electronic Health Records.

In this particular case, the University of Mississippi Medical Center is already a direct customer of Qlik and is looking to add additional licenses and user capacity to an existing QlikView deployment (Software that is currently directly supported by Qlik).

If you desire additional information, please contact Stacey Springsteen at 727.278.9827, or by e-mail at stacey.springsteen@qlik.com.

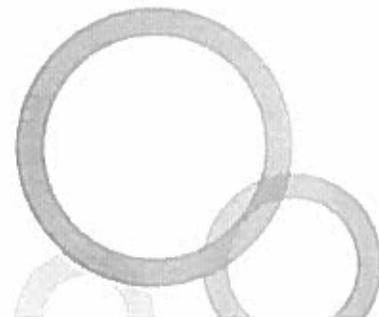
Sincerely,

A handwritten signature in cursive script, appearing to read "Roseann Felici".

Roseann Felici
Vice-President of Finance
QlikTech Inc.

150 N. Radnor Chester Road
Suite E-120
Radnor, PA 19087

qlik.com



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).

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 policy 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 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.

Attachment C: Sole Source Procurement Overview

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.