
Notice of Intent to Certify Sole Source

To: Interested Parties
From: David C. Johnson
CC: ITS Project Number 46228
Date: April 20, 2021
Re: Sole Source Certification Number 4376 to provide EPSi application software support and upgrade for the University of Mississippi Medical Center (UMMC)
Contact Name: Robert Martinez
Contact Phone Number: 601-432-8002
Contact E-mail Address: Robert.Martinez@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 4376 for the University of Mississippi Medical Center (UMMC), please be advised that ITS intends to award Strata Decision Technology, LLC as the sole source provider of EPSi application software support and upgrade through June 30, 2023, in an amount not to exceed \$315,750.00. Please be advised that ITS will determine if additional upgrades, services, or support are within scope during the certification period and may increase the spending authority accordingly. Should Strata Decision Technology, LLC change their name during this certification period, then ITS will determine if a recertification is necessary. 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 acquired the EPSi application software in 2008 to provide Budgeting, Cost Accounting, and Productivity functions not available with the then-current Lawson General Ledger system or its current Workday system. EPSi gets data feeds from both Epic (billing data) and Workday (general ledger and payroll), and uses this information to create the institution's budget for use in cost accounting. EPSi also provides cost accounting, labor productivity, product line analysis, and contract modeling. EPSi uses the only health care financial performance application architected and built on a single SQL data model. The current Silverlight platform for EPSi will no longer be supported by Microsoft, necessitating a platform upgrade. The customer's sole source certification request is included as Attachment A.

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

EPSi is the decision support/reporting tool that, in addition to the budget and cost accounting functions, provides an open SQL platform that has allowed UMMC to build custom reports, applications, and ETL (Extract, Transform and Load) processes required by senior administration. A significant number of these custom applications and reports have been built around the SQL table structures within EPSi. Over thirteen years of experience, customizations, and integration into UMMC's financial and operational processes have been invested to achieve efficient performance using this system. The customer's sole source certification request is included as Attachment A.

- 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:

All development, support, upgrades, and services for the EPSi product are provided directly to clients from Strata Decision Technology employees. The EPSi product is not sold through a reseller and can only be licensed, implemented, and supported directly by Strata Decision Technology, LLC, along with any upgrades and support. The Vendor's sole source certification letter is included as Attachment B.

- Explanation of why the amount to be expended for the services is reasonable.

Microsoft announced that they would end support for their Silverlight application framework plugin for Internet Explorer, which EPSi is currently built on. UMMC requires a platform upgrade that will move EPSi away from Silverlight, so that the browser-based solution can be run in multiple browsers besides Internet Explorer, currently the only browser supporting Silverlight. UMMC feels that the upgrade price is reasonable because of the impact it will have if not upgraded from the current version 18.3 to version 21. In addition to this update, UMMC will receive 8 hours of enhancement training services for 10 UMMC attendees.

- Explanation of what the agency did to obtain the best possible price for these services.

UMMC had discussions with their Strata representative and were able to waive some of the larger expenses, for example the current-state assessment was waived due to EPSi already having completed a current state assessment on the system within the last few years. Along with this waiver, UMMC was able to negotiate a significant reduction of \$26,500.00.

Schedule

Task	Date
First Advertisement Date	04/20/21
Second Advertisement Date	04/27/21
Response Deadline From Objectors	05/05/21 at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 05/06/21

Project Details

In April 2008, UMMC received ITS approval to acquire Eclipsys Sunrise Decision support software as a sole source from Eclipsys for five years. In 2010, Eclipsys merged with Allscripts. In April 2013, UMMC received ITS Board approval to continue the Agreement with Allscripts (formerly Eclipsys) for licensing and support of the Allscripts software, and a Master Acute Client

Agreement was executed for five years. In May 2018, on behalf of UMMC, ITS issued Notice of Intent to Certify Sole Source Number 4101, for Allscripts application software, maintenance, and services. No objections were received and ITS certified the request as sole source through June 30, 2021.

In June 2020, Strata Decision Technology acquired EPSi from Allscripts. UMMC wishes to extend their Agreement for two years through June 30, 2023, and to upgrade their EPSi software to version 21.1. The spend to date is \$3,093,970.43.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the EPSi application software support and upgrade 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 Strata Decision Technology, LLC.

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 Wednesday, May 5, 2021, at 3:00 p.m. (Central Time) to Robert Martinez at Robert.Martinez@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 Robert Martinez 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:

<p style="text-align: center;">SUBMITTED IN RESPONSE TO Sole Source Certification No. 4376-46228 Accepted until May 5, 2021 @ 3:00 p.m., ATTENTION: Robert Martinez</p>

If you have any questions concerning the information above or if we can be of further assistance, please contact Robert Martinez at 601-432-8002 or via email at Robert.Martinez@its.ms.gov.

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

Sole Source Certification Request

Project Title: EPSi		Stimulus (ARRA) Funds? Yes_ No_X_	
Customer Contact Information			
Agency/Public University: University of Mississippi Medical Center Address: 2500 North State Street, Jackson, MS 39216		Contact Person: Lydia Ory Phone: 601-815-5275 Email Address: lory@umc.edu	
MAGIC Customer Number (only required from state agencies):		Division/Dept.: Handmail: <input type="checkbox"/> Yes <input type="checkbox"/> No	
Project Summary Narrative Description of Project (include details of original acquisition if applicable): In May 2008, UMMC purchased the Allscripts EPSi application as a sole source from Eclipsys Corporation for five years. In 2010, Eclipsys merged with Allscripts. In April 2013, UMMC received ITS Board approval to continue the Agreement with Allscripts. In May 2018, on behalf of UMMC, ITS issued Notice of Intent to Certify Sole Source Number 4101, for Allscripts application software, maintenance, and services. No objections were received and ITS certified the request as sole source through June 30, 2021. In June 2020, Strata Decision Technology acquired EPSi from Allscripts. UMMC requests to extend the agreement for two years through June 30, 2023.			
ITS Acquisition Approval (CP-1) should be effective through this date (Please allow time for all vendor invoices to be paid):			
Cost Estimates Fiscal Year	Initial Costs	Ongoing Costs	Time Constraints Item Needed by: Funds Expire:
FY22	\$16,550.00	\$149,600.00	Anticipated Lifecycle of Products/System (i.e. estimated years of effective use): Discuss Funding (e.g. how much of needed funding is definite; total project budget; any matching or other non state funds).
FY23		\$149,600.00	
Total		\$315,750.00	
Acquisition Details			
Items Requested	Quantity	Description	Building Location(s)
Budget Manager Support Fee			
Cost Manager Support Fee			
Product Line Analyst Support Fee			
Strategic Product Budgeting Support Fee			
Productivity Manager Support Fee			
EPSi Upgrade to 21.1			
Describe platform & infrastructure (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 eCareManager server platform is hosted on virtual servers located within the UMMC server farm located at the State Data Center. The in-room A/V equipment is located in the ICU rooms at both the University of Mississippi Medical Center- Jackson campus and the University of Mississippi Medical Center- Grenada campus.			
Progress to Date: What has been done related to this project, including any communication with ITS staff (data/voice/procurement/other)? No previous contact with ITS staff has occurred.			
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: EPSi is the decision support/reporting tool that, in addition to the budget and cost accounting functions, provides an open SQL platform that has allowed UMMC to build custom reports, applications, and ETL (Extract, Transform and Load) processes required by senior administration. A significant number of these custom applications and reports have been built around the SQL table structures within EPSi. Over thirteen years of experience, customizations, and integration into UMMC's financial and operational processes have been invested to achieve efficient performance using this system.			
Explain why these products or services are the only ones that can meet your needs (include unique features/special functionality): UMMC acquired the EPSi application software in 2008 to provide Budgeting, Cost Accounting, and Productivity functions not available with the then-current Lawson General Ledger system or its current Workday system. EPSi gets data feeds from both Epic (billing data) and Workday (general ledger and payroll), using this information to create the institution's budget for use in cost accounting. EPSi also provides cost accounting, labor productivity, product line analysis, and contract modeling. EPSi uses the only health care financial performance application architected and built on a single SQL data model. The current Silverlight platform for EPSi will no longer be supported by Microsoft, necessitating a platform upgrade.			
Explain why the source is the only entity that can provide the products or services (Include other products/vendors researched or evaluated): All development, support, upgrades, and services for the EPSi product are provided directly to clients from employees. The EPSi product is not sold through a reseller and can only be licensed, implemented, and supported directly by Strata Decision Technology, LLC, along with any upgrades and support.			
Explain why the amount to be expended for the services is reasonable: Microsoft announced that they would end support for their Silverlight application framework plugin for Internet Explorer, which EPSi is currently built on. UMMC requires a platform upgrade that will move EPSi away from Silverlight, so that the browser-based solution can be run in multiple browsers besides Internet Explorer, currently the only browser supporting Silverlight. UMMC feels that the upgrade price is reasonable because of the impact it			

will have if not upgraded from the current version 18.3 to version 21. In addition to this update, UMMC will receive 8 hours of enhancement training services for 10 UMMC attendees.	
Explain what your agency did to obtain the best possible price for the services: UMMC had discussions with their Strata representative and were able to waive some of the larger expenses, for example the current-state assessment was waived due to EPSi already having completed a current state assessment on the system within the last few years. Along with this waiver, UMMC was able to negotiate a significant reduction of \$26,500.00.	
Vendor's Certification of Sole Source attached: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Vendor's proposal submitted: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
MAGIC Vendor Code(s) Vendor must be in MAGIC before a CP-1 can be issued.	
Place Order To	Remit To
Vendor Name: Strata Decision Technology, LLC	Vendor Name: Strata Decision Technology, LLC
Vendor Address: 200 East Randolph Street, 49 th Floor, Chicago, IL 60601	Vendor Address: PO Box 945911, Atlanta, GA 30394-5911

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 Swartz/CIO Applications
Name (Agency Head or Public University CIO)/Title

[Handwritten Signature]
Signature

4/9/2021
Date



200 East Randolph
49th Floor
Chicago, IL 60601

312.726.1227
www.stratadecision.com

December 4, 2020

University of Mississippi Medical Center
159 Susan Circle
Calhoun City, Mississippi 38916

To Whom It May Concern:

EPSi, a software product owned and supported by Strata Decision Technology, LLC ("Strata"), has been installed and in productive use for over ten (10) years at the University of Mississippi Medical Center ("UMMC"). With EPSi, UMMC uses the only health care financial performance application architected and built on a single SQL data model. On this single platform, EPSi has seamlessly integrated Operating Budget, Long Range Financial Planning, New Program/Service Modeling, Labor Productivity Reporting, and Cost Accounting with Service Line Analysis into one database.

UMMC, with EPSi, is able to integrate and leverage the value in upstream data sources like financial data from GL, Payroll, AP, Materials Management and detail patient encounter data from EMR and Patient Accounting solutions. EPSi accepts the data one time via ETL and repurposes the same source data files across all applications in the EPSi solution. This single source of truth approach eliminates duplicate interfaces, duplicate auditing of data, and significant reduction in system maintenance compared. Without EPSi, UMMC would have to implement, support and maintain multiple non-integrated applications in the areas of Operating Budgeting, Long Range Planning, Labor Productivity Reporting, and Cost Accounting with Service Line Analysis reporting.

The business objectives EPSi has enabled UMMC to achieve include comprehensive integrated monthly financial and performance reporting, pro-forma financial modeling, enterprise budgeting and custom clinical service line analysis and reporting. In addition, EPSi's unique SQL open platform allows UMMC Decision Support staff to develop ever changing and custom applications required by senior administration. This has allowed significant automation of routine tasks resulting in direct cost savings. Because of the degree to which EPSi's functionality has been integrated into UMMC's Financial and Operational Management processes and infrastructure, a change of products at this time would be extremely disruptive and costly.

Strata is based in Chicago, IL. All development, support and services for the EPSi product are provided directly to Strata clients from Strata employees. The EPSi product is not sold through a reseller and can only be licensed, implemented and supported directly by Strata.

Please contact me if you have any further questions.

Sincerely,
Strata Decision Technology, LLC

BY

A handwritten signature in black ink, appearing to read "John Martino", written over a horizontal line.

John Martino
COO/CFO

Attachment C

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.

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.