
Notice of Intent to Certify Sole Source

To: Interested Parties

From: David C. Johnson

CC: ITS Project Number 4

Date: August 2, 2022

Re: Sole Source Certification Number 4487 to provide OBIX Perinatal Data System for the University of Mississippi Medical Center (UMMC).

Contact Name: Jasmine Grice

Contact Phone Number: 601-432-8198

Contact E-mail Address: jasmine.grice@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 4487 for the University of Mississippi Medical Center (UMMC), please be advised that ITS intends to award Clinical Computer Systems, Inc. (CCSI) as the sole source provider of OBIX Perinatal Data System through November 30, 2025, in an amount not to exceed \$506,394.00 Please be advised that ITS will determine if additional licenses, enhancements, upgrades, support, and equipment are within scope during the certification period and may increase the spending authority accordingly. Should Clinical Computer Systems, Inc. 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 B: 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 OBIX system is a perinatal data system that provides complete, electronic fetal monitoring in central, bedside, or remote locations. What makes the software unique are its Fetal Heart Rate (FHR) Tool, Non-Latching Alerts, and true enterprise configuration. The FHR tools assist clinicians with the ability to apply National Institute of Child Health and Human Development (NICHD) definitions with clarity during the assessment of FHR baseline, variability, accelerations, and decelerations. The Non-Latching Alerts reduce nursing alarm fatigue by self-correcting after monitored for a certain amount of time. Because of the true enterprise configuration, data is stored centrally while each facility operates independently. During network outages, the facilities continue to work in the

system, and when access to the central network is regained, the OBIX system syncs to the central storage so that the centrally stored data is updated. Clinical Computer Systems, Inc. employees and engineers are the only ones who support OBIX. They do not farm-out their support to any third-party. Their software and support are proprietary.

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

Labor and Delivery will meet patient care standards by having OBIX software that is serviced and maintained by Clinical Computer Systems, Inc. The OBIX system provides complete central, bedside, and remote electronic fetal monitoring while enhancing workflow supporting standards of care, presenting full patient assessments, and improving communications between care providers. The OBIX software is integrated with UMMC’s EPIC system so that information between the two systems can be shared and so that users can review and monitor data without having to switch patient views in two systems.

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:

OBIX is sold exclusively by Clinical Computer Systems, Inc. The software support services for OBIX are available only through Clinical Computer Systems, Inc. Clinical Computer Systems, Inc is the only provider of technicians or other personnel certified to provide user support and technical service to OBIX. The Vendor’s sole source certification letter is included as Attachment A.

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

This cost is the standard amount for monitoring, maintaining, and supporting this type of product in Labor and Delivery.

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

The price is based on the expected number of births per year. The vendor’s price is increasing 3% per year instead of a 5% increase per year.

Schedule

Task	Date
First Advertisement Date	08/02/2022
Second Advertisement Date	08/09/2022
Response Deadline From Objectors	08/16/2022 at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 08/17/2022

Project Details

UMMC began using OBIX from Clinical Computer Systems (CCSI) in 2010. At the time, it was purchased under a GPO agreement (Novation CE50146). In 2011, UMMC amended the agreement to obtain the Standard OBIX Epic Integration Package to interface with UMMC’s health information system. In 2015, UMMC and CCSI extended the agreement to continue software support and upgrades. In 2020, UMMC continued with software support through a sole source procurement through 9/30/2022. UMMC has an active agreement with Clinical Computer Systems, Inc. (CCSI). With this project, the estimated total life cycle cost is \$1,468,087.60.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the OBIX Perinatal Data System 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 Clinical Computer Systems, 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, August 16, 2022, at 3:00 p.m. (Central Time) to Jasmine Grice at jasmine.grice@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 Jasmine Grice to verify the receipt of their Responses. Responses received after the deadline will be rejected.

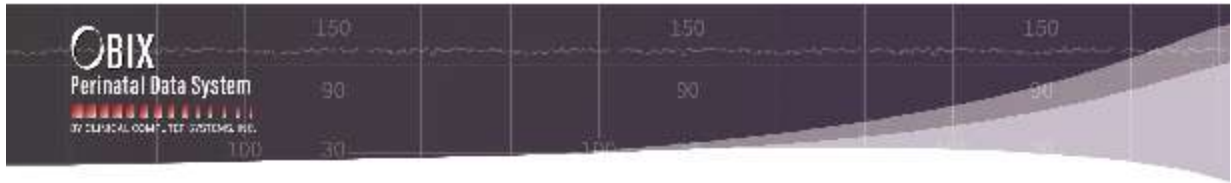
1.4 Interested Party responses should include the following information:

<p style="text-align: center;">SUBMITTED IN RESPONSE TO Sole Source Certification No. 4487-47098 Accepted until August 16, 2022 @ 3:00 p.m., ATTENTION: Jasmine Grice</p>

If you have any questions concerning the information above or if we can be of further assistance, please contact Jasmine Grice at 601-432-8198 or via email at jasmine.grice@its.ms.gov.

Attachment A: Vendor Correspondence

Attachment B: Sole Source Procurement Overview



March 24, 2022

University of Mississippi Medical Center
Suite WC106
2500 N. State Street
Jackson, MS 39215

Re: Sole Supplier OBIX Perinatal Data System Software and Support Services

Dear University of Mississippi Professional:

Please be advised that Clinical Computer Systems, Inc. ("CCSI") designs, develops, distributes and supports the OBIX perinatal data system software ("OBIX") as a premise or cloud-based product. OBIX is sold exclusively by CCSI. The software support services for OBIX are available only through CCSI. CCSI is the only provider of technicians or other personnel certified to provide user support and technical service to OBIX.

Please contact me at [803-394-2092](tel:803-394-2092) if you have any questions or require any additional information.

Thank you.

Sincerely,

Kevin Menges

Kevin Menges
Southeast Regional Sales Manager

Attachment B

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 A.

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.

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.