SOLE SOURCE POSTING

March 27, 2024

Bates Technical College, contemplates awarding a sole source contract with Medical Shipment LLC for the procurement of the Pyxis MedStation ES System for our nursing simulation laboratory.

Bates Technical will utilize this system in an educational setting to prepare our students for the workforce. Preparing students with knowledge of the system is fundamental for maintaining a world class simulation lab. Maintaining such a lab is an aspect of our accreditation, a benefit to our students, and a benefit to our community.

Bates will enter into contract for the 6-drawer system, software and faculty. The contract will be issued on or after April 10, 2024. The cost of this contract is $56,997.00.

Offerors contemplating the above requirements are required to submit capability statements detailing their ability to meet the state's requirements within five (5) working days of this announcement.

Capability statements should address the following requirements:

- Pyxis MedStation ES 6-drawer Main with 1-year warranty
- Pyxis MedStation ES Single Column Aux with 1-year warranty
- Pyxis MedStation ES Enterprise Software with 1-year warranty
- Installation and Training for the Pyxis MedStation System

In the absence of other qualified sources, it is Bates Technical College's intent to make a sole source award of the contract. To submit capability statements or for questions, contact:

Contact Name: Kimberly Herring
E-mail: kherring@batestech.edu
Phone: 253-680-7155

Purchase Order

BATES TECHNICAL COLLEGE
1101 Yakima Avenue
Tacoma WA 98405-4831
United States

Approved		Dispatch Via Print
Purchase Order	**Date**	**Revision**
WA280-0000001514	03-27-2024	
Payment Terms	**Freight Terms**	**Ship Via**
Net 30	Destination	COMMON
Buyer	**Phone/ Email**	**Currency**
Kimberly Herring	KHERRING@BATESTECH.EDU	USD

Supplier: V000030947
Medical Shipment LLC
3750 Industrial Avenue Ste B
Rolling Meadows IL 60008-1033
United States

Ship To: 1101 South Yakima Ave
Tacoma WA 98405-4895
United States

Attention: See Detail Below

Bill To: 1101 South Yakima Ave
Tacoma WA 98405
United States

Tax Exempt? N **Tax Exempt ID:** **Replenishment Option:** Standard

Line-Sch	Item/Description	Mfg ID	Quantity	UOM	PO Price	Extended Amt	Due Date
1 - 1	Product: 15018, Pyxis MedStation ES Enterprise Software, 1-Year Warranty, 1/each.		1.00	EA	13999.00	13999.00	06/28/2024
					SUT Code: 2717 (10.3%)	1441.90	
					Attention: Bldg C 103		
					Schedule Total	15440.90	
					Item Total	15440.90	
2 - 1	Number: 150119, Pyxis MedStation ES 6-Drawer Main, 1-Year Warranty, 1/each.		1.00	EA	31999.00	31999.00	06/28/2024
					SUT Code: 2717 (10.3%)	3295.90	
					Attention: Bldg C 103		
					Schedule Total	35294.90	
					Item Total	35294.90	
3 - 1	Number: 150123, Pyxis MedStation ES Single Column Aux, 1-Year Warranty, 1/each.		1.00	EA	10999.00	10999.00	06/28/2024
					SUT Code: 2717 (10.3%)	1132.90	
					Attention: Bldg C 103		
					Schedule Total	12131.90	
					Item Total	12131.90	
					Total SUT Code 2717 (10.3%)	5870.70	

This Purchase Order is issued for the above items only. Terms: 30. The

Unauthorized

Purchase Order

BATES TECHNICAL COLLEGE

1101 Yakima Avenue
Tacoma WA 98405-4831
United States

Approved		Dispatch Via Print
Purchase Order WA280-0000001514	**Date** 03-27-2024	**Revision**
Payment Terms Net 30	**Freight Terms** Destination	**Ship Via** COMMON
Buyer Kimberly Herring	**Phone/ Email** KHERRING@BATESTECH.EDU	**Currency** USD

Supplier: V000030947
Medical Shipment LLC
3750 Industrial Avenue Ste B
Rolling Meadows IL 60008-1033
United States

Ship To: 1101 South Yakima Ave
Tacoma WA 98405-4895
United States

Attention: See Detail Below

Bill To: 1101 South Yakima Ave
Tacoma WA 98405
United States

Tax Exempt? N **Tax Exempt ID:** **Replenishment Option:** Standard

Line-Sch	Item/Description	Mfg ID	Quantity	UOM	PO Price	Extended Amt	Due Date

Purchase Order number MUST appear on all invoices. The total is not to exceed the amount of this Purchase Order. F.O.B. Destination.

Total PO Amount 62867.70

Unauthorized

10020 Pacific Mesa Blvd.
San Diego, CA 92121
BD.com

January 3, 2024

To whom it may concern:

Please note that CareFusion Solutions, LLC, a BD subsidiary, is the manufacturer, and Medical Shipment, LLC, a sole reseller of Sales and Service for the BD Pyxis™ MedStation™ ES and BD Pyxis™ SupplyStation system products for Nursing Schools within the United States. We do not contract with 3rd party providers for these activities, other than the BD Field Service Technician affiliates who are contracted to act only on our behalf at our direction for the service of BD Pyxis™ devices. This letter remains in effect until December 31, 2024.

Should you have any further questions or require additional information, please contact us at your convenience.

Sincerely,

William Hertz

William Hertz
Sr. Director, MMS US Region Marketing

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Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

Sole Source CONTRACT Filing Justification Template

Use the following justification template for preparing to file sole source contracts in the Sole Source Contracts Database (SSCD). Once completed, copy and paste the answers into the corresponding SSCD question and answer fields. You will also need to include a copy of this completed form in the documents you post to your agency website and in WEBS.

What is a sole source contract?

"Sole source" means a contractor providing goods or services of such a unique nature or sole availability at the location required that the contractor is clearly and justifiably the only practicable source to provide the goods or services. (RCW 39.26.010)

Unique qualifications or services are those which are highly specialized or one-of-a-kind.

Other factors which may be considered include past performance, cost-effectiveness (learning curve), and/or follow-up nature of the required goods and/or services. Past performance alone does not provide adequate justification for a sole source contract. Time constraints may be considered as a contributing factor in a sole source justification however will not be on its own a sufficient justification.

Why is a sole source justification required?

The State of Washington, by policy and law, believes competition is the best strategy to obtain the best value for the goods and services it purchases, and to ensure that all interested vendors have a fair and transparent opportunity to sell goods and services to the state.

A sole source contract does not benefit from competition. Thus the state, through RCW 39.26.010, has determined it is important to evaluate whether the conditions, costs and risks related to the proposal of a sole source contract truly outweigh forgoing the benefits of a competitive contract.

Providing compelling answers to the following questions will facilitate the evaluation.

Specific Problem or Need

- What is the business need or problem that requires this contract?
  Answer: The nursing simulation lab's Pyxis MedStation is obsolete; it has broken hardware that cannot be replaced as parts are not accessible and runs on software that cannot be maintained as windows no longer supports the operating system. An updated Pyxis is fundamental for maintaining a world class simulation lab. Maintaining such a lab is a program goal, an aspect of our accreditation, a benefit to our students, and a benefit to our community.

Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

Sole Source Criteria

- Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.
  Answer: Medical Shipment LLC is the sole reseller of the Pyxis MedStation in the educational setting.

- What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable? Provide a narrative description of the agency's due diligence in determining the basis for the sole source contract, including methods used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; contacting similar service providers; and reviewing statewide pricing trends and/or agreements. Include a list of businesses contacted (if you state that no other businesses were contacted, explain why not), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.
  Answer: The nursing staff and faculty questioned agreed that in the past ten years, nearly every place they have worked or provided clinical instruction in the region has used a Pyxis MedStation. The one exception was a single nursing home. To prepare our students for the workforce, a Pyxis MedStation is the only appropriate option. This framework is further supported by the knowledge that the Pyxis MedStation is used in the nursing programs in community and technical colleges throughout the state, including Edmonds College, Pierce College, Renton Technical College, Seattle Central College, South Puget Sound Community College, Spokane Community College, Tacoma Community College, and Yakima Valley College.

- What considerations were given to providing opportunities in this contract for small business, including but not limited to unbundling the goods and/or services acquired.
  Answer: Minimal. It was clear from the start that this specific program need could not be met by small business.

- Provide a detailed and compelling description that includes quantification of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).
  Answer: Users will have to learn this updated system, the system requires specific server specs, users may face technical difficulties during use, and the product could need hardware or software repairs, upgrades, etc. Medical Shipment LLC includes user education upon installation, provides a detailed server prerequisite form, offers 24/7 IT support through the manufacturer, includes a year warranty on the hardware and software, and offers annual warranty extensions.

- Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.
  Answer: Yes. Medical Shipment LLC has a contract with the manufacturer of the Pyxis MedStation, BD (Becton, Dickinson and Company), making them the sole reseller of the Pyxis MedStation in the educational setting. BD is the sole seller of the Pyxis MedStation in the clinical setting. Please see the vendor's sole reseller letter.

- Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines within which work must be accomplished.
  Answer: N/A

- Is the agency proposing this sole source contract because of a geographic limitation? If the proposed contractor is the only source available in the geographical area, state the basis for this conclusion and the rationale for limiting the size of the geographical area selected.
- Answer: N/A

- What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.
- Answer: Updating our Pyxis MedStation would help us maintain a world class simulation lab, maintain fidelity in the simulation setting, maintain accreditation, and prepare our students for the workforce. Failure to have this sole source filing approved simply makes doing all these things more difficult and lessens the quality of education our future nurses receive.

Sole Source Posting

- Provide the date in which the sole source posting, the draft contract, and a copy of the Sole Source Contract Justification Template were published in WEBS.

  March 27, 2024

- Were responses received to the sole source posting in WEBS?

  None to date

Reasonableness of Cost

Since competition was not used as the means for procurement, how did the agency conclude that the costs, fees, or rates negotiated are fair and reasonable? Please make

a comparison with comparable contracts, use the results of a market survey, or employ some other appropriate means calculated to make such a determination.

Answer: We compared the quote to quotes given to other Washington technical and community colleges who have bought a Pyxis MedStation over the last few years. The price we were quoted is nearly identical to the price South Puget Sound Community College and Seattle Central College paid for the same products in 2022 and 2023 respectively. Looking at the prices quoted various other schools while keeping in mind the slight changes in products bought (slightly larger, smaller, with more or fewer features, etc.) and inflation, it is clear that this is the current market price of the product.