SSCD Sole Source Contracts Database Washington State Department of Enterprise Services

Filing Summary

Approval - Contract should be filed a minimum of 15 working days prior to the proposed start date of services.

Agency: 695 - Bates Technical College

Filing Number:

Reference Number: 91408

Agency Contract Number: 695

Filed By: Kimberly Herring

DES Decision Date: Sep 22 2025

Contractor Information

Legal Name Psychology Software Tools

DBA

UBI

Address 311 23rd St, Suite 200, Pittsburg, PA USA 15215

Contract Information

Procurement Sole Source

Service Description JC Furnishings and Equipment

Contract Purpose We are getting a MRI simulator, neccessary accessories and equipment installation for a new educational program beginning in the fall of 2025.

Fund Source

Filing Number	Federal	State	Other	Total
This Filing		$86,074		$86,074
Contract Total				**$86,074**

Contract Dates

Filed Date	Start Date	End Date
	10/23/2025	11/28/2025

Contacts

Amanda Crespo	(253)680-7283	amanda.crespo@batestech.edu	In Process
Kimberly Herring	(253)680-7155	kherring@batestech.edu	In Process
Amanda Crespo	(253)680-7283	amanda.crespo@batestech.edu	Processed
Kimberly Herring	(253)680-7155	kherring@batestech.edu	Processed

Current State Employees

Not Applicable

Former State Employees

Not Applicable

Filing Justification

Specific Problem or Need

What is the business need or problem that requires this contract?

Bates is starting a new program, MRI Technology, and an MRI machine without a magnet is required for teaching this program. This nonmagnetic MRI (simulator) is considered a specialized piece of equipment because it does not contain a magnet and therefore it is not required to be in a room with the standard radiofrequency and magnetic shielding needed for a traditional MRI machine. We have only found one vendor offering a non-magnetic MRI simulator. An MRI simulator is needed for instructors to educate the students and provide hands-on experience with the machine so they can gain entry into clinician hours working alongside certified MRI techs to meet the curriculum outcomes based on the requirements set by the certifying agency American Registry of Radiologic Technologists (ARRT).

Sole Source Criteria

Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.

An MRI simulator is unique and considered specialized because it does not contain a magnet and it does not require the same room shielding specifications of a traditional MRI machine. Psychology Software Tools is a manufacturer of this specialized equipment and is the only vender/manufacturer of this specialized equipment we could find after searching through multiple avenues for 6 straight weeks but also can provide the accessories, shipping and delivery, and

specialized in-house installation in time for us to open our MRI program. This simulator is an essential piece of our curriculum for preparing and providing students with hands-on experience in this field.

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. Use DES' Market Research Template if assistance is needed.

The purchasing and instructional department have been researching over the course of the last 6 weeks with calls, emails and industry referrals. We contacted several companies - Medline, McKesson, Anatomy Warehouse, Henry Schein, Pocket Nurse, and Laerdal. None of the vendors we reached offer an MRI simulation machine. We also searched the OMWBE website, the Certified Veteran Owned directory and reached out to the local medical community.

What considerations were given to unbundling the goods and/or services in this contract, which would provide opportunities for Washington small, diverse, and/or veteran-owned businesses. Provide a summary of your agency's unbundling analysis for this contract.

We searched the OMWBE website, the Certified Veteran Owned directory and reached out to the medical community and were unable to find any vendors on these websites. In addition, DES & GPO go out to and give these companies an opportunity to bid and to the best of our research none have any contracts. Since we could not find other vendors we are unable to consider unbundling.

As part of the market research requirements, include a list of statewide contracts reviewed and/or businesses contacted, 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.

The program reached out to the following companies: GE, Siemens, Psychology Software Tools, Inc. – the only one that could provide a simulation machine rather than just software or a virtual simulator, ScanLab and Corsmed. They also reached out to local industry community for leads and no one could provide any other than the avenues they had been down. We have researched and came up with the following: DES contract search "diagnostic" Contract #26323 – McKesson Medical-Surgical Inc, contacted sales representative and was told they do not carry MRI Simulator Machine Medline Industries, LP Contacted sales representative and was told they do not carry MRI Simulator Machine DES contract search "MRI" – No results; DES contract search "Medical" Contract #19022-Henry Schein – contacted sales representative and was told they do not carry MRI simulator Machine. Sourcewell GPO search "Medical" – Laerdal Medical, - called talked to sales rep and they said they do not typically sell MRI simulators. Zoll – no MRI anything Omnia Partners Pocket nurse contract R230701 – does not have an MRI Simulator machine

Per the Supplier Diversity Policy, DES-090-06: was this purchase included in the agency's forecasted needs report?

It was in the budget, but we don't submit a forecasted needs report.

Describe what targeted industry outreach was completed to locate small and/or veteran-owned businesses to meet the agency's need?

We search the OMWBE website, and the Certified Veteran Owned directory. We were unable to find any vendors on these websites.

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).

This is a new vendor and we have never worked with them. However, the installation will be performed by their qualified technicians and they will provide on-site training. The vendor offers a 90-day return of the machine for any reason.

Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.

N/A - No.

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.

N/A - No.

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.

The American Registry of Radiologic Technologists (ARRT) is the credentialing organization for all US MRI Technicians. The ARRT requires clinician hours (working alongside certified MRI technicians) and hands-on classroom learning to be part of the curriculum for the program to be acceptable in allowing students to take the AART certifying exam. Without a non-magnetic MRI machine students would not be able to get the hands-on experience to allow them into clinical experiences which eventually will hinder them from taking the certifying exam with ARRT rendering our program useless to students.

Sole Source Posting

Agency Website Information

Posted to Agency Website on 10/2/2025.

WEBS Information

Posted to WEBS on 10/2/2025.

Response(s) to Posting on WEBS

Time has NOT expired for responding to posting and will notify DES when time expires.

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.

They are the only ones we could find that produces and sells this type of specialized equipment. We are saving money by purchasing straight from the manufacturer. The amount they quoted us includes a discount.

Attachments

PurchaseOrder3073_PsychologySoftwareTools.pdf - 119120kb

General_TCs.pdf - 142713kb

Psychology Software Tools Inc - SoleSourceNotice.pdf - 173584kb

Are any documents being sent that are not attached via this system? No

Is the contract or amendment document attached or listed above? Yes