

## Proposed Sole Source Purchase Form

For all proposed sole source requirements equal to or greater than \$20,000.00, the Requester is to complete this form to support the sole source nature of the requirement and submit to the Purchasing Department with the requisition.

Additionally, pursuant to New Mexico Procurement Law, the ENMU-Roswell Purchasing Department is required to post all proposed sole source requirements greater than the Formal Bid Limit on the ENMU-Roswell Sunshine Portal for 30 days prior to purchase of goods or services (additional pages may be attached, if necessary).

### 1. GENERAL INFORMATION.

Date of request: 2/24/2021

Name of Requester: ChrisAnne Bell

Title: Admin Assistant

Department: Health Sciences

Contact Information (phone/email): [chrisanne.bell@roswell.enmu.edu](mailto:chrisanne.bell@roswell.enmu.edu) 575-624-7235

Proposed Vendor: MedCognition, Inc.

Estimated Dollar Amount: \$25,995.00

Description of goods/services to be acquired:

A virtual reality portable system to provide adult and infant interactive scenarios. This setup will allow for a medical patient simulation and improve medical provider skills in a real life environment.

### 2. BASIS FOR SOLE SOURCE PURCHASE (Choose applicable box(es) and provide additional information).

A. Proprietary item, technology, service, only available from the proposed vendor (describe proprietary component).

MedCognition, Inc is the sole, world-wide intellectual property licensee for all the copyright and intellectual property related to the PerSim.

B. Compatibility requirement with existing item, technology, service (describe proprietary component).

MedCognition is the only provider for simulated patients into a virtually environment in real-time.

C. Renewal of support/maintenance/subscription of software, technology or other intellectual property (provide description)

D. Other basis for Sole Source (provide description).

**3. SUPPLEMENTAL DETAILS (Provide additional information as requested below)**

A. Describe in detail the unique capabilities of the proposed vendor's goods/services and/or personnel performing the work and why this constitutes the only source. Focus on what is unique about the goods/services and why no other vendor could meet your needs.

See sole source letter provided.

B. Describe the due diligence made to locate other possible sources including communications with other universities, communications with similar providers, web searches, yellow page searches, review of advertisements and trade publications, etc.

Google and other medical providers. This is the only setup that is portable.

C. List the other vendors who were contacted. Describe the specs/qualifications/criteria that the other vendors were unable to satisfy.

*Chadme Bell 2-24-2024*

Requester Signature      Date



**MedCognition, Inc. Estimate**

DATE	ESTIMATE #
2/10/2021	2020-94

MedCognition, Inc.  
 21750 Hardy Oak Blvd, Suite 104 #24426  
 San Antonio, TX 78258  
 USA

BILL TO
Eastern New Mexico University – Roswell 52 University Blvd. Roswell, NM 88203

SHIP TO
Eastern New Mexico University – Roswell 52 University Blvd. Roswell, NM 88203  jesse.davis@roswell.enu.edu 575-624-7076

Item	Description	Qty	Rate	Amt
PerSim® Base System	<ul style="list-style-type: none"> <li>· Microsoft HoloLens 2</li> <li>· PerSim® Base System HoloLens Software</li> <li>· Samsung Galaxy Tablet 10.1" x 2</li> <li>· PerSim® Base System Tablet Software</li> <li>· Tablet Case x 2</li> <li>· Wireless Router</li> <li>· 12A 6-Port USB Charger</li> <li>· USB C to USB A Male Adapter</li> <li>· Pelican 1620 Case</li> <li>· Custom Case Foam</li> </ul>	1	\$9,995.00	\$9,995.00
PerSim® Additional Headset	PerSim® Additional Headset: 1 Additional Microsoft HoloLens 2, PerSim® HoloLens Software	1	\$6,000.00	\$6,000.00
PerSim® Unlimited Content -- 1 YEAR	Access ALL PerSim® content. Renews annually	1	\$3,000.00	\$3,000.00
PerSim® Multi-Patient Capability – 1 YEAR	PerSim® Multi-Patient Capability that allows a single Base System and instructor to run multiple, different patients for a single student at one time. Renews annually.	1	\$3,000.00	\$3,000.00
Concierge Delivery	MedCognition will send a delivery specialist to your site for one business day to train you and your staff how to use PerSim.	1	\$4,000.00	\$4,000.00
SUBTOTAL				\$25,995.00
SHIPPING				\$0.00
DISCOUNT				\$0.00

TAX	\$0.00
TOTAL	\$25,995.00



MedCognition

To Whom it may concern,

MedCognition, Inc. is the sole, world-wide intellectual property licensee for all the copyright and intellectual property related to PerSim®. As a result, we are the **SOLE SOURCE PROVIDER** of this technology that uses augmented reality technology to project highly realistic 3D images of simulated patients into virtually any environment. Additionally, we are unaware of any other augmented reality medical patient simulator on the market today including Pearson, I-Simulate, VES (VR Patient), etc., that allows an instructor to control or modify all aspects of the patient simulations in real-time instead of a tightly scripted, inflexible video game format.

Specifically, the unique features MedCognition's PerSim system offers but are not limited to:

- Allows instructors to access different patient demographic groups
- Dynamic patient assessment, not specific scenarios that cannot be modified
- Real-time control over patient vital signs
- Real-time patient monitor display
- Real-time control over customizable scenarios
- No pre-scripted, pre-formatted scenarios
- Allows instructors to evaluate and log student performance
- Real-time control over patient vital signs and skin appearance
- Dynamic scenario creation and assessment management
- Portability – no other system allows for impromptu simulation training in any location or environment.

Rather than using a bulky, expensive plastic mannequin for medical training, our proprietary, copyrighted and patent pending technology permits us to project highly realistic depictions of patients into virtually any environment. It is controlled, real-time, by an instructor using our software and all fits into a portable case permitting easy transport to any learning or teaching environment. Rather than be told that a patient is breathing hard, sweating or is turning blue, our technology allows the student to see these states, observe any changes and develop critical decision-making skills foundational to clinical practice.

We look forward to working with you to bring the next generation of medical simulation technology to your institution. If you have any questions, please do not hesitate to contact me.

Kevin King, MD  
CEO, MedCognition  
210-960-0930  
kevin.king@medcognition.com

■ 18911 Hardy Oak Boulevard  
Suite #141  
San Antonio, TX 78258

■ +1 210.960.0930  
■ [www.medcognition.com](http://www.medcognition.com)

## Merchant, Charlee

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**From:** Davis, Jesse  
**Sent:** Wednesday, February 24, 2021 10:34 AM  
**To:** Merchant, Charlee; Dixon, Traci  
**Subject:** Fwd: PerSim Quote / Introduction  
**Attachments:** image006.png; image003.png; image004.png; image005.png; sole source justification.pdf

Jesse N. Davis, MEd, NRP, I/C  
EMS Program Director  
ENMU-Roswell EMS Education Program  
575-624-7076

Begin forwarded message:

**From:** Bobby Sporman <bobby.sporman@medcognition.com>  
**Date:** February 24, 2021 at 10:24:27 MST  
**To:** "Davis, Jesse" <Jesse.Davis@roswell.enmu.edu>  
**Subject:** RE: PerSim Quote / Introduction

Hi Jesse,

Hope all is well. Yes, we are sole source. I have attached the referenced PDF which will be helpful. Please let me know if I can help with anything else. Also, please feel free to call me at any time, it would be great to get acquainted and I can learn more about you and your program.

Thank you

**Bobby Sporman** | Account Executive  
A: 21750 Hardy Oak Blvd., Ste 104 #24426, San Antonio, TX 78258  
P: Cell +1.210.986.6329 | Office +1.210.960.0038 Ext. 202  
W: [www.medcognition.com](http://www.medcognition.com)

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**From:** Davis, Jesse <Jesse.Davis@roswell.enmu.edu>  
**Sent:** Wednesday, February 24, 2021 12:18 PM  
**To:** Bobby Sporman <bobby.sporman@medcognition.com>  
**Subject:** Re: PerSim Quote / Introduction

Bobby,

Can you tell me if you are considered sole source. Based on the price, if not I will need to find 2 other vendors to Quote as well.

Thanks

Jesse N. Davis, MEd, NRP, I/C  
EMS Program Director  
ENMU-Roswell EMS Education Program  
575-624-7076

On Feb 10, 2021, at 13:20, Bobby Sporman <[bobby.sporman@medcognition.com](mailto:bobby.sporman@medcognition.com)> wrote:

Hi Jesse,

I hope all is well. I would like to introduce myself. My name is Bobby Sporman and I am the Account Executive, in your region, here at MedCognition. Attached I have provided the quote you requested from Shay as well as our current price sheet. It would be great to connect over the phone for 10 minutes, so I can formally introduce myself and have the opportunity to learn more about you. Also, if you are interested, I can provide a virtual demo to highlight some new key features along with the new Microsoft HoloLens 2. Feel free to contact me at anytime with questions or concerns. I look forward to speaking with you as well as learning more about you and your organization!

Thank you,

**Bobby Sporman** | Account Executive

A: 21750 Hardy Oak Blvd., Ste 104 #24426, San Antonio, TX 78258

P: Cell +1.210.986.6329 | Office +1.210.960.0038 Ext. 202

W: [www.medcognition.com](http://www.medcognition.com)

<image001.png>

<image003.png>

<image004.png>

<Image005.png>

<Estimate 2020-94.pdf>

<MedCognition - PerSim Price Sheet.pdf>

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