The University of New Mexico Hospitals (UNMH) is looking to procure services for the HeRO ES Software System (the “System”), to reduce mortality and reduction of length of stay among infants.

Why is this purchase needed?

Current Situation
Infant infections such as sepsis, urinary tract infection and NEC are difficult to identify and are typically not found until the non-specific clinical signs and symptoms appear. These conditions will eventually be discovered...it is more a question of when? How soon can we catch it? What set-backs and surgical procedures can we avoid? Part of the challenge is separating short term, insignificant conditions, such as feeding intolerance or a mild temperature, from signs of a serious, life-threatening infection.

Proposed Solution
HeRO is a tool to help anticipate these rapid declines in neonates by detecting decreases in variability of the heart rate. HeRO produces numeric and graphical information, providing a score for how likely the infant is to get sick in the next 24 hours.

System Advantages
Using technology to analyze HR data that is already being collected by the physiologic monitor, with no additional leads or patient contact, HeRO offers a predictive value to a patient’s declining status.

A rising HeRO score has been seen to precede clinical signs and symptoms by hours to days. (Anywhere from 4-6 hours to 24 hours prior to clinical signs and symptoms is reported most typical.) Up to 36 hours prior, was shown in the clinical trial. With a specificity greater than 99%, low HeRO scores are reassuring. Some current
users have described the system as a terrific “wellness indicator” and can alleviate concerns over minor events. HeRO helps a clinician to determine if lab work should be drawn and sent, hours to days prior to “seeing” an infection present to the point of clinical symptoms...Ultimately prompting treatment much earlier.

II. BASIS FOR SOLE SOURCE PROCUREMENT:

☐ PROPRIETARY. Item, technology, or service is proprietary and available ONLY from the proposed vendor.

☐ COMPATIBILITY. Desired purchase must be compatible with existing item, technology or service.

This system is dependent upon specific monitoring and infrastructure network to be provided by the UNMH. The System is uniquely set for the Philips MX platform of monitors, MPSC offers HeRO ES, which with the iPC, displays HeRO on the physiological monitor.

- HeRO ES displays directly within the physiological monitor.
- HeRO ES requires no additional cables.
- HeRO ES works only on the Philips MX700 and MX800 monitor with the Philips provided iPC.
- HeRO ES requires that the Philips MX700 or MX800 monitor is equipped with the iPC option.
- HeRO ES is sold through MPSC and its distributors. The iPC is sold by Philips.
- Optionally, HeRO ES can be enhanced to integrate with HeRO Symphony, thereby offering central monitoring and electronic medical record export through HL7.

On or around March 2018, UNMH replaced its monitors with the Philips platform which is compatible with the above-referenced requirements for the System.

☐ RENEWAL. Support, maintenance, software subscription, technology or other IP must be renewed from vendor.

☐ Other Basis for Sole Source: Please describe below:
III. SUPPLEMENTAL DETAILS.

Describe the unique capabilities of the proposed vendor's goods, services, or personnel performing the work and why this constitutes the only source. Describe any risks that could not be overcome without the purchase.

The System is uniquely set for the current UNMH monitoring and network infrastructure, specifically the Philips MX platform of monitors, MPSC offers HeRO ES, which with the iPC, displays HeRO on the physiological monitor.

Identify other vendors or sources and the reason they were found to be unsatisfactory for providing the goods, services, or personnel performing the work.

No other vendors were contracted, as this System is compatible with the current UNMH monitoring and network infrastructure.

IV. DEPARTMENT APPROVAL.

By signing below, the department certifies that the information submitted on this form has been reviewed and this purchase has departmental approval. The final determination of Sole Source approval shall be made by the Purchasing Department.

Requestor: Katherine Johnson
Date: 6/15/18

Administrator: 
Date: 6/20/18