

DETERMINATION AND FINDINGS
FOR SINGLE AVAILABLE SOURCE PROCUREMENT

Agency: Department of Health Care Finance
Contract No: GS-35F-0170K
Caption: SAS Software Licenses
Contractor: SAS Institute, Inc.

FINDINGS

1. AUTHORIZATION:

D.C. Official Code Sec. 2-303.05(a) (1) (2001) and Title 27 DCMR 1702.1.

2. MINIMUM NEED:

The Department of Health Care Finance has an on-going need for 6 SAS Software licenses for statistical analysis.

3. ESTIMATED REASONABLE PRICE:

The estimated fair and reasonable price is \$24,866.88 and the period of performance is from October 1, 2011 through September 30, 2012.

The price is based on current GSA schedule rates for SAS software which provides an estimated 40% discount on the commercial price list for this software.

The cost has been determined reasonable. A comparison was made against purchase orders for previous services.

4. FACTS WHICH JUSTIFY SINGLE SOURCE AWARD

The Department of Health Care Finance is upgrading its current SAS license from 1 user (housed in the Office of Managed Care) to 5. The new licenses will be installed in the Director's Office and in the Division of Research and Rate-Setting Analysis. SAS is a statistical analysis software program, uniquely able to import data from Microsoft Excel (and other MS products) as well as a variety of other formats. It is also uniquely able to perform analyses among large data sets. The Department of Health Care Finance maintains a

datamart with over millions of Medicaid claim data, which requires the use of a program like SAS to analyze. SAS will be used by the Department to analyze beneficiary, provider, and claims data in order to:

- Analyze utilization and expenditure trends among Medicaid covered benefits
- Beneficiary enrollment
- Conduct rate-setting analyses to promote more efficient care
- Perform quality analyses to promote more effective care and healthier outcomes; and
- Formulate projections of beneficiary enrollment, benefit utilization, and spending

SAS Institute Inc. (“SAS”) is the sole manufacturer and publisher of SAS software (the “Software”) in the United States. For government customers located in the United States, SAS is the sole source for new Software licenses, excluding licenses for JMP software, except in the following circumstances:

Eligible government entities may license the Software and obtain subsequent maintenance, from an authorized reseller of the Software. Currently, Executive Information Systems, LLC (“EIS”) with offices at 6901 Rockledge Drive, Suite 600, Bethesda, Maryland 20817, is SAS’ sole authorized reseller for Version 8 and later of the Software and subsequent maintenance to such government entities. EIS may license the Software and sell subsequent maintenance under the United States General Services Administrative (“GSA”) schedule, other approved federal schedule contracts, or terms approved by SAS. Under certain circumstances and upon SAS’ prior approval, EIS may allow certain third parties to resell Software to government entities on GSA terms.

Notwithstanding the foregoing, upon approval from SAS, local government entities with populations below a certain threshold (100,000 people for cities and towns or 250,000 people for counties and parishes) may obtain first year license rights for an annual license of the Software through select third party resellers. However, the renewals for such licenses are available only through SAS.

Based on the aforementioned a single source contract is in the District’s best interest.

5. CERTIFICATION BY AGENCY DIRECTOR:

I hereby certify that the above findings are true, correct and complete.

Date

Wayne Turnage, Director
Department of Health Care Finance

DETERMINATION

I hereby determine based on the above-certified findings, it is in the best interest of the District of Columbia to procure the services, equipment, and supplies through the proposed single available source method of procurement, in accordance with D.C. Official Code 2-303.05(a)(1) (2001) and Title 27 DCMR Chapter 17, Section 1702.1.

Date

Jacquelyn Alpert
Contracting Officer