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**TULSA COUNTY**  
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**PURCHASING  
DEPARTMENT**

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BID#: 146  
VENDOR#: 22027  
CC#: 4121 039 0000

# MEMO

DATE: FEBRUARY 24, 2016

TO: BOARD OF COUNTY COMMISSIONERS

FROM: LINDA R. DORRELL  
PURCHASING DIRECTOR



SUBJECT: SOLE SOURCE DESIGNATION- COCHLEAR

THE TULSA COUNTY PURCHASING DEPARTMENT AND THE TULSA CITY-COUNTY HEALTH DEPARTMENT RESPECTFULLY REQUESTS THE BOARD OF COUNTY COMMISSIONERS APPROVE THE ATTACHED "REQUEST FOR WAIVER OF SOLICITING BIDS OR QUOTES" AND SOLE SOURCE DESIGNATION TO COCHLEAR.

COCHLEAR  
13059 E. PEAKVIEW AVE.  
CENTENNIAL, CO 80111-6511  
ATTN: JESSICA BALLARD

COCHLEAR IS THE SOLE SOURCE PROVIDER FOR COCHLEAR BAHA HEARING AIDS. COCHLEAR BAHA IS A MEDICAL DEVICE FDA APPROVED FOR THE TREATMENT OF CONDUCTIVE OR MIXED HEARING LOSS OR SINGLE SIDED DEAFNESS. THE SYSTEM CONSISTS OF SEVERAL COMPONENTS INCLUDING A SOUND PROCESSOR WHICH PICKS UP ENVIRONMENTAL SOUNDS AND CONVERTS THEM INTO SOUND VIBRATIONS TO BE TRANSMITTED THROUGH THE BONE TO THE COCHLEA. COCHLEAR BAHA HAS BECOME THE STANDARD OF CARE FOR INDIVIDUALS MEETING THE CANDIDACY CRITERIA.

THIS REQUEST IS RESPECTFULLY SUBMITTED FOR YOUR APPROVAL.

LRD/scp  
ATTACHMENT

ORIGINAL: PAT KEY, COUNTY CLERK FOR THE FEBRUARY 29, 2016 AGENDA.

COPIES: COMMISSIONER JOHN M. SMALIGO  
COMMISSIONER KAREN KEITH  
COMMISSIONER RON PETERS  
MICHAEL WILLIS, CHIEF DEPUTY  
VICKI ADAMS, CHIEF DEPUTY  
BRUCE DART, TULSA CITY-COUNTY HEALTH DEPARTMENT

## REQUEST FOR WAIVER OF SOLICITING BIDS OR QUOTES

DATE: FEBRUARY 24, 2016

### TO THE BOARD OF COUNTY COMMISSIONERS

It is recommended that soliciting bids/quotes be waived on the following request of  
TULSA CITY-COUNTY HEALTH DEPARTMENT for the reason(s) stated  
below.

REQUESTING DEPARTMENT

  
PURCHASING DIRECTOR

LINDA R. DORRELL

- ↑ Emergency
- ↑ Sole manufacturer (*must* be documented).
- Sole supplier (*must* be documented).
- ↑ Other products of similar nature are incompatible with existing products.
- ↑ Purchase of similar products will adversely affect warranty, guarantee or service agreement on existing products.
- ↑ \_\_\_\_\_

### Description:

COCHLEAR IS THE SOLE SOURCE PROVIDER FOR COCHLEAR BAHÁ HEARING AIDS. COCHLEAR BAHÁ IS A MEDICAL DEVICE FDA APPROVED FOR THE TREATMENT OF CONDUCTIVE OR MIXED HEARING LOSS OR SINGLE SIDED DEAFNESS. THE SYSTEM CONSISTS OF SEVERAL COMPONENTS INCLUDING A SOUND PROCESSOR WHICH PICKS UP ENVIRONMENTAL SOUNDS AND CONVERTS THEM INTO SOUND VIBRATIONS TO BE TRANSMITTED THROUGH THE BONE TO THE COCHLEA. COCHLEAR BAHÁ HAS BECOME THE STANDARD OF CARE FOR INDIVIDUALS MEETING THE CANDIDACY CRITERIA.

COCHLEAR  
13059 E. PEAKVIEW AVE.  
CENTENNIAL, CO 80111-6511  
ATTN: JESSICA BALLARD

(405) 926-0368 PHONE  
jballard@cochlear.com

- ↑ Waiver of bidding or quoting process is approved.
- ↑ Waiver of bidding or quoting is *not* justified.  
Standard bidding or quoting will be followed.

\_\_\_\_\_  
CHAIRMAN, BOARD OF COUNTY COMMISSIONERS

\_\_\_\_\_  
DATE





*Hear now. And always*

Cochlear Americas  
13059 East Peakview Avenue  
Centennial CO 80111  
USA

Tel: 1 303 790 9010  
Fax: 1 303 792 9025  
Toll Free: 1 800 523 5798

[www.cochlear.com](http://www.cochlear.com)

### To Whom It May Concern:

The Cochlear™ Baha® is a medical device FDA approved for the treatment of Conductive or Mixed hearing loss or Single Sided Deafness. The Baha® system consists of several components including a Sound Processor which picks up environmental sounds and converts them into sound vibrations to be transmitted through the bone to the Cochlea. The Sound Processor can be utilized on either a softband for young pediatric candidates or through an implanted titanium implant via two different wearing configurations (Attract or Connect) for older children and adults. Baha® has become the standard of care for individuals meeting the candidacy criteria.

Features that are unique to the Cochlear™ Baha® include the following:

- Option to choose between 3 different processors based on degree of hearing loss with a total fitting range up to 65dB BC PTA
- Baha 5 Sound Processor (industry smallest) with built in 2.4 GHz and made for iPhone technology for true wireless technology (no neckloop or intermediary device required)
  - Wireless Mini Mic
  - Wireless Phone Clip
  - Wireless TV Streamer
  - Wireless Remote Control
- Baha® Attract, a new non-skin penetrating, magnetic retention solution
- Baha® Connect with Dermalock FDA-cleared for soft tissue preservation
  - Customized fit with five different abutment length options
- Fitting is based on unique bone conduction prescriptive formula and BC Direct in situ tool
- Position compensation
- Pediatric features:
  - Visual Indicators (BP110)
  - Tamper proof volume control
  - Tamper proof program switch
  - FM compatibility to standard European receivers
- SmartSound iQ automatic signal processing
- Software and button programming capability
- Processors can be programmed for either a right or left ear

Cochlear also offers the following services to our clinic partners and recipients

- My Cochlear Clinic Online Portal for Professionals



*Hear now. And always*

- My Cochlear Recipient Online Portal for Recipients
- Oklahoma Medicaid Direct Billing (parts and accessories only)
- Professional billing services support
- Otologic Management Services to support clinics with insurance appeal
- Online and telephone recipient support
- Baha 5 Smart App
- Baha® Support App
- Baha Control App – functions are remote control for Baha 4 & Baha 5 sound processors when utilized with Phone Clip

Baha® has been utilized for over 35 years on more than 120,000 patients and is backed by long term clinical evidence. Please feel free to contact me if you have any additional questions regarding this device or if you require any additional information.

*Jessica Ballard*

Kind Regards,  
Jessica Ballard Au.D, CCC-A  
Clinical Territory Manager, Oklahoma  
Cochlear Americas  
Jballard@Cochlear.com