

**EAST HAWAII REGION**  
**NOTICE & REQUEST FOR SOLE SOURCE**

1. TO: Regional Chief Executive Officer  
 2. FROM: Mark A. Winters, IT Manager

Pursuant to East Hawaii Region Policy, PUR 005, the Department requests sole source approval to purchase the following:

3. Description of goods, services, or construction:

Purchase of computer network equipment, installation, and maintenance services to refresh the current Meditech infrastructure with Dell servers, VMware software, and IBM SAN storage.

4. Vendor Name: Cloudwave

Address: 100 Crowley Dr.  
 Marlborough, MA 01752

5. Price:

\$1,440,776.00

6. Term of

Contract: From: Fall 2022 To: Fall 2027  
 (mm/dd/yyyy)

7. Prior Sole Source Ref No.

N/A

8. Feature: The good, service, or construction has the following unique features, characteristics, or capabilities:

In accordance with the Hospital's Meditech Expanse Software contract, the Hospital is required to use a Meditech authorized implementation vendor for replacement of its Meditech network and storage infrastructure.

9. Essential Features: How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:

The Meditech Expanse computer software is the primary healthcare information system the Hospital uses and would not function without. It is critical the hardware which runs the system remain functional and fully operational to best support the activities of the Hospital. To update the hardware that Meditech uses, we are required to use a Meditech authorized vendor. Therefore, Cloudwave as an authorized vendor, is unique as the Hospital must use them to replace critical infrastructure.

10: Sole Source No. \_\_\_\_\_

11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because:

There are not other authorized vendors who have the historical knowledge to successful replace this highly critical infrastructure.

12. **Direct any inquiries to:**

Department: Contracts Management

Contact Name/Title: Jeff Dansdill, Contract Manager

13 Phone Number: 808-932-3112

Fax Number: 808-933-2793

Expenditure may be processed with a purchase order:  Yes  No If no, a contract must be executed

Agency shall ensure adherence to applicable administrative and statutory requirements.

14. *I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.*



\_\_\_\_\_  
Department Head (Kris Wilson)

Aug 9, 2022

\_\_\_\_\_  
Date

**Reserved for RCEO/Designee Use Only**

15 Date Notice Posted: \_\_\_\_\_

Submit written objections to this intent to issue a sole source contract within five (5) calendar days or as otherwise allowed from the above posted date to:

Regional Chief Executive Officer  
East Hawaii Region  
1190 Waiuanue Ave.  
Hilo, Hawaii 96720

16. Regional Chief Executive Officer's comments:

17.

APPROVED  DISAPPROVED

NO ACTION REQUIRED

\_\_\_\_\_  
Regional Chief Executive Officer

\_\_\_\_\_  
Date