

Attachment A: Request for Limited Sources Memo Format

LIMITED SOURCES JUSTIFICATION

ORDER >\$3,000

FAR PART 8.405-6(g)

2237 Transaction # or Vista Equipment Transaction #: 537-13-2-6071-0262

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

Restricted to the following source: Provide original manufacturer's name for material or contractor's name for service. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer/Contractor: TeleTracking Bed Management System

Manufacturer/Contractor POC & phone number: Melanie Hoerchler 618-292-4083

Mfgr/Contractor Address: 336 Fourth Avenue, The Times Building, Pittsburg, PA. 15222-2004

Dealer/Rep address/phone number: Melanie Hoerchler 618-292-4083

☐ The requested material or service represents the minimum requirements of the Government.

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs

Great Lakes Acquisition Center

115 S 84th Street STE 101

Milwaukee, WI 53214

VISN:

GLAC NCO 12

(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

TeleTracking bed management system upgrade for the Jesse Brown VA Medical Center, Chicago, IL

(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:

Provide license and upgrade for the TeleTracking Bed Tracking XT Platform. Current version 3.06 retired in 2011 and is no longer supported by software. The new upgrade includes onsite install of new software and onsite training for users. Recommend this be awarded as a base year contract with 4 additional renewal option years to maintain continuity in service and use.

(b) ESTIMATED DOLLAR VALUE: \$80,208.00 (base year) \$295,920.00 (total contract price)

SOP Other Than Full and Open Competition

Original Date (3/22/2011)

(c) REQUIRED DELIVERY DATE: Prior to 9/1/13 (to avoid disruption in service)

(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE; A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE. (CHECK ALL THAT APPLY AND COMPLETE)

X Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

TeleTracking allows us to use our existing telephone, pagers and monitoring control screen (previously purchased for use with Teltrack). Upgrade of this system would allow us to continue to use communications equipment already purchased. TeleTrack allows for real time input and tracking of discharge/transfer beds for cleaning/room preparations to ensure faster turn-around for new patient admissions and minimize wait times. This new software also allows for designating rooms which have been tagged isolation rooms as well as allowing better management and control of reporting delays and reporting data.

☐ A patent, copyright or proprietary data limits competition. The proprietary data is:

X These are "direct replacements" parts/components for existing equipment.
Jesse Brown VAMC currently has all of the compatible components for the TeleTrack System (previously purchased), therefore would only require the lease of this system software upgrade.

X The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system.

Our IT Managers have confirmed that Bed Tracking XT is compatible with our current system.

☐ The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

X An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

It is imperative that this TeleTracking System be up and running prior to the current extended contract ending on 8/31/13. Failure to not have this in place prior to 8/31/13 will result in potential delays in providing bed availability for new patient admissions and transfers.

(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

Upgrading the current TeleTracking Bed Management System is in the best interest of the VA and most importantly patient care at an initial cost for the upgrade of \$80,208.00 plus four option years at a cost of \$53,928.00 each year, the total contract price will be \$295,920.00 over the five year term. The time, effort and money invested for support equipment (compatible pagers, monitoring screen and training staff (major factor) will save what surely would have to be done trying to implement any type of new system. Evaluated other systems that are currently available at a initial base cost of \$556,013.00 which would not allow for use of our current telephone system for nursing and PAS staff to quickly enter a discharge/transfer bed and immediately send out direct to our designated pagers.

(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

The following systems have been researched:

McKesson Performance Visibility – cost prohibitive with an initial base year cost of \$556,013.00

RFID Bed Tracking – no response

Agnity Patient Flow – no response

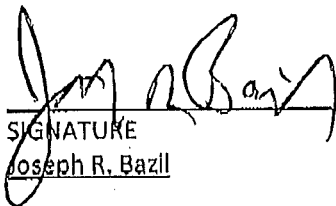
PFS Access Bed Control – no response

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

The added feature with the new XT upgrade will allow for staff to highlight what were isolation rooms which will allow for reduced risk to responding EMS staff and reduce risk of hospital acquired infections. Continuation of using the Teletrack System is in the best interest of patient care and the Jesse Brown VAMC.

(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE:

(9) REQUIREMENTS CERTIFICATION: I certify that the requirement outlined in this justification is a Bona Fide Need of the Department of Veterans Affairs and that the supporting data under my cognizance, which are included in the justification, are accurate and complete to the best of my knowledge. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4. (This signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)


SIGNATURE
Joseph R. Bazil
NAME

8/26/13
DATE
Asst. Chief, EMS
TITLE
EMS
SERVICE LINE/SECTION

Jesse Brown VA Medical Center
FACILITY

a. CONTRACTING OFFICER'S CERTIFICATION (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

NAME Ashley Johnson
GLAC NCO 12

DATE 9/12/2013

SOP Other Than Full and Open Competition
Original Date (3/22/2011)