

**SINGLE SOURCE
(APPLICABLE TO PURCHASES UNDER SAT)**

1. Contracting Activity:

NCO 12, GREAT LAKES ACQUISITION CENTER,
115 SOUTH 84TH STREET, SUITE 101
MILWAUKEE, WI 53214

2. Purchase Request Number:

3. Authority for Action:

☒ FAR 13.106-1(b), Soliciting from a Single Source

4. Describe the supply or service to be acquired and the total estimated dollar value:

To purchase an annual service agreement for preventative maintenance and emergency repairs for three (3) Advantage Plus Endoscopic Preprocessors located at the Edward Hines VA Hospital in Hines, IL. The service agreement is needed to cover both emergency repairs, as well as annual preventative maintenance in order to prevent an interruption or delay in direct patient care.

Estimated Total Dollar Value First Year: \$
Estimated Total Dollar Value (Base = 4): \$ 132,000.00

5. List the proposed contractor (name, contact, and phone number) and describe the unique knowledge or capabilities of the proposed contractor:

Medivators Inc.
14605 28th Avenue North
Minneapolis, MN 55447-4822
POC: Patty Ceilly
Phone: 414-731-8444

Service agreement to cover emergency repairs and annual preventative maintenance for three (3) Advantage Plus Endoscopic Reprocessors for the Edward Hines VA Hospital, located in Hines, IL. A qualified contractor must have Original Equipment Manufacturer (OEM) certified and trained personnel familiar with the diagnostics and repair of the Endoscopic Reprocessors available to provide emergency repairs as necessary. Additionally, a qualified contractor must have telephone support available during business hours in order to receive requests for emergency repairs or for general questions. All certified/qualified/OEM trained


technicians must also be familiar with current repair enhancements and training, as well as have access to OEM parts, and software required for repairs and annual preventative maintenance.

6. Describe your market research efforts and efforts to ensure that offers are solicited from as many potential sources as is practicable:

Medivators was contacted by the Contracting Officer, and was informed that only they could service their own (OEM) equipment, to include the Advantage Plus Endoscopic Reprocessors. The CO has attached a memorandum supporting this assertion received from Medivators, Inc. Their justification was that they do not allow any 3rd party technicians access to parts/repair enhancements/or proprietary software used in the diagnostic or repair processes. The CO also posted an Intent to Sole Source notice on FBO on August 9, 2013 and it closed on August 14, 2013 with no responses received. This allowed any potentially qualified vendors to submit their qualification statement. The fact that no vendors responded further supports the assertions by the COR, technical representatives, the OEM, as well as the market research conducted by the Contract Specialist that only Medivators Inc. and no other contractor have the necessary expertise, access to proprietary software and OE parts necessary to meet the requirements. Consequently, the Contracting Officer has come to the determination that no other sources are able or fully qualified to provide the required services required under this procurement.

7. State why you feel that the anticipated cost to the Government will be fair and reasonable:

I certify that the pricing is fair and reasonable based up the following: a) in accordance with FAR 13.103(b) the CO has obtained from Medivators Inc., a substantial discount of approximately 40% from their regular (non-government) rate, and their agreement not to raise prices during the 5 years of the quote, b) the cost to purchase new biomedical equipment to replace the current equipment (Endoscopic Reprocessors) would be cost-prohibitive when compared to the servicing cost over the contract period, and c) the pricing quoted is representative of discounted pricing received from other biomedical contractors for similar types of services.



8. Other:

These are fiscal year 13 requirements and must be awarded prior to October 1, 2013.

9. Certifications:

I hereby certify that the data provided above is accurate and complete to the best of my knowledge and belief.

Erin Williams
**Typed/Printed Name and Signature
of Technical Representative**

8/29/2013
Date

I hereby determine that the circumstances of this contract action deem only one source reasonably available.

Trong Nguyen
Contracting Officer

8/29/2013
Date

I certify the justification meets requirements for other than full and open competition.

Bryan Boland
Services Team Manager
Network Contracting Office 12, Great Lakes Acquisition Center

8/29/2013
Date