

JUSTIFICATION AND APPROVAL
FOR A LIMITED SOURCE AWARD UNDER A FEDERAL SUPPLY SCHEDULE

1. Contracting Activity: Department of Veterans Affairs (VA)
Office of Acquisition Operations (OAO)
Strategic Acquisition Center (SAC)
10300 Spotsylvania Ave, Suite 400
Fredericksburg, Virginia 22408

2. Description of Action: The proposed sole source is a Firm-Fixed- Price (FFP) delivery order to provide accessories to existing Mobile Intensive Care Unit and Surgical Intensive Care Unit (MICU & SICU) Beds. The Miami VA Medical Center requires accessories to recently purchased MICU and Surgical Intensive Care Unit (SICU) beds in order to provide patient care. The additional need for the accessories is as a result of an increase in patients. This effort is being conducted under the authority of the Multiple Award Schedule Program; the proposed effort will be awarded under the Department of Veterans Affairs (VA) Federal Supply Schedule (FSS) V797P-4434B to HILL-ROM, INC. 1069 STATE RTE 46 E, BATESVILLE, INDIANA 47006-9167.

3. Description of the Supplies or Services: The proposed sole source is for the Miami VA Medical Center. The Medical Center requires accessories to recently purchased Mobile Intensive Care Unit (MICU) and Surgical Intensive Care Unit (SICU) beds. The accessories are needed to provide care to the increasing Veteran population. These accessories are: 1) Percussion & Vibration Therapy Module (Quantity-32); which provides the patient with a pulmonary therapy to prevent lung collapse and Hospital Acquired Pneumonias (HAP). The module delivers a sequence of movements through the bed surface on a program schedule to critical care patients with pulmonary conditions. Resulting in better recovery opportunity for patients on mechanical ventilation support. Additionally, the therapy delivered by the module is provided to Spinal Cord patients who have neurological deficits. 2) Rotation Modules (Quantity- 26); provides Continuous Lateral Rotation Therapy (CLRT) to patients with severe bed sores or trauma. Rather than a nurse physically rotating a patient during therapy, the bed adjusts the patient to provide therapy. A nurse attending to another patient or other duties will program the module in advance so the therapy is delivered on time. 3) Transport Shelf (Quantity- 26); provides a comfortable way to transport critical patients who require multiple equipment (monitor, IV pumps, medications, etc.). This is also used as a patient bedside table when they are in a seated position. The use of these features result in a decrease in hospital length of stay and other complications such as Hospital Acquire Pressure Ulcers (HAPU), Ventilator Acquired Pneumonias (VAP) and staff injuries. The total estimated value of the proposed action is \$366,993.50.

4. Authority: Federal Acquisition Regulation (FAR) Part 8.405-6(a)(1)(i)(c), In the interest of economy and efficiency, 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 or BPA must not have been previously issued under sole-source or limited-sources procedures.

5. Rationale Supporting Use of Authority Cited Above: The proposed sole source is to HILL-ROM, INC. 1069 STATE RTE 46 E, BATESVILLE, INDIANA 47006-9167. The proposed effort will be awarded as a FFP task order under the VA FSS V797P-4434B. In accordance with (IAW) FAR 808.002(a)(2), a national committed use contract awarded by the VA National Acquisition Center (NAC) has a priority between wholesale supply sources (FAR 8.002(a)(1)(v)) and mandatory Federal Supply Schedules (FAR 8.002(a)(1)(vi)). VA FSS V797P-4434B is a contract awarded by the VA NAC. A task order was awarded in May 2013 for 38 ICU Beds. 38 HILL-ROM beds were competitively purchased in May 2013 via Federal Supply Schedule (FSS). As a result of the increase of Veterans needing care in 2013 the additional accessories are needed. The accessories will enable the Medical Center to care for additional Veterans. Using these features result in a decrease in hospital length of stay and other complications such as Hospital Acquire Pressure Ulcers (HAPU), Ventilator Acquired Pneumonias (VAP) and staff injuries. A FFP competitive delivery order was awarded May 2013 for 38 ICU Beds to Hill-Rom . All beds procured had the ability to support modules, however, only 6 of the beds purchased in the May 2013 procurement included P&V Modules. Also, included in the May 2013 award were 12 beds which included the CLRT (rotation module) and transport shelf. In the interest of economy and efficiency, these additional accessories are a logical follow-on to the original FSS order. The additional accessories will result in all 38 beds having P&V therapy, rotation modules and transport shelves. Purchase from this vendor ensures continuity and compatibility of support. Hill-Rom is the manufacturer of the modules and use of any other modules with existing beds would void the warranty.

6. Efforts to Obtain Competition: Market research was conducted, details of which are in the market research section of this document. This effort did not yield any additional sources that can meet the Government's requirements. The accessories are being purchased from the original equipment manufacturer. The modules are proprietary to Hill-Rom. There is no competition anticipated for this acquisition. The posting requirements of FAR 8.405-6(a)(2) shall be followed.

7. Actions to Increase Competition: No barriers to future competition are anticipated. In the interest of economy and efficiency, the current requirement is a logical follow-on to an original FSS order that was awarded May 2013. This order was placed in accordance with the applicable FSS ordering procedures. The order was not previously issued under sole-source or limited-sources procedures. It is anticipated future requirements shall be competed.

8. Market Research: IAW FAR 808.002(a)(2), a national committed use contract awarded by the VA National Acquisition Center (NAC) has a priority between wholesale supply sources (FAR 8.002(a)(1)(v)) and mandatory Federal Supply Schedules (FAR 8.002(a)(1)(vi)). VA FSS V797P-4434B is a contract awarded by the VA NAC. IAW FAR 8.404, ordering activities shall not seek competition outside of the Federal Supply Schedules. Market research efforts were conducted via FSS vendor websites to determine if competition was viable for this action. Vendors contacted indicated that they were not able to provide the needed accessories which are compatible with existing Hill-Rom Beds. In the interest of economy and efficiency only Hill-Rom can meet the current need.

9. Other Facts: None.

10. Technical and Requirements Certification: I certify that the supporting data under my cognizance, which are included in this justification, are accurate and complete to the best of my knowledge and belief.

Name: _____ Date: _____ 24 Sept 2013 _____

Title: _____ Signature: _____

11. Determination of Best Value: I hereby determine that the proposed contract action will represent the best value to the Government. GSA has already determined that the prices on the FSS contract are fair and reasonable. Additionally, price discounts will be sought.

Name: _____ Date: _____ 27 Sept 2013 _____

Procuring Contracting Officer _____ Signature: _____

12. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief. As this contract action does not exceed \$650,000, the certification below required by FAR 8.405-6(d)(1) serves as approval.

Name: _____ Date: _____ 27 Sept 2013 _____

Procuring Contracting Officer _____ Signature: _____

APPROVED ON:

09-27-2013
