

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$3,000  
FAR PART 8.405-6**

**2237 Transaction # or Vista Equipment Transaction #: 618-14-1-070-0002**

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:** Omnicell, Inc.

Manufacturer/Contractor: Omnicell, Inc.

Manufacturer/Contractor POC & phone number: Stacy Cerwin-Omnicell Service Contracts-North Division

Mfgr/Contractor Address: 10 Victor Square, STE 250, Scotts Valley, MC 65066

Dealer/Rep address/phone number: 847-596-3464

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

**(1) AGENCY AND CONTRACTING ACTIVITY:**

Department of Veterans Affairs

St. Cloud VA HCS

4801 Veterans Drive

St. Cloud, MN 56303

**VISN:**

23

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

Firm fixed price order for base year plus 4 option years for renewal of Pandora software for VISN 23 from Omnicell Inc.  
(previous Contract No. V797P-4313A/Order No. VA263-13-F-0531)

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

Pandora VIA Pharmacy Software P-VIA-RX from Omnicell for VISN 23 Pharmacy.

**(b) ESTIMATED DOLLAR VALUE:** [REDACTED]

**(c) REQUIRED DELIVERY DATE:** 10/01/2013

**(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)**

☐ 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.

☐ A patent, copyright or proprietary data limits competition. The proprietary data is:  
(If FAR 8.405-6(a)(2)iii before posting. Do not include specific proprietary data. Only mention the type of equipment, procedure, etc. to show that proprietary supplies or services are being procured.)



☐ These are "direct replacements" parts/components for existing equipment.

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☐ 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.

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☒ 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.  
VISN 23 currently uses and would not require further training to continue TO use Pandora Analytics. This tool has proven invaluable to a number of Controlled Substance coordinators in meeting the VHA Handbook on Controlled Substance accountability. Overall - facilities using the software are satisfied. VISN 23 has already made the investment in the required hardware and interfaces.

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

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**(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:**

IAW Far 8.404(d), this is fair and reasonable.

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

Market research for software for VISN 23 health professionals that require up to date and comprehensive integrated drug monitoring software to detect and deter drug diversion.

Market research conducted on September 30, 2013 for Drug diversion monitoring Software by:

- Querying product literature published by manufacturers on the internet
- Reading and evaluating an assessment of Drug Information Software on the internet
- Querying users on their satisfaction with the current software product "Pandora"

Market Research for Given health-system professionals' often easy access to controlled substances, it is not surprising that approximately 15% of healthcare staff struggle with drug dependence at some point in their career, according to a 2010 study by the National Council of State Boards of Nursing. With many pharmacies using a decentralized drug distribution method driven by automated dispensing cabinets (ADCs) to increase turnaround time and provide secure storage for medications, hospitals can be lulled into a false sense of security regarding employees' ability to divert medications. The use of ADC technology, while helpful, is insufficient by itself to prevent diversion; thus the challenge remains for pharmacy to develop systems around ADC technology that will ensure drug control, identify potential drug diversion, optimize workflow, and allow for effective inventory management

Two companies were evaluated with a summary of each below:



Pandora Analytics is a pharmacy-specific analytical tool that searches for patterns of medication diversion in Pyxis, Omnicell, and AcuDose-Rx ADC systems. ADC usage data is imported daily into the Pandora system, which allows for on-demand access of information, as well as automatic e-mail distribution and alerts. Product licenses are based on cabinet count. Based on an SQL database, Pandora's software is installed on hardware purchased for each individual facility and the reporting capabilities appear more robust than the competitor.

VISN 23 currently uses Pandora Analytics and this tool has proven invaluable to a number of Controlled Substance coordinators in meeting the VHA Handbook on Controlled Substance accountability.

Either software product would prove to be valuable to our VISN, as each delivers enhanced monitoring and reporting capabilities and would save staff hours in compliance tasks. Given that both products were capable of meeting our primary goals, the issue then became how each product would best integrate with our system's existing equipment and current practices. In reviewing the compatibility to the many different ADCs that are in place across our facilities as well as the ability to integrate into CPRS and VISTA applications to support closed loop monitoring from medication removal to administration and documentation, and given Pandora's current deployment, Pandora Analytics is the best fit for the existing structure and automation in VISN 23 and would not require further training to continue use. Overall - facilities using the software are satisfied. VISN 23 has already made the investment in the required hardware and interfaces.

RxAuditor is a Web-based diversion detection and economic reporting product. The local hospital facility uploads data to the Medacast server and a series of reports are then available within hours for download by facility personnel from the customer Web site. RxAuditor uses an Oracle database, and requires no hardware investment to use the product.

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION: N/A**

**(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:**

The VISN will continue to conduct market research to determine if another software becomes available.

**(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.)*

kara.jackson@va.gov

Digitally signed by kara.jackson@va.gov  
DN: cn=kara.jackson@va.gov  
Date: 2013.10.10 09:18:54 -05'00'

10/1/2013

SIGNATURE

DATE

Kara C. Jackson

Program Specialist

Pharmacy Department

NAME

TITLE

SERVICE LINE/SECTION

Minneapolis VA HCS

FACILITY

**(10) APPROVALS IN ACCORDANCE WITH FAR 8.405-6(d):**

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

Wendy Hoeschen  
Wendy Hoeschen, Contracting Officer, NCO 23 – St. Cloud

10/7/13  
DATE

**c. NCM/PCM/DESIGNEE:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief and I approve this limited sources justification.

Jerri A. Jenkins  
Jerri Jenkins Contract Manager, NCO 23 – St. Cloud

9 OCT 13  
DATE