

**FAR PART 8.405-6(g)**

2237 Transaction # or Vista Equipment Transaction #: 537-14-1-969-0003

**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: Olympus America, Inc – VA FSS Contract V797P-2065D  
 Manufacturer/Contractor POC & phone number: Steven Wendt (484) 896-5436  
 Mfrg/Contractor Address: 3500 Corporate Parkway, PO Box 610, Center Valley, PA 18034-0610  
 Dealer/Rep address/phone number: Robert Horn (708) 793-3027

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

U.S. Department of Veterans Affairs  
Great Lakes Acquisition Center  
185 S 84<sup>th</sup> St, Suite 101  
Milwaukee WI 53214-1476  
VISN: 12

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

Lease of GF-UE160-AL5 GI video endoscope and related endoscopy tower components for the Jesse Brown VAMC, Chicago, IL. This procurement will proceed on a sole source basis with Olympus America, Inc.

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

(3) (a) The Jesse Brown VAMC, has a requirement for a continuous lease of GI Olympus Flexible Endoscopes including full service and maintenance. The endoscopes must have flexible video endoscopy equipment that is compatible with existing Olympus EVIS Exera II video processors, light sources, and Olympus endoscopic ultrasound equipment. Video processors and light sources must be from the same manufacturer as the scope as these systems are not interchangeable.

(b) ESTIMATED DOLLAR VALUE: 51,000.00

(c) REQUIRED DELIVERY DATE: January 1, 2014

**(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.**

☒ 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.

The VA needs to be able to do the following: Have flexible video endoscopy equipment in compliance with the standardization requirements of the VHA Endoscopes IPT and that is also compatible with the current Olympus EVIS Exera II video processors, light sources, and Olympus endoscopic ultrasound equipment used by the VISN 12 medical centers. The Olympus GF-UE160-AL5 scope that will be leased has the following unique features and/or capabilities:

Therapeutic curvilinear array (CLA) ultrasound video gastroscope, compatible with the Aloka SSD-type processor, for fine needle aspiration (FNA), 3.7 mm channel diameter, 180° ultrasound scanning angle, 125 cm working length, 12.6 mm insertion tube diameter, 55° forward oblique direction of view, 100° field of view, and angulation of 130° up, 90° down/right/left. Standard set: MAJ-249 Balloon cuffs (20 pcs.), MAJ-675 Balloon applicator, MAJ-1443 Suction valve (autoclavable), MAJ-1444 Air/water valve (autoclavable), MB-142 Mouthpiece (2 pcs.), MAJ-350 Adapter for inst. channel - MH-553 Video connector, water resistant cap, MAJ-896 Ultrasound connector, water resistant cap, MAJ-853 Biopsy valves (10 pcs.), and NA-200H-8022 Complete FNA needle set (5 pcs.). Cleaning accessories set: BW-20T Channel cleaning brush, BW-7L Channel cleaning brush (2 pcs.), MAJ-629 Air/water cleaning adapter, MH-946 Injection tube, MH-507 Channel opening cleaning brush, MAJ-621 Channel plug, MH-856 Suction cleaning adapter, and MH-974 Elevator wire washing tube.

☒ 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.

Per William Schoenhard, Deputy under Secretary for Health Operations and Management in a memorandum dated December 6, 2010, VISNS are to establish approved government leasing agreements for GI Endoscopes with one of two major endoscope manufacturers, Olympus or Pentax, using their FSS contracts. VISN 12 has chosen to use Olympus America, Inc. to provide the lease and maintenance of endoscopes. Olympus scopes are in use at the Jesse Brown VAMC and equipment leased under the new contract will be compatible with the existing GI equipment.

**(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:**

The Contracting Officer will determine that the anticipated cost to the government will be fair and reasonable based upon the current Olympus FSS contract for leasing and service of GI Endoscopes. The price analysis will utilize comparable pricing based upon the same lease procurements done by other VISN Medical Centers

**(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A**

**STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:**

The Jesse Brown VAMC currently leases several scopes from Olympus America in conformance with the VA Standardization initiative. Only Olympus video scopes are compatible with the video processors, lightsources, and endoscopic ultrasound equipment currently owned by the Jesse Brown VAMC. If another type of scope was leased, the Jesse Brown VAMC would need to purchase all the support peripherals for this one scope while keeping in place the already existing equipment for Olympus scopes. This would be a very costly initiate as systems are not interchangeable across manufacturers.

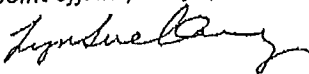
**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

Under VHA Handbook 1761.1 and VHA Directive 2009-004, VHA authority has mandated that the national standardization of equipment, processes, and procedures take place to the maximum extent possible. National standardization creates best value, enhance the safety and quality of patient care, and results in a reduced variability in the number of different processes required for endoscope setup and reprocessing, thus reducing the potential for error. In response to this mandate, the Veterans Health Administration Office of Procurement and Logistics established an Integrated Product Team to develop requirements for the national standardization of endoscopes throughout the VHA. The IPT determined leasing to be the new level of standardization as it presents the VA the ability to standardize with greater efficiency, be flexible with new technology, and accurately predict future maintenance costs. Based on pricing provided by the IPT and the equipment currently owned by the VISN 12 medical centers, Olympus presents the best value for 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:**

None – this procurement is in conformance with the national standardization process.

**(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

DATE 21 November 2013

Lyn Sue Kahng, M.D.  
NAME

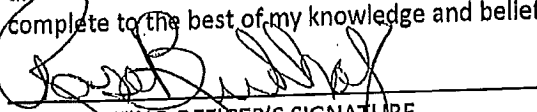
Chief, GI Section  
TITLE

Medicine  
SERVICE LINE/SECTION

Jesse Brown VA Medical Center  
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.

  
CONTRACTING OFFICER'S SIGNATURE

Rose Birkholz  
Contracting Officer

11/25/2013  
DATE

Great Lakes Acquisition Center  
FACILITY

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

James R Hedman 352149

SIGNATURE

James Hedman  
VISN 12  
Team Manager

Digitally signed by James R Hedman 352149  
DN: dc=gov, dc=va, cn=internal, ou=people, o=2342, 19200300.100.1.1=James.Hedman@va.gov, cn=James R Hedman 352149  
Date: 2013.11.26 16:31:32 -0600

DATE