

**DEPARTMENT OF VETERANS AFFAIRS  
Justification and Approval**

**For  
Other Than Full and Open Competition**

**1. Contracting Activity:**

Department of Veterans Affairs  
Network 23 Contracting Office  
474 45<sup>th</sup> St. S. Suite 202  
Fargo, ND 58103

Transaction #: 636-14-1-3998-0013

**2. Nature and/or Description of the Action Being Processed:**

A purchase order will be placed on a sole source basis with American Purchasing Services, LLC. d/b/a American Medical Depot for the purchase of 7 Zoom Stretchers for the OPS/GI area. This action will be a firm fixed price order for supplies. This action will provide the necessary equipment required for compliance with the Patient Lift Program which has been standardized for the Central Iowa VA Health Care System (Des Moines).

**3. Description of Supplies/Services Required to Meet the Agency's Needs:**

This purchase is for American Medical Depot: Purchase fully motorized Stryker Medical Stretchers.

1. Zoom motorized patient transport system (stretcher)  
Quantity 7  
Manufacture: Stryker  
Manufacturer Part #: 1125-000-000E
2. Chaperone Stretcher Exit with Scale  
Quantity 7  
Manufacture: Stryker  
Manufacturer Part #: 1070-010-200
3. Dual end Side Rail Release  
Quantity 7  
Manufacture: Stryker  
Manufacturer Part #: 1105-011-160
4. Foot end Nursing Controls  
Quantity 7  
Manufacture: Stryker  
Manufacturer Part #: 1008-015-020
5. 30 Degree Transfer Board  
Quantity 7  
Manufacture: Stryker  
Manufacturer Part #: 1005-045-310

6. Integrated Pump Rack for Zoom Drive  
Quantity 7  
Manufacturer: Stryker  
Manufacturer Part #: 1105-045-035

7. 2 Stage Permanent Fold IV Pole  
Quantity 7  
Manufacturer: Stryker  
Manufacturer Part #: 1105-035338

8. 5 Pioneer 5x30 Mattress  
Quantity 7  
Manufacturer: Stryker  
Manufacturer Part #: 0850-030-000

Estimated dollar value: \$126,249.69

**4. Statutory Authority Permitting Other than Full and Open Competition:**

(x) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;

This is a sole source due to the specialized nature of the equipment as described below: Equipment standardized for the Safe Patient Handling Program has been implemented at VA Healthcare System using this equipment. This standardization ensures compliance with the VHA Directive for Patient Safe Handling Program. The protocols have been written using this equipment; therefore, supplementing the program with different equipment would not be an option. It is possible to write new protocols and establish a different standardization with another manufacturer; however, it is not cost effective to buy all new replacement equipment. This would also involve significant training to the staff to ensure safe handling of patients under the program guidelines.

American Medical Depot is the only supplier of in class fully electric motorized stretchers, electric patient controls with manual Lift Assist backup, mechanical interlocking brake system, recovery chair position, and staggered integrated electric controls with nurse lockout capabilities. No competing product exists in the open market.

**(X) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;**

- ( ) (2) Unusual and Compelling Urgency per FAR 6.302-2;
- ( ) (3) Industrial Mobilization, Engineering, Developmental or Research Capability or Expert Services per FAR 6.302-3;
- ( ) (4) International Agreement per FAR 6.302-4
- ( ) (5) Authorized or Required by Statute FAR 6.302-5;
- ( ) (6) National Security per FAR 6.302-6;
- ( ) (7) Public Interest per FAR 6.302-7;

**5. Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):**

The Patient Safe Handling Program has been using the Zoom stretchers for a number of years throughout the organization inpatient and clinic areas. Almost all areas already have the Zoom Stretchers from previous orders. Only one other source with a similar product has been identified however that product is not able to provide the power back option required for our stretchers for the safety of our staff. The Zoom stretchers are imperative to the Patient Safe Handling Program which is a nationally mandated program and a performance measure for our medical center to help reduce staff injuries. The Zoom Stretcher is a motorized stretcher which eliminates the need for staff to push the stretcher and patient during transport within the medical center, as it is fully motorized. An advantage to the facility is that American Medical Depot is a veteran owned small business and the purchase will be in accordance with public law 109-461 and IL-049-07 and to the best of my knowledge it is not available from another VOSB. The veterans during surgical procedures have the potential to be lying on the stretcher for extended lengths of time and be transported throughout the hospital. These features meet the guidelines of the safe patient handling program as well as meet patient safety goals especially in pressure ulcer prevention and patient falls.

Accordingly, American Medical Depot is the only firm capable of providing the supplies and services described in Section III above without the Veteran's Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through competition," or "Accordingly, American Medical Depot is the only firm capable of providing the supplies without the Veteran's Health Administration experiencing unacceptable delays in fulfilling its requirements," or "Accordingly, American Medical Depot is the only firm capable of providing the supplies and services described in Section III above without the Veteran's Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through competition and unacceptable delays in fulfilling its requirements."

**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:**

Extensive research of products available not only locally however throughout the SPH program within our VISN 23 and nationally by other VAs. I have personally attended National vendor fairs and internet searches for similar products have all been negative. To my knowledge Stryker is the only vendor that has this type of stretcher with the options requested by the end user which is OPS/GI. Hill Rom identified as only other source however that product can not provide the option of power back which is required for staff and patient safety. This procurement will be synopsisized on Federal Business Opportunities of intent to sole source and invites anyone who can provide for this procurement to contact the VA Contracting Officer for consideration. All evidence indicates there is no other manufacturer other than Stryker/ American Medical Depot who offers a product in class.

**7. Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:**

Price determination of fair and reasonable shall be conducted based on historical pricing from previous purchases

**8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:**

No other firms with similar product identified with equipment available for purchase at this time. The nursing team in the OPS/GI previously conducted a clinical trial of the Stryker Zoom Electric Stretchers as well as they currently are using an older model. The Clinical Staff determined that the Stryker Prime Zoom Electric met all of the clinical requirements and it is the only product in its class available with the mentioned options. The Stretchers are the only in class stretcher that offers fully electric patient controls, nurse lockout features and manual backup features. In-service and Stryker Zoom Electric Clinical Evaluations were previously completed and will be re-educated upon arrival of the new carts.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:**

"VHA Directive 2010-032, Safe Patient Handling Program and Facility Design" requires us to not push/pull/lift over 35 pounds and forbids the manual handling of patients in an effort to decrease organizational costs associated with staff injuries as well as decrease "Days of Lost Time" and "modified/light duty days". This equipment will increase compliance to the VHA directive as well as our local medical center policy. Expansion of these throughout the Medical Center will help further reduce staff injuries and will also increase patient safety associated with patient care.

- **Low Height**  
Best-in-class low height aids in safe, convenient patient entry and exit from stretcher
- **Oxygen Bottle Holder**  
Oxygen bottle is mounted on the litter instead of the base to help reduce awkward bending, stooping and lifting
- **Weight Capacity**  
700-pound weight capacity to meet the bariatric needs of the facility
- **Pop-up Push Handles**  
Positioned for easy use when you need them - completely hidden away when you don't
- **Zero-gap, Glideaway™ Siderails**  
Offer maximum patient security when raised yet are completely out of the way when down for zero-gap transfers, zero pinch points.
- **Ease-of-Use**  
All activation points on the stretcher are highlighted in yellow
- **Electric or Lift Assist™ Backrest**  
A powered head end delivers not only convenience for the patient but caregiver safety; patented Lift Assist backrest uses the patient's own weight as a counterbalance for an easy lift and to reduce boosting
- **Electric Knee Gatch**  
Empowers patients to adjust to their own level of comfort while protecting the caregiver from interruptions, stress and lifting, available as a hydraulic manual option
- **IV Pole**  
Available on either side of the head and foot end; bi-twist release mechanism improves functionality for caregiver; conveniently stores when not in use
- **Siderail Controls**  
Staggered so they can be easily accessed when the patient is in any position
- **Control Panels**

The electric controls and patient lockout button are located on the control panel, completely sealed for effective power-washing or manual cleaning

- **Integrated Transfer Board**

Assists caregiver in patient re-positioning and patient transfers; conveniently stores when not in use

- **Integrated Utility Tray**

Located under the backrest; allows caregiver to conveniently store equipment, charts, other small items, etc. when the back rest is raised

- **Stryker Zoom® Motorized Drive System**

Virtually eliminates manual pushing

- **Integrated Scale**

Helps reduce the need to move patients by providing accurate and consistent weights while the patient is in any position

- **Color-coded Accent Rings**

Color-coded accent rings above the casters can identify departments and match other standardized departmental colors

- **Recovery Chair Position**

Helps eliminate the need for unnecessary transfers by providing a comfortable position for patients to recover

- **Foot End Pump Rack**

Conveniently located at foot end, away from wheels - where you need it, when you need it

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:**  
American Purchasing Service, LLC.

**11. A Statement of the Actions, if any, the Agency May Take to Remove or Overcome any Barriers to Competition before Making subsequent acquisitions for the supplies or services required:**

Prior to the procurement of any subsequent Zoom Stretchers from American Medical Depot, a market survey will be conducted to determine if it is feasible, considering program and cost elements, to consider other vendors that may be able meet the requirements and be compliant with any VHA Directives or Safe Patient Handling Program guidelines.

- Staff evaluations directly reflect the need for the Zoom Electric Stretcher
- Patient Safety, staff efficiency, staff injury reductions and safety have all been evaluated
- NO OTHER MANUFACTURER OFFERS FULLY ELECTRIC STRETCHER
- Stryker Zoom Electric is exclusive to Stryker Medical and is protected by multiple patents and proprietary technology.

**12. 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 and belief.

 Marla K. Bronson RN

Marla K. Bronson MHA, BSN, RN ([marla.bronson@va.gov](mailto:marla.bronson@va.gov))

March 11, 2014

VA Central Iowa Health Care System

Nurse Manager Knoxville CBOC  
1515 W. Pleasant St. Knoxville, IA 50138  
Safe Patient Handling Coordinator (SPH)  
3600 30th St. Des Moines, IA 50310  
515-699-5705, 641-828-5353, 8-861-5353  
Cell 641-777-3268, 641-871-0077  
Fax 641-861-5066/5092 or 8-861-5066/5092

**13. Approvals in accordance with FAR 6.304**

**a. Contracting Officer's Certification: (required)** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Christopher Volk  
CONTRACTING OFFICER  
NCO 23 - Fargo

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Date

**b. NCM/or Designee:** I certify the justification meets requirements for restricting consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

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Scott Petrin  
Contract Manager  
Department of Veterans Affairs  
Network Contracting Activity 23  
474 45<sup>th</sup> St. S. Suite 202  
Fargo, ND 58103

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DATE