

DEPARTMENT OF VETERANS AFFAIRS
Justification and Approval
For
Other Than Full and Open Competition

1. Contracting Activity: Department of Veterans Affairs, VISN 10, Dayton VA Medical Center Contracting has prepared this document to serve as the "Justification for Other Than Full and Open Competition" for eleven Big Wheel Stretchers and components. The Purchase Request Number is 539-14-3-048-0046.

2. Nature and/or Description of the Action Being Processed: This proposed action is a new action for a firm-fixed-price purchase order issued to Other Than Full and Open Competition to purchase eleven Big Wheel Stretchers and components for the Cincinnati VA Medical Services Department. The requirement will be solicited on FBO as a small business set-aside. After the award, a notice of award will be posted with this justification attached, to Federal Business Opportunities (FBO) in order to properly announce the award and post this justification. The equipment shall be delivered within forty five (45) calendar days after receipt of order (ARO).

3. Description of Supplies/Services Required to Meet the Agency's Needs: The Department of Veterans Affairs, VA Health Care System of Ohio (VISN 10), has a requirement for eleven Big Wheel Stretchers and components for the Cincinnati VA Medical Services Department. This new contract has a total estimated value \$131,000. The requirement is necessary to provide improved care to Veterans who require treatment in the special Procedures Unit and Emergency Department. Big Wheel Stretchers and components are required to comply with a VHA directive, 2010-032 - Safe Patient Handling Program and Facility Design. The specific functions of the stretchers are necessary in order to provide safe handling and care for Veterans who experience extended wait times for medical services.

Big Wheel Stretchers and components list:

| AMD Item# | MNF # | Description | QTY |
|-----------|---------------|---|-----|
| 999155675 | 1115-000-000E | PRIME WITH BIG WHEEL - ELECTRIC - 1 EABIG WHEEL MOBILITY SOLUTION | 11 |
| 999155676 | 1008-001-110 | ELECTRIC BASE | 11 |
| 999155677 | 1115-003-004 | FOUR SIDED BRAKE STEER CONTROLS | 11 |
| 999165827 | 1115-005-610 | THREE SIDED HYDRAULIC CONTROLS | 11 |
| TBD | 1008-010-100 | NO SCALE | 11 |
| 999154970 | 1008-015-020 | FOOT END NURSING CONTROLS FOOT END | 11 |
| 999165811 | 1105-011-160 | DUAL END SIDERAIL RELEASE | 11 |
| 999146161 | 1105-048-030 | POP-UP STEERING HANDLES (HEAD END) | 11 |
| 999168686 | 1105-045-310 | 30 TRANSFER BOARD | 11 |
| 999155238 | 1105-045-035 | INTEGRATED PUMP RACK FOR ZOOM DRIVE | 11 |
| 999165892 | 1105-035-337 | 3 STAGE PERMANENT FOLD IV POLE - HEAD RT. | 11 |
| LABEL | LABEL | LABEL | 11 |
| 999168469 | 1105-035-250 | NO PERMANENT FOLD IV POLE FOOT END | 11 |
| COLOR | COLOR | GRAY | 11 |
| 999146984 | 0850-030-000 | 5 PIONEER™ 5 X 30 SURFACE | 11 |
| 999199183 | 7777-111-5PT | DOMESTIC RETRACTABLE CORD | 11 |
| 999197839 | 1008-146-050 | DOMESTIC RETRACTABLE CORD | 11 |

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

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

These products provide unique differentiating features, essential to the VAMC that cannot be found in the exact configuration needed in any other products on the market, such as:

- The Stryker Prime Big Wheel Stretcher is equipped with a Recovery Chair Position. This unique position eliminates the need for unnecessary transfers by providing a comfortable position for patients to recover. This feature makes daily patient handling easier and supports both patient and hospital staff safety. The Recovery Chair position can be operated manually or electrically and allows the patient to sit comfortably without risking injury during a patient transfer into a recliner. No other manufacturer offers this feature.
- The Stryker Prime Big Wheel Stretcher is equipped with an Electric Head End Lift Assist TM. A powered head end delivers not only convenience for the patient with patient comfort controls, but provides caregiver safety by reducing the strain when raising and lowering the patient. Lift Assist Backrest when operated manually uses the patients' body weight to assist raising the back rest, therefore reducing risk of injury. No other known stretcher offers this feature.
- The Stryker Prime Big Wheel Stretcher is equipped with an Electric Knee Gatch. The powered knee gatch empowers patients to adjust to their own level of comfort with the staggered patient comfort controls, while protecting the caregiver from interruptions, stress and lifting.
- The Stryker Prime Big Wheel Stretcher is equipped with Zero-gap Glide Away Siderails. With ONE fluid motion, these Glide Away side rails provide maximum patient security when raised and zero transfer gap when lowered. They provide head-end and foot-end release levers and zero pinch points.
- Advanced Mobility- the Stryker Prime Big Wheel Stretcher reduces the Caregiver push force by 50% while increasing steering by 60%. No other manufacturer offers this feature.
- Integrated Scale -Reduces risk for caregiver while aiding a patient on and off of a manual scale.
- Electric patient positioning controls -Eliminates nurse calls for physically adjusting a patient's backrest and knee gatch. No other known manufacturer offers this option coupled with the Big Wheel advanced mobility.
- Electric Hydraulic lift base -electrically lifts the patient's body weight instead of the nurses having to pump the stretcher up manually (raises manually as well). No other known manufacturer offers this option coupled with the Big Wheels advanced mobility.

- Pioneer Pressure redistribution mattress -Pioneer's 11 independent air bladders constantly adjust to the patients' weight and position allowing better treatment and prevention of Pressure ulcers.
- The Stryker prime Big Wheel Stretcher provides Thermoformed ABS Base, Four Sided Brake Steering Controls, Scale System and Foot End Nursing Controls.

American Medical Depot currently provides the Stryker stretcher systems to the VA Health Care System of Ohio (VISN 10), this equipment is required to help clinicians, and medical staff increase efficiencies, and also mitigates long term physical back strain that accompanies the daily pushing, pulling and steering of stretchered patients. The innovative feature of this mechanized electrical stretcher equates to easier patient handling and promotes patient and medical staff safety.

Other relevant factors regarding the Stryker Prime Big Wheel Stretcher:

- The Stryker Prime with Big Wheel Electric Stretcher is a proprietary system; American Medical Depot is the only authorized distributor/provider of these Stryker products. The manufacturer, Stryker Sales Corporation who provided a letter substantiating this, has verified this. (Attached).
- Increased efficiency and comfort for both patient and caregiver due to the electric lift, which eliminates the jostling experienced with the obsolete stretchers and reduces the time required to raise/lower the litter.

Additionally, this justification will document that the product/features are essential to the Government's requirements and the market research which indicates that no other company's product or brand name meets or can be modified to meet the VAMC's requirements thereby precluding consideration of a product manufactured by another company.

6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable: Market research was conducted, details of which are in the market research section of this document. Other than full and open competition is anticipated for the required equipment, as the part numbers listed above are proprietary items of Stryker Products solely distributed by American Medical Depot. These specific stretchers are direct replacement for the non-electric stretchers currently fleet by the Cincinnati VAMC and are the only known items compatible with the existing Stryker stretchers. Any alternate or substitute stretchers cannot support ongoing missions without significant costs in efficiency, staff/patient safety and patient comfort.

If this action is approved, this Justification for Other Than Full and Open Competition will be posted on the Government Point of Entry (GPE) Federal Business Opportunities (FBO) website with the Notice of Award after the award of the proposed purchase order in accordance with FAR Part 5.

7. Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable: The requester and other Government representatives completed market research and provided an Independent Government Estimate (IGE). The IGE was based off of informal vendor quotes and procurement history. The total estimated amount for this proposed order is approximately \$131,000.00. An updated and current vendor quote has been requested, as well as updated IGE.

Although this is planned to be solicited to Other Than Full and Open Competition, the anticipated cost to the government has been determined fair and reasonable based on the market research, past procurements, and the IGCE.

8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons

Market Research Was Not Conducted: As described in Section VI above, market research, in accordance with FAR Part 10, was conducted by synopsis of the proposed acquisition, advising industry of the pending acquisition and soliciting inquiries from interested parties. Market research sources and their corresponding findings are illustrated below:

- a. A search was conducted on FedBizOpps (www.fbo.gov) to determine if there were any previous procurement background information pertaining to this particular stretcher. A determination was made that a VA Contracting Office executed a competitive solicitation and award was ultimately made to American Medical Depot for the exact same Stryker Stretcher required in this procurement. The Contract Specialist made contact with the VA Contracting Officer to inquire about the solicitation and was provided the details of how many offers were received and concluded that two offers (American Medical Depot and another vendor) offered the same Stryker Stretcher; however, American Medical Depot was the only authorized distributor of Stryker products.
- b. The Contract Specialist contacted the manufacturer of the electric stretcher required in this procurement, Stryker Sales Corporation, via telephone to inquire about the possibility of more than one vendor offering the required Stryker Prime Big Wheel Electric Stretcher. The Government Sales Team from Stryker Sales Corporation briefed the Contract Specialist that American Medical Depot was the exclusive distributor.
- c. Furthermore, Stryker Sales Corporation on May 16, 2014 provided a manufacturer letter stating that American Medical Depot is the exclusive distributor for the Medical Division's Prime Big Wheel Electric Stretcher outlined in this procurement. Additionally, the letter outlined that no other company and/or distributor may offer the Stryker Electric Stretcher without approval and support from American Medical Depot.
- d. An additional search was also conducted on both the Open Market and on GSA Advantage Multiple Award Schedule (MAS) using the specification of the required stretcher. Although, there are electric stretchers available on the Open Market and on MAS, no one vendor offers an electric stretcher with all the features the VAMC Dallas requires. Based on this information market research indicates that there are no other known sources capable of providing these stretchers other than American Medical Depot.

9. Any Other Facts Supporting the Use of Other than Full and Open Competition: In accordance with the priorities for use of Government supply sources in the Veterans Affairs Acquisition Regulations (VAAR) 808.002, market research determined that these products and services are not available from (1) agency inventories, (2) a national committed use contract awarded by the VA National Acquisition Center (NAC), (3) a mandatory the Federal Supply Schedule (FSS) contract awarded by the NAC in Federal Supply Classification (FSC) groups 65 and 66 or (4) an optional use FSS. Continuing the order of priority, the next supply source where contractors can reasonably meet our requirements is in the open market.

Stryker Medical manufactures the required market research confirmed these products are only available on the open market to the VA through American Medical Depot, and are not offered on the VA NAC schedules.

10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition: None. Stryker Sales Corporation has entered into an exclusive distribution agreement with American Medical Depot to sell their products to the federal government. American Medical Depot acts as the Stryker distribution representative independently and provides pricing quotes, sales information, and accepts contract awards on behalf of Stryker Sales Corporation. Stryker Sales does not sell products to the federal government except through American Medical Depot. Manufacturer letter is attached.

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: None. Market research from commercial websites indicates that there are no available sources that supply these open market items. Due to the highly specialized requirements of the Cincinnati VA Medical Center, the only known source at this time capable of meeting their requirements is American Medical Depot. Substantial duplication of costs would occur if this open market procurement were completed on a competitive basis. If the Cincinnati VAMC were to purchase and implement an entirely new stretcher, not only would it involve exponentially more costs due to training, costs of repair parts, technical manuals, but there is no guarantee it would produce the same results and savings the Stryker stretcher offered by American Medical Depot to date has provided the Cincinnati VAMC.

The end user will continue to monitor new entrants into the marketplace to see if new products and solutions become available. If this action is approved, this Justification for Other Than Full and Open Competition will be posted on the Government Point of Entry (GPE), Federal Business Opportunities (FBO) with the Notice of Award after the award of the proposed purchase order.

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.



Susan Talbert
Administrative Officer
Cincinnati VAMC


Date

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.

LONNIE WINKLER
CONTRACTING OFFICER
CINCINNATI VA MEDICAL CENTER

DATE

b. **NCM/PCM** : I certify the justification meets requirements for other than full and open competition.

TERRY SPITZMILLER
DIRECTOR OF CONTRACTING
VISN 10

Date

Lester Fortney
Senior Manager

1901 Romence Road Parkway
Portage, MI 49002
t: (919) 475-0331
www.stryker.com

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To Whom It May Concern,

American Medical Depot is the authorized distributor for Stryker MedSurg (CMF, Communications, Endoscopy, Instruments, Medical) in federal healthcare to include Department of Defense (DoD), Department of Veteran Affairs (VA), Indian Health Services (IHS), Federal Bureau of Prisons (FBOP), Department of State, and all other federally funded entities.

If there are any questions, please feel free to contact me at 919-475-0331 or lester.fortney@stryker.com



Lester Fortney
Senior Manager
Federal Sales and Contract Management
Healthcare Systems and Finance