

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval**

**For**

**Other Than Full and Open Competition**

1. **Contracting Activity:** Department of Veterans Affairs, VISN 23, Minneapolis VA Medical Center  
Department of Veterans Affairs  
Network 23 Contracting Office  
474 45<sup>th</sup> St S, Suite 202  
Fargo, ND 58103

2237:618-14-2-020-0261 & 618-14-3-020-0734

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

A new firm-fixed-price purchase order will be awarded on a sole source basis for the procurement of 6 additional Vidyo Tele ICU in Room units. These units include an A/V server, flat panel monitor, microphone, speaker, and eLert button.

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

VISN 23 is currently in the process of implementing Vidyo equipment across monitored sites in VISN 15. The implementation of this equipment enhances communication by meeting the latency constraints across the WAN, which allows for clear communication and for the audio to align with the video, which is not currently possible at sites at great distance from the Tele-ICU Support Center. The use of this audio visual equipment will enable greater collaboration, as multiple clinicians will be capable of viewing the same room simultaneously and allows all users in a session to both speak and hear. The equipment and services to be purchased includes all products listed below.

1. 5 year Extended Warranty of the In-Room Equipment – Quantity 6
  - 24x7 Phone Support
  - Software Updates
  - Remote Technical Assistance to factory repair A/V Server
2. Vidyo in-room equipment and install (see Installation Details below) (PHL-EN08) – Quantity 6
  - Vidyo AV Server with enclosure and Cabling
  - Tru-VU HD Monitor
  - Phoenix Quattro Speakphone and MIC
  - Green Elert Button and Switch
  - Camera, monitor and enclosure mounts
  - All in room cabling for the solution

(a) **ESTIMATED DOLLAR VALUE: \$72,015.65**

(b) **REQUIRED DELIVERY DATE: 5/16/2014**

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;  
( ) (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):**

Vidyo is the only known vendor that has demonstrated the ability to interface with version 3.9 of Philips Healthcare eCareManager software and meet the latency constraints within the VA. After doing extensive proof of concept testing with Philips and Vidyo at the Minneapolis VA, Spokane VA, and Washington, D.C., we determined that the Vidyo product provided a significant improvement in audio visual quality across large distances. Additionally, Vidyo is the only product that can interface with Philips that also has conferencing capabilities, which would allow multiple clinicians to access the same room simultaneously, and all have the ability to both hear and speak to all other users in the room. Furthermore, Vidyo is able to provide the desired network traffic tagging approach that OIT considers vital moving forward with Tele ICU.

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

I contacted Philips to determine which AV vendors were compatible with version 3.9 of eCareManager. Of the compatible vendors, only Vidyo was capable of meeting the latency requirements and conferencing capabilities. The CACI equipment requires a round trip network latency of 50ms or less for optimal video and audio performance. The Minneapolis VA network cannot guarantee that latency. A proof of concept test was conducted to compare the usage of the existing AV equipment (supplied by CACI) to the Vidyo equipment, which can handle network latency much better than the current solution. The testing group consisted of vendor partners, biomedical engineering, Tele-ICU clinicians, and national OIT. During the testing, four simultaneous people were in the conference room and there were no audio drops and the picture was clear. The camera movement was also much smoother.

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

Contract price will be determined by comparison with historical pricing for similar equipment items

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

I contacted Philips to determine which AV vendors were compatible with version 3.9 of eCareManager. Of the compatible vendors, only Vidyo was capable of meeting the latency requirements and conferencing capabilities. The CACI equipment requires a round trip network latency of 50ms or less for optimal video and audio performance. The Minneapolis VA network cannot guarantee that latency. A proof of concept test was conducted to compare the usage of the existing AV equipment (supplied by CACI) to the Vidyo equipment, which can handle network latency much better than the current solution. The testing group consisted of vendor partners, biomedical engineering, Tele-ICU clinicians, and national OIT. During the testing, four simultaneous people were in the conference room and there were no audio drops and the picture was clear. The camera movement was also much smoother.

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

These items have been previously procured and are in use at the facilities. This order is for spare equipment in the advent of an equipment failure, service will remain uninterrupted.

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

YORK TELECOM CORP PHONE: 732-413-6000  
81 CORBETT WAY  
EATONTOWN, NJ 07724

**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:**

VA will maintain familiarity with business sector in case any other systems become available that may satisfy the government's requirements.

VA will also talk to manufacturer to see if they have distributors.

**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.



\_\_\_\_\_  
Jennifer Gersten  
Biomedical Engineer  
VISN 23

\_\_\_\_\_  
6/2/14  
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.

\_\_\_\_\_  
Christopher Volk  
Contracting Officer  
NCO 23

\_\_\_\_\_  
06/02/2014  
Date

- b. **NCM/PCM (Required \$3K and above):** I certify the justification meets requirements for other than full and open competition and I approve this other than full and open justification.

\_\_\_\_\_  
Scott Petrin  
Contract Manager  
NCO 23

\_\_\_\_\_  
Date