

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Other Than Full and Open Competition

1. **Contracting Activity:** Department of Veterans Affairs, VISN 11, Illiana Medical Center, Danville, Illinois is requesting #550-14-4-985-1193, Snoezelen Carts from Flaghouse, Inc as a "Justification for Other Than Full and Open Competition".
2. **Nature and/or Description of the Action Being Processed:** A new fixed price purchase order for snoezelen carts. The total cost is \$18,218.50 includes 3 carts and training
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** Snoezelen carts with sensory equipment with items to stimulate the visual system such as Bubble Tubes, Fiber Optics, and Solar Range Projectors with Effect Wheels/Cassettes. Total: 17,639.25, POP: 09/30/2014. Flaghouse, Inc, 601 Flaghouse Dr., Hasbrouck Heights, NJ 07604.

The Snoezelen carts allow for a safe and non-threatening environment. This will allow our residents with disabilities or other limiting conditions to enjoy gentle stimulation of the primary senses. There is no need for intellectual reasoning. Participants experience self-control, autonomous discovery, and exploration-achievements that overcome inhibitions, enhance self-esteem, and reduce tension. Free from the expectations of others and away from the pressures of directed care, they recuperate and relax. Research has shown that multisensory environments offer a wealth of benefits, often affording the participant an opportunity to improve communications, enhance their understanding of each other, and build trust in their relationship. It's a wonder experience to enjoy and share a place that replenishes the spirit.

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;

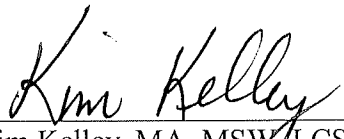
5. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):**

Only one responsible source - Snoezelen Therapy for Dementia Care has goals of reducing falls, reducing the use of physical and chemical restraints and improving patient satisfaction. This is a service

to create a "multi-sensory" environment for special care patients that give them a sense of control over their environment and to calm them down when they are in an agitated state. Participants experience self-control, autonomous discovery, and exploration-achievements that overcome inhibitions and reduce tension.

Snoezelen rooms and Snoezelen carts are already used at other VA facilities with very good feedback, by reducing falls, reducing the use of physical and chemical restraints and improving patient satisfaction. Central office is in the process of a national roll out of this equipment to all VA's.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** FlagHouse, Inc., with offices in Hasbrouck Heights, New Jersey is the sole source supplier of Snoezelen Multi-Sensory Environment products and services in the United States. Rompa Limited, is the owner of the registered trademark Snoezelen, and has granted an exclusive license to Flaghouse to use snoezelen name and logo in the United States. Research has been completed to solicit similar/like products from other manufacturers, but could not find any that offers the snoezelen carts, only therapy rooms and none on contract. The carts will allow more residents to receive snoezelen therapy with our residents being spread out across campus on several different neighborhoods and buildings. Other VA facilities have the Snoezelen carts and Snoezelen therapy rooms. VA Wilkes-Barre, Pennsylvania was the first VA facility to receive a Snoezelen therapy room.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** The price has been deemed fair and reasonable in comparison to prices paid by the general public. An internet search shows the cart (41373) at a price of \$5,195.00 and the vendor has quoted us \$4,295.00.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Market research was not completed as this is the only company in United States and Canada that provide Snoezelen equipment. This equipment is used in other VA facilities and there are no other companies on contract that offers something similar.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** None
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** Flaghouse, Inc.
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:**
Should a requisition of this nature recur, the market will be surveyed.
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.
(This signature is the requestor's supervisor, fund control point official, chief of service, someone with responsibility and accountability)



Kim Kelley, MA, MSW, LCSW
Chief, Geriatrics & Extended Care
VA Illiana HCS

8-18-14

Date

13. Approvals in accordance with FAR 6.304 *This part is filled out by Contracting Staff as part of the Justification*

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

Name
Title
Network 11 Contract Office

Date

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

Name
NCM/Supervisory Contract Specialist (as appropriate)
Network 11 Contract Office

Date

- c. **SAO (If over \$650K):** I certify the justification meets requirements for other than full and open competition.

Ricky L. Lemmon
SAO Director
Central Region

Date

- d. **VHA HCA Review and Approval:** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and recommend approval (if

over \$12.5 million) or approve (\$650K to \$12.5 million) for other than full and open competition.

NORBERT S. DOYLE
Chief of Procurement and Logistics Officer
VHA, Head of Contracting Activity

Date

- e. **VA Deputy Senior Procurement Executive Approval (over \$12.5 million but not exceeding \$50 million):** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve for other than full and open competition.

C. FORD HEARD
Deputy Senior Procurement Executive (DSPE)
Office of Acquisition and Logistics
Department of Veterans Affairs

Date

- f. **VHA Senior Procurement Executive Approval (over \$50 million):** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve for other than full and open competition.

JAN R. FRYE
Deputy Assistant Secretary for Acquisition and Logistics
Senior Procurement Executive (SPE)
Department of Veterans Affairs

Date