

SINGLE SOURCE
(APPLICABLE TO PURCHASES UNDER SAT \$3,000 - \$150,000)

1. Contracting Activity:

NCO 12, Great Lakes Acquisition Center
115 South 84TH Street, Suite 101
Milwaukee, WI 53214

2. Purchase Request Number:

537-14-3-969-0117

3. Authority for Action:

☒ FAR 13.106-1(b), Soliciting from a Single Source

4. Describe the supply or service to be acquired and the total estimated dollar value:

The equipment required is a patented mobility simulator that helps to prevent falls through reflex conditioning to real-world balance challenges. It replicates things that often result in a fall such as sudden stops and starts, a bump from behind, slippery surfaces, and trips. The proprietary software leads patients through a sequence of four challenges: standing balance trip, standing balance slip, step recovery, and walking recovery. These are used to train and reinforce automatic step and trunk responses that lead to reduced falls relative to the patient's current movement patterns. This equipment is patented and only one source of the technology is available. The anticipated cost to the Government for one of these systems is \$86,180.

5. List the proposed contractor (name, contact, and phone number) and describe the unique knowledge or capabilities of the proposed contractor:

Simbex
10 Water Street, Suite 410
Lebanon, NH 03766
Phone: 603-448-2367

The Simbex equipment is the only equipment on the marketplace that can simulate multiple types of falls and slips which gives patients more opportunities to increase balance and help patients to prevent falls. Simbex has multiple patents (7980856, 8246354, and 8622747) on this technology and are the sole providers of this equipment. They are also the sole proprietor of the training software that helps to track and measure results. It also automatically sharpens the stability, recovery, and movements the body uses to help prevent these types of falls.

6. Describe your market research efforts and efforts to ensure that offers are solicited from as many potential sources as is practicable:

Market research consisted of Google/Bing searches, FBO database searches, and discussions with facility end users and technical experts. This research revealed there were no other sources that appeared capable of fulfilling all of the Government's requirements. There appeared to be one piece of equipment with similar objectives, however. It was a trolley/harness and treadmill that could be used to walk forward, backward, incline, and decline and is used to evaluate the gait of a walking patient. It also had software to help track and monitor patient performance, but it is not able to simulate any of the potential causes of a fall (trip or slip) which is a requirement of the Government and what makes the Simbex system unique.

7. State why you feel that the anticipated cost to the Government will be fair and reasonable:

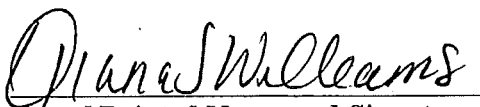
The anticipated cost to the Government is determined to be fair and reasonable in accordance with FAR 13.106-3(a)(2)(i) and (iv). Market research revealed a somewhat similar system available on the open market as mentioned in #6 above which would cost the Government approximately \$94,000. Although the Simbex system is unique, it does cost less than this system with similar objectives; it is determined that the anticipated cost of the Simbex system is fair and reasonable.

8. Other:

None

9. **Certifications:**

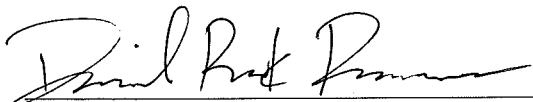
I hereby certify that the data provided above is accurate and complete to the best of my knowledge and belief.



**Typed/Printed Name and Signature
of Facility Technical Representative**

8/22/14
Date

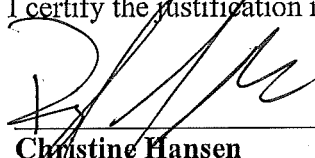
I hereby determine that the circumstances of this contract action deem only one source reasonably available.



**Daniel Rasmussen
Contracting Officer**

8/22/2014
Date

I certify the justification meets requirements for other than full and open competition.



Christine Hansen
Director of Contracting

8/22/2014
Date

per **Network Contracting Office 12, Great Lakes Acquisition Center**