

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

1. **Contracting Activity:** Department of Veteran Affairs, Network Contracting Office (NCO) 10, Louis Stokes Cleveland VAMC, Pharmacy Service Justification for Other Than Full and Open Competition. Transaction: 541-14-3-250-0362
2. **Nature and/or Description of the Action Being Processed:** NCO 10 proposes to issue a one-time, firm-fixed price, purchase order using full and open competition procedures after the exclusion of sources. This justification is to restrict the requirement to one manufacturer's brand of equipment.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** The Department of Veterans Affairs, VISN 10, Cleveland VAMC's Medical Service has a requirement for 58 Accumax Quantum Complete air mattresses and 58 pumps. Specialty mattresses will insure the safety of our spinal cord injury Veterans. Spinal cord injury Veterans, both in acute care and long-term care, tend to have complications and/or increased risk as a result of their limited to no mobility while lying down. These Veterans are admitted for wound management of pressure ulcers and are more susceptible to developing new pressure ulcers or having a deterioration of the existing pressure ulcers. The low air loss mattress and it is beneficial because the mattress is designed to relieve pressure and humidity. The air-filled cells reduce moisture and help prevent pressure ulcers. The low air loss mattress can be used to help treat and prevent pressure ulcers.

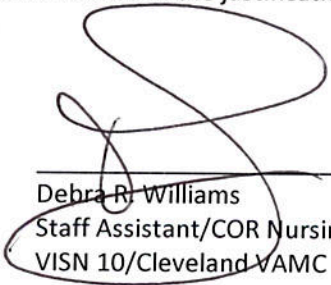
The mattresses are for use on Hill-Rom's Versa bed frames that are being used throughout the Medical Center. The Versa bed frame has a unique honeycomb design that requires a specific mattress to fit it. The purpose of this requirement is to provide a safe, yet comfortable mattress for our acute care inpatients and long-term care spinal cord injury Veterans. The estimated dollar value is \$189,262.70 and delivery will be 30 days after receipt of the order.

4. **Statutory Authority Permitting Other than Full and Open Competition:** *41 USC §253(c)(1), as implemented by FAR 6.302-1.*
  - (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 certain mattresses through Hill-Rom are designed to fit on the existing Versa Care frames. All mattresses placed on a Versa Care bed need to be designed to take advantage of the functional capabilities of the bed. Use of third party mattresses could affect the following functions:
  - a. The built in bed scale uses load cell technology for weight distribution over the frame.
  - b. When the bed articulates into a chair, if the mattress is not properly secured and fitted, there is potential risk for the patient to fall out of the bed in the chair position.

- c. The bed exit function uses of load cell technology based on the patient's weight. The patient's weight may not be sensed accurately causing the bed exit not to function accurately leading to an increased risk for patient falls.

The mattress functions described above are specific to Hill-Rom's Accumax Quantum Complete mattress. There is currently no other manufacturer that can provide these mattresses. Accordingly, Hill-Rom 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.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** An intent to sole source was posted on FBO from 8/5/2014 through 8/11/2014 to determine if there were other mattresses on the market that would fit the Hill-Rom Versacare bed frame and no responses were received. Hill-Rom, the manufacturer has four small businesses that are authorized to distribute this mattress. The requirement will be competed among the authorized distributors.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** It is expected that competition between distributors will result in competitive pricing and as a result, the Contracting Officer anticipates that the cost will be fair and reasonable.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** A search was conducted on NAC/GSA and VA Advantage and no vendor was found that could deliver the supplies. A review of the Hill-Rom mattresses on NAC contracts was completed and it was determined that the available mattresses were either not a low-air mattress or did not provide the functions as described above. A search on the internet was conducted to see if there were any similar products to no avail. An intent to sole source was posted on FBO from 8/5/2014 through 8/11/2014 with no responses. Hill-Rom, the manufacturer has four small businesses that are authorized to distribute this mattress.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** There are four small business vendors that are authorized to distribute this mattress.
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** NA
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:** On-going research of the industry market place will be conducted to determine if there are new entrants into this product arena.
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.

  
Debra R. Williams  
Staff Assistant/COR Nursing Service  
VISN 10/Cleveland VAMC

9-16-14  
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.

Thomas Moore

Thomas P. Moore  
Contracting Officer  
NCO 10

Digitally signed by Thomas Moore  
DN: cn=Thomas Moore, o, ou=NCO 10,  
email=thomas.moore9@va.gov, c=US  
Date: 2014.09.12 18:11:30 -04'00'

Date

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

lonnie.winkler@va.gov

Terry P. Spitzmiller  
Director of Contracting  
NCO 10

Digitally signed by lonnie.winkler@va.gov  
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Date: 2014.09.13 06:16:01 -04'00'

Date