

9/16/14

14-0205-NC07-Spacelabs Patient  
Monitors (E/D)  
KAW

**LIMITED SOURCES JUSTIFICATION**  
**ORDER >\$3,000**  
**FAR PART 8.405-6**

**2237 Transaction # or Vista Equipment Transaction #:** 534-14-2-783-0032, 534-14-3-783-0197, and 534-14-3-783-0255

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

**Restricted to the following source:** Provide original manufacturer's name for material or contractor's name for service. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer/Contractor: Spacelabs Healthcare, LLC (manufacturer)  
Manufacturer/Contractor POC & phone number: John Back, 425-363-5927  
Mfr/Contractor Address: 35301 SE Center Street, Snoqualmie, WA 07872-2637  
Dealer/Rep address/phone number: John Back, 425-363-5927

☒ The requested material or service represents the minimum requirements of the Government.

**(1) AGENCY AND CONTRACTING ACTIVITY:**  
Department of Veterans Affairs  
Ralph H. Johnson VA Medical Center  
(RHJVAMC)  
109 Bee Street  
Charleston, SC 29401  
**VISN:** 7

**(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:**  
The RHJVAMC has a requirement for Spacelab patient monitors and supporting components to enhance patient monitoring capability and to address portability issues and ultimately improve patient care. This purchase will combine the three 2237s listed above. Request approval to consider only one mandatory FSC Group 65 II A (Medical Equipment and Supplies) FSS Holder, Spacelabs, VA NAC Contract V797D-40190.

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:**  
The monitoring system consists of: 1.) Physiologic Bedside monitors to record vitals and hemodynamic data (blood pressure, heart rate, pulse oximetry, pulse, cardiac output, waveforms, cardiac rhythms, etc.). 2.) Clinical Access software that allows the clinicians to review vitals and hemodynamics anywhere in the facility, and 3.) Print Manager, which allows the users to print waveforms and other data from the patient's bedside.

The Item categories are: Transport Monitors w/ETCO2, Printmanager and Add-On CA Licenses Monitors, Waveforms, Printers, and other support items for Dialysis Central, Emergency Department, GI & ACC Transports, Ambulatory Care, OR holding, and Dialysis areas, Installation, support plans, and operating manuals. There are a total of 269 line items for this requirement.

(b) **ESTIMATED DOLLAR VALUE:** \$920,557.43 based on a recently revised quote from Spacelabs reflecting their new NAC contract pricing.

(c) **REQUIRED DELIVERY DATE:** 15 September 2014

**(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE. (CHECK ALL THAT APPLY AND COMPLETE)**

☐ Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

☐ A patent, copyright or proprietary data limits competition. The proprietary data is: (If FAR 8.405-6(a)(2)iii before posting. Do not include specific proprietary data. Only mention the type of equipment, procedure, etc. to show that proprietary supplies or services are being procured.)

☐ These are "direct replacements" parts/components for existing equipment.

☒ The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system. Spacelabs Patient Monitoring Systems are already in use in numerous RH/VAMC departments including Radiology, Dialysis, Intensive Care Unit, Emergency Department, PACU and Telemetry. These additional units will be added to the Ambulatory Care Unit and Step Down Unit, plus expanded in the areas where they are already in use. All network requirement, wiring and mounts of the present system throughout the Medical Center are compatible with the Spacelabs Healthcare Monitoring System, allowing replacement of the other monitoring systems without the time and expense of substantial site preparation and renovation. By replacing older systems with Spacelabs to create uniformity and standardization, all data can be interfaced to the Medical Center's Electronic Medical Record (EMR) through a single interface.

☐ The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

☐ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

**(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:**

The Ralph H. Johnson VAMC located in Charleston, S.C. has over 200 pieces of Spacelab's equipment including monitors in Radiology, Dialysis, ICU, ED, PACU and Telemetry. Standardization on patient monitors, including the gube bedside transport monitor w/ ETC02 allows patient's information to flow seamlessly throughout the hospital during their stay. Continuous patient data allows care givers the ability to quickly review a patient condition and provide treatment while working in different departments. The current Spacelabs Infrastructure in the hospital is compatible with new Spacelabs equipment. Having one monitor brand with established configurations and network throughout the facility is much less expensive than having multiple brands. If systems other than Spacelabs systems were purchased they would not be compatible with existing systems in place. Using equipment provided by a company other than Spacelabs would require changes to equipment throughout the Patient Care Areas which would be costly due to the need to add additional Spacelab's systems, as well as procure new maintenance agreements, warranties, and training. The time and cost to replace all Spacelabs Systems equipment and properly train personnel would exceed the cost to purchase Spacelabs systems for this procurement and compromise patient care and safety.

Spacelabs has just been awarded a National Acquisition Center contract for the required items on contract number V797D-40190. In the course of Market Research, other key components such as patient monitors and connecting cables and racks are comparable in price to other manufacturer's items.

**(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:**

Market research was conducted among other NAC schedule holders for comparisons of the major components of the system. A sources sought/request for information posted on GSA Ebuy revealed there are other manufacturers of patient monitoring systems. However, since the Ralph H. Johnson VA Medical Center is undergoing a move towards uniformity and standardization of all patient monitors, and requires all patient monitor systems to have the ability to interface with the supporting systems to meet the patients and hospital needs without compromising patient care and safety, purchasing other brands of equipment would not be efficient or effective. When this requirement is awarded, approximately 75% of all inpatient areas of the Medical Center will be using the Spacelabs Monitoring System.

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

Per VA Acquisition Regulation (VAAR) Part 808.002(a)(3), The Federal Supply contracts awarded by the VA National Acquisition Center in Federal Supply Classification (FSC) Groups 65 and 66 shall be mandatory for use by VA. Spacelabs VA NAC contract V797D-40190 will be utilized to fulfill this requirement.

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(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE:

The Ralph H Johnson VA Medical Center will continue to conduct market research, including interacting with vendors at professional conferences, exhibitions, and trade shows to identify alternative sources that could be considered for future acquisitions.

(9) 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. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4. (This signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)

John Goldizen  
SIGNATURE

7/26/14  
DATE

John Goldizen Deputy Associate Director  
NAME TITLE

Nursing & Pt. Care Svc  
SERVICE LINE/SECTION

RALPH H JOHNSON VA MEDICAL CENTER

(10) APPROVALS IN ACCORDANCE WITH FAR 8.405-6(d):

a. CONTRACTING OFFICER'S CERTIFICATION (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Ronnette Coffman  
CONTRACTING OFFICER'S SIGNATURE

Aug 29, 2014  
DATE

Ronnette Coffman, Contracting Officer  
NAME AND TITLE

Ralph H. Johnson VA Medical Center  
FACILITY

mauree  
n.fowler  
@va.gov

Digitally signed by  
maureen.fowler@va.gov  
DN:  
cn=maureen.fowler@va.gov  
Date: 2014.09.03  
10:27:11 -0400

c. NCM/PCM/DESIGNEE: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Prudence Howard  
SIGNATURE

9/3/14  
DATE

Prudence Howard  
Director of Contracting, NCO 7

**HIGHER LEVEL APPROVAL (Required For orders over \$650,000):**

e. **SAO:** I certify the justification meets requirements for restricting consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

SIGNATURE  
eldred.jackson

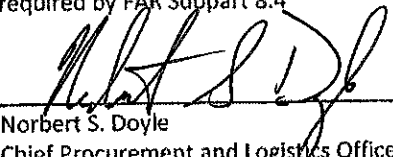
n@va.gov

Eldred Jackson  
Acting Director, SAO EAST

Digitally signed by  
eldred.jackson@va.gov  
DN: cn=eldred.jackson@va.gov  
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DATE

f. **VHA HCA REVIEW AND APPROVAL (over \$650,000 to \$12.5 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 restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4

  
Norbert S. Doyle

Chief Procurement and Logistics Officer  
VHA Head of Contracting Activity (HCA)

9/18/14  
DATE