

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Other Than Full and Open Competition

1. Contracting Activity:

Department of Veterans Affairs, VISN 19, Cheyenne Veterans Affairs Medical Center, 2360 E. Pershing Blvd., Cheyenne, WY 82001

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

This contracting activity proposes to negotiate a sole source, firm fixed price acquisition, with UpToDate, Inc. for an online diagnosis and treatment database for one year from date of award. The estimated cost for the Base Price + Option Years Schedules is \$42,822.

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

The requirement is to procure online access to UpToDate, a comprehensive, integrated differential diagnosis and treatment database to all providers and any other staff as needed who work at any location in Cheyenne VA Medical Center. The information is primarily narrative in format and contains extensive rationales for diagnosis and treatment decisions as well as charts, graphs, and calculators. Narrative information is the preferred presentation for learning (as opposed to bulleted information without qualifiers and exceptions) it is updated at least quarterly. The emphasis is on internal medicine and internal medicine subspecialties including cardiology, dermatology, sleep medicine, emergency medicine, endocrinology, rheumatology, gynecology, infectious diseases, oncology, gastroenterology, hematology, and hospital medicine. The database is available online and authenticated by IP address. UpToDate is unique with its breadth of content, synthesized information and organized searchable format.

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):

a. **UpToDate** is a proprietary database and is not sold by any vendor other than the **UpToDate, Inc.** See paragraph a in the copyright and license information on UpToDate's site.

b. **UpToDate** has over 8300 topics reviews, which dwarfs competitors like Dynamed (3200) and ACP PIER (490).

c. The database gives extensive narrative rationales (Narrative information is the preferred presentation for learning as opposed to bulleted information without qualifiers and exceptions) for diagnosis and treatment decisions. Competitors such as Dynamed and FIRSTConsult are formatted more in outline form and are designed for quick look-up at point of care. ACP PIER, another database that provides evidence-based medicine, has been purchased on a national contract and is already available to Cheyenne VA Medical Center providers, but it is comparable to Dynamed and is not adequate or a substitute for **UpToDate** at this time due to its very limited scope.

d. **UpToDate** focuses on internal medicine and internal medicine subspecialties. (Internal Medicine is the bulk of our hospitalized patient issues, and the majority of what we see in Primary Care also as our patients have comorbidities and complex diseases issues) Dynamed, ACP Pier, and FIRSTConsult focus on primary care and a more simplistic disease presentation. A review of Dynamed and FIRSTConsult in the Journal of the Medical Library Association confirms both the primary care focus and the focus on quick lookup.

e. Cheyenne VA Medical providers anecdotally prefer UP To Date over Dynamed. Additionally we concur with the VA Montana test that reports that UP To Date provides the much preferred narrative rationales for recommendations on treatment. Ease of use was also cited as was the extensiveness of the topics and the focus on internal medicine topics. **UpToDate** ranked highest in satisfaction among clinicians in a study cited in the Evidence Based Library and Information Practice journal, EBLIP is an open access, peer reviewed journal published quarterly by the University of Alberta Learning Services and supported by an international team of editorial advisors. The purpose of the journal is to provide a forum for librarians and other information professionals to discover research that may contribute to decision making in professional practice. EBLIP publishes original research and commentary on the topic of evidence based library and information practice, as well as reviews of previously published research (evidence summaries) on a wide number of topics This study included FIRSTConsult and ACP Pier.

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

In VA Montana, a sister VISN facility, Dynamed was offered as a trial to physicians. Feedback was almost unanimous in wanting to retain UpToDate given the unique qualifications of the database. Internet

research on vendor websites verified accuracy of number of topic reviews and “drill down/outline” format of other databases (as opposed to extensive narration in UPToDate) as well as the focus on primary care vs. internal medicine in UpToDate. A PubMed search was conducted to locate reviews of comparable products (see d. and e. in paragraph 5 above). The other vendors have not changed their formats in the last several years to include the features and benefits of UP To Date.

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

The anticipated cost to the Government will be fair and reasonable based on the sole-source availability of this database and the critical nature of diagnosis and treatment information it provides. Other facilities in VISN 19 along with Cheyenne VA Medical Center have done market research repeatedly looking for other vendors who may be able to provide similar services. The vendors listed above are the closest to UP To Date and their costs are not comparable since they are not providing the same services.

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

Dynamed, ACP Pier, and FIRSTConsult are other diagnosis and treatment databases that compete with UpToDate. Literature reviews [see embedded links in paragraph 5(d) and 5(e)], vendor product descriptions of depth and breadth of databases, focus on primary care vs. internal medicine, trial subscriptions (Dynamed) and hands on experience showed that UpToDate has unique qualifications not present in the other databases at this time.

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

There are no other factors supporting the use of other than full and open competition.

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

Anthony Lawrence
Renewal Account Manager
Wolters Kluwer Health | UpToDate
95 Sawyer Road
Waltham, MA 02453
781-392-2482 tel
781-642-8890 fax
acaruso@uptodate.com

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:

Other vendors' products will be evaluated annually to locate new or upgraded products on the market that would be comparable to UpToDate. Vendor products are reviewed in Journals and by VA Library professionals to determine the best sources for our providers. Comparable means 1. Narrative format 2.

Internal medicine focus 3. Quarterly updates by vendor 4. Survey completed of users/providers for feedback when another product obtains the listed criteria.

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)

4/2/2015

X Carolyn Thompson

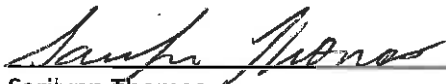
Carolyn Thompson
Procurement Coordinator
Signed by: people

Carolyn Thompson
Procurement Coordinator
Cheyenne VA Medical Center

03/31/2015
Date

a. Contracting Officer's Certification (required):

I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.


Sari Lynn Thomas
Contracting Officer


Date