

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$150,000**

**FAR PART 8.405-6**

**2237 Transaction # or Vista Equipment Transaction #: 695-15-1-969-0050**

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: Planmeca USA, Inc.

Manufacturer POC & phone number: Michelle Bottino (630) 523-7839

Mfgr/Contractor Address: 100 N. Gary Ave., Suite A, Roselle, IL 60172

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

**(1) AGENCY AND CONTRACTING ACTIVITY:**

Department of Veterans Affairs

NCO-12

Great Lakes Acquisition Center

115 S. 84<sup>th</sup> St., Ste 100

Milwaukee, WI 53214-1476

**(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:**

This is a limited sources justification to establish a new sole source delivery order against NAC FSS contract V797P-3184M with Planmeca USA, Inc. for the digital panoramic x-ray scanner at the Clement J. Zablocki VA Medical Center, located in Milwaukee, WI. The new delivery order will be firm fixed price.

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:**

Quantity	Description	Item Number
1	Planmeca 3D 8x8 Pan/SmartPan	CBVT-P-SP
1	Planmeca 3D Installation	INSTALL3D
1	3D Imaging PC for 3D	3DIPCMAX
1	Smart Pan feature for Planmeca 3D	FE000813
15	ProSensor Ethernet System B2 Sensor	FE001899
10	ProX Xray 75" Arm	PROX-75
10	Round Cone 30 cm 12" extension	0006001012
10	Installation of Intra Oral Xray/Digital Sensors	INSTALLIOD
1	DICOM software license	FE000370
1	Romexis Basic 2D/3D software	FE001386

1	Romexis License 10 user	RX001074
1	Dell Reco PC 16 GB	FE001366

The X-ray units are being purchased as a part of the Dental Clinic expansion to outfit new rooms for dental procedures. This will provide increased service to veterans in the dental clinic. A variety of x-rays and features are needed, including a 3D SmartPan and imaging software, 75" arm x-rays with 12" round cone extenders, and digital sensors for the units. All units require installation.

(b) ESTIMATED DOLLAR VALUE: \$197,289.30

(c) REQUIRED DELIVERY DATE: 30 days ARO

**(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.

The ProMax Digital Panoramic system is the only equipment that can integrate with the existing Planmeca digital software and drivers for the dental digital radiological system for dental procedures. This procurement includes an upgrade to existing equipment and additional equipment to outfit the expansion. The Planmeca dental x-ray system currently used in Milwaukee is integrated with the system at the Green Bay Outpatient Clinic. Therefore, the systems need to continue to be compatible. Currently, there is a shared server database for the two facilities to collaborate. This would not be possible if another system was procured. This equipment is critical for dental procedures and patient care.

☒ A patent, copyright or proprietary data limits competition. The proprietary data is:

Planmeca is the only manufacturer of the ProMax Digital Panoramic system. As the product manufacturer Planmeca holds proprietary rights over manufacturing the equipment. There are no authorized distributors holding mandatory FSS Contracts.

☐ 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.

☐ 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 ProMax Digital Panoramic system is determined to be the best value to the government, because purchasing digital panoramic x-ray equipment would essentially require the procurement of a new/compatible system with the existing for the Green Bay OPC. Re-outfitting the x-ray equipment at both the Milwaukee VAMC and the Green Bay OPC would cost over \$500,000.00, while not meeting the minimum requirement of having an internal cooling fan, improving the longevity and durability of the system. Due to the machines design, to include a cooling fan, the life cycle of these machines are tremendously enhanced which provides a total life cycle cost savings this in turn saves numerous future re-procurement costs. Furthermore, it is clearly more cost effective to purchase equipment to integrate into the existing system, than to maintain two different systems and require training for two different systems. This in turn, allows staff to be better attentive to patient care.

Price is determined to be fair and reasonable in accordance with FAR 8.404(d). FSS contracts are determined to be fair and reasonable at the time of award of the base contract.

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

A search of FSS contracts identified 18 contractors under schedule 65 II C – Dental Equipment, C-37B – Dental Radiographic Equipment - Digital. Although some vendors do provide Digital Dental Radiographic Equipment only Planmeca USA, Inc. is able to service and provide the equipment that will meet the minimum needs at the Federal Health Care Center (FHCC).

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

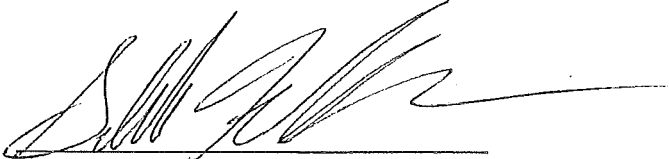
None.

**(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:**

It is recommended that for subsequent acquisitions that the contracting officer search the mandatory FSS contracts via the NAC MedSearch Catalog to determine whether or not Planmeca has distributors of their equipment and whether or not other manufacturers' products can be integrated into the existing Planmeca system.

**(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.)*



Gehad Knighton  
Inventory Management Specialist, Milwaukee VA Medical Center

**(10) APPROVALS IN ACCORDANCE WITH THE VHAPM, Volume 6, Chapter VI: OFOC SOP:** *This part if 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.

Alea Barnes  
673035

Digitally signed by Alea Barnes 673035  
DN: dc=gov, dc=va, o=Internal, ou=people,  
0.9.2342.19200300.100.1.1=alea.barnes@va.gov,  
cn=Alea Barnes 673035  
Reason: I agree to specified portions of this document.  
Date: 2015.06.09 15:33:12 -05'00'

Alea Barnes  
Contracting Office, Equipment, Network Contracting Office 12

**b. Director of Contracting/DESIGNEE:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Darryl Mahaffy  
Branch Chief, Equipment, Network Contracting Office 12