

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval (J&A) For Other Than Full and Open Competition (>\$150K)

1. **Contracting Activity:** Department of Veterans Affairs, Central Iowa Health Care System, Des Moines Division, 3600 30th St, Des Moines, IA 50310-1318
2. **Nature and/or Description of the Action Being Processed:**
Service contract for preventive and emergency maintenance, including parts, chiller, coils, and helium coverage, of Siemens Magnetom Aera MRI system located at the Central Iowa VA Healthcare System, Des Moines, IA.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:**
Maintenance Service agreement to include parts and service for the Siemens Magnetom Aera MRI system located at the Central Iowa VA Healthcare System, Des Moines, IA. Base year cost \$120,452/year and \$481,808 for base year plus three option years.
4. **Statutory Authority Permitting Other than Full and Open Competition:**
Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements IAW FAR 6.302-1.
5. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):**
This system contains proprietary software programs, replacement parts and repair processes. Siemens Healthcare, the manufacturer of the Magnetom Aera MRI system requires that only factory authorized and trained technicians perform maintenance on Siemens manufactured equipment. Siemens Healthcare, manufacturer of the Magnetom Aera MRI System, sponsors a regional Sales and Service program where-by the Iowa/SE South Dakota/Eastern Nebraska area is assigned to Cassling Diagnostic Imaging (CDI). Only CDI has factory trained technicians, authorized parts and processes as well as access to the proprietary software systems required to service the Siemens Magnetom Aera MRI system. No other vendor in the aforementioned territory is authorized by Siemens to service the Magnetom Aera MRI system. No other vendor has access to the proprietary software nor authorized parts and factory trained personnel to provide this service.
6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:**
Due to the unavailability of factory authorized technicians working for any other vendor, unavailability of factory authorized parts and inability to access to the proprietary software it has been determined that only Cassling Diagnostic Imaging can perform this service.

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

The Contract Officer will determine the cost to 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:

This service is not available from Ability One. FSS, GSA and NAC schedule contractors were queried and market research demonstrated MRI equipment is available on FSS contract but this required service is not available on FSS contract. Siemens does not perform this service. Siemens sponsors a distributorship of small business vendors that offer this service using authorized Siemens parts, factory trained personnel and maintenance processes. Each of the authorized businesses are authorized a territory to work in. Cassling Diagnostic Imaging is authorized to work in Iowa, Eastern Nebraska and part of SE South Dakota. Only Cassling Diagnostic Imaging can perform this service.

9. Any Other Facts Supporting the Use of Other than Full and Open Competition: Cassling Diagnostic Imaging does not sub-contract nor sponsor or take part in any other maintenance distributorship programs related to the Siemens Healthcare brand of MRI.


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

Cassling Diagnostic Imaging
13808 F Street
Omaha, NE 68137-1102
POC: Lori Graff, lgraff@cassling.com, 402-334-5000 x1152

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:

Inquiring about territorial servicing area assigned to only one vendor and avoid such maintenance practices associated with specific brands of MRI where possible.

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.




Todd Robinson
Radiology Biomedical Equip Supply Specialist
Central Iowa VA Health Care System

11/3/15
Date

13. Approvals in accordance with the VHAPM, Volume 6, Chapter VI: OFOC SOP.

- a. **Contracting Officer's Certification (required):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



Kelly Nussbaumer
Contracting Officer
Sioux Falls, SD

11-05-2015

Date

- b. **Director of Contracting /Designee (Required \$150K and above):** I certify the justification meets requirements and approve for other than full and open competition.

Lori Fischer
Branch Manager
Sioux Falls, SD

Date