

## Limited-Sources Justification

1. Contracting Activity: Department of Veterans Affairs (VA)  
Office of Acquisition Operations  
Strategic Acquisition Center (SAC)  
10300 Spotsylvania Avenue  
Fredericksburg, VA 22408
  
2. Description of Action: The proposed action is for a twelve (12) month firm-fixed-price (FFP) Single Award Basic Purchasing Agreement (BPA) with four (4) twelve (12) month option periods for support services for the Essentris® Clinical Information System (CIS) Maintenance Services from CliniComp International, INC. This will provide support for the Department of Veterans Affairs (VA) Veterans Health Administration (VHA) Veterans Integrated System Network (VISNs) 1, 3, 6, 7, 11, 17, and 19. This effort is proposed to be awarded under the General Services Administration (GSA) Multiple Award Schedule (MAS) contract number GS-35F-0475L to CliniComp International, INC 9655 Town Centre Drive, San Diego CA 92121.
  
3. Description of the Supplies or Services: The proposed action is to obtain maintenance services for the Essentris® CIS software system. Essentris® software is a robust Intensive Care Unit (ICU) CIS with an Essentris®-end Veterans Health Information Systems and Technology Architecture (VistA) interface that enables real time bi-directional exchanges of data in VistA both in batch and real time. VISNs use Essentris® software for electronic documentation in ICU environments. The software provides users important data, such as patient demographics, text integration, patient allergies, orders, problem lists, care status and delivery, lab results, medication administration, and information regarding care. The Essentris® ICU CIS is the VISN's solution to the required ICU CIS component. The Essentris® ICU CIS provides a software medical record, replacing paper records used in the ICUs. This proposed action is to obtain maintenance and technical support services from CliniComp for the Essentris® software and associated ICU CIS server hardware that is currently at use at various facilities. The estimated price of the proposed action inclusive of the option periods is \$23,160,428.43.
  
4. Authority: Federal Acquisition Regulation (FAR) Part 8.405-6(a)(1)(i)(B), Only one source is capable of providing the supplies or services required at the level of quality required because the supplies or services are unique or highly specialized.
  
5. Rationale Supporting Use of Authority Cited Above: The proposed source for this effort is CliniComp International, INC 9655 Town Centre Drive, San Diego CA 92121.

The Essentris® CIS Maintenance Services manufactured and developed by CliniComp is a proprietary service. CliniComp does not have affiliation or agreements in place with authorized resellers nor authorize third parties to perform maintenance or repairs on its systems. Without CliniComp's support services, VHA will experience application performance problems within Essentris® CIS and multiple data systems. This would also ultimately limit user access to critical patient care information and loss of patient data. Only CliniComp's Maintenance Services will ensure the existing Essentris® CIS operates continuously and ensures VA clinical and technical experts can obtain the necessary maintenance and technical support to resolve any issues related to use of the Essentris® service. Changing software systems would require new CIS systems. Additionally, any other source would require access to CliniComp's proprietary data in order to successfully perform support services for the Essentris® CIS. This data is not available to the Government and only CliniComp owns it. Therefore, CliniComp is the only responsible source that exists to obtain this vital support.

6. Determination of Best Value: I hereby determine that the proposed contract action will represent the best value to the Government. GSA has already determined that the prices on the FSS contract are fair and reasonable. Additionally, price discounts will be sought when negotiating the final agreement.

7. Market Research: Market research was conducted in March 2015 by posting a Request for Information on FBO to ascertain the ability of any other sources that can meet VA's needs. Three responses were received. Cognitive Medical Services (large business), Loui Consulting Group, Inc. (small business), and CliniComp (small business), International INC responded to the RFI. The RFI results yielded and confirmed that CliniComp is the manufacturer and sole provider for Essentris® CIS and Maintenance Services. Discussions with Cognitive and Loui confirmed they could not provide support services on CliniComp Essentris®.

Furthermore, the Contract Specialist contacted CliniComp, which indicated and affirmed that only CliniComp is authorized to provide support services to VA's existing CliniComp Essentris® CIS software and hardware given its proprietary rights.

In accordance with FAR Part 8, *Mandatory Sources of Supplies and Services*, and VAAR Sub-Part 8.808, appropriate sources were researched, considered, and reviewed. Essentris® CIS Maintenance Services are located on the CliniComp GSA Schedule.

8. Any Other Facts Supporting the Justification: The CliniComp Essentris® CIS Maintenance Services is a proprietary product. CliniComp does not have affiliation or agreements in place with any authorized resellers to resolve technical problems and/or obtain CliniComp Maintenance; therefore, CliniComp is the only one responsible source that exists to obtain this vital support.

9. Actions to Increase Competition: In order to remove or overcome barriers to competition in future acquisitions for this requirement, the agency will work with the program office to perform additional market research to consider if alternate support service providers become available.

10. Efforts to Obtain Competition: Market research was conducted, details of which are in the market research section of this document. This effort did not yield any additional sources that can meet the Government's requirements. There is no competition anticipated for this acquisition. In accordance with FAR 5.301 and 8.405-6(a)(2), this action will be synopsisized at award on the Federal Business Opportunities Page (FBO) and the justification will be made publicly available.

11. Technical and Requirements Certification: I certify that the supporting data under my cognizance, which are included in this justification, are accurate and complete to the best of my knowledge and belief.

12. Determination of Best Value: I hereby determine that the proposed contract action will represent the best value to the Government.

13. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief.

14. Legal Sufficiency Certification: I have reviewed the justification and find it legally sufficient as to formalities and compliance with the requirements set forth in FAR 8.405-6(a)(1)(i)(B).



## Approval

Based on the foregoing justification, I hereby approve the acquisition of software and hardware maintenance services for the Essentris® CIS, pursuant to the authority cited FAR 8.405-6(a)(1)(i)(B), subject to availability of funds, and provided that the services herein described have otherwise been authorized for acquisition.