

**DEPARTMENT OF VETERANS AFFAIRS**

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

**Acquisition Plan Action ID: VA255-16-AP-1203**

**1. Contracting Activity:**

Department of Veterans Affairs  
Network Contract Office 15  
3450 S 4th Street  
Leavenworth, KS 66048

For  
Harry S. Truman Memorial VA Medical Center (HSTMVA)  
800 Hospital Drive, BLDG D218  
Columbia, MO 65201-5275

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

The proposed firm fixed price contract is for the purchase of patient lifts and accessories for the Truman VAMC. The Truman VA equipment committee determined the devices selected were the most appropriate to serve the specific needs of the patients.

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

The patient ceiling lifts must have a 770lb weight capacity with the integrated scale option. Ceiling lifts are used to transfer and reposition patients from one surface to another. The ceiling lifts must meet VHA Directive 2010-032. The ceiling lifts must be compatible with the current Guldman lifts and slings at the facility. Room upgrade replacement rails must be compatible with Guldman GH3 motor. The rails must offer the continuous charge compatible with the GH3 motors.

Requirement for the integrated scale: We have a trend of patient and staff injuries when obtaining weights of mobility impaired patients. Using an Integrated scale on ceiling lift will assist in reducing these injuries and obtaining accurate weights for proper treatment, specifically medication titrations based on weight. Integrated scales must be built into the lifts, using the same controller and the same power source as the lift.

This procurement includes 28 new complete ceiling lift and rail systems and 3 replacement rail systems. An FSS Waiver, 0753a was signed on December 4, 2015 to allow open market procurement of these items.

The estimated value is \$232,000.00

Chapter VI: Other Than Full and Open Competition (OFOC) SOP  
Attachment 3: Request for Sole Source Justification Format >\$150K

**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):**

Guldmann lifts and slings have been used since 2008. However, a negative event occurred when a non-Guldmann sling was used with the Guldmann lift. The sling ripped and dropped a veteran patient onto a staff member. An FDA report was completed by the Patient Safety Manager. After a safety audit was performed, it was decided that only Guldmann slings would be used on Guldmann ceiling lifts at HSTMVA.

Ceiling lifts have been installed in most patient areas throughout HSTMVA. These requested systems integrate into an existing system of 100% Guldmann lifts that are used to lift, transfer, and reposition inpatients and outpatients. Patients may arrive at any of these locations on a sling or be sent on to another location on a sling applied at these locations. Placing a second brand of lift within the facility will contribute to further potential safety risks to veterans and staff. Costs would increase with multiple preventative maintenance contracts, stocking of various brands of slings, and increase staff training time of various brands of ceiling lifts and slings. Our staff has already been specifically trained on the various types of Guldmann slings.

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

Guldmann does not have Veteran, Woman, 8A, or Hubzone small business distribution. As such, competition for this requirement is not possible. The requirement must be Guldmann equipment to match the existing items already installed and in use at the hospital.

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

The anticipated cost anticipated to be fair and reasonable based on published catalog prices and previous government awards.

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

Market Research was only conducted to determine the availability of authorized distributors. To be compatible with the current system already in use at the hospital, only Guldmann products will be acquired. The Guldmann system is proprietary and only available from the manufacturer.

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

N/A

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

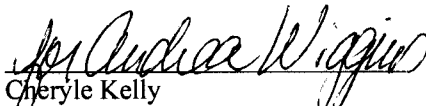
N/A

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:**

No actions can be taken at this time. NCO 15 will continue to encourage rotating vendors who might offer the same or similar items for future requirements.

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.

  
Cheryl Kelly  
Associate Director, Patient Services  
Harry S. Truman Memorial Veterans Hospital

2/22/16  
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.

\_\_\_\_\_  
Eric Murray  
Contracting Officer

02/25/2016

Date

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

\_\_\_\_\_  
Paul Hemenway  
Supervisory Contract Specialist, VHA  
NCO 15 Director of Contracting Designee

\_\_\_\_\_  
Date