

**JUSTIFICATION AND APPROVAL
FOR A BRAND NAME LIMITED SOURCE AWARD
UNDER A FEDERAL SUPPLY SCHEDULE**

1. Contracting Activity: Department of Veterans Affairs
Strategic Acquisition Center
10300 Spotsylvania Avenue Suite 400
Fredericksburg, VA 22408

2. Description of Action: The proposed action is for an establishment of a Federal Supply Schedule firm fixed price Blanket Purchase Agreement (BPA) to procure Disposable Blood Pressure Cuff with Flexiport Connector (No Tube) and Reusable Blood Pressure Cuff with Flexiport Connector (No Tube), in support of the VHA National Standardization through GSA e-Buy. Welch Allyn, Inc, is the manufacturer of the Flexiport Blood Pressure Cuff. Purchases of the Flexiport Products can be made through Welch Allyn or through FSS Schedule Distributors who offer the product. The purposed effort is to be awarded under Department of Veteran Affairs (VA) Federal Supply Schedule contract in accordance with Federal Acquisition Regulation (FAR) 8.405-6(b), Items peculiar to one manufacturer.

3. Description of Supplies: The procurement of the Disposable Blood Pressure Cuff with Flexiport Connector (No Tube) and Reusable Blood Pressure Cuff with Flexiport Connector (No Tube) is required to interface with Welch Allyn blood pressure monitors. The Flexiport Blood Pressure Cuff is the only available product that can interface with the Welch Allyn blood pressure monitors which include the Welch Allyn Vital Sign Monitors and all of its accessories, installation, software license and maintenance.

The estimated dollar value for Blood Pressure Cuffs Disposable Flexiport (No Tube) is \$9,939,507.40 and the estimated dollar value for Blood Pressure Cuffs Reusable Flexiport (No Tube) is \$658,804.60 for total estimated value of \$10,598,312.00, for the base year plus 4 option years. The delivery of the blood pressure cuffs will be within the terms of the VA FSS.

4. Authority: The acquisition is conducted under the authority of the Multiple-Award Schedule Program. The statutory authority permitting this limited source action is Federal Acquisition Regulation (FAR) Part 8.405-6(b), Items peculiar to one manufacturer.

5. Rational for Best Value: In Accordance with 8.404(d), the proposed competition will be amongst FSS contractors providing the Welch Allyn Flexiport Blood Pressure Cuffs products. Adequate competition is expected in relation to this requirement. We expect to receive pricing at or below the current FSS schedule from at least 3 vendors that provide the Flexiport product under the FSS Schedule, which would result in best value to the Government.

6. Market Research Conducted: The VA conducted market research using GSA Advantage and the National Acquisition Center's MedSurg Catalog. In accordance with FAR Part 8.405-6(b)(3)(i) the Request for Quotation and limited source justification will be posted on e-Buy. Originally, RFQ VA119-15-Q-0180 was published to eBUY on 6/15/2015, to purchase various blood pressure cuffs used throughout VHA Medical Centers. On 6/30/2015, we received e-mails from 2 vendors, stating that the Flexiport Blood Pressure Cuffs was a brand name product and was manufactured by Welch Allyn. No other products on the market had the ability to connect from the Welch Allyn Blood Pressure Monitor to the Flexiport Blood Pressure Cuff.

The below three vendors are authorized distributors for the Welch Allyn Flexiport Blood Pressure Cuffs:

Contractor	Socio-Economic Status	Distributor	Manufacturer	FSS Contract #
Welch Allyn	Large	Yes	Yes	V797P-4005B
DXE Medical	SB	Yes	No	V797P-4333B
Electra-Med	SDVOSB	Yes	No	V797P-4170B

Based on the market research, only the Welch Allyn Flexiport Blood Pressure Cuffs can meet the VA's requirement and is the only product that can connect to the Welch Allyn Blood Pressure Monitors.

7. Any other facts supporting the justification: As part of the market research, Welch Allyn provided the Government an additional list of 22 Welch Allyn distributors. A review of the list showed that none possessed the Flexiport Blood Pressure Cuffs on an FSS Schedule.

8. Statement of Actions: The Department of Veterans Affairs Healthcare System has deployed the Welch Allyn Blood Pressure Monitors throughout all 163 medical facilities. Due to the proprietary configuration of the Flexiport Blood Pressure Cuffs, it's the only commercially made cuff that fits those particular monitors.

9. 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.

Stevie Dunk

Program Manager

Date: _____

Signature: Stevie Dunk 172721

Digitally signed by Stevie Dunk 172721
DN: cn=Stevie Dunk, postalCode=20330, email=stevie.dunk@va.gov,
c=US, o=Department of Veterans Affairs, ou=VA, serial=172721
Date: 2016.01.06 08:42:24 -0500

10. Determination of Best Value: I hereby determine that the proposed contract action will represent the best value to the Government. VA has already determined that the prices on the FSS contract are fair and reasonable. Further price analysis will be conducted and subsequent negotiations held as necessary. Additionally, price discounts will be sought.

Zachary Wilcox
Contracting Officer

Date: Wilcox,
Signature: Zachary

Digitally signed by Wilcox, Zachary
DN: dc=gov, dc=va, ou=Entities,
ou=InternalStaff, cn=Wilcox,
Zachary
Date: 2016.01.05 16:57:10 -05'00'

11. Legal Sufficiency Certification: I have reviewed this justification and find it adequate to support a limited source award and deem it legally sufficient.

Legal Counsel

Date: Jason A.
Signature: Fragoso 242340

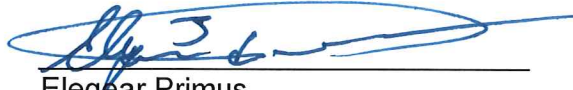
Digitally signed by Jason A. Fragoso 242340
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Justification Approval

In my role as Activity Competition Advocate, based on the foregoing justification, I hereby approve an Unrestricted Set-Aside to establish a Firm-Fixed Price BPA for Welch Allyn Flexiport Blood Pressure Cuffs. I also give approval for restricting consideration of schedule contractors to fewer than required by FAR 8.405-1(d), pursuant to the authority of FAR 8.405-6 (b) and provided that the supplies herein described have otherwise been authorized for acquisition.

Date: 1/12/16

Signature:


Elegear Primus
Activity Competition Advocate