

9/19/11  
East

Attachment A: Request for Limited Sources Memo Format

**LIMITED SOURCES JUSTIFICATION**

ORDER >\$3,000

FAR PART 8.405-6(g)

**2237 Transaction # or Vista Equipment Transaction #: 689-11-4-1123-0859**

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/Contractor: Nikon Instruments, Inc

Manufacturer/Contractor POC & phone number: Brad Coyle, 1-800-52-NIKON / 617-633-9687

Mfgr/Contractor Address: 1300 Walt Whitman Rd, Melville, NY 11747-3064

Dealer/Rep address/phone number: N/A

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

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

Department of Veterans Affairs

VHA / SAO - East

Pittsburgh, PA 15212

**VISN:**

VISN 1 - VA CT Healthcare System West

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

One (1) ea Fully functional Nikon A1R MP multiphoton confocal microscope system, including Nikon Ti-E Inverted microscope, motorized scanning stage, epifluorescent accessory, objectives (10x, 20x, LWD 40x WI, Fluor 40x oil, and APO VC 60x oil), differential Interference contrast optics, A1R multiphoton confocal with chameleon Ti sapphire laser, visible lasers (405, 488, 561 and 640 nm), optical table, software, and service maintenance.

This requirement will be procured as a new Firm-Fixed Price delivery order under FAR Part 12, Commercial Items and FAR Part 8.4, Federal Supply Schedules under GSA FSS GS24F-1333C

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

Nikon's A1R MP is a unique multiphoton imaging system featuring a high resolution galvanometer scanner and a high speed resonant scanner that is capable of frame rates from 30 fps at 512 x 512 pixels to as fast as 420 fps in band scan mode. New 4 channel non-descanned detectors with higher sensitivity, reduced dark current and broad spectral range allow for real time unmixing of closely spaced probes for accurate and high-contrast spectral imaging. This is especially important in multiphoton microscopy because of the overlap of emission spectra of probes and autofluorescence, which is often unavoidable when using a single laser line.

**(b) ESTIMATED DOLLAR VALUE: \$950,000.00**

**(c) REQUIRED DELIVERY DATE: Delivery is requested within 30 days after receipt of order.**

SOP Other Than Full and Open Competition  
Original Date (3/22/2011)

**(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 confocal microscope A1R provides faster and sharper imaging from deeper within living organisms, extending the boundaries of traditional research techniques in biological sciences. The Nikon resonant scanner is the world's fastest point scanning technology on the market today. Unique to this design is a resonant scan mirror capable of imaging much larger fields of view than other resonant scanners, and at much higher speeds than traditional galvanometer raster scanners. The NDD for multiphoton microscopy makes it possible to image fast and deep through the thickest specimens. Nikon's optical pixel clock system which monitors the position of the resonant mirror in real time, adjusts the pixel clock to ensure more stable, geometrically correct, and more evenly illuminated imaging—even at high speeds. Unlike traditional confocal imaging, where emitted light from the specimen passes through a pinhole and is descanned before being detected, multiphoton excitation eliminates the need for an emission pinhole. Because the fluorescence emissions from deep within a specimen are highly scattered in multiphoton excitation, the conventional detector using a pinhole cannot provide bright fluorescent images. The A1R MP's NDD (Non-Descanned Detector) features a four channel detector array with a wide sensitive area that is located close to the back aperture of the objective to detect maximum of scattered emission signals from deep within living specimens. Use of this four channel detector in combination with special spectral mirrors together with Nikon's unmixing algorithm eliminates cross talk between fluorescent probes with highly overlapping emission spectra. The contribution of background autofluorescence is also eliminated, enabling high-contrast image capture from deep within the specimen. Newly introduced high NA objectives have been developed which highly correct chromatic aberrations over a wide wavelength range, from ultra violet to infrared. Transmission is increased through the use of Nikon's exclusive Nano Crystal Coat technology. In particular, the CFI Apochromat 25xW MP objective lens provides an industry leading highest numerical aperture of 1.10 while still maintaining a 2.0mm working distance. It also has a ring that corrects chromatic aberrations depending on the depth of the specimen and a 33° manipulator pipette access angle, making it ideal for deep multiphoton imaging and physiology research applications.

**(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:**

This product can be found and purchased through GSA. GSA in nature is already competed and prices are already found to be fair and reasonable. In addition, Nikon offers a 10% discount on their GSA contract which the Government would not be able to obtain on the open market. The Contracting Officer may be able to receive a further discount from this vendor during the RFQ process.

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

The investigators discussed the benefits and limitations of multiphoton confocal microscopes systems from several vendors with nationally and internationally respected investigators that are currently utilizing these instruments. The consensus obtained from these experts was that the Nikon A1R MP system would provide our investigators with the highest quality instrument available in which do perform their studies, in terms of ease-of-

use, service support, technical specifications and multiple capabilities.

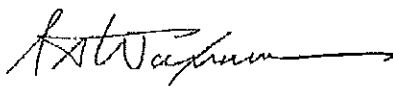
**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

Nikon Instruments, the manufacturer of the A1R MP Microscope, has provided the Government a letter stating that this product can only be procured through them. This letter is attached to this Justification.

**(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:**

This Justification for Limited Sources will be posted on FBO in accordance with FAR 8.4. The VA Connecticut Healthcare System West office will evaluate any proposed product from that posting for future acquisition.

**(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.)*



July 20, 2011

STEVEN G. WAXMAN, PDH

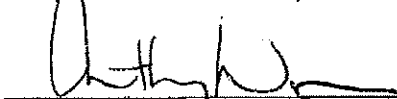
DATE

VISN 1 - VA CT Healthcare System West

Center for Neuroscience and Regeneration Research

**(10) APPROVALS IN ACCORDANCE WITH FAR 8.405-6(h):**

**a. CONTRACTING OFFICER'S CERTIFICATION (required):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



ANTHONY WARNER

CONTRACTING OFFICER, SAO -EAST

8/24/11

DATE

**b. SUPERVISORY PEER REVIEW:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



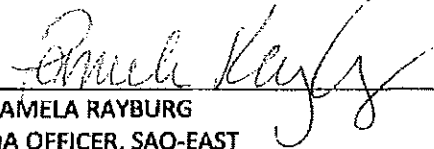
TREVOR C. MARTIN

SUPERVISORY CONTRACT SPECIALIST, SAO -EAST

8/25/11

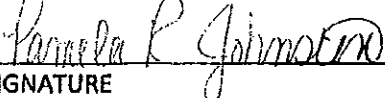
DATE

c. **SAO QA OFFICER/DESIGNEE:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

  
PAMELA RAYBURG  
QA OFFICER, SAO-EAST

8/31/2011  
DATE

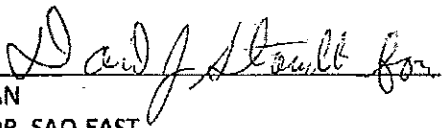
d. **NCM/PCM/DESIGNEE:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

  
SIGNATURE

8/31/2011  
DATE


PAMELA R. JOHNSTON  
NCM/PCM, SAO-EAST

e. **SAO:** I certify the justification meets requirements for restricting consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

  
JEFF RYAN  
DIRECTOR, SAO-EAST

9/2/11  
DATE

f. **VHA HCA REVIEW AND APPROVAL (over \$500,000 to \$10 million):** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve for restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4

  
NORBERT S. DOYLE  
Acting Chief Procurement and Logistics Officer (10NA2)  
VHA Head of Contracting Activity (HCA)

9/26/11  
DATE



**NIKON INSTRUMENTS INC.**

1300 Walt Whitman Road, Melville, NY 11747 3064  
Tel (631) 547-4200 Fax (631) 547-0299  
www.nikoninstruments.com

August 2, 2011

Stephanie M. Goe  
Contract Specialist  
SAO-EAST  
Pittsburgh, PA  
Phone: (412) 822-3488  
Fax: (412) 822-3440  
Email: stephanie.goe@va.gov

Dear Stephanie,

Thank you for the VA's continued support of Nikon products. I am writing to you in regard to quote #BECEQ1191-04, for Dr. Joel Black at the West New Haven VA facility. Dr. Black is in the process of purchasing an A1R Si Multiphoton confocal microscopy system from us, and there was some question about sole source provider. Nikon Instruments is the exclusive provider for the A1 confocal line of microscopes and does not sell it through any other channels in the United States. This is due in part to the advanced technology that requires factory direct installation, training and continued support and service.

Thank you very much for your business. We very much look forward to working with the VA system.

Sincerely,

Scott Monroe Ph.D  
Northeast Regional Sales Manager