

DEPARTMENT OF VETERANS AFFAIRS
Justification and Approval
For
Other Than Full and Open Competition

1. **Contracting Activity:** Department of Veterans Affairs, VISN 08, VA Caribbean Healthcare System (Medical Center), at 10 Casia St. , San Juan, PR.. For 2237; 672-11-4-103-0390.
2. **Nature and/or Description of the Action Being Processed:** This is a request for other than full and open competition for the procurement, installation and lifetime warranty (parts and service) of customized Ergotron Wall Mounts for the Intensive Care Units (ICUs), Post Anesthesia Care Units (PACUs) and Anesthesia Carts for usage in the Operating Rooms.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** This procurement is for 38 mounts (17 ICU, 10 PACU and 11 Anesthesia Carts) including shipping, installation and lifetime warranty for both parts and services, including onsite service to counterbalance mounts as needed. Wall mounts will be anchored to the wall with guaranteed minimum load capacity at 1600 pounds. Mounts used on Anesthesia Carts will have stainless steel bolts. The 38 Mounts consist of the following:
 - a. ICU Rooms: 17ea StyleView Vertical Lift for Patient Room
 - b. PACU Rooms: 11ea LX Wall mount system including dual arms (one for keyboard and one for all-in-one computer. This requires custom installation where the existing patient monitor system is shifted up on existing mounting rail track and the LX will have a rail track installed directly under the existing monitor track from dual arm installation. Vendor is required to perform all work including relocation of patient monitor. This work must be accomplished over a weekend.
 - c. Anesthesia Cart: 11ea LX Wall mount system including dual arms (one for keyboard and one for all-in-one computer. This requires custom installation where the LX arms will have stainless steel bolts. This work must be accomplished over a weekend.
4. **Statutory Authority Permitting Other than Full and Open Competition:** *41 USC §253(g), as implemented by FAR 6.302.* This is the law permitting other than full and opens 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):** The VISN purchased a Clinical Information System (CIS) from Post-Anesthesia/Intensive Care/Information System (PICIS, Inc.). The VISN invested in this critical system for the Intensive Care Units (ICUs) , Post Anesthesia Care Units (PACUs) and Operating Rooms. This CIS requires standardization at each facility including the medical grade computers and the medical grade mounting hardware. Due to lack of Biomedical support, each mount must be professionally installed with a guaranteed minimum load capacity at 1600 pounds with a lifetime warranty for both parts and services.

6. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:**
The anticipated price to the Government is \$ 44,969.00

7. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** The scope for this comprehensive project is primarily driven by the in-room electronic medical records requirements as defined by the clinicians who will be using the system. The end user analysis indicated that ergonomics; ability to easily keep clean; intuitive operation and movement; storage when not in use; and the ability to improve clinical interaction overall, were critical selection factors. The choice was narrowed down to wall mount workstations vs. mobile carts. The decision to maximize wall mount workstations in the ICU patient rooms and PACU versus mobile carts was largely based on the significantly higher first cost and life-cycle costs of such carts. Further, it was determined that carts take up more valuable space and have higher serviceability requirements.

The next step in our research was to determine and evaluate several types of wall mount workstations in a working environment by selecting products for ICU, PACU and anesthesia carts. The wall mount solution for the ICU was based on a need for a compact combination wall mount workstation with single movement height adjustability and rotation for both monitor and keyboard and maintaining the ability to interact with patient. The PACU area required a wall mount with the ability of extension up to 34", height adjustment and rotation as well as integration with the patient monitor. The anesthesia cart requirements were similar in terms of ergonomics and space saving but required unique and critical integration with the Aestiva 5 anesthesia equipment. The equipment required here was clearly "not available off the shelf" and required experience with the Aestiva 5 as well as custom components. Having narrowed down a vendor who had the solution and experience to meet our requirements was a challenge. We requested the vendor (JEMNI, Inc.) to do a proof of concept by going on site to perform an assessment and engineering analysis. The vendor also offered and provided a demonstration of the equipment to be used to further substantiate to the end users that system will clearly meet their requirements.

Having narrowed down the final solution it became clear that it would be difficult, if not impossible to locate a single vendor with the products and ability to address all of our requirements. The proof of concept by the recommended vendor was further evidence to the VISN8 team that our decision was correct. As part of our due diligence however, we requested substantial warranty, installation and service on all products and services delivered by the vendor to be not less than 5-Years. We were provided documentation from the vendor whereby they will honor a Life-time warranty on all products delivered and installed by same. In addition, the installation specifications exceeded our general requirements.

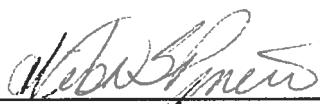
8. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** Additional considerations:

- A complete solution by a single vendor that is consistent with current systems in place at VISN8 facilities
- Specific product fit including custom components that meets or exceeds our requirements for each individual area in ICU, PACU and Anesthesia
- Single qualified vendor able to fulfill VA procurement requirements
- Experience with all the VISN8 facilities and equipment where the work will be performed
- Documented Life-time warranty with on-site service follow-up
- Ability to provide unique installation specifications required by VISN8

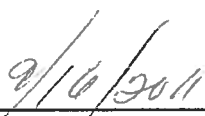
9. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** List compiled by CO prior to posting final J&A on Fed Biz Ops

10. 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: N/A

- 11. 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.



Name: Nilsa Pineiro
Title: ACNS for Informatics
Facility: 672



Date: September 16, 2011

12. Approvals in accordance with FAR 6.304

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

Name EFRAIN SERRANO
Contracting Officer
Facility NCA 8 SJU

09/16/2011

Date

- b. **Product Line Supervisor (PLS):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Name
Contracting Supervisor
Facility

Date

- c. **DNCM/NCM:** (SAT to \$500,000) I certify the justification meets requirements for other than full and open competition.

Mitchell Thomas
Network Contract Manager
VISN 8

Date

- d. **SAO:** I certify the justification meets requirements for other than full and open competition.

Jeff Ryan
Director
Service Area Office, East

Date

- e. **VHA HCA Review and Approval:** (over \$500,000) I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and recommend approval (over \$50 million), approve (up to \$ 50 million) for other than full and open competition.

HCA
Chief Procurement and Logistics Officer
VHA Head of Contracting Activity (HCA)

Date

- f. **VA Deputy Senior Procurement Executive Approval (over \$10 not exceeding \$50 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 other than full and open competition.

Iris B. Cooper
Deputy Senior Procurement Executive (DSPE)
Office of Acquisition and Logistics
Department of Veterans Affairs

Date

- g. **VHA Senior Procurement Executive Approval (over \$50 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 other than full and open competition.

Jan R. Frye
Deputy Assistant Secretary for Acquisition and Logistics
Senior Procurement Executive (SPE)
Department of Veterans Affairs

Date