

## JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION

1. Contracting Activity: Department of Veterans Affairs (VA)  
Office of Acquisition Operations  
Technology Acquisition Center  
23 Christopher Way  
Eatontown, NJ 07724
2. Description of Action: The proposed modification (P00007) is for a one-month firm-fixed price extension of an existing contract for pager devices and related pager services to VA Medical Centers (VAMC), outpatient facilities, and Community-Based Outreach Clinics (CBOC) throughout the Region 3 Veterans Integrated Service Networks (VISN) 6, 7, 8, 9, 10, and 11 in support of the Office of Information and Technology Region 3 Telecommunications Business Office (TBO). The proposed effort will be awarded under the General Services Administration (GSA) Federal Supply Schedule (FSS) 70 contract GS-35F-0262T to USA Mobility Wireless, Inc. DBA Spok Holdings Inc. (Spok), 6850 Versar Center Suite 420, Springfield, Virginia, 22151.
3. Description of the Supplies or Services: The proposed action is Modification P00007 to task order VA118-15-F-0538 under GSA contract GS-35F-0262T, which was originally awarded on October 1, 2014. The period of performance (POP) was nine months, contractually structured as a six-month base period and one, three-month option period. Modification P00003 issued on March 26, 2015 exercised the three-month option period, the POP for which was April 1, 2015 through June 30, 2015. Modification P00004 issued on July 1, 2015 extended the option period 4 months ending October 31, 2015. Modification P00005 issued on November 1, 2015 extended the option period 6 months ending April 30, 2016. Modification P00006 increased the Task Order by [REDACTED]. The Region 3 TBO requires continued use of and service for the pagers currently in use throughout the aforementioned VISNs so that doctors, nurses, patient support and clinical staff have continuity of operations. The total value of the firm-fixed-price contract, inclusive of Modification P00007 to extend services for one month, is [REDACTED]. The value of this one-month extension is [REDACTED].
4. Authority Cited: The statutory authority providing for other than full and open competition is Federal Acquisition Regulation (FAR) Part 8.405-6(a)(1)(i)(C), "In the interest of economy and efficiency, the new work is a logical follow-on to an original FSS order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures."
5. Rationale Supporting Use of Authority Cited Above: As previously stated, Spok was awarded the original task order in October of 2014. Awarding the proposed action as a logical follow-on provides significant economic and efficiency value to the Government. The VA Technology Acquisition Center (TAC) in Eatontown, NJ has awarded an indefinite-delivery indefinite-quantity (IDIQ) contract suite which will provide pagers and services not just for the VISNs covered by this contract but VISNs in all regions. An extension will provide the TAC the ability to transition from the current contract with the awardee to the newly awarded IDIQ contract. Market research, as further detailed in Section 8, concluded that utilizing any other source would necessitate a new contract

action, and would require Spok to remove the current pagers for the duration of time it would take to put a new contract or delivery order in place. Doing so would leave the VAMCs, CBOCs, and outpatient facilities without the ability to provide care to the Veterans at the point-of-care as well as throughout all the points of the Veterans' healthcare systems in an effective, timely, and compassionate manner. Even if the Government were to award a new, expedited sole-source contract, Spok would be required to remove the existing pagers prior to the delivery of the new pagers by the new contractor. The new contractor would then need time to set up the new pagers, train the doctors, nurses, and support staff on the pagers and paging system and software, and troubleshoot for any initial issues after set-up, resulting in downtime that would absolutely compromise Veteran care. Additionally, this redundant effort would take up to one month and require Government personnel to redundantly assist on an effort that is already being successfully accomplished via the IDIQ contract suite procurement package in progress at TAC.

A one month extension to the existing contract will enable TAC and the awardee of the IDIQ contract to transition in a reasonable amount of time, posturing VA to achieve the desired efficiencies, meet its long-term contracting goals, and realize cost savings as soon as possible within the current budget year.

6. 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 in the time required for continuity of operations. There is no competition anticipated for this acquisition.

7. Actions to Increase Competition: No barriers to future competition are anticipated. The Government's has awarded the aforementioned IDIQ contract suite that was be competed on the open market.


8. Market Research: The Government's technical experts and contracting personnel have been actively conducting market research since June of 2014 to ascertain how the Government's requirements could be met. At the time of the initial contract award, the Government determined that only Spok could provide the pagers and pager services to Region 3. Market Research conducted from November of 2014 through February of 2015 consisted of four Requests for Information on various outlets, including the General Services Administration website under Federal Supply Schedule 70, the Federal Business Opportunities website, and direct correspondence with two contractors that currently provide the services to VA. The results of that market research not only shaped the acquisition strategy for the IDIQ contract suite but demonstrated that competitive procurement action, even expedited, would still leave VA pagers and pager services due to a requisite transition period, resulting in a severe impact on the mission, which is unacceptable. As a result, extending task order VA118-15-F-0538 under GSA contract GS-35F-0262T is the only appropriate action that will allow VA to fully-compete the follow-on action while ensuring continuity of operations such that Veteran care is not compromised.

9. Other Facts: There are no other facts.

10. 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



11. Fair and Reasonable Cost Determination: I hereby determine that the proposed contract action will represent a fair and reasonable price to the Government based on comparison of the proposed action to historical prices paid, as well as a comparison to the Independent Government Cost Estimate. Further price analysis will be conducted and subsequent negotiations held as necessary. Additionally, price discounts will be sought.



12. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief. As this contract action does not exceed \$650,000, the certification below required by FAR 8.405-6(d)(1) serves as approval.

