

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Other Than Full and Open Competition

1. **Contracting Activity:** Department of Veterans Affairs, VISN 07, Charlie Norwood VA Medical Center, one Freedom Way, Augusta, GA 30904.

**Nature and/or Description of the Action Being Processed:** FY 12 maintenance contract for the period November 1, 2011 through September 30, 2012.

**Description of Supplies/Services Required to Meet the Agency's Needs:** Maintenance Service Contract including unlimited emergency visits and one (1) PM visit per year.

2. **Statutory Authority Permitting Other than Full and Open Competition:**

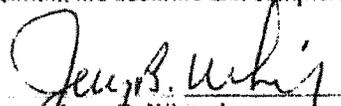
- (X) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;
- (2) Unusual and Compelling Urgency per FAR 6.302-2;
- (3) Industrial Mobilization, Engineering, Developmental or Research Capability or Expert Services per FAR 6.302-3;
- (4) International 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;

3. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):** The software and required updates used on the Prisma Model 6130, and Linked Glas G2 is proprietary to Sakura Finetek USA.

4. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** Only Sakura Finetek service engineers and Sakura Finetek trained engineers have access to the proprietary software used on this system. A sources sought notice was posted on fedbizopps.gov for five consecutive days resulting in zero (0) responses.

5. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** In accordance with FAR 13.106-3. The price quote received for maintenance service is considered fair and reasonable based on public pricing for 1 year maintenance service which includes the following: unlimited on-site emergency service call, one preventive maintenance service per year, access to technical support helpline and all parts, labor and travel. Published pricing for this service is \$8,150.00. Price offered to the Department of Veterans Affairs as best customer price is \$8,150.00 for base year and remains the same for option years one and two for a grand total of \$24,450.00.

6. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** : Market research was conducted with a sources sought notification posted open market for a consecutive five (5) day period. Market research was also conducted to see via GSA. Although company has a GSA contract GS-07F-5873R, maintenance service is not covered under the contract.
7. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** Software updates provided by Sakura Finetek as part of the service contract are proprietary and cannot be provided by any other vendor.
8. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** None
9. **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:** Continue to conduct market survey and publishing sources sought notices to ensure adequate competition is sought.
10. **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: Jerry B. White Jr. Date: 26 Oct 11  
 Title: Supervisor Biomedical Engineering Service  
 Facility: Charlie Norwood VAMC

**11. 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: Filida Enoch Date:  
 Title: Contracting Officer  
 Facility: VISN 7 Network Contracting; Augusta, GA

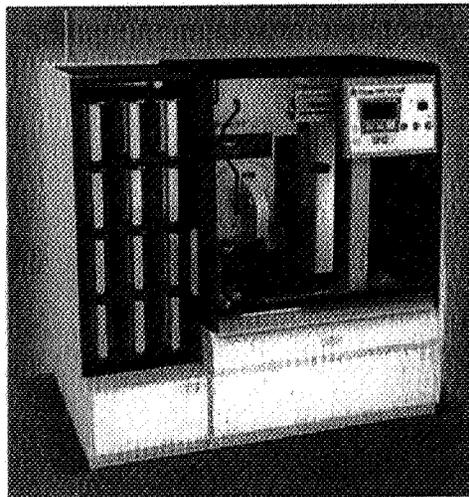
- b. **NCM/PCM:** I certify the justification meets requirements for other than full and open competition.

  
 Name: Deborah F. Mattingly Date: 10/31/11  
 Title: Network Contract Manager  
 VISN/PCA 7

All same 10/22/11  
 A. J. Palmer



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- [PROCESSING](#)
- [EMBEDDING](#)
- [MICROTOMY](#)
- [PRIMARY & SPECIAL STAINING/COVERSLIPPING](#)
  - [Tissue-Tek Glas g2](#)
  - [Tissue-Tek Prisma/Film](#)
- [IMMUNOHISTOCHEMISTRY](#)
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## Tissue-Tek® Glas™ g2

### ELEVATE TRADITIONAL GLASS COVERSLIPPING WITH TISSUE-TEK® AUTOMATION

Introducing Tissue-Tek® Glas™ g2—the premier automated glass coverslipper that links to the Tissue-Tek® Prisma® Stainer to provide a true walkaway system.



VIEW THE ELECTRONIC CATALOG



VIEW MATERIAL SAFETY DATA SHEETS

For more information, click on the tabs below, contact your Sakura representative, write to mail@sakuraus.com, or call 1-800-725-8723 and press 1 for customer service.

#### DESCRIPTION



The Tissue-Tek® Glas™ g2 coverslipper represents the next generation of traditional glass slide preparation. Delivering up to 400 slides per hour—reliably—it provides optimal performance, while its smart, simple design makes it easy to operate. Whether this system is linked with Tissue-Tek® Prisma® or functions on its own, the Tissue-Tek® Glas™ g2 provides automated coverslipping convenience with confidence.

#### FEATURES

- Links with Tissue-Tek® Prisma® Stainer
- Unloading station accommodates 12 slide baskets (240 slides)
- Continuous loading
- Low mounting medium alert
- 500 mL mounting medium capacity

## **Enoch, Filida**

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**From:** Boris Alonso [BAlonso@sakoraus.com]  
**Sent:** Wednesday, April 20, 2011 6:11 PM  
**To:** White, Jerry B.  
**Subject:** RE: Sakura Prisma and Glasg2 maintenance contract

Mr. White,

- Is the Sakura Finetek USA software and software updates currently on our Sakura Prisma model 6130 and Linked Glas g2 proprietary to Sakura Finetek USA?  
Answer: **Yes, the software and its updates are proprietary.**
- Does Sakura Finetek USA train 3<sup>rd</sup> party service engineers to work on Sakura Finetek USA Systems?  
Answer: Yes.

**From:** White, Jerry B. [mailto:Jerry.White@va.gov]  
**Sent:** Wednesday, April 20, 2011 3:08 PM  
**To:** Boris Alonso  
**Subject:** RE: Sakura Prisma and Glasg2 maintenance contract  
**Importance:** High

Boris, can you or someone from Sakura Finetek USA answer the following questions for me:

- Is the Sakura Finetek USA software and software updates currently on our Sakura Prisma model 6130 and Linked Glas g2 proprietary to Sakura Finetek USA?
- Does Sakura Finetek USA train 3<sup>rd</sup> party service engineers to work on Sakura Finetek USA Systems?

I would be very grateful if you could send me something in writing (responding to this e-mail would be fine) from Sakura Finetek USA regarding these questions as soon as possible.

Thanks!

Jerry

*Jerry B. White, Jr.*

Supervisor, Biomedical Engineering  
Charlie Norwood VAMC  
1 Freedom Way  
Augusta, Georgia 30904-6285  
706-823-3931  
Fax 706-823-3956  
E-mail: [Jerry.White@va.gov](mailto:Jerry.White@va.gov)



September 22, 2011

Dear Mr. Bell,

The Tissue-Tek Glas g2® Coverslipper confirm that software, and any updates to this software, is proprietary to Sakura Finetek USA, Inc. Sakura Finetek provides training to 3<sup>rd</sup> party service engineers on a limited basis for limited model types. Students are put on a waiting list and are notified once a class is schedule for the instrument specified.

Boris Alonso  
Contracts Administrator  
Sakura Finetek USA, Inc.  
1-800-725-8723 x 7845  
balonso@sakuraus.com



For Office Use Only

Contract# \_\_\_\_\_

New  Renewal

## SAKURA INSTRUMENT SERVICE AGREEMENT

Sakura Finetek U.S.A., Inc.  
1750 West 214<sup>th</sup> Street  
Torrance, CA 90501

Tel: 800-725-8723  
Fax: 310-972-7833

Date: 4/20/2011	Sakura agrees to provide and customer agrees to accept service for the item of equipment shown below in accordance with the Terms and Conditions herein.				Customer Account #:	
<b>Customer Name &amp; Address</b>  VA Medical Center 1 Freedom Way Augusta, GA 30904  Email: Phone:				<b>Attention:</b>  Barney Bell Angeline Rawl		
Start Date: 10/1/11	Option: 2 <sup>nd</sup> Year 10/1/12	Option: 3rd Year 10/1/14	P.O. #			
Expiration Date: 9/30/12	9/30/13	9/30/15	<b>Contract Type</b>			
Instrument Model/Description <sup>(2)</sup>	Serial Number	Full Service With 1 P.M.	List Price	Discount Applied	Contract Amount (Excluding Taxes and Surcharges)	
Prisma / 6130 Linked Glas g2	61300592 65000114	X X	\$8,150 Included		\$8,150.00 Included	
One (1) Year Full Service Contract including unlimited emergency visits and one (1) PM visit per year.  Note: 2 <sup>nd</sup> and 3 <sup>rd</sup> options						
					<b>TOTAL: \$8,150.00</b>	

(1) Automatic Renewal subject to a price change not to exceed \_\_\_\_\_%

Note: Travel surcharges apply outside of the 48 contiguous states

(2) Indicate instrument location if different from the above address

**See Following Pages for Terms & Conditions**

VA Medical Augusta, GA  
61300592/65000114



2011

Sakura is pleased to present the following service contract options for the Prisma Stainer with linked G2 Glas Coverslipper\*\*:

**Sakura Standard 1 Year: \$8,150:**

- One Preventive Maintenance service per year
- Unlimited On-site One Emergency Service Calls
- Technical Support help line
- Parts, labor, and travel included

The price listed on this document is public.

Prior to issuing a Purchase Order, please notify me of which coverage plan you have selected. I will then provide you with a Service Agreement and the Terms and Conditions for your approval.

If you have any questions or need additional information please feel free to contact me at 1-800-725-8723 x 7845 or via email at [balonso@sakuraus.com](mailto:balonso@sakuraus.com)

Boris Alonso  
Contract Administrator  
800-725-8723 x7845  
Fax: 310-972-7833  
[www.sakuraus.com](http://www.sakuraus.com)  
[servicecontracts@sakuraus.com](mailto:servicecontracts@sakuraus.com)



**J--Preventive Maintenance (PM) Prisma Equipment Model 6130**

**Solicitation Number: VA24712R0005**

Agency: Department of Veterans Affairs

Office: Augusta VAMC

Location: Department of Veterans Affairs Medical Center

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**Notice Type:**  
Sources Sought

**Posted Date:**  
October 17, 2011

**Response Date:**  
October 21, 2011

**Archiving Policy:**  
Automatic, on specified date

**Archive Date:**  
November 20, 2011

**Original Set Aside:**  
N/A

**Set Aside:**  
N/A

**Classification Code:**  
J -- Maintenance, repair & rebuilding of equipment

**NAICS Code:**  
811 -- Repair and Maintenance/811412 -- Appliance Repair and Maintenance

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**Synopsis:**

Added: Oct 17, 2011 2:09 pm

This is sources sought announcement only. The purpose of this notice is to conduct market research and obtain information from qualified businesses with special interest in seeking: Service Disabled Veteran owned Business (SDVOSB), Veteran Owned Small Business (VOSB) small buess concerns. No solicitation is being issued at this time. This notice shall not be construed as a commitment by the Government to ultimately award a contract, nor does it restrict the Government to a particular aquisition approach. All information submitted in response to this announcement is voluntary; the Government will not pay for information requested nor will it compensate any respondent for any cost incurred in developing information provided to the Government.

The Department of Veterans Affairs, VISN 7, Charlie Norwood VA Medical Center located: One Freedom Way, Augusta, GA 30904 anticipates a requirement for Preventative Maintenance, emergency service, and software updates on Prisma Model 6130, Linked Glas G2, medical equipment. The NAICS code is 811412. The contractor shall be required to furnish all labor, materials and transportation to perform the duties as specified in the attached statement of work.

Interested parties shall submit a response no later than 10/21/2011 by 3:00pm EST. All responses shall include the following:

1. Service capability statement/literature
2. Ability to provide maintenance, emergency service and all software updates on Prisma Model 6130, Linked Glas G2, medical equipment.
3. Point of Contact information.

All questions shall be addressed to: [filida.enoch@va.gov](mailto:filida.enoch@va.gov)

<b>Attachment</b> Type: Other (Draft RFPs/RFIs, Responses to Questions, etc..) Posted Date: October 17, 2011
<a href="https://www.vendorportal.ecms.va.gov/FBODocumentServer/DocumentServer.aspx?DocumentId=266437&amp;FileName=VA-247-12-R-0005-000.docx">https://www.vendorportal.ecms.va.gov/FBODocumentServer/DocumentServer.aspx?DocumentId=266437&amp;FileName=VA-247-12-R-0005-000.docx</a> Description: VA-247-12-R-0005 VA-247-12-R-0005.docx

**Contracting Office Address:**

Department of Veterans Affairs;VISN 7 Network Contracting Activity;501 Greene Street;Hatcher Building - Suite 2;Augusta GA 30901

**Point of Contact(s):**

Filida A Enoch  
Contract Specialist  
706-733-0188, x1105

Contract Specialist

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**ALL FILES**

Attachment 

Oct 17, 2011

[VA-247-12-R-0005 VA-2](#)

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**Opportunity History**

■ **Original Synopsis**

Oct 17, 2011

2:09 pm

Results From Sources Sought

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**J--Preventive Maintenance (PM) Prisma Equipment Model 6130**  
 Solicitation Number: VA24712R0005  
 Agency: Department of Veterans Affairs  
 Office: Augusta VAMC  
 Location: Department of Veterans Affairs Medical Center

Notice Details	Packages	<b>Interested Vendors List</b>
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Keywords:

Items 1-1 of 1

Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
<b>Outlook Integration Tool ▶</b>	<b>FREE Evaluation Version ▶</b>	<b>FedBizOppsPLUS! ▶ Download</b> Integrate FBO with <b>Outlook</b> Worldwide & US Email: <a href="mailto:enlightened@cfi.rr.com">enlightened@cfi.rr.com</a> Phone: 888-783-3676	Service Provider	

Items 1-1 of 1

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## J--Preventive Maintenance (PM) Prisma Equipment Model 6130

Solicitation Number: VA24712R0005  
 Agency: Department of Veterans Affairs  
 Office: Augusta VAMC  
 Location: Department of Veterans Affairs Medical Center

[Notice Details](#) [Packages](#) **[Interested Vendors List](#)**

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Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
<b>Outlook</b> Integration Tool ►	<b>FREE</b> Evaluation Version ►	<b>FedBizOppsPLUS!</b> ► <a href="#">Download</a> Integrate FBO with <b>Outlook</b> Worldwide & US Email: <a href="mailto:enlightened@cfi.r.com">enlightened@cfi.r.com</a> Phone: 888-783-3676	Service Provider	

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