

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:**

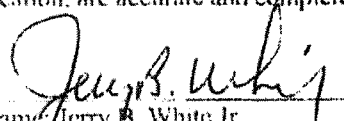
- (X) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;
- () (2) Unusual and Compelling Urgency per FAR 6.302-2;
- () (3) Industrial Mobilization, Engineering, Developmental or Research Capability or Expert Services per FAR 6.302-3;
-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

11/22/11
APL Paine

Name: Jerry B. White Jr.
Title: Supervisor Biomedical Engineering Service
Facility: Charlie Norwood VAMC

26 Oct 11
Date

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.

Filida Enach

Name: Filida Enach
Title: Contracting Officer
Facility: VISN 7 Network Contracting; Augusta, GA

Date

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



Name: Deborah E. Mattingly
Title: Network Contract Manager
VISN/PCA 7

10/31/11
Date

GROSSING & TRIMMINGPROCESSINGEMBEDDINGMICROTOMYPRIMARY & SPECIAL
STAINING/COVERSLIPPING

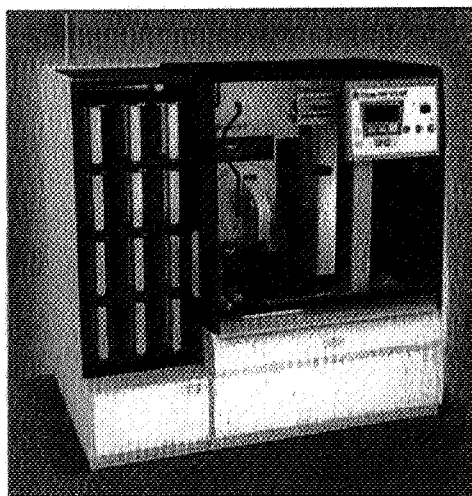
Tissue-Tek Glas g2
Tissue-Tek Prisma/Film

IMMUNOHISTOCHEMISTRYSTORAGE AND CASSETTESCYTOLOGYPRINTERS

VIEW THE
ELECTRONIC
CATALOG



VIEW MATERIAL
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SHEETS

**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.

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
Tissue-Tek® Glas™ g2
Automated Coverslipper

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

From: Boris Alonso [BAlonso@sakuraus.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 3rd 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 3rd 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



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 3rd 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 214th 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 #:	
Customer Name & Address VA Medical Center 1 Freedom Way Augusta, GA 30904 Email: Phone:				Attention: Barney Bell Angeline Rawl		
Start Date: 10/1/11	Option: 2 nd Year 10/1/12	Option: 3rd Year 10/1/14	P.O. #			
Expiration Date: 9/30/12	9/30/13	9/30/15	Contract Type			
Instrument Model/Description ⁽²⁾		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 nd and 3 rd options						
						TOTAL: \$8,150.00

(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

Boris Alonso
Contract Administrator
800-725-8723 x7845
Fax: 310-972-7833
www.sakuraus.com
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

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

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

Attachment

Type: Other (Draft RFPs/RFIs, Responses to Questions, etc..)

Posted Date: October 17, 2011

[https://www.vendorportal.ecms.va.gov/FBODocumentServer/DocumentServer.aspx?](https://www.vendorportal.ecms.va.gov/FBODocumentServer/DocumentServer.aspx?DocumentId=266437&FileName=VA-247-12-R-0005-000.docx)

[DocumentId=266437&FileName=VA-247-12-R-0005-000.docx](https://www.vendorportal.ecms.va.gov/FBODocumentServer/DocumentServer.aspx?DocumentId=266437&FileName=VA-247-12-R-0005-000.docx)

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

ALL FILES

Attachment 

Oct 17, 2011

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

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](#)

[Interested Vendors List](#)

Keywords:

Items 1-1 of 1

Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
Outlook Integration Tool ►	FREE Evaluation Version ►	FedBizOppsPLUS! ► Download Integrate FBO with Outlook Worldwide & US Email: enlightened@cfl.rr.com 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](#)

Keywords:

Items 1-1 of 1

Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
Outlook Integration Tool ►	FREE Evaluation Version ►	FedBizOppsPLUS! ► Download Integrate FBO with Outlook Worldwide & US Email: enlightened@cfi.ir.com Phone: 888-783-3676	Service Provider	

Items 1-1 of 1

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