

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval (J&A)  
For  
Other Than Full and Open Competition (>\$150K)**

**Acquisition Plan Action ID: 618-16-1-3301-0001**

- Contracting Activity:** Department of Veterans Affairs, VISN 23, Fargo VA Health Care System
- Nature and/or Description of the Action Being Processed:** The action being reviewed and approved is a sole source procurement of Tele ICU equipment from Vidyo. This will be awarded as a new firm-fixed price contract. VISN 23 has implemented a Virtual ICU to enable improved patient care through remote intensivist expertise and alerting algorithms based upon large population patient management experience. This coverage exists for approximately 150 ICU beds located in VISN 23, VISN 15 and VISN 20.
- Description of Supplies/Services Required to Meet the Agency's Needs:** VISN 23 has now been approved for Joint Incentive Fund (JIF) with the Department of Defense (DoD) which will allow the VISN 23 Tele ICU to provide care for the ICU's within the DoD. Tele ICU equipment will be needed from Vidyo in order to have proper functionality of a virtual ICU program. Each proprietary set of in-room equipment (monitor, camera, speaker/microphone, web portal, eLert button) will require installation services. This equipment is to be interfaced with Philips proprietary Tele ICU software called eCareManager.

The following is a breakdown of the quantities being requested:

<b><u>Facility</u></b>	<b><u>Number of ICU Beds</u></b>
Mike O'Callaghan Federal Medical Center, 4700 Las Vegas Blvd North, Bldg 1300 Nellis AFB, NV 89191	6
USAF Hospital Langley 77 Nealy Avenue Hampton, VA 23665	3
Keesler Medical Center 301 Fisher St. Keesler AFB MS 39534	5
Wright Patterson AFB 4881 Sugar Maple Drive Wright-Patterson AFB, Dayton, OH 45433	3

Elmendorf AFB 673d Medical Group, (DoD/VA Joint Venture Hospital), 5955 Zeamer Ave, JBER (Joint Base Elmendorf-Richmond), Anchorage, AK 99506-3702	3
Harry S Truman VA Hospital 800 Hospital Dr. Columbia, MO 65201	16
Kansas City VA Medical Center 4801 E. Linwood Blvd. Kansas City, MO 64128	18

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

- (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):**

Vidyo is the only trusted video integration and managed service partner for the Philips eCareManager Implementation in dozens of healthcare systems, including VA hospitals in VISN 7, 10, 15, 20 and 23. After doing extensive proof of concept testing with Philips and Vidyo at the Minneapolis VA, Spokane VA, and Washington, D.C., we determined that the Vidyo product provided a significant improvement in audio visual quality across large distances. Additionally, Vidyo is the only product that can interface with Philips that also has conferencing capabilities, which would allow multiple clinicians to access the same room simultaneously, and all have the ability to both hear and speak to all other users in the room. Furthermore, Vidyo is able to provide the desired network traffic tagging approach that OIT considers vital moving forward with Tele ICU. Vidyo is the only vendor that can provide the necessary equipment to interface with the Philips proprietary software eCareManager which is used throughout the Tele ICU. The cost of adding equipment to the current infrastructure is far less than replacing all Tele ICU software and infrastructure.

**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:**

Philips was contacted to determine which AV vendors were compatible with version 3.9 of eCareManager—which is the proprietary software/equipment in use in VISN 23. Of the compatible vendors, only Vidyo was capable of meeting the latency requirements and conferencing capabilities. The CACI equipment requires a round trip network latency of 50ms or less for optimal video and audio

performance. A proof of concept test was conducted to compare the usage of the existing AV equipment (supplied by CACI) to the Vidyo equipment, which can handle network latency much better than the current solution. The testing group consisted of vendor partners, biomedical engineering, Tele-ICU clinicians, and national OIT. Vidyo is the only vendor that can provide the necessary equipment to interface with the Philips proprietary software eCareManager and also meet the network restrictions at the VA.

7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** The price has been deemed fair and reasonable by comparing the prices the most recently-awarded contract for these items, VA263-13-F-2083, which had already been determined to be fair and reasonable. During that comparison it was noticed that the prices were very similar, and even lower in some cases.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Market research was not conducted as this product was previously purchased and awarded and with the proprietary nature of this software, no other vendor would be able to fulfill this requirement.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** None
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:**  
  
YORK TELECOM CORP                      PHONE: 732-413-6000  
81 CORBETT WAY  
EATONTOWN,NJ 07724
11. **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:** Market research will continue to be conducted in the future to identify any alternative sources to satisfy the government's requirements.

**12. 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.

05/24/2016

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NICK MUHLENBRUCH  
Biomedical Engineer  
VISN 23

\_\_\_\_\_  
Date

**13. Approvals in accordance with the VHAPM, Volume 6, Chapter VI: OFOC SOP.**

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

5/24/2016

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DARRYL W. MOON  
Contracting Officer  
VISN 23 / Fargo VA HCS

\_\_\_\_\_  
Date

b. **Director of Contracting /Designee (Required over\$150K but not exceeding \$700K):** 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.

05/31/2016

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DARYL A. BERG  
NCO 23 Director of Contracting

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Date