

LIMITED SOURCES JUSTIFICATION

ORDER >\$150,000

FAR PART 8.405-6

Acquisition Plan Action ID: VA262-16-AP-7262

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

Restricted to the following source: Provide original manufacturer's name for material or contractor's name for service. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer/Contractor: Government Marketing & Procurement, LLC (SDVOSB)

Manufacturer/Contractor POC & phone number: [REDACTED]

Mfgr/Contractor Address: 13350 Ranch Road 12 Wimberley TX 78676

Dealer/Rep address/phone number: [REDACTED]

☐ The requested material or service represents the minimum requirements of the Government.

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs
Service Area Office West
Network Contracting Office 22 (NCO22)
4811 Airport Plaza Dr., Suite 600
Long Beach, CA 90815
VISN:22

(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

The VA Southern Nevada Healthcare System (VASNHS) has a requirement for Vocera Premier Support Services for the Vocera Badge Communications System/Servers. VASNHS is requesting for limited source procurement with a SDVOSB vendor, Government Marketing & Procurement, LLC, for this requirement.

(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:

The Vocera Badge Communication System/Servers have been installed at the VASNHS. The current premier support service contract for the Vocera Badge Communications System/Servers expires on 9/30/2016. Due to the sophisticated technical and proprietary nature of this equipment, both in hardware and software, a continuous technical support service is required to maintain the system.

(b) ESTIMATED DOLLAR VALUE: [REDACTED]

(c) REQUIRED DELIVERY DATE: 10/1/2016 – 09/30/2021 (Base & 4 Option Years)

(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE. (CHECK ALL THAT APPLY AND COMPLETE)

Chapter VI: Other Than Full and Open Competition (OFOC) SOP
Attachment 2: Request for Limited Sources Justification Format >\$150K

☒ Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

Government Marketing & Procurement (GMP) is the licensed distributor of the Vocera systems equipment and maintenance services. GMP is the only vendor capable of providing the Software Maintenance Agreement (SMA) due to the proprietary nature of the software and hardware system of the Badge Communications server. GMP installed and has maintained the system from original activation. They are highly familiar with this system and have the factory authorized technicians to provide factory support for the needs of VASNHS.

☒ A patent, copyright or proprietary data limits competition. The proprietary data is:
(If FAR 8.405-6(a)(2)iii before posting. Do not include specific proprietary data. Only mention the type of equipment, procedure, etc. to show that proprietary supplies or services are being procured.)

GMP is the sole distributor of Vocera products and services through GMP's GSA IT 70 contract # GS-35f-0858n. Vocera products including hardware and software are processed through GMP's GSA contract seamlessly and delivered in a timely manner. Services including training, implementation and installation (if applicable) are procured through GMP's GSA contract and subcontracted to the Vocera Professional Services team.

☒ The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

GMP has been providing the VOCERA Premier Support to the Badge Communication System as below:
GS35F0858N VA262-15-F-8187 [REDACTED] (VOCERA Premier Support POP: 10/1/2015 – 9/30/2016)
GS35F0858N VA262-14-F-8236 [REDACTED] (VOCERA Premier Support POP: 10/1/2014 – 9/30/2015)

(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

GMP has formed strategic partnerships with Vocera Communications to streamline the procurement process for the Federal Governments while offering the technical expertise and experience required for a successful implementation of the Vocera and Extension solutions. As stated in the Column (4), GMP is the only vendor capable of providing the software and hardware technical support to the Vocera Badge Communication System due to the proprietary nature and agreement with Vocera.

(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

A Sources sought notice, VA262-16-N-1316, was posted on GSA eLibrary on August 16, 2016 under schedule category 70: 132 33, Perpetual Software License - SUBJECT TO COOPERATIVE PURCHASING. Only one SDVOSB vendor, GMP, responded to the sources sought notice.

Market research via GSA, SBA and VetBiz with NAICS Code 541519 (Other Computer Related Services) with keyword (VOCERA) retrieved one GSA Contractor, GMP. A search on FPDS retrieved GMP for several VOCERA maintenance services for sole source. As a result of market research, GMP is the only source available to provide the premier support service for the Vocera Badge Communications System/Servers required by VASNHS.

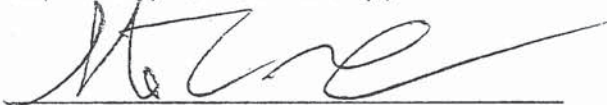
Chapter VI: Other Than Full and Open Competition (OFOC) SOP
Attachment 2: Request for Limited Sources Justification Format >\$150K

Market price was determined based on the information obtained from Independent Government Estimates and market research conducted on FPDS. Market price for VOCERA Service is estimated to be between [REDACTED] per year. The anticipated pricing information was provided by the GMP for [REDACTED] for Base Year and [REDACTED] for Base and 4 Option years. Based on market research through FPDS, the anticipated pricing is determined to be fair and reasonable. GS35F0858N VA262-15-F-8187 [REDACTED] (VOCERA Premier Support POP: 10/1/2015 – 9/30/2016), GS35F0858N VA262-14-F-8236 [REDACTED] (VOCERA Premier Support POP: 10/1/2014 – 9/30/2015).

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION: N/A

(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE: N/A

(9) 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. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4. (This signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)



Steven Smith, Electronics Manager
Facility Management
VA Southern Nevada Healthcare System

9-21-16
DATE

(10) APPROVALS IN ACCORDANCE WITH THE VHAPM, Volume 6, Chapter VI: OFOC SOP:

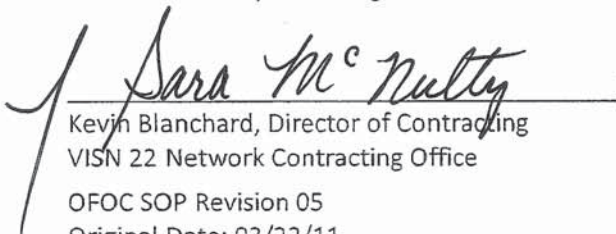
a. CONTRACTING OFFICER'S CERTIFICATION (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



Rebecca Gloria
Chief, Services Branch II
VISN 22 Network Contracting Office

09/22/16
DATE

b. Director of Contracting/DESIGNEE: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



Kevin Blanchard, Director of Contracting
VISN 22 Network Contracting Office

9-22-16
DATE