

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 action is for a sole source, firm-fixed price (FFP) contract with Accessibility Services, Inc. (ASI) for the procurement of AutonoME Environmental Control Units (ECUs), components, and services to support the deployment of ECUs to several VA facilities located throughout the VA Enterprise.
3. Description of Supplies or Services: VA, Veterans Health Administration, VA Center for Innovation has a requirement for services and components in support of the AutonoMEECU deployment to eight VA Medical Centers (VAMCs) and Healthcare System facilities. The ASI AutonoME ECU is an assistive technology solution that is designed to help the most severely disabled Veterans by interfacing with items used in a hospital room setting such as the television, bed settings (up/down), lights, phone, and nurse call. The proposed acquisition shall provide 284 ASI AutonoME ECUs with dual mounting that includes head trackers, eye gaze cameras, transferable mounting systems, bed component kits, incidental parts, installation, configuration, acceptance and testing, training, and warranty support. Warranty support includes 24-months of security fixes, repair of defective products, and replacement parts delivery and installation. In addition, optional tasks are included for additional bed component kits and training sessions, as well as televisions and rolling carts. This effort will provide VA with the appropriate number of the above ECUs, components and services for the Minneapolis VAMC, Minneapolis, Minnesota; VA Puget Sound Healthcare System, Seattle, Washington; Clement J. Zablocki VAMC, Milwaukee, WI; Hampton VAMC, Hampton, VA; VA Palo Alto Healthcare System, Palo Alto, California; VA New Mexico Health Care System, Albuquerque, New Mexico; Saint Louis Health Care System, St. Louis, Missouri; and VA San Diego Health Care System, San Diego, California. The period of performance for delivery to the first four locations above shall be 6-months after contract award, with one 6-month option period for delivery to the remaining four locations.
4. Statutory Authority: The statutory authority permitting other than full and open competition is 41 U.S.C. 3304(a)(1) as implemented by the Federal Acquisition Regulation (FAR) Subpart 6.302-1 entitled, "Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements."
5. Rationale Supporting Use of Authority Cited Above: The proposed source for this action is ASI, 6241 S. Tex Pt., Homosassa, Florida 34448. Based on the market research, as described in section eight of this justification, it was determined that competition is not viable as ASI is the only source that can provide the required brand name AutonoME ECUs. Only the required AutonoME ECUs will satisfy the Government's functional requirements. As previously stated, the ASI AutonoME ECU is designed to assist the severely disabled Veterans by interfacing with items used in hospital room settings such as the television, bed settings (up/down), lights, phone, and nurse call. The key to controlling these items is making alternative input methods

accessible to severely disabled Veterans. The AutonoME ECU is the only solution that satisfies the functional requirement to provide a wide variety of alternative input methods to accommodate Veterans with all types of disabilities. These methods include voice recognition, touchscreen, “sip n’ puff,” eye gaze, and head tracker technologies. These alternative methods are proprietary technologies that interact with the AutonoME ECU system in such a manner that allows spinal cord injury patients to utilize the ECU. No other source can provide this assistive technology and functional requirement that interacts with the items and settings used by Veterans in their hospital rooms. This functionality is required to provide VA with the capability to accommodate Veterans with any type of disability. Furthermore, these input methods are interchangeable by the patient with no staff assistance, and provides the Veteran with independence as they receive care.

Additionally, ASI must install the AutonoME ECU in the hospital room via an articulating arm, configured for optimal performance, and tested to ensure all components and features are working properly. Installation by an unauthorized party would void the warranty associated with these units. Furthermore, since ASI is the only source of the ECUs no other source is capable of installing and configuring such specialized equipment.

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. There is no competition anticipated for this acquisition. Additionally, the proposed action will be synopsisized on the Federal Business Opportunities Page in accordance with FAR 5.201. Any proposals that are received shall be evaluated.

7. Actions to Increase Competition: The Government will continue to conduct market research to ascertain if there are changes in the market place that would enable future actions to be competed.

8. Market Research: VA performed market research in June 2016 to determine whether any new technologies had come to market since June 2014 that would be capable of providing a similar assistive technology solution. A Request for Information (RFI) VA118-16-N-1565 was issued on the Federal Business Opportunities website on August 12, 2016. The RFI sought responses for items that provided the same/similar functionality to the AutonoME ECU as required under this effort. The RFI requested all interested vendors to submit a capability statement in response to the posted draft Performance Work Statement. The RFI closed on August 19, 2016 with one response received, which was from ASI. Based upon this research it was determined that there are no other products that provided similar functionality, as discussed in Section five of this document.

9. Other Facts: None.