

DEPARTMENT OF VETERANS AFFAIRS
Justification and Approval
For
Other Than Full and Open Competition

1. Contracting Activity: Department of Veterans Affairs, Network 16 Contracting Activity, Biloxi Medical Center. Justification for Other Than Full and Open Competition on a Sole-Source basis.

2. Nature and/or Description of the Action Being Processed: Blood and Blood Products. A firm-fixed price purchase order is anticipated.

3. Description of Supplies/Services Required to Meet the Agency's Needs: Various types of blood and blood products are required for the VA Gulf Coast Veterans Health Care System's (VAGCVHCS) Blood Bank for use for direct patient care by Biloxi Medical Center medical professionals. The Period of Performance is from April 1, 2012 through May 31, 2012.

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):

Only One Responsible Source (FAR 6.302-1) – This requirement is for a bridge purchase order for blood and blood products being written as a temporary follow-on order to the incumbent blood contractor, The Blood Center, for a two-month period of April 1, 2012 through May 31, 2012, while a longer term blood contract is being solicited in the commercial marketplace. The Blood Center already has established procedures in place for the delivery of blood and blood products to the VAGCVHCS' Blood Bank and utilizing their services for continuity purposes for the subject two-month period makes the most medical and business sense at this particular time.

6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable: A long-term follow-on blood and blood products contract to our current contract is currently being worked by the undersigned contracting officer which will be advertised shortly on an unrestricted basis on the Federal Business Opportunities website where all interested parties, regardless of business size, can review the requirements and propose on it if they wish to. An initial Sources Sought Notice was advertised for our new long-term

blood and blood products contract seeking any size small business program businesses who might be interested in the long-term blood contract. We received no responses. We know of several large businesses, however, who also serve as blood banks who have already expressed an interest in the new long-term blood and blood products contracts so we believe that we will receive competition on that requirement. For continuity of services, we believe that negotiating directly with The Blood Center for this two-month requirement makes the best medical and business sense at this time.

7. Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:

The Blood Center has indicated to us that their 3rd Option Period Pricing will remain in effect during the subject two-month period of performance. These prices have already been determined to be fair and reasonable when the contract was initially awarded. The undersigned contracting officer will also make a determination that the prices quoted are fair and reasonable based upon market research, based upon the VAGCVHCS Blood Bank's review of the pricing compared to prices they are currently paying other vendors for the same or similar blood products, and the undersigned contracting officer's knowledge of the blood market.

8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:

Market Research was conducted for the new long-term blood and blood products contract which indicated that only large businesses that are also blood banks can provide the required level of blood and blood support required by the VAGCVHCS Blood Bank. The results of the market research are as follow: while there were numerous commercial sources of supply that came up under a search of NAICS Code 621991 – Blood and Organ Banks, the vast majority of these companies were blood donor stations, eye banks, body organ banks, body organ donor centers, placenta banks, plasmapheresis centers, or human sperm banks and not blood banks. All of the blood banks that we found were large businesses. Marty Gethers, VAGCVHCS Blood Center Program Manager, relayed to the undersigned that the companies that she believes will provide proposals on our requirements will have to be blood banks because of our need for them to have a lab that runs 24/7, 365 days per year. Because of this, and because of our emergency blood delivery timeframes in the Performance Work Statement, we believe that there will only be several blood banks in the tri-state area that will have the necessary capabilities to meet our requirements. A review of the below sources produced the following results:

- **Federal Business Opportunities (FBO) Sources Sought Notice:** A sources sought notice was placed on December 16, 2011 seeking SDVOSB's, VOSB's, or other small businesses capable of providing blood and blood products/services for the VAGCVHCS. Responses were due by January 11, 2012. We received no responses.
- **GSA eLibrary Search:** A total of 6 contractors came up on the search. However, a search of several of these companies' GSA Advantage Catalogs revealed that they are in the business of providing blood tubing, equipment, test kits, etc., and not blood or blood products/services.
- **VetBiz Registry (for SDVOSB and VOSB sources of supply):** Two contractors came up under a NAICS 621991 search who were both SDVOSB's. Neither of these 2 companies appeared to be suppliers of blood or blood products/services. Emails were sent to both of these companies on January 26, 2012, to see they were capable of and

interested in the providing of blood and blood products/services. We received no response from either of these companies.

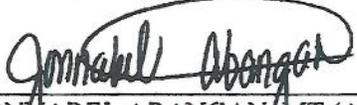
- **SBA Dynamic Search:** A total of 100 companies were identified during this NAICS 621991 search. A review of the capabilities narrative provided revealed that the majority of these companies were involved in healthcare staffing/recruitment, education and management services, corporate wellness and screening/assessment services, laboratory services, medical consulting, veterinary transfusion medicine, equipment sales, dental/pharmacy/laboratory/radiology services, mobile medical vehicles and modular clinics, etc. We could find no company that provided blood and blood products/services.
- **CCR Search (SDVOSB):** A total of 13 companies were identified but none appeared to be blood banks.
- **CCR Search (VOSB):** A total of 20 companies were identified but none appeared to be blood banks.
- **CCR Search (SBA Certified 8(a)):** A total of 4 companies were identified but none appeared to be blood banks.
- **CCR Search (SBA Certified HUB Zone):** No records were found under this search.
- **CCR Search (WOSB):** A total of 22 companies were identified but none appeared to be blood banks.
- **CCR Search (SBA Certified SDB):** A total of 4 companies were identified but none appeared to be blood banks (please see attached information).
- **CCR Search (Self-Certified SDB):** A total of 37 companies were identified but none appeared to be blood banks.
- **Internet Search:** An Internet search was conducted for blood banks in the US. A list of organizations by state or territory was located for blood banks. Because of the 45 minute emergency blood delivery requirement in the Performance Work Statement, we know that a blood bank will more than likely have to be located somewhere in the tri-state area (MS, AL, or LA) or have fairly large distribution centers set up locally. A check of the blood banks available in AL revealed the following: American Red Cross (a large business), Blood Assurance (a large business), LifeSouth Community Blood Centers (a large business), and United Blood Services (a large business). A check of the blood banks available in MS revealed the following: The Blood Center (a large business), Lifeblood (a large business), Mississippi Blood Services (a large business), and United Blood Services (a large business). A check of blood banks available in LA revealed the following: The Blood Center (a large business), LifeShare Blood Centers (a large business), and United Blood Services (a large business).

9. Any Other Facts Supporting the Use of Other than Full and Open Competition: As stated earlier, it makes the most medical and business sense at this time to negotiate a purchase order with The Blood Center who is our incumbent blood and blood products contractor from a continuity of services and delivery standpoint until the new long-term contract is solicited, negotiated and awarded.

10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition: The Blood Center has expressed an interest in writing when we contacted them about the possibility of the VAGCVHCS negotiating a two-month purchase order with them.

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: As stated in Paragraph 6 above, a new long-term follow-on blood and blood products contract is currently being worked by the undersigned contracting officer which will be advertised shortly on an unrestricted basis on the Federal Business Opportunities where all interested parties, regardless of business size, can review the requirements and propose on it if they wish to. An initial Sources Sought Notice was advertised for our new long-term blood and blood products contract seeking any size small business program businesses who might be interested in the long-term contract. We received no responses. We know of several large businesses, however, who also serve as blood banks who have already expressed an interest in the new long-term blood and blood products contracts so we believe that we will receive competition on that requirement. For continuity of services, we believe that negotiating directly with The Blood Center for this two-month requirement makes the best medical and business sense at this time.

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.



JONNABEL ABANGAN, MT (ASCP)
DMS Chief Technologist/QA & PI Officer
Biloxi Medical Center

3/22/12
Date

13. Approvals in accordance with FAR 6.304

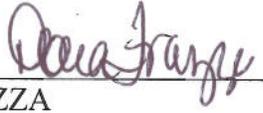
a. Contracting Officer's Certification: (required) I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



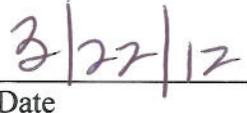
WILLIAM A. GEARY
CONTRACTING OFFICER
BILOXI NETWORK 16 CONTRACTING ACTIVITY

22 Mar 12
Date

b. **CHIEF P&C**: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



DONNA FRAZZA
CHIEF, PURCHASING AND CONTRACTING
BILOXI NETWORK 16 CONTRACTING ACTIVITY



Date