

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Other Than Full and Open Competition

1. **Contracting Activity:** Department of Veterans Affairs, VISN 18, 678 Southern Arizona VA Health Care System, Tucson.

Department of Veterans Affairs
Southern Arizona VA Health Care Systems
(SAVAHCS 678/9-90C)
3601 S. 6th Ave
Tucson, AZ 85723
(520) 792-1450

2. **Nature and/or Description of the Action Being Processed:**

This Brand Name Justification comes as a result of a new SAVAHCS requirement for a firm fixed priced delivery order to acquire the Hill-Rom Navicare Nurse Call system. This system will be a complete replacement of the existing SAVAHCS Hill-Rom Nurse Call Module (NCM) platform with the new Hill-Rom Navicare platform for the Operating Suites and the adjacent Post-Anesthesia Care Unit/Ambulatory Care Unit areas on the second floor of Building 57. This purchase is a turn-key installation which includes the de-installation of the existing NCM modalities, materials, parts, software, labor, and certification of the completely installed and operational Navicare system integrated with the SAVAHCS Hill-Rom Nurse Call network.

3. **Description of Supplies/Services Required to Meet the Agency's Needs:**

The Hill-Rom Navicare platform is the only known source that will integrate into the existing SAVAHCS Hill-Rom Nurse Call Module and Navicare network.

SAVAHCS utilizes the Hill-Rom network for the life safety Code Blue and Code Green applications throughout the facility. These two life safety systems integrate with the Hill-Rom Emrgin server which resides on the Hill-Rom network to electronically and automatically announce either event. When there is a cardiac arrest or other urgent medical needs required, a Code Blue switch is pressed and the SAVAHCS Telephone Operators receive the announcement through the Hill-Rom network display. The Telephone Operator, in turn, announces and pages the Code Blue team to respond. When a Code Green switch is activated for staff who are confronted with a patient, employee, or visitor who is a potentially violent or threatening, the same procedures are followed except a Code Green announcement and page are activated. All of these modules must integrate into a single comprehensive system that network to all areas of the SAVAHCS campus

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

The basis of this JOFOC is the criteria implemented in FAR Part 6.302-1. "Only one responsible source and no other supplies or services will satisfy agency requirements."

- (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1; **BRAND NAME**
- (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):**

The reason for citing FAR Part 6.302-1 as the statutory authority for this JOFOC is that it is appropriate in this situation where the agency's requirements can only be satisfied by the unique supplies/services from Hill-Rom, which is the manufacturer of the Navicare Nurse Call system. This system will be able to expand, interface, and integrate with SAVAHCS' existing Hill-Rom Nurse Call network which consists of Navicare and Nurse Call Module platforms depending on whether the area has activated within the last year. The requested Navicare Nurse Call platform is designed to integrate with the SAVAHCS life safety Code Blue and Code Green applications. If SAVAHCS was to procure any system other than Hill-Rom Navicare nurse call equipment, the Code Blue and Code Green life safety network would require extensive re-cabling and re-design throughout the entire facility which includes multiple buildings and floors adding an inordinate amount of costs. Also, there cannot be two parallel systems for these life safety codes, but rather one comprehensive network.

In those areas of the facility that have not had new construction and activations, the older Nurse Call Module platforms are in use but completely integrate through the proprietary Hill-Rom operating system software and hardware configurations. The Navicare platform directly interfaces with the Nurse Call Module platform for cross-communications, Code Blue, and Code Green applications for complete network integration.

All existing Hill-Rom intelligent beds utilized at SAVAHCS interface with the Hill-Rom Nurse Call system and will with the Navicare platform. This allows for bed exit alarming and other patient safety features used by nursing staff. This is now a standard of practice in the patient care areas which reduces falls and other bed exiting injuries.

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

A search of the GSA eLibrary Schedule, under SIN 70, Category 132 8, purchase of New Equipment, 132-33 Perpetual Software License, 132-50 training Courses, 132-51 Information Technology Professional Services, 132-34 Maintenance of Software as a Service revealed only one authorized distributor of the Hill-Rom Navicare Nurse Call System, Four Points Technology.

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

The contracting officer will determine any prices received as fair and reasonable in accordance with FAR 15.404(b)(2) before award of any contract. The majority of items required are already on GSA schedule which has already been determined fair and reasonable.

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

Market research was completed which identified other nurse call contractors, however, they are not on mandatory schedules to meet the requirements of FAR Part 8. There will be the same concerns for having additional costs and compatibility interfacing with existing SAVAHCS Hill-Rom equipment. The replacement Hill-Rom Navicare Nurse Call network for the OR Suites and Post-Anesthesia Care Unit/Ambulatory Care Unit has been identified to meet the minimum needs of the Government while serving SAVAHCS veterans and provides a logical integration plan into the facility's Hill-Rom nurse call infrastructure.

There are no other known vendors who can provide the proprietary operating system software which must integrate with the existing Hill-Rom Nurse Call network utilized throughout SAVAHCS.

9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:**

SAVAHCS has an annual service agreement with Hill-Rom to support the Nurse Call Module and Navicare network. Integration of any other system besides Hill-Rom will void Underwriters Laboratories (UL) listing of the system and network.

Hill-Rom Automation and their products are deployed in other VA and commercial hospitals. Their ability to directly integrate their software to the VA's Information Security network makes them an attractive automated solution by eliminating additional hardware and software for this integration. Market research analysis conducted up to this time has not produced any other manufacturer information that exceeded what the Hill-Rom Navicare Nurse Call system and network provides in means of costs and compatibility.

10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** None

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:**

SAVAHCS has invested in the millions of dollars to establish a comprehensive and standardized Hill-Rom Nurse Call network. There are no plans for any future changes to the Patient and Life Safety Code Blue and Code Green network which if necessary would require SAVAHCS to make major changes and considerations to its facility infrastructure. This is the least costly method of procurement taking into account both infrastructure and administrative costs.

Familiarity and competency has been established with end user and maintenance training. Biomedical

Engineering/Electronics Section staff have been trained on both the Hill-Rom Nurse Call Module and Navicare platforms for the maintenance, repair, and upkeep of this network and would require extensive re-training of four permanent FTEE if any other system was utilized.

Facilities Management Service Line/Biomedical Engineering/Electronics Section could have additional requirements in the next 12 months that may require the possibility of additional Brand Name justifications which in accordance with FAR, VAAR, and VHA policy will be adhered to. For the continuity of patient care, SAVAHCS will continue with Hill-Rom manufactured equipment and products and will make efforts to introduce other contractors that have been authorized by Hill-Rom to provide goods and services.

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.



SIGNATURE

February 23, 2012
DATE

Christopher S. Woo
NAME

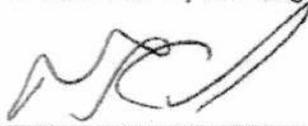
Biomedical Engineering Manager
TITLE

Facilities Management SL
SERVICE LINE/SECTION

SAVAHCS
FACILITY

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.



Name

Title

Facility

DANIEL C. THIEL
Contracting Officer

5 MAR 2012
Date

b. VISN/PCA QA: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



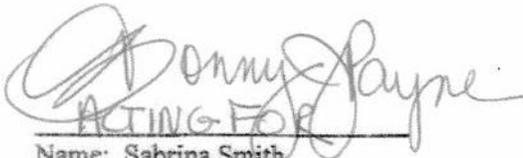
VISN18 QA/COMPLIANCE PROCUREMENT ANALYST

Name: Paulette Pereira
Title: QA/Compliance Officer
Facility: SAVAHCS Tucson, AZ



Date

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



Name: Sabrina Smith
Title: Network Contract Manager, VISN/PCA X

Date

3/23/12