

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Other Than Full and Open Competition

1. **Contracting Activity:** The Department of Veterans Affairs, VISN 11, Aleda E. Lutz Saginaw Medical Center in the documentation that follows is providing *Justification for Other Than Full and Open Competition*.
2. **Nature and/or Description of the Action Being Processed:** Project 65-13-113 is an active design project for a Nurse Call System Replacement throughout all patient care areas of the campus. In addition, the implementation of Extension Software is proposed for the Middleware which would facilitate communication between the new nurse call system with existing campus Vocera phones, existing campus auxiliary systems (ie. wander management, etc) and new Cisco wireless phones. The implementation of Rauland Nurse Call, Extension Middleware, and Cisco phones would be an expansion of existing infrastructure and knowledge base shared throughout VISN 10. It is anticipated all contracts would be firm-fixed-price.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** The proposed contract would be written to include all of the required nurse call system hardware components and their associated cabling, software, and programming for a complete functioning system. In addition, it would include the middleware software and its associated network switches and programming. Finally, the Cisco phone devices shall be included along with the associated programming. Quantities and estimated costs are attached as a separate document. The design documentation is anticipated for completion in the Winter of 2017 for immediate contracting of services. Installation would commence immediately with installation duration of roughly 9 months.
4. **Statutory Authority Permitting Other than Full and Open Competition:**
 - (x) (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):** All of the other hospitals within VISN 11 have currently standardized on Rauland Nurse Call, Extension Middleware and Cisco wireless phones. Further, there is evidence of over 30 installs throughout 12 VISN's across the United States. Proceeding with these solutions will result in significant cost savings

attributed to shared licenses, consistent call manager hardware, training, and programming which is a large percentage of the cost for such a product.

For these reasons Rauland Nurse Call, Extension Middleware Software, and Cisco wireless phones are the only systems capable of providing the supplies and services described in Section III above without the Veteran's Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through competition.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** The project is anticipated to be bid out through a General Contractor who may seek bids from any installing contractor as long as the appropriate system is provided and service is available within the boundaries set by the VA. Extension and Cisco are all nationally available system manufacturers with localized installation and representation.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** Based on the other projects completed by these Vendors with the VISN it is anticipated that the cost will be fair and reasonable.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Research of available manufacturers and their associated product functionality was conducted throughout the design phase as part of reviewing system options with the users. In addition, a site visit was arranged to local VISN 11 medical center in Ann Arbor who recently had a new nurse call system installed with the VISN standard middleware. Due to existing hardware and software implemented within the VISN 11 data hub located on the Battle Creek campus, any deviations from the use of Extension Middleware or Cisco Phones will be a waste of existing assets within the VISN.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** No other primary deciding factors were identified outside of the existing system infrastructure and knowledge base (as aforementioned) already being in place within the VISN.
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** During the nurse call system demonstrations held in the design phase, Ascom noted their capability to provide a complete system including middleware and mobile devices, however nothing was provided in formal written document form as they understood the existing VISN conditions.
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:** For a system of this nature, it is not likely any actions may be taken to improve competition once a system has been implemented within the facility. Any renovations to the facility will steer towards expansion of the existing system in order to avoid any redundant costs associated with replacement of existing system hardware and software.
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.

Name Tom Belongia
Title Engineering Technician
Facility Aleda E Lutz VA Medical Center

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.

Name
Title
Network 11 Contracting Office

Date

- b. **DOC/PCM (Required \$3K and above)**: I certify the justification meets requirements for other than full and open competition.

Name
Director of Contracting/Supervisory Contract Specialist (as appropriate)
Network 11 Contracting Office

Date

- c. **SAO(If over \$650K)**: I certify the justification meets requirements for other than full and open competition.

Ricky L. Lemmon
SAO Director
Central Region

Date

- d. **VHA HCA Review and Approval:** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and recommend approval (if over \$12.5 million) or approve (\$650K to \$12.5 million) for other than full and open competition.

NORBERT S. DOYLE
Chief of Procurement and Logistics Officer
VHA, Head of Contracting Activity (HCA)

Date

- e. **VA Deputy Senior Procurement Executive Approval (over \$12.5 million but not exceeding \$50 million):** 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.

C. FORD HEARD
Deputy Senior Procurement Executive (DSPE)
Assistant Secretary for Acquisition and Logistics
Department of Veterans Affairs

Date

- f. **VHA Senior Procurement Executive Approval (over \$50 million):** 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.

JAN R. FRYE
Deputy Assistant Secretary for Acquisition and Logistics
Senior Procurement Executive (SPE)
Department of Veterans Affairs

Date