

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

1. **Contracting Activity:** Department of Veterans Affairs, VISN 08, NF/SG Medical Center
2. **Nature and/or Description of the Action Being Processed:** This is a request other than full and open competition for procurement of CE Direct Continuing Education Services, Gannett Healthcare Group for online continuing education for registered nurses.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** CE Direct provides unlimited access to over 700 online courses, certification review courses, podcasts, webinars etc. The product is available 24/7 with support and can be accessed easily from any computer with internet access. Use of the product significantly reduces the need for travel and registration funds for continuing education conferences off site.
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):** The CE Direct Service Agreement will allow registered nurses continued access to training 24 hours/day, seven days/week. The highly specialized courses are approved by the American Association of Nurses Credentialing Center who also has awarded this provider "Premier Status" (best of the best) which is an award for a model of nursing excellence which has been consistently provided to organizations over many years. The company has a 95% renewal rate from organizations who utilize their service. Passing a rigorous, peer review validated their progressive practices in delivering what nurses need to know. The peer review process is an ongoing operation that involves a huge network of editors, authors, speakers, and reviewers. No other vendor has a similar product. Courses are also approved by the Florida and California Board of Nursing. The course completions are automatically transmitted to CE Broker which is a service which monitors nursing CEUs. This will support employee efforts to maintain an accurate training record for licensure. CE Direct also has all courses required for Florida licensure for RNs. This service has been successfully implemented in other VA facilities- Dessert Pacific network, Southern Arizona VA Healthcare System, Birmingham, Pittsburgh and Central Arkansas. The service allows multiple modes of access, has many certification review courses approved by VHA ONS, is utilized by many Magnet hospitals and is the CEU provider for the National Nurse Staff Development Organization (largest organization of nurse educators). They offer new courses each month and have accepted recommendations from our facility for the development of content specific to the pharmacological content needs for nurse practitioners.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:**  
We have looked for other similar products and have not identified one that offers the quality and quantity of continuing education modules. *RFI posted to FBO.*

7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:**  
The anticipated cost to the facility is ~~\$21,000.00~~. The price has been determined to be fair and reasonable.  
*\$30,450.00 SAF SEE ATTACHED MEMO.*

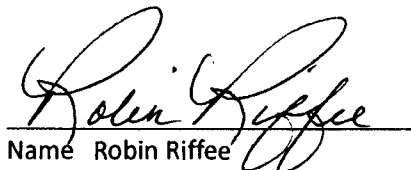
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Internet searches of products approved by American Nurses Credentialing Center were completed.  
*SEE ATTACHED MEMO.*

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

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:** We will continue to seek alternatives to the current product that include the quantity and quality of service provided by CE Direct through Gannett Health Care. It is my understanding Gannett is in communication with the Office of Nursing Service to establish an agreement with the VHA for the future.

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 Robin Riffie  
Title Chief Nurse, Education  
Facility North Florida South Georgia VHS

*2/23/12*  
Date

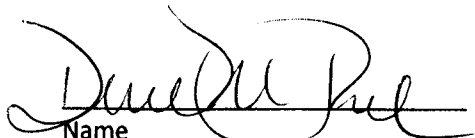
13. **Approvals in accordance with FAR 6.304** This part if filled out by Contracting Staff as part of the Justification

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  
Contracting Officer  
Facility

*2/29/12*  
Date

b. **Product Line Supervisor (PLS):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

  
Name  
Contracting Supervisor  
Facility

3-13-2012  
Date

Version 1, 6 May 2011

- c. **DNCM/NCM:** (SAT to \$500,000) I certify the justification meets requirements for other than full and open competition.

\_\_\_\_\_  
Mitchell Thomas  
Network Contract Manager  
VISN 8

\_\_\_\_\_  
Date

- d. **SAO:** I certify the justification meets requirements for other than full and open competition.

\_\_\_\_\_  
David M. Fitzgerald  
Director  
Service Area Office, East

\_\_\_\_\_  
Date

- e. **VHA HCA Review and Approval:** (over \$500,000) 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 (over \$50 million), approve (up to \$ 50 million) for other than full and open competition.

\_\_\_\_\_  
HCA  
Chief Procurement and Logistics Officer  
VHA Head of Contracting Activity (HCA)

\_\_\_\_\_  
Date

- f. **VA Deputy Senior Procurement Executive Approval (over \$10 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.

\_\_\_\_\_  
Iris B. Cooper  
Deputy Senior Procurement Executive (DSPE)  
Office of Acquisition and Logistics  
Department of Veterans Affairs

\_\_\_\_\_  
Date

- g. **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	Date
Deputy Assistant Secretary for Acquisition and Logistics	
Senior Procurement Executive (SPE)	
Department of Veterans Affairs	

# Market Research Report

Documentation should be tailored to the size, nature and complexity of the requirement.

Independent Government Cost  
Estimate (IGCE)  
\$30450.00

Purchase Request Number: 573-12-2-018-0120

Project Title: NURSING COURSE AGREEMENT

Brief Description of Project: NURSING COURSE AGREEMENT

## Customer's Suggested Sources

GANNETT SATELLITE INFO NETWORK	

## Sources Contacted (in addition to sources listed above)

Reviewed SBA Source List	<input type="checkbox"/> Reviewed VA BPA/IDIQ Listing
Reviewed: <a href="http://www.marketresearch.com">http://www.marketresearch.com</a>	<input type="checkbox"/> Reviewed: <a href="http://www.thomasregister.com">http://www.thomasregister.com</a>

## Type of Research Conducted

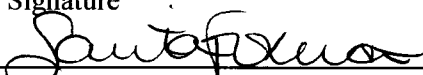
Internet <input type="checkbox"/> Expert Opinion Contact with Industry  <input type="checkbox"/> Trade Associations	<input type="checkbox"/> Site Visit <input checked="" type="checkbox"/> Other Similar Contracts <input checked="" type="checkbox"/> Advertising (Request for Information) Fedbizopps <input type="checkbox"/> Publications
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### Findings: (Availability, Quantity, Quality, Substitution)

RFI WAS POSTED TO FBO FROM 3/2/12-3/7/12 TO IDENTIFY POTENTIAL CONTRACTORS ABLE TO PROVIDE ACCESS TO ONLINE NURSING COURSES. ZERO ENTITIES RESPONDED. A JUSTIFICATION FOR SOLE SOURCE IS BEING ROUTED TO PROCURE DIRECTLY FROM GANNETT SATELLITE INFO NETWORK.

☒ Continued in Attachment

### Anticipated Solicitation Method

<input type="checkbox"/> Full and Open <input type="checkbox"/> Small Business Setaside Other Than Full and Open Competition  <input checked="" type="checkbox"/> Other SOLE SOURCE	Name of person who conducted research and developed Independent Government Cost Estimate  Signature  Date 3/13/12
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Backup documentation is attached

# FedBizOpps Sources Sought Notice

<b>CLASSIFICATION CODE *</b>	U
<b>SUBJECT*</b>	NURSING ONLINE COURSES
<b>GENERAL INFORMATION</b>	
<b>CONTRACTING OFFICE'S * ZIP-CODE</b>	32601
<b>SOLICITATION NUMBER *</b>	VA248-12-I-1000
<b>RESPONSE DATE (MM-DD-YYYY)</b>	03-07-2012
<b>ARCHIVE</b>	99 <b>DAYS AFTER THE RESPONSE DATE</b>
<b>RECOVERY ACT FUNDS</b>	N
<b>SET-ASIDE</b>	
<b>NAICS CODE *</b>	611710
<b>CONTRACTING OFFICE ADDRESS</b>	Department of Veterans Affairs Network Contracting Office 8 Commerce Building 300 E. University Ave. Ste. 180 Gainesville FL 32601-3460
<b>DESCRIPTION *</b>	<b>See Attachment</b>
<b>POINT OF CONTACT *</b>  (POC Information Automatically Filled from User Profile Unless Entered)	SARITA FOXWORTH SARITA.FOXWORTH@VA.GOV
<b>PLACE OF PERFORMANCE</b>	
<b>ADDRESS</b>	CONTRACTOR'S PLACE OF BUSINESS
<b>POSTAL CODE</b>	
<b>COUNTRY</b>	USA
<b>ADDITIONAL INFORMATION</b>	
<b>AGENCY'S URL</b>	
<b>URL DESCRIPTION</b>	
<b>AGENCY CONTACT'S EMAIL ADDRESS</b>	
<b>EMAIL DESCRIPTION</b>	

\* = Required Field

**THIS IS A SMALL BUSINESS SOURCES SOUGHT NOTICE REPRESENTING A MARKET SURVEY AND IS NOT A REQUEST FOR PROPOSALS, PROPOSAL ABSTRACTS, QUOTATIONS OR INVITATION FOR BIDS**

The Department of Veterans Affairs is conducting a MARKET RESEARCH SURVEY to obtain information regarding: (1) the availability and capability of qualified small business sources; (2) whether they are Service-Disabled Veteran-Owned, Veteran-Owned, Small Business, HUB Zone 8(a), Women-Owned, or small disadvantaged business concerns; and (3) their size classification relative to the North American Industry Classification System (NAICS) code for the proposed acquisition. Your responses to the information requested will assist the Government in determining the appropriate acquisition method, including whether a set-aside is possible. An organization that is not considered a small business under the applicable NAICS code should not submit a response to this notice. Small business concerns should be capable of furnishing all labor, supervision, and parts, to include all equipment necessary to perform all work require under the proposed contract.

The NAICS code is 611710

**DESCRIPTION OF THE REQUIREMENT:**

**ONLINE NURSE COURSES FOR 700 USERS FOR THE NORTH FLORIDA/SOUTH GEORGIA VA MEDICAL CENTER LOCATED IN GAINESVILLE, FLORIDA 32608**

The contractor shall provide:

**Access to online nursing courses approved for Florida licensure requirements and approved by American Nurses Credentialing Center's Commission on Accreditation (ANCC) which supports the nursing certifications and Magnet recognition. Contractor must also provide Pearls Review Certification Preparation Materials to prepare RNs for various nursing certification exams. EFFECTIVE DATES 4-1-12 THRU 3-31-12**

**POTENTIAL SOURCES SHALL PROVIDE THE FOLLOWING INFORMATION IN THEIR RESPONSE:**

1) Company name, address, phone number, primary contact(s), e-mail address, NAICS code(s), business size (i.e., small/large) and DUNS Number.

2) Provide a Statement of Capability that demonstrates the offeror's past performance in providing this type of service. Please include the following: (a) staff expertise including their availability, experience, and formal and other training; (b) current in-house capability and capacity to perform the work; (c) prior completed projects of similar nature; (d) corporate experience and management capability; and (e) examples of prior completed Government contracts, references, and other related information.

3) Submit Capability Statements by March 7, 2012 to: Network Contracting Activity 8, 300 East University Ave, 1st Floor, Suite 180, Gainesville, FL 32601 ATTN: Sarita Foxworth. Responses should be received no later than 12:00 PM EST. Submissions must be made via email to: Sarita.foxworth@va.gov or FAX: (352) 381-5747.

**NO CAPABILITY STATEMENTS MAY BE SUBMITTED AFTER  
MARCH 7, 2012.**

**AT THIS TIME NO SOLICITATION EXISTS. (DO NOT REQUEST A COPY OF THE SOLICITATION). A FUTURE NOTICE WILL BE POSTED WHEN THE SOLICITATION WILL BE RELEASED.**

4) Disclaimer and Important Notes: This notice does not obligate the Government to award a contract or otherwise pay for the information provided in response. The Government reserves the right to use information provided by respondents for any purpose deemed necessary and legally appropriate. Any organization responding to this notice should ensure that its response is complete and sufficiently detailed to allow the Government to determine the organization's qualifications to perform the work. Respondents are advised that the Government is under no obligation to acknowledge receipt of the information received or provide feedback to respondents with respect to any information submitted. After a review of the responses received, a pre-solicitation synopsis and solicitation may be published in Federal Business Opportunities. However, responses to this notice will not be considered adequate responses to a solicitation.

(5) No Proprietary, classified, confidential, or sensitive information should be included in your response. The Government reserves the right to use any non-proprietary technical information in any resultant solicitation(s.)



## MEMORANDUM FOR THE RECORD

**SUBJECT: Price Fair and Reasonableness/Contractor Responsibility Determination (Open Market Awards at or below Simplified Acquisition Threshold)**

**Contract/Order number:** 573-C22725

1. In accordance with FAR 13.106-3, entitled "Award and Documentation", the proposed price is hereby determined to be fair and reasonable based on the following:

☐ Competition (see attached Abstract of Offers)

**OR**

2. Only one response was received. The price is hereby considered fair and reasonable based on the following (check all that apply):

☒ Comparison of the proposed price with prices found reasonable on previous purchases (see attached copies of previous purchase orders)

573-C12686

☐ Current price lists, catalogs, or advertisements (see attached copy).

☒ Comparison with similar items in a related industry (see attached documentation)

Allnursingschools.com

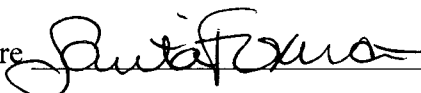
☐ Contracting Officer's personal knowledge of the item being purchased.

☐ Comparison to an independent government estimate

☐ Any other reasonable means (provide detailed explanation).

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3. The awardee is determined to be a responsible contractor within the meaning of FAR 9.104-3 and in accordance with the standards set forth in FAR 9.104-1. The contractor has a current CCR registration and the Specially Designated Nationals List, excluded Parties List System, Health and Human Services Exclusionary List, Food and Drug Administration Debarment List and the Department of State Debarred List was reviewed and the company was not on the applicable lists as of the date of award. These actions are adequate to determine contractor responsibility based on the dollar value and nature of this acquisition.

Contracting Officer Signature  Date 3/13/12

## PURCHASE ORDER FOR SUPPLIES OR SERVICES (MAR 13, 2012@14:12:55)

## ISSUING OFFICE:

Dept. of Veterans Affairs Medical Center  
1601 SW ARCHER ROAD  
GAINESVILLE, FL 32608-1135

## REQUESTING SERVICE:

NURSING EDUCATION(118A)

DEL. TO: NURSING EDUCATION E-438

## VENDOR:

GANNETT SATELLITE INFO NETWORK  
DBA GANNETT HEALTH CARE GROUP  
1721 MOON LAKE BLVD STE 540  
HOFFMAN ESTATES IL 60169-2170

847-490-6657 FAX: 847-490-0429  
FMS Vendor Code: 06103227301

## SHIP TO:

CHIEF, AMMS (90D) C12686  
V.A. Medical Center  
1601 SW ARCHER ROAD  
GAINESVILLE, FL 32608-1135

DELIVERY HOURS:  
8AM-4PM

## FOB POINT: DESTINATION

GOV'T BL #:  
PURCHASE ORDER  
DELIVER ON/BEFORE 2/5/2011  
DISCOUNT TERM: NET30  
SHIP VIA:

PROPOSAL: emailed to  
denise murphy  
1/5/2011  
CONTRACT:

MAIL INVOICE TO:  
VA FSC  
DEPT OF VET AFFAIRS  
P.O. BOX 149971  
AUSTIN, TX 78714-8971

ITEM	DESCRIPTION	QTY	UNIT	UNIT COST	TOTAL COST	QTY REC	AMT REC
1	1 YEAR APPROVAL COURSE FOR 500 (\$43.00 PER PERSON) END USER LICENSE ONLINE COURSES AT A TOTAL COST OF \$21,500. BOC: 2580 FMS LINE: 001	500	EA	43.00	21500.00		

\*\*\* ESTIMATED PURCHASE ORDER \*\*\*

## V.A. TRANSACTION NUMBERS:

573-11-2-018-0163

AUTHORITY FOR PURCHASE	P.O. NO.	PO DATE	EST. TOTAL:
FAR 13	573-C12686	1/5/2011	21500.00
CONTRACTING OFFICER	DATE SIGNED	PHONE	FAX
/ES/SARITA A FOXWORTH	1/7/2011@16:06	352-381-5714	352-381-5747
E-MAIL: SARITA.FOXWORTH@VA.GOV			

FUND CERTIFICATION: The supplies/services listed on this request are properly chargeable to the following allotments, the available balances of which are sufficient to cover the cost thereof, and funds have been obligated.

APPROPRIATION: 3610160-018 OBLIGATED BY: /ES/LOIDA BOLINAO DATE: 1/10/2011  
COST CENTER: 824100 BOC1: 2580 AMOUNT1: 21500.00 FMS LINE: 001  
SOURCE CODE: SUPPLY-2 FISCAL-3

FCP/PRJ: 010044100

WAREHOUSE CERT. SIGN: \_\_\_\_\_ DATE REC'D: \_\_\_\_\_

SERVICE CERT. SIGN: \_\_\_\_\_ DATE REC'D: \_\_\_\_\_

90-2138-7-ADP, JAN 1984

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[and/or Gainesville, Florida](#)

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Gainesville, Fl

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Second Degree BSN

All Bachelor's

##### Master's and Doctorates

Master of Science (MSN)

RN-to-MSN

Joint MSN

Doctorates

##### Nursing Certificates

Certificates / Diplomas

##### Advanced Practice Nursing

Certified Nurse Midwife (CNM)

Clinical Nurse Specialist (CNS)

Nurse Anesthetist (CRNA)

Nurse Practitioner (NP)

##### Nursing Specialties

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Family

Forensic

Nurse Administrator

Nurse Educator

Nursing Informatics

Nursing Leadership

Public Health

##### Nursing Accreditation

NLNAC Accredited

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All Nursing Schools

All Online Programs

### How Much Will an Online Nursing Education Cost?



The cost of an **online nursing education** varies widely, depending on your nursing school and nursing degree program. Students should expect to pay anywhere from a little less than \$100 to more than \$300 per credit, with average tuition for online nursing degree programs sponsored by public universities generally falling in the \$110-170 range. Additional registration or enrollment fees may also be charged.

One thing to note is that one of many advantages of taking online nursing education classes is that out-of-state tuition is not typically charged.

As tuition costs vary by nursing school and program, you will want to request information from the schools you are interested in. They will then be able to provide you with detailed pricing information.

Find a School

### Related Online Nursing Education Topics

- [Benefits of getting an online nursing degree](#)
- [Guide to online nursing degrees](#)
- [Typical online nursing courses](#)
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Nursing school can be expensive regardless of whether or not you get your degree online or in a classroom. Learn how to finance your online nursing education.

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Find a School

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#### Nursing Online Programs and Flexibility

Online nursing programs and opportunities...

#### Online Degrees FAQ

Frequently asked questions about online nursing degrees...

#### Guide to Online Nursing Degrees

Popular nursing degrees offered online...

#### Cost of an Online Education

Online nursing degree tuition overview...

#### Online Nursing Courses

Types of classes you may take online...

#### Financial Aid & Scholarships

Gather information about financing your education...

### Online/Distance Programs

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