

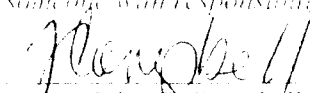
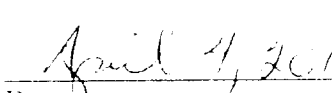
DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Other Than Full and Open Competition

1. **Contracting Organization:** Department of Veterans Affairs, VISN 16, 0564 Medical Center, Veterans Health Care System of the Ozarks.
2. **Description of Action:** This is a request for other than full and open competition for the procurement of three (3) replacement Audioscan Verifit VF-1 Clinical Real-Ear Hearing Aid Analyzers with NOAH Modules. Requested vendor is the distributor and technical support of Audioscan Verifit equipment for the State of Arkansas.
3. **Description of Supplies or Services:** The justification for the brand name requirement is based on existing VHSO Audioscan Verifit VF-1 Analyzers in the Audiology Clinics in Fayetteville and the Mt. Vernon CBOC. The analyzers are a multipurpose device providing objective verification of hearing aid fittings and electroacoustic measures of hearing aid parameters. This system employs both speech and tonal stimuli and presents the outcome on a screen. Positive patient outcomes have been accomplished using this equipment as the visual information is used to educate the veteran about his/her disability, impairment, and outcome of treatment. Knowledge transfer to an existing frame is seamless for Audiology staff and will save time/money in training. Total cost of ownership is lower with consistent parts for service and maintenance.
4. **Statutory Authority:**
 - (X) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements;
 - () (2) Unusual and Compelling Urgency;
 - () (3) Industrial Mobilization, Engineering, Developmental or Research Capability, or Expert Services;
 - () (4) International Agreement
 - () (5) Authorized or Required by Statute;
 - () (6) National Security; or
 - () (7) Public Interest
5. **Validity of Use of Statutory Authority:** Vendor is the distributor and technical support of this equipment for the State of Arkansas. VHSO Audiology currently owns several of the Audioscan Verifit analyzers and these three will replace audiometers that have reached the end of their useful life.

6. **Actions to Promote Competition:** Please see Item 8. Market Survey.
7. **Determination of Fair and Reasonable Price:** The anticipated price to the Government is \$35,985.00 for three units.
38,055.00 AM
8. **Market Survey (FAR 10):** For more than 20 years, Audioscan has manufactured state of the art hearing aid verification systems that are reliable, efficient to use, long lasting, and low maintenance. The Verifit is free standing, does not require a computer, robust, easy-to-use and maintain. There are four (4) manufacturers of similar products. Three of these are computer based. The only other device similar to the Verifit is the Fonix 7000 and 8000. The 7000 is discontinued but still available from some suppliers. Parts for the 7000 have been discontinued according to the manufacturer. The Fonix 8000 base price is \$11,000 but to provide the same functionality as the Verifit, would bring the cost to more than \$14,000 from info available on the market. The Fonix 8000 is larger, and would not fit in the available clinic spaces. Fonix devices have good technology but are more difficult to use, more costly to maintain, and require significantly more space. Fonix equipment is more suited to University settings and VA settings that conduct research into hearing aid outcomes. The Verifit is more suited to high volume clinical settings such as the VHSO.
9. **Other Considerations:** None.
10. **Listing of Sources that expressed, in writing, an interest in the acquisition:**
Gordon N. Stowe and Associates Inc.
11. **Statement of Actions to Overcome Barriers to Competition:** VA Audiology staff continuously monitors industry's development of multipurpose devices that provide objective verification of hearing aid fittings and electroacoustic measures of hearing aid parameters. If/when a medical decision is made within the VHSO Audiology Service to consider any other device, future acquisitions will be open to competition.
12. **Requirements Certification:** I certify that the requirement outlined in this justification is a bonafide 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.
(this signature is the requestor's supervisor, fund control point official, chief of service, someone with responsibility and accountability)
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Name: John C. Campbell
Title: Chief, Audiology and Speech Pathology
Facility: VHSO
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Date: April 4, 2012

13. Approvals in accordance with FAR 6.304 *This part is 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.

Donna K. Lenz

Donna K. Lenz
Chief, Purchasing and Contracting
Network 16 Contracting Activity

4/12/12

Date