

LIMITED SOURCES JUSTIFICATION

ORDER >\$150,000

FAR PART 8.405-6

Acquisition Plan Action ID: VA256-17-AP-3364

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

Restricted to the following source: Provide original manufacturer's name for material or contractor's name for service. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer/Contractor: Four Points Technology, LLC

Manufacturer/Contractor POC & phone number: Jason Goldberg 703-657-6115

Mfgr/Contractor Address: 14900 Conference Center Drive, Suite 100 Chantilly, VA 20151

Dealer/Rep address/phone number: N/A

☒ The requested material or service represents the minimum requirements of the Government.

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs

Chief, A&MM (90C/NLR)

Central Arkansas Veterans HCS

2200Fort Roots Drive,Bldg 41,Room 224

North Little Rock AR 72114 1706

VISN:

16

(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

Purchase of hardware and software implementation in support of the VISN-wide Intensive Care Unit (ICU) Clinical Information System (CIS) project; specifically for implementation at the new VAMC in New Orleans, LA. The original VISN-wide contract, VA256-14-F-4058, for the ICU CIS was awarded to Four Points Technology, LLC , a SDVOSB , in 2014. National program guidance mandates that every facility in the VISN install the same ICU CIS from the same vendor. New Orleans was not included in the original VISN purchase because they did not have an ICU ward at that time, however they will have one in the new facility nearing completion and opening.

(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:

Clinical workstations, servers, Picis ICU CIS software licensing and interfaces, and mounting equipment as well as implementation support, training, and maintenance services to install the same ICU CIS in New Orleans that is currently being installed across VISN 16.

(b) ESTIMATED DOLLAR VALUE: \$666,478.23

(c) REQUIRED DELIVERY DATE: 4/1/17

(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE. (CHECK ALL THAT APPLY AND COMPLETE)

☐ Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

☐ A patent, copyright or proprietary data limits competition. The proprietary data is: (If FAR 8.405-6(a)(2)iii before posting. Do not include specific proprietary data. Only mention the type of equipment, procedure, etc. to show that proprietary supplies or services are being procured.)

☐ These are "direct replacements" parts/components for existing equipment.

☒ The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system. Previously, VISN 16 awarded a competitive contract to Four Points Technology for their Critical Care Manager ICU CIS for implementation across all VISN 16 sites. At that time, New Orleans was not included as construction was ongoing and it did not have any ICU beds. The new VAMC in New Orleans is scheduled to open in July 2017 and it will have an ICU ward. National guidance is that each facility in the VISN must have the same ICU CIS. This project is nationally driven to be a VISN-centric system; the components at each facility must be the same to allow for VISN-level management and data extraction.

☒ The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures. The original VISN-wide contract was competitively awarded using FAR 8 in 2014 and this delivery/task order would be a logical follow on to that initial award. The procurement will be for additional hardware, software, licenses, implementation, etc. that was initially acquired and is needed for a fully supported system for the New Orleans, LA VA Medical Center; therefore complying with the national guidance that each facility within the VISN have the same system.

☒ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays. The new facility is scheduled to open for ICU care in July 2017. The vendor will need several weeks to order and install equipment, implement software, and provide training and testing support. Delays in implementation of this project would have a negative impact on patient care in ICU areas and the new

hospital in New Orleans would not have a full electronic medical records system in violation of national VA guidance. Through the successful implementation of Picis Critical Care Manager at other VISN 16 facilities, a working relationship has been built between Four Points, Picis, and VISN 16 program management personnel, which has enabled all parties to gain efficiencies in knowledge transfer and understanding of the implementation process. Furthermore, although approved at a National level, any ICU CIS contract awarded in VISN 16 still must go through an extensive VISN and local level OI&T approval process. Picis has already been approved at the VISN and facility level. The loss of the aforementioned efficiencies and the requirement to begin a new VISN and local level OI&T approval process indicate that no other vendor besides Picis would have a high probability of meeting this July 2017 go-live date. Not meeting this date represents a serious risk to patient care.

(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

The original contract was competitively awarded to Four Points Technology on a best value basis using published FSS/GSA price schedules. These new additional requirements for New Orleans are in-line with these prices and it is therefore reasonable to assume that they would be the best value as well. Four Points is the best value for this additional requirement as well as efficiencies and experiences have been gained from implementation at other VISN 16 sites. Finally, there are certain interfaces that Four Points developed and/or provided under their current contract with VISN 16 that can be used at any VISN 16 site at no additional cost. Another vendor would have to develop these same interfaces for their system which would most certainly result in an additional cost. Use of the already developed Picis interfaces alone would make this a best value determination.

(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

Market research was not conducted for this procurement other than comparing the current Four Points/Picis price quotes to the prices paid previously. Market research was done for the original procurement. There is no viable path forward with this project unless Picis is awarded the contract for New Orleans. If this is not done, then the alternatives are request an exemption to national VA guidance that mandates every facility in the VISN have the same ICU CIS; which would be contrary to the established goals of the entire national program, or to not implement an ICU CIS in New Orleans at all; which represents a huge risk to patient safety at that location.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE:

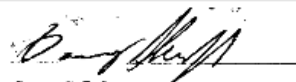
This sole source delivery/task order is necessary to provide the same ICU CIS in New Orleans that the rest of VISN 16 has in order to comply with National guidance.

(9) 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. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4. *(This*

signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)

3/23/2017

X



Signed by: DAVID J. SHERRIFF 341007

SIGNATURE

3/23/17

DATE

David Sherriff

NAME

Program Specialist

TITLE

SMS (on behalf of V16 CSPO)

SERVICE LINE/SECTION

CAVHS (598)

FACILITY

(10) APPROVALS IN ACCORDANCE WITH THE [VHAPM, Volume 6, Chapter VI: OFOC SOP](#):

a. CONTRACTING OFFICER'S CERTIFICATION (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Sheila Reed
Contracting Officer
Network Contracting Office 16

DATE

b.

Clay K. Jones
Branch Chief, Supply Team
Network Contracting Office 16

DATE

c. **Director of Contracting/DESIGNEE:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Aaron Villalpando
Director of Contracting
Network Contracting Office 16

DATE