

DEPARTMENT OF VETERANS AFFAIRS

**Justification and Approval (J&A)
For
Other Than Full and Open Competition (>\$150K)**

Acquisition Plan Action ID: VA255-17-AP-1894

1. Contracting Activity:

Department of Veterans Affairs
VISN 15
1201 Walnut ST, Suite 800
Kansas City, MO 64106-2175

Department of Veterans Affairs
Network Contract Office 15
3450 S 4th Street
Leavenworth, KS 66048

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

The proposed firm fixed price contract is for the purchase of patient lifts and accessories for all VISN 15 facilities. The VISN 15 Patient Safety Committee/SPHM Subcommittee determined the devices selected were the most appropriate to serve the specific needs of the patients.

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

This Safe Patient Handling and Mobility equipment (Guldmann Ceiling Lifts) supports the goal of VHA Directive 2010-032 dated June 28, 2010 entitled Safe Patient Handling and Mobility (SPHM) Program and Facility Design and all VISN 15 facility SPHM policies which protect caregivers and patients from injuries due to patient handling and movement. It also aligns w/ the General Duty clause of the Williams-Steiger Occupational Safety Act and supports VISN-wide equipment standardization initiatives.

The patient ceiling lifts must have up to an 825 pound single motor weight capacity with the integrated scale option. Ceiling lifts are used to transfer and reposition patients from one surface to another. The ceiling lifts must be compatible with the current 100% Guldmann lifts and slings at all facilities within VISN 15. Room upgrade replacement rails must be compatible with Guldmann GH3 motor. The rails must offer the continuous charge compatible with GH3 motors that provides a snap hook for mini, maxi and jumbo rail; including charger, charging station, or continuous charging rail and hand control.

Requirement for the integrated scale: Obtaining patient weights on mobility impaired veterans are high risk situations for injury to veterans and staff. Using an Integrated scale on ceiling lifts will assist in reducing these injuries and obtaining accurate weights for proper treatment, specifically medication titrations based on weight. Integrated scales must be built into the lift hand control, using the same controller and the same power source as the lift for proper lifting function and accuracy.

This procurement will allow each facility to continue to repair, replace, maintain, and renovate Guldmann ceiling lift systems as needed over the next five years that are aging, failing, or non-repairable. The total estimated value of this sole source procurement over a 5-year period is \$690,000 (assumes a 10% replacement cost per year over a 5 year-period).

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):

Guldmann lifts and slings have been used since 2008 at all VISN 15 facilities. Total Guldmann ceiling lift systems installed at VISN 15 totals approximately 1068 units and constitutes a vast majority of patient lifting equipment in use throughout the 9 medical facilities in VISN 15. Replacement/upgrading ceiling lift systems in lieu of other ceiling lift systems will build on already established staff training programs and contribute to increased efficiency and continuity of use for equipment already in place which will benefit the patients served. Potential injury to patients, staff and overall staff safety is improved by eliminating the potential of confusion by intermixing for than one type/manufacture of ceiling lift systems. Logistical systems are already in place to maintain sling inventory, user function, and equipment serviceability. If another system was installed, it would need logistical systems management changes adding increased material costs and additional man-hours that could not be overcome by procurement of another system.

No equipment mechanical failures have occurred since being put into service in 2008 resulting in zero patient injuries or patient safety incidents. However, at one facility, a negative event occurred when a non-Guldmann sling was used with the Guldmann lift. The sling ripped and dropped a veteran patient onto a staff member. An FDA report was completed by the Patient Safety Manager. After a safety audit was performed, it was decided that only Guldmann slings would be used on Guldmann ceiling lifts.

Ceiling lifts have been installed in all inpatient areas throughout all VISN 15 facilities and variety of other outpatient-special procedure areas. The requested systems must integrate into a system of existing Guldmann lifts that are used to lift, transfer, and reposition inpatients and outpatients. Patients may arrive at any of these locations on a sling or be sent on to another location on a sling applied at these locations. Placing a second brand of lift within the facility will contribute to further potential safety risks to veterans and staff.

Costs would increase with multiple preventative maintenance contracts, stocking of various brands of slings, and increase staff training time of various brands of ceiling lifts and slings. Staff has already been specifically trained on the various types of Guldmann slings and generations of lifts.

Guldmann has provided multiple clinical training support offerings to all VISN 15 facilities with no additional costs incurred. To date, Guldmann has provided over 80 trips since 2008. A total of \$120,000 VHA dollars have been saved.

Guldmann has provided consultation for multiple projects per year at no cost to VISN 15; including cooperative analysis of clinical application vs cost, and structural viability in layout options. In the time period from 2008 through 2016, Guldmann provided an average of 11 per year to the Medical Centers in VISN15. A total of \$132,000 VHA dollars have been saved.

VISN 15 staff is able to provide recurring and ongoing maintenance needs of Guldmann equipment without having to introduce substantial new product base and not having to spend additional time acquiring training to maintain/repair new ceiling lift equipment. As a result of most facilities within VISN 15 having in-house staff capacity to perform a majority of needed repairs, most service calls are not needed. A service call ranges in average from \$825-\$1,100 plus parts for a call-varies because the time and travel costs vary. The total collective cost of having in-house staff able to maintain Guldmann lifting equipment is invaluable.

VISN 15 has a five year annual/preventative maintenance (PM) and recertification contract with Guldmann. Using one type of lift from one company results in added value and prevents increased associated costs with one more than contract having to be put in place to maintain the ceiling lifts. This increases patient safety and also facilitates ongoing compliance with the National Center Patient Safety Patient Alert AL 14-07.

Guldmann has historically provided at no-charge to each facility a loaner motor ensuring no interruption of patient care. A non-functioning motor could be removed by biomed and the loaner put up while they work on the motor with virtually no-down time for continued patient lifting needs. This potentially pre-empts the need to relocate a patient (new room prep, moving the patient) and reduces potential for injury as a result of continuous ceiling lift operational readiness

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

Standardization requires the continued use of Guldmann. If needs arise or funds become available for a full system replacement, an RFQ would be posted for competition.

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

The cost is anticipated to be fair and reasonable based on published catalog prices and previous government awards.

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

The Guldmann system is proprietary and only available from the manufacturer. All work requiring a certified technician is performed by a Guldmann employee or certified VISN 15 staff.

Any other system purchased would require interchangeability with the current rail systems and infrastructure. Logistical systems already in place to maintain sling inventory, user function, and equipment serviceability would require changes that would result in additional costs to the VA that could not be overcome by any potential cost savings achieved by utilizing another patient lift system.

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

N/A

10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:**

N/A

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:**

No actions can be taken at this time. NCO 15 will continue to encourage rotating vendors who might offer the same or similar items for future requirements. The market will be monitored to determine if additional patient handling systems emerge that demonstrate their systems could provide better values to the facilities within VISN 15 for future acquisitions.

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.

Timothy Buchanan
Safe Patient Handling Coordinator
VISN 15

3/17/17

Date

13. **Approvals in accordance with the [VHAPM, Volume 6, Chapter VI: OFOC SOP](#).**

- a. **Contracting Officer or Designee's Certification (required):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Eric Murray
Contracting Officer
NCO 15

3/28/2017

Date

- b. **Director of Contracting (Required over \$150K but not exceeding \$700K):** I certify the justification meets requirements for other than full and open competition.

Paul Hemenway
Branch Chief
NCO15

Date