

LIMITED SOURCES JUSTIFICATION
ORDERS >\$3,000
FAR PART 8.405-6(g)

2237 Transaction # or Vista Equipment Transaction #: 589-12-2-7357-0005

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: 2/90 Sign Systems Inc.

Manufacturer/Contractor POC & phone number: Christopher Douma 616-656-4310

Mfgr/Contractor Address: 5350 Corporate Grove Dr. S, Grand Rapids, MI 49512-5500

Dealer/Rep address/phone number: NA

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

1. AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs
SAO Central
Network 15 Contracting Office (NCO)
4101 S. 4th St Trwy
Leavenworth KS 66048

VISN: 15

2. NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

This is a limited sources justification for limiting competition to less than is required by FAR 8.405-1.

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

Complete Modular Signage System, exterior and interior areas for a 40,000+ Sqft KCVA Medical Center Honors Annex located at 4251 Northern Ave KCMO 64133

b. ESTIMATED DOLLAR VALUE: XXXXXXXXXX

c. REQUIRED DELIVERY DATE: June 18th 2012 (installation date) for exterior,

3. 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:

☐ 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.

The Kansas City VA Medical Center currently utilizes the 2/90 Sign Systems modular rail system in our hospital. 2/90 Sign System Inc. is the only vendor who manufactures signage systems that can be used with this existing signage system in the medical center. In order for a signage system to be compatible must have four key attributes.

-First, the signage system must be able to physically integrate with the existing signage. This would require all end caps, locking clips, ceiling grid clips, carriers, inserts (both paper and lexan), trim pieces and any other part to be interchangeable with our 83 interior sign types and 54 exterior sign types.

-Second, the signage system must visibly look identical to the existing system used by the hospital. This would necessitate the 74 symbols used in the existing signage be replicated in color and size exactly. This would also require the signage color palate, evacuation maps, various fonts and sizes for each signage line for the 137 sign types, and materials of all components previously mentioned to be identical matches.

-Third, the signage must be able to use and be used by the current parts inventory in the Kansas City VA Medical Center. This inventory is existing and has been established over the 3+ years our 5,000+ signs installed in our medical center.

-The fourth attribute, the signage must be updatable with our existing in-house vinyl cutter and plotter. 2/90 Sign Systems Inc, signage is the only product that meets all four of these minimum requirements.

Finally, 2/90 Sign System Inc. is the only firm capable of providing the supplies and services described in the section 3 above without the Veteran's Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through competition. In addition to the approximately \$30,000 of parts/replacement inventory that would be incompatible with another sign style as well as the cost associated with VA resources having to be trained on to maintain a new system.

☐ 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.

☐ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

4. DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.404(d) TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

This order represents the best value to the Government because of the fact that it will allow the end user to utilize both the new signage and the existing interchangeably, and will remove the need to maintain a second parts inventory for signage. These items are on GSA contract GS-07F-0265N, a optional use source IAW FAR Part 8, and for which pricing has been determined to be fair and reasonable IAW FAR Part 8.404(d).

5. DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

End user conducted market research among a variety of sources and determined that none of the systems offered by competitors met their minimum needs. Other GSA Contract holders that were reviewed were: Apco Graphics Inc., Takeform Architectural Graphics, and Creative Signage. Apco Graphics, Inc. appears to offer a modular signage system, however the components are not compatible with our current rail system. The Apco system was a "snap and lock system" where our existing 2/90 system is a "sliding rail" system. Takeform does not offer a modular sign system. Their system seemed to be a resinous / acrylic fixed system with limited modularity. Finally, Creative Signage also appeared to offer a fixed system with paper insert only modularity. The 2/90 Sign System is 100% modular, not just the inserts. The entirety of the sign breaks down to just the rail base component and can be completely rebuilt with an entire new sign off that rail base component.

6. ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

2/90 Sign Systems was awarded the delivery order for re-signing the Kansas City MO VA Medical Center in 2009 for approximately \$751,000 following a FSS competition where they were determined to offer the best value signage package.

7. 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:


N/A

8. 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. 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.)*

<u>Desiree B. Lee</u>		<u>4/11/2012</u>	
SIGNATURE		DATE	
<u>Desiree B. Lee</u>	<u>Interior Designer</u>	<u>EMS</u>	<u>1137</u>
NAME	TITLE	SERVICE LINE/SECTION	
<u>589 - Kansas City VA</u>			
FACILITY			

9. APPROVALS IN ACCORDANCE WITH FAR 8.405-6(h):

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



CONTRACTING OFFICER'S SIGNATURE
HANS LORENZINI, CONTRACTING
NAME AND TITLE OFFICER

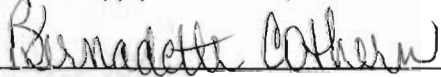
4-11-2012

DATE
NCO 15

FACILITY

HIGHER LEVEL APPROVAL (For orders over \$500,000): ☐ REQUIRED ☐ NOT REQUIRED

b. **NCM/or Designee:** I certify the justification meets requirements for restricting consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.



Bernadette Cothorn
Network 15 Contracting Office NCM

4-11-2012

DATE

c. **SAO:** I certify the justification meets requirements for restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

NA

Ricky L. Lemmon
ACTING DIRECTOR
SAO CENTRAL REGION

NA

DATE

d. **VHA HCA'S REVIEW AND APPROVAL (over \$500,000 to \$10 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 restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4

NA

Mr. Norbert S. Doyle
Acting Chief of Procurement Officer
VHA, Head of Contracting Activity

NA

DATE

e. **VA Senior Procurement Executive Approval (over \$10 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.

NA

JAN R. FRYE

DEPUTY ASSISTANT SECRETARY

OFFICE OF ACQUISITION AND LOGISTICS

SENIOR PROCUREMENT EXECUTIVE (SPE)

Date