

Chapter VI: Other Than Full and Open Competition (OFOC) SOP
Attachment 2: Request for Limited Sources Justification Format >\$150K

LIMITED SOURCES JUSTIFICATION

ORDER >\$150,000

FAR PART 8.405-6

Acquisition Plan Action ID: VA250-17-AP-0995

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: Government Marketing & Procurement (GMP)

Manufacturer/Contractor POC & phone number: 13350 Ranch Road 12

Mfgr/Contractor Address: Wimberley, TX 78676

Dealer/Rep address/phone number: 832-247-3348

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

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs

Aleda E. Lutz

1500 Weiss St

Saginaw, MI 48602

VISN 10

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

The purpose of this justification and approval is to request a Limited Source procurement for a Firm Fixed Price (FFP) Delivery Order for brand name equipment and licensing that consists of a Base Year and Four Option Years. A firm fixed price delivery order is proposed for award under one of the GSA multiple award contracts. Government Marketing and Procurement LLC is the GSA contract holder for Vocera Communications Inc.

(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:
Vocera - Telephone Support for Software Maintenance and Hardware; base+4 Option Years; Vocera hardware, software, services and extended warranty.

(b) ESTIMATED DOLLAR VALUE: \$629,918.96

(c) REQUIRED DELIVERY DATE: 06/01/2017

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(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. Saginaw VAMC implemented the Vocera communication system approximately April 2011 utilizing the B2000 Vocera badge. Initial deployment of the Vocera system included a select number of clinical departments with badges being shared by multiple employees. The Vocera system has proven to be a valuable communication tool as we have added several departments with plans to expand to the primary care, and several CBOCs. Even though the Vocera system is a valuable tool there have been slight issues presented in high noise areas such as 6N, 6S, and 5N. The new B3000n Vocera badge addresses many issues currently present with the B2000 such as noise cancellation, privacy, and durability. Adding the B3000n badge to our current Vocera system will allow us to utilize a 1 to 1 badge model and address the minor issues of the system by replacing the B2000 badges in the high noise areas with the B3000n and continue the use of the B2000 badges in the lower noise areas.

☐ 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.

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

(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 Saginaw VAMC recently procured a Vocera communication system for their medical center. This system was installed in 2011. The system has been expanded to other areas of the medical center which include Saginaw's primary care, nine community based outpatient clinics, two veteran centers, and an annex building for mental health. The requirement to upgrade the badges for an already existing system is the best value for the government because Saginaw VAMC would have to provide additional funding to remove and replace the system that they recently procured in all the areas mentioned above. In addition, the Saginaw VAMC would be required to train hundreds of nurses, technicians, aids and other employees on a new system. Upgrading to the new B3000n Badges will allow for more privacy, works on noise cancellation and has higher durability than the current badges in use. Market research conducted in preparation for the equipment purchase indicated that no other manufactured except for Vocera would be compatible. The cost to replace the entire system is prohibitive versus the purchase of additional badges that interface with the existing system. The Vocera B3000n badges are offered on GSA by Government Marketing and Procurement. The badges are found to be technically acceptable, and per FAR 8.404(d) pricing has already been determined to be fair and reasonable.

(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 conducted utilizing a RFI posted to eBay and FBO. One response was received from Government Marketing & Procurement (GMP). No other vendors were located on GSA to satisfy the requirement. Government Marketing & Procurement is a certified SDVOSB per VetBiz.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

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(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:

If there should be a need for a new and/or replacement of the entire communications system in the future, a search for additional vendors will once again be conducted. To replace the current Vocera infrastructure with a similar or like service, the cost would not be recouped through market research.

(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.)