

**LIMITED SOURCES JUSTIFICATION**

**BRAND NAME**  
**ORDER >\$150,000**  
**FAR PART 8.405-6**

**Acquisition Plan Action ID:** VA242-17-AP-4621 528-17-2-8085-0042

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:**

Manufacturer/Contractor:	Getinge USA, Inc
Manufacturer/Contractor POC & phone number:	Carmen Ferriero 800-475-9040
Mfgr/Contractor Address:	1777 E Henrietta Rd Rochester, NY 14623
Dealer/Rep address/phone number:	Carmen Ferriero 800-475-9040

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

**(1) AGENCY AND CONTRACTING ACTIVITY:**

Department of Veterans Affairs (VA)  
VA Healthcare Network Upstate New  
York SAO East Network Contracting  
Office 1304 Buckley Road Suite 104  
Syracuse, NY 13212

**VISN:** 02

**(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:** VA NCO 2 proposes to negotiate a sole source firm-fixed price General Services Administration (GSA) Federal Supply Schedule (FSS), 65 II Medical Equipment and Supplies (SIN) A-84 Cabinets, Medical and Surgical, delivery order with Getinge USA, Inc. 1777 E. Henrietta Rd., Rochester, NY 14623, contract V797P-4452B.

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:** The Department of Veteran Affairs, VISN 2, VA Healthcare Network Upstate New York, Albany VA Medical Center (VAMC) requires a steam sterilizer with similar dimensions/controls/chamber size/cart-rack compatibility of currently owned equipment; 23 steam cycles; stainless steel piping feeding the chamber-jacket for RO-clean steam compatibility; and tower-dimensions for remote installation of the rear control tower compatible with existing facility room and floor dimensions.

**(b) ESTIMATED DOLLAR VALUE**

**(c) REQUIRED DELIVERY DATE:** 01 Sept 2017

**(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.**

☒ 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. Department of Veteran Affairs, VISN 2, VA Healthcare Network Upstate New York (Albany VAMC) owns the Getinge 733HC Sterlizer, which was procured via a FSS contract. The manufacturer, Getinge is the sole distributor of the 733HC Sterlizer and the only 23 cycle steam sterilizer that is compatible with all of the currently owned already compatible racks/carts. Getinge is the only company that can provide the identical controls as current models in order to provide standardization for safe operation and providing patients with optimal services.

☐ 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. Sterilizers manufactured by competitors do not provide compatible controls, acceptable dimensions to accommodate the current new area being constructed, do not have 23 cycles available and are not compatible with our racks/carts for being able to accommodate loading. Each manufacturer has a specifically designed rack based on the metal mass and the effect it has on the correct operation of their particular sterilizer. Sterilizers are validated, as required by the FDA, based on each manufacturer using their own rack/cart. VISN 2 requires standardization in reprocessing equipment and instrumentation to ensure high quality care is provided and to avoid any potential risk concerns for issues arising as a result of utilizing two or more products/devices from different manufacturers. For example, utilizing sterilizers in the same facility from different manufacturing firms could result in the possibility of putting the wrong rack into the incorrect sterilizer which would result in the sterilizer not operating to the manufacturer standard or safe operating conditions.

☐ 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.

**(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:** In accordance with FAR 8.404(d) "GSA has already determined the prices of supplies under schedule contracts to be fair and reasonable".



The ability to obtain fair and reasonable pricing and delivery is more advantageous than many commercial hospitals through the use of the GSA Schedules. The Albany VAMC has an inventory of Getinge carts/racks to perform mission requirements. A competing manufacturer would be required to include this additional equipment in their proposal. This would substantially increase the cost of the required equipment for the Agency. Additionally, standardizing also allows for the elimination and added expense for additional SOP development, staff training, and long-term aspects of having to purchase additional consumables that are associated with a different manufacturer.

**(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 on this purchase based on reviewing GSA Advantage for any Getinge 733 and 533 sterilizers that could accommodate the customer's requirement by querying FPDS historical data. Due to the salient characteristics and that it must be 100% compatible with all existing Getinge 733 and 533 sterilizers, there is no other vendor that is capable of providing all of the salient characteristics as described above.

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:** The required equipment must be 100% compatible with existing carts/racks already owned and the controls must be identical to current Getinge sterilizers. The equipment will be positioned/located in an area currently under construction. The design of this approved area will not accommodate another manufacturer's product/equipment due to limited space. The items being replaced are steam sterilizers - model 733 (purchased in 2008), when this project started it was intended that the old sterilizers would be moved to the new SPS. The control panels for those sterilizers will be obsolete within 2 years, according to Getinge USA, so it is in the best interest of the Government to procure the new sterilizers for the new SPS, at this time.

**(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:**

NA

**(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.

4/21/2017

**X** Glen LaBlanc, RN Chief SPS

Glen LaBlanc  
RN Chief SPS

Signed by: Glen W LaBlanc 195185

RN Chief SPS - Albany VA Medical Center

(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.

Denise A Edmonds 139175

Digitally signed by Denise A Edmonds 139175  
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Contracting Officer  
NC02

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

Irma Ferro 194366

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NC0 2 Division Chief of Contracting  
(Construction and Supply Teams)