

LIMITED SOURCES JUSTIFICATION
ORDER >\$150,000
FAR PART 8.405-6(g)

2237 Transaction # or Vista Equipment Transaction #: Multiple

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: Ricoh Americas Corp C/O James B Schwab authorized Dealer

Manufacturer/Contractor: Ricoh Americas Corp C/O James B Schwab Company
Manufacturer/Contractor POC & phone number: Daniel Luzenko, 973-882-2068
Mfr/Contractor Address: 5 Dedrick Place, West Caldwell, NJ 07006
Dealer/Rep address/phone number: James B Schwab Company, 223 W Main St, Falconer, NY 814-836-0008

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

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs
135 East 38th St
Erle, PA 16504-1596

VISN:

4

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

Dept of Veterans Affairs Medical Center, Contracting Office Erle, PA (562) is currently engaged in multiple leases for copiers. James B Schwab is the only authorized dealer and contracted supplier for Ricoh products.

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

In the 2008 timeframe, the facility conducted cross functional needs assessment of copier products required. Based on the assessment, a recommendation was made to, and approval granted by, the Network Chief Logistics Officer to proceed in utilizing Ricoh products under GSA Contract GS-03F-0085U as opposed to utilizing the established network-wide copier BPA. The BPA for the facility was never documented and formally established despite multiple delivery orders for copier products being placed against it (lease to own programs, regular leases, and maintenance agreements – all to separate Ricoh representatives) by warranted contracting officers across multiple departments. Since that time, contracting officers outside of Acquisitions have been de-warranted and all ordering responsibilities now fall to the Acquisitions Office. This serves to document the establishment of an FSS BPA with Ricoh Americas for orders placed initially by the Materiel Management Department (to now be continued by the Acquisitions Office) for copiers across the facility. This BPA covers 16 different machines covered under eight different leases with last lease scheduled to end in July 2015.

(b) ESTIMATED DOLLAR VALUE: \$161,000 is approximate amount remaining to complete leases for copiers under this BPA.

(c) REQUIRED DELIVERY DATE: N/A already on station

(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.

James B Schawb is the only authorized dealer to perform these services established under the Ricoh

☐ 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 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.
As described in paragraph 3a above, this serves to formally document a BPA and selection of copiers from FSS vendors that was never formally documented at the outset.

☐ 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 8.404(d) TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

As described in paragraph 3a above, a cross functional needs assessment at the facility of copiers available through both FSS and network established BPA was conducted in 2008. Based on assessment, recommendation was made to – and subsequent approval granted by – network Chief Logistics Officer to utilize GS-03F-0085U (and its preceding contract) to order Ricoh copier products.

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

See paragraph 5 above.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

This is the state this procurement was found in – no documentation and therefore no other justification to reflect decisions made by the purchase card holders establishing these leases. This is one of three related copier situations (other copiers ordered by warranted contracting officers and maintenance agreements established without associated contract documentation, only obligation documents). Much of the information gathered to establish the BPA and this justification was obtained from the vendor and confirmed by the Government. There are outstanding claims that will be paid for copiers invoiced when no annual delivery order was placed for each succeeding year of each five year lease.

(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:

As future copier requirements become known and Government approaches end dates on leases, Acquisitions is advising facility leadership of timelines and need to accomplish needs assessment quickly in order to proceed with new contract action for new copiers to replace those that will be approaching obsolescence.

(9) **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.)

Stephen J. Bielecki
SIGNATURE
Stephen Bielecki
NAME
AD
TITLE
AD
SERVICE LINE/SECTION
Enre VAMC
FACILITY

(10) 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.

Jaimy Rand
CONTRACTING OFFICER'S SIGNATURE
Jaimy Rand, Ch, ACP
NAME AND TITLE
6-6-2012
DATE
Enre VAMC Medical Center
FACILITY

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

b. **ONE LEVEL ABOVE CONTRACTING OFFICER:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief,

HERBERT F.
BYRNS 279082

SIGNATURE

Herb Byrns, DNCM NCO 4

NAME AND TITLE

6/6/12

DATE _____

c. NETWORK QUALITY/ASSURANCE COMPLIANCE REVIEW: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

SIGNATURE

DATE _____

NAME AND TITLE

d. **NCM:** 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.

~~SIGNATURE~~

DATE _____

NAME AND TITLE

e. **SAO EAST:** 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.

JEFFREY R. RYAN
Director
SAO East

DATE _____