

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval (J&A)

For

Other Than Full and Open Competition (>\$150K)

Acquisition Plan Action ID: Tucson Patient Lifts System 678-SLP-106

1. **Contracting Activity:** Department of Veterans Affairs, VISN 18, and Southern Arizona VA Health Care System.
2. **Nature and/or Description of the Action Being Processed:** *Project 678-SLP-106 J&A* is a new requirement that is being requested for unique *electronic patient lift systems* from only one manufacturing source in accordance with FAR 6.302-1(b)(1)(i). This request is to meet Southern Arizona VA Health Care System requirements for patient safety risk management and standardization with existing installed patient lift systems. The planned contract type is Firm Fixed Price (FFP).
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** This Justification is for Arjohuntleigh Patient Electric Lift systems for VA Tucson Hospital *project 678-SLP-106* which consists of new construction, and facility remodel of the Emergency Department (ED). Nationally all VA hospitals have a safety requirement to have a fixed ceiling-mounted patient electrical lift system built over every patient bed in the facility in accordance with VA Design Manual – “Medical/Surgical Inpatient Units & Intensive Care Nursing Units” (29 Nov 2011), and to meet the VA’s “Safe Patient Handling and Mobility Guidebook” 3.2.4.b.3 criteria. This requirement has been valued at XXXXXXXXXX the IGCE was developed IAW the RS Means. The expected period of performance is currently at 180 days after the Notice to Proceed date.
4. **Statutory Authority Permitting Other than Full and Open Competition:** *41 USC §3304(a) (1), as implemented by FAR 6.302-1.* Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1.
5. **Demonstration that the Manufacturer's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):** VA Tucson Hospital presently has several Arjohuntleigh Electronic Patient Lift systems built into the ceilings throughout the campus which are used to lift and laterally move immobile patients from gurneys/wheelchairs to patient beds and back. As new construction and renovations are performed, the facility is required to install additional electronic patient lifts over all beds, X-Ray tables, and ED's exam tables. Standardizing on Arjohuntleigh patient lifts for VA Tucson medical operations will reduce risk potential for injuries to our patients and medical staff and make for more efficient use of the VA Tucson Hospital's limited resources.
 - a. VA Tucson has expended hundreds of required training hours for all medical staff on the proper use of the Arjo Patient Lift operation which includes the Arjo sling selection, and patient placement procedures, with demonstrations and practice. The

Arjo patient slings and cross bars equipment (are unique) and in combination with the electric motor lifts become a certified for patient use system. Another company's slings finding their way under an Arjo motor introduce a safety risk as well as voiding the certification for patient use of the existing lift systems.

- i. Introduction of a second electronic patient lift system to our existing inventory of Arjohuntleigh units will increase risk for injury to both our patients and staff by introducing incompatible accessories, slings, and lift bar attachments/clips products into the hospital environment increasing the potential for incorrect use. Nationally, the VA has experienced many staff back injuries as a result of lack of proper resources. It is believed that if a patient were injured in a lift mishap, the settlement cost for a patient would be astronomical.
 - ii. Typically, patients who are transferred from the ED to a Ward will keep the sling used with them on the transport gurney. The danger is when that patient transfer occurs from an area with a different lift system to an Arjo lift system area creates an opportunity for a mishap by using the incorrect sling to lift the patient. An additional risk is also incurred due to the added maneuvering required to get patients who are often immobile, or who have medical conditions that suggest against unnecessary movement, transferred into the lift system's sling used by a different manufacturer.
 - iii. Sling sizing: different manufacturers use different stipes/binding colors/designation of sizes—which can result in the wrong size sling placement. Sling recognition: different manufacturer's slings have different appearance, which leads to much less cohesive appearance, which can lead to confusion for sling selection by the staff.
 - iv. Multiple patient lift manufacturers' system will increase confusion of the staff and may lead to staff simply returning to a manual patient movement by not using the provided electronic lifts which would nullify the injury risk reduction intention for both patients and hospital staffs that the electronic patient lifts are installed to remedy.
- b. Standardization of medical support equipment will not only aid safety as described above, but reduce costs to the hospital. Different lift systems will require additional spare parts to include motors. Research has shown that pairing non-compatible parts with the Arjohuntleigh System will not assure stability, pass certification and would fail certifiable use for patient use.
- i. Introduction of a different manufacturer's patient lift system will require additional investments to purchase these same items that are compatible with that manufacturer's system.
 - ii. VA Tucson contains the regional VA Laundry Operation that also serves VA Phoenix and VA Prescott. These other Arizona VA medical centers each exclusively use Arjo Patient lifts, and send their soiled lift slings to be laundered at the VA Phoenix location. Introduction of a new sling will

increase laundry costs associated with additional time and personnel required for sorting/delivery.

- iii. The VA is required by Safety Alert: AL-10-07 to annually conduct lifts system inspections and also requires staff managers to certify that all medical personnel have had refresher training. Introduction of a second electronic lift system will double the amount of time and resources that will have to be devoted to the annual training requirement, and will increase the maintenance and inspection burden for facilities staff.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** In 2016, VA Tucson conducted a full solicitation (VA258-17-Q-0017) for the purchase, installation and certification of the Patient Lift System. This solicitation was advertised to the AZ-NM MATOC on the Vendor Portal. There were at least four (4) SDVOSB vendors that responded with proposals for the requirement. The solicitation was eventually cancelled since the pricing was deemed not to be fair and reasonable.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** Market research revealed that this brand name equipment is commercially available. There are at least seven other USA made patient lift fabricators who are competing in the same medical market that Arjohuntleigh is competing with, resulting in reasonable pricing competition. Contracting Officer believes that pricing for requirement will be fair and reasonable to Government. Contracting Officer will conduct "Price Analysis" prior to award, to make sure proposed prices are Fair and Reasonable; proposed prices will be compared to IGCE XXXXXXXXXX that was developed IAW RS Means.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Not Applicable.
9. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** In 2008 VA Phoenix conducted a Patient Lift Fair held that was attended by Arjohuntleigh, Guildsman, Vancare, Surehands, Liko, Hoyer, and EZ Lifts.
10. **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:** Arjohuntleigh Patient Lifts Systems have suppliers and installation companies throughout the nation with Arjohuntleigh training and certifications. They continue to perform the needed Structural Engineering Certifications for each order of materials and then rely on a wide array of construction companies to procure and perform the lift installations at medical facilities. Typically a sub contractor's foreman has the Arjohuntleigh certification which is obtained after a 40 hour course to oversee the installation and endorse the patient use certification documents. Arjohuntleigh manufactured products have a wide and constantly changing array of construction companies that compete for the procurement and installation of this patient lift system.

11. 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.

JOHN Z. LI
196149

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John Li
Chief Engineer
VA Tucson Medical Center

_____ Date

12. Approvals in accordance with the VHAPM, Volume 6, Chapter VI: OFOC SOP.

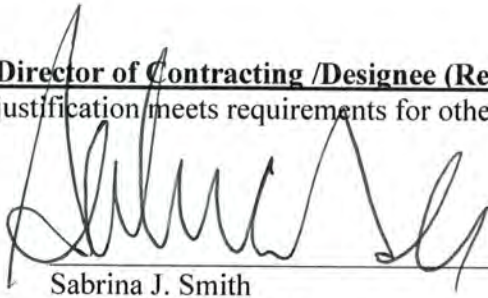
a. **Contracting Officer's Certification (required):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

KELLY M.

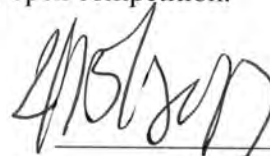
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Contracting Officer
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b. **Director of Contracting /Designee (Required \$150K and above):** I certify the justification meets requirements for other than full and open competition.



Sabrina J. Smith
Director of Contracting
Network Contracting Office 18



_____ Date