

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$150,000**

**FAR PART 8.405-6**

**Acquisition Plan Action ID:** VA261-17-AP-11377

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: Joerns LLC

Manufacturer/Contractor POC & phone number: 800-826-0270

Mfgr/Contractor Address: 19748 Dearborn Street-Chatsworth, CA 91311

Dealer/Rep address/phone number: [REDACTED]

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

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

Department of Veterans Affairs

Network Contracting Office (NCO) 21

**VISN:**

21

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

This is a follow-on action to provide specialty bed frames & surfaces to the VA Palo Alto Health Care System (VAPAHCS). The VAPAHCS is requesting additional funds be added to the delivery order (VA261-16-F-1360) with Joerns LLC against NAC Contract No. V797P-4285B for bed frames and surfaces. This order was based on estimated quantities and there were more veterans that required beds than what was originally anticipated when the order was awarded. Additionally, the VAPAHCS had one of their other specialty bed rental orders expire which also lead to an unforeseen usage increase on this order.

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

The VAPAHCS is requesting an increase to their specialty bed frame and surface rentals order.

**(b) ESTIMATED DOLLAR VALUE:** [REDACTED]

**(c) REQUIRED DELIVERY DATE:** Award – 09/30/2017

**(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.

Patients are currently using Joerns specialty bed frames & surface rentals. This limits the ability to remove and replace the rentals with other manufacturer's products during the veterans stay and treatment. Due to the unforeseen increase in patients and the expiration of VAPAHCS other specialty bed rental order, the need for more bed frame and surface rentals aroused and the original quantities increased. This modification is to be used to increase the funds to cover the additional number of rentals that will need to be ordered and delivered.

**(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 fixed prices for supplies and services listed under NAC Contract No. V797P-4285B have already been determined fair and reasonable at the GSA contract level. Therefore, ordering activities are not required to make a separate determination of fair and reasonable pricing. However, the VA already sought and attained additional discounts when originally awarding this order. The prices listed under NAC Contract No. V797P-4285B represent the best value (as defined in FAR 2.101) and results in the lowest overall cost alternative (considering pricing, special features, administrative costs, etc.) to meet the Government's needs.

**(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 not conducted for this follow-on action due to the nature of the circumstances. However, VA is currently conducting new market research within the industry to identify competition for a new long-term solution.

Based on the aforementioned, Joerns LLC. is the only source capable of meeting this requirement.

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION: N/A**

**(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:**

A follow-on competitive action is planned at this time and VA is currently monitoring the commercial marketplace to determine if other sources are capable of providing specialty bed frames and surfaces that can meet the minimum requirements of the VAPAHCS.

[REDACTED]

[REDACTED]

