

LIMITED SOURCES JUSTIFICATION

ORDER >\$150,000

FAR PART 8.405-6

Acquisition Plan Action ID: VA263-17-AP-7273

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: AETHON

Manufacturer/Contractor POC & phone number: Kevin Seip, # 215-531-2254

Mfgr/Contractor Address: 100 Business Center Drive Pittsburgh PA 15205

Dealer/Rep address/phone number: 412-322-2975

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

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs

NCO23-St. Cloud Minnesota

4801 Veterans Drive

St. Cloud MN 56303-2099

VISN:

23

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

Implement an Automated Transport System (ATS) to meet logistical delivery needs for various service departments throughout the Nebraska Western Iowa Omaha campus. ATS will be used for the loading, un-attended transportation, and delivery throughout the Omaha Medical Center of various materials used by a major metropolitan Medical Center including; dietetic trays and nourishments; clean and soiled linen, bio-hazard waste; regular waste; sterile supplies and instruments; medical laboratory samples; secured pharmaceuticals and IV supplies.

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

NWIHCS Omaha campus located at 4101 Woolworth Avenue, Omaha Nebraska, 68105 requires (eight) 8 general and two (2) specialized automated guidance vehicles (AGVs) and complete automated transport system infrastructure in order to deliver supplies, medical specimens and pharmaceuticals throughout Building No. 1. The system shall consist of individual Automated Guidance Vehicles (AGV), appropriate carts or modifications to NWIHCS owned carts, all power systems, control systems, 24/7 vendor provided monitoring systems necessary for locating and notifying personnel when AGV have a failure or error, building equipment interfaces, cleaning systems, safety features and computer and mobile based control systems to constitute a unified,

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

coordinated, complete, and operable ATS. AGVs must be capable of traveling autonomously through the Medical Center without floor tracks or wall mounted locators; call and travel staff elevators, and electronically open doors needed for efficient operations.

(b) ESTIMATED DOLLAR VALUE: _____

(c) REQUIRED DELIVERY DATE: 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.

The Government's requirement for Autonomous, non-track guided delivery vehicles/robots can only be met by this vendor (Aethon). Aethon is the only vendor selling this type of delivery system in the U.S. A 'Sources Sought' notice was posted on FBO.gov on April 17, 2017 and included the Omaha VA's 'Salient Characteristics' in search of a 'Brand Name or Equal' to the Aethon system suggested. The sources sought notice closed on April 24, 2017 and only one reply was received, which was from Aethon, a small business.

☐ 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.

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

☐ 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 price 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:

A 'Sources Sought' notice was posted on FBO.gov on April 17, 2017 and included the Omaha VA's 'Salient Characteristics' in search of a 'Brand Name or Equal' to the Aethon system suggested. The sources sought notice closed on April 24, 2017 and only one reply was received, which was from Aethon, a small business.

An RFI was posted on GSA e-Buy including the salient characteristics. The GSA e-Buy RFI closed April 24, 2017 and only one reply was received from Aethon, a small business that can offer these items via their FSS Contract No. V797D-40161.

A VIP search for 'Automated Guided Vehicles' yielded 267 matches, however, there were no replies from VOSBs nor SDVOSBs to either publicized RFI/Sources Sought notice.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

Aethon is a small business with FSS contract number V797D-40161.

(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:

Should alternate vendors become available in the future, the facility will review capabilities and compare to existing need for any AGVs.
