

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval**

**For**

**Other Than Full and Open Competition**

1. **Contracting Activity:** Department of Veterans Affairs, VISNs 15 and 23, Network Contracting Office 15

**Requiring Activity:** Department of Veterans Affairs, VISN 15 Biomed

**Requirement:** 2237#- Tele-ICU Expansion for VISN 23 to Kansas City PCU

2. **Nature and/or Description of the Action Being Processed:** The action being reviewed and approved is a sole source procurement of perpetual software licenses from Philips. This will be awarded as a new firm-fixed-price contract.

VISN 23 has implemented a Virtual ICU to enable improved patient care through remote intensivist expertise and alerting algorithms based upon large population patient management experience. This coverage exists for approximately 150 ICU beds located in VISN 23, VISN 15 and VISN 20.

VISN 23 is also approved and contracted for Joint Incentive Fund (JIF) with the Department of Defense (DoD) which will allow the VISN 23 Tele ICU to provide care for the ICU's within the DoD, Kansas City, and Columbia VAMCs. *The Kansas City PCU was not included in this funding.*

3. **Description of Supplies/Services Required to Meet the Agency's Needs:**

Kansas City VAMC recently expanded their TeleICU (VA255-17-P-3897) to their PCU alongside the installation of TeleICU in their SICU and MICU, which is part of the JIF funding (VISN 23 Contract # VA263-16-Q-0090). Lab, ADT, and Vital Signs need to be interfaced with Philips eCareManager software. Each interface and license (for each bed and/or mobile cart) will require implementation services by the Contractor. The total estimated value of the implementation is \$126,620. The total annual expenditure, including maintenance and support is \$17,424.

The following is a breakdown of the quantities being requested:

- eICU Bed License fee – 12
- Apache – 12

4. **Statutory Authority Permitting Other than Full and Open Competition:**

- ( x ) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;
- ( ) (2) Unusual and Compelling Urgency per FAR 6.302-2;
- ( ) (3) Industrial Mobilization, Engineering, Developmental or Research Capability or Expert Services per FAR 6.302-3;
- ( ) (4) International Agreement per FAR 6.302-4

- ( ) (5) Authorized or Required by Statute FAR 6.302-5;
- ( ) (6) National Security per FAR 6.302-6;
- ( ) (7) Public Interest per FAR 6.302-7;

**5. Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):**

Philips Healthcare already provides a proprietary system linking existing eCareMobile carts and ICU rooms to the eCareManager software. No other known vendors can interface to the existing Tele ICU software and provide the licenses necessary for Tele ICU monitored rooms. No other vendor will be able to interface ADT and Lab HL7 messages into the existing Philips software and provide clinical reporting functionality that interface with eCareManager. Research results serve to confirm that Philips Healthcare products are the best to be chosen for this award. The cost of adding licenses and services for expansion are far less than replacing all Tele ICU software and infrastructure. Each of these licenses will require implementation services from Philips.

**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:**

The original requirement was conducted and competitively awarded on contract VA263-P-1011 to Philips Medical Services. The original Request for Proposals received proposals from four vendors.

**7. Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:**

The price has been deemed fair and reasonable by comparing the prices that were competed and determined fair and reasonable for the original award. The pricing per license procured on original award is the same as the price per license on this award.

**8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:**

Market research was conducted on VA255-17-P-3897 and no known SDVOSB Vendors were available and there is only one authorized small business reseller of Phillips equipment. Phillips does all the software upgrades on its equipment.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:**

This is a follow on procurement to a formally awarded contract. Soliciting and awarding a new contract would be counterproductive as it would not ensure that the new system would seamlessly integrate into the current system.

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:**

Please see Section 6 above.

**11. 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:** None.

**12. 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.

Luke Bowers  
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Luke Bowers  
Biomedical Engineer  
Kansas City VAMC

8/1/2017

Date

**13. Approvals in accordance with FAR 6.304** *This part if filled out by Contracting Staff as part of the Justification*

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

Larry M.  
Zaritz 184054

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Name  
Contracting Officer  
NCO 15

Date