

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval (J&A)

For

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

Acquisition Plan Action ID: VA250C-17-AP-6239

1. **Contracting Activity:** Department of Veterans Affairs, VISN 10, Louis Stokes Cleveland VA Medical Center located at 10701 East Boulevard, Cleveland, OH 44106
2. **Nature and/or Description of the Action Being Processed:** The purpose of this justification and approval is request a firm fixed price (FFP), Purchase Order for additional purchase of Pyxis medication dispensing equipment, upgraded software as well as associated products pursuant to FAR Part 6.302-1 "Only One Responsible Source and No Other Supplies or Services will satisfy Agency Requirements". VISN 10 has purchased the Pyxis system and associated products (VA250-16-F-2681) for Cleveland, this order would be to expand their current platform by adding additional machines, software as well as a CII safe to the current system.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** This would include Pyxis medication dispensing systems, CII Safe as well auxiliaries, and software. The additional equipment and software will ultimately enhance patient safety by increasing workflow efficiency for both pharmacy and nursing, increase accuracy in dispensing medications as well as increase the security of medications stored in these Pyxis systems.
4. **Statutory Authority Permitting Other than Full and Open Competition:**
 - (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):** Cleveland purchased the Pyxis medication dispensing system for FY 16 (VA250-16-F-2681), and now is looking to purchase additional upgrades as well as machines for more of their nursing stations as well as pharmacy department(s) within their main facility. Currently, the Pyxis medication dispensing systems do not have the capabilities to run or connect with other systems and/or software due to the Pyxis systems software and hardware being propriety and only supplied and maintained by Carefusion. Therefore, this sole source would be in accordance with FAR Part 6.302-1 "Only One Responsible Source and No Other Supplies or Services will satisfy Agency Requirements" to fulfill this requirement. All updated medication dispensing systems and software upgrades must be compatible with the current Pyxis Medication dispensing units. As mentioned above, there currently are no other medication dispensing systems or software that is compatible with the Pyxis systems as this is propriety system provided by only Carefusion. The purpose of this purchase is to add on to recently purchased equipment and software for the facilities other nursing and pharmacy departments.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** The equipment and software is a purchase for additional Pyxis equipment and software recently installed. There is no other equipment/software available that would meet the Government's requirements due to it being propriety to Care Fusion. It would be unacceptable for the Government to purchase all new equipment/software knowing the equipment has recently been purchased and installed as 2016. This purchase would finish their upgrade and purchase of equipment to make the system complete

7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** The Contracting Officer has determined that the anticipated cost will be fair and reasonable based on the following information: Carefusion has provided a list of prices that demonstrate what the commercial market would pay, therefore the Contracting officer can compare this pricing to their proposed pricing. In addition, the Contracting Officer shall compare recently awarded contracts and other historical information prior to award.

8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** A search was conducted using the Federal Supply Schedule. These abovementioned systems/software were found on FSS under SIN II 65A A-92; the contractors current FSS contract will expire as of 6/30/2017 and this requirement will need to be procured via Open Market. The contracting officer did not find any SDVOSB/VOSB that had the capability to manufacture or were authorized to distribute this equipment and/ or software. Further research also confirmed that small business (non-SDVOSB/VOSB) stated they could distribute from FSS, but these small business do not have authorized dealer capabilities nor do they have these system on their FSS/GSA contracts. Further research was conducted via Vetbiz, SBA, Google, which all confirmed that there are currently no Authorized distributors and/or manufacturers who have the ability to provide this equipment. In conclusion, a sole source is the best approach for this acquisition.

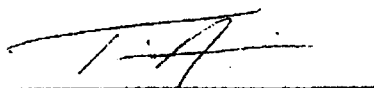
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** NA

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

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:** In the event there is a need for new and/or replacement of medication dispensing units, services and associated products in the future, competitive procurement issued off of FBO will be used.

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.

(This signature is the requestor's supervisor, fund control point official, chief of service, someone with responsibility and accountability)

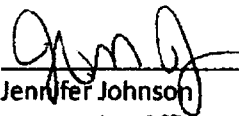


Timothy Heimann
Pharmacy Service Chief
Louis Stokes Cleveland VAMC

6/22/17
Date

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

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



Jennifer Johnson
Contracting Officer
Service Area Office Central Region

6/22/2017
Date

b. **Director of Contracting /Designee (Required over\$150K but not exceeding \$700K):** I certify the justification meets requirements for other than full and open competition.

TERRY L.
SPITZMILLER
394683

Terry Spitzmiller
NCO 10 Director of Contracting

Digitally signed by TERRY L. SPITZMILLER
394683
DN: c=us, o=va, ou=internal, ou=people,
0.9.2342.19200100.100.1.1=terry.spitzmiller@
va.gov, cn=TERRY L. SPITZMILLER 394683
Date: 2017.06.23 14:22:47 -0400

06/23/2017
Date

c. **VHA SAO HCA Review and Approval:** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and recommend approval (if over \$13.5 million) or approve (\$700K to 13.5 million) for other than full and open competition.

Linda Greaves
VHA Head of Contracting Activity (HCA)

7/11/2017
Date



**Department of Veterans Affairs
SERVICE AREA OFFICE CENTRAL
708 South Third Street, Suite 108E
Minneapolis, MN 55415**

July 5, 2017

MEMORANDUM FOR RECORD

FROM: Service Area Office Central Region
708 S. Third Street, Suite 108E
Minneapolis, MN 55415

SUBJECT: Market Research Report for VISN 10-Louis Stokes Cleveland VA Medical Center

I. BACKGROUND:

Department of Veterans Affairs VISN 10 Louis Stokes Cleveland VA Medical Center has identified a need for Pyxis medication dispensing equipment as well as software upgrade. Louis Stokes Cleveland VA Medical Center does not have the capability to provide this upgrade, so a contract will be required for the systems to fulfill this need and has requested that the Service Area Office (SAO) Central Region Contracting Office to assist in procuring this requirement for their facility. The estimated value for this requirement is \$742,000.

II. ACQUISITION REQUIREMENTS:

VISN 10 Louis Stokes Cleveland VA Medical Center has identified a need for a Pyxis medication dispensing equipment and software to include the medication dispensing systems, CII Safe, auxiliaries as well as software.

III. SCHEDULE:

The intent is to award a sole source contract to Carefusion with the period of performance for August 1, 2017 through December 31, 2017. (SEE ATTACHED J&A Other Than Full and Open Competition)

IV. POTENTIAL SUPPLIERS:

Market research was conducted using the following research tools Vetbiz, SBA, Google, and GSA. The contracting officer found the following:

A Vetbiz search using the following key terms "339112" and "Pyxis System" and "Medication Dispensing systems" delivered two (2) vendors who could potentially manufacture and/or distribute the abovementioned systems. After calling both vendors, it was confirmed that neither manufactured or could distribute the abovementioned system as well as upgrades.

A search was conducted in SBA using the following key terms "339112" "Pyxis System" and Medication Dispensing systems". The search yielded zero (0) potential manufacturers or distributors with the capabilities to manufacture and/or distribute these systems.

A Search was conducted on GSA Advantage using the key term "Carefusion Solutions Pyxis" originally confirmed that these systems could be purchased via GSA. After calling Carefusion, it was determined that these systems were not available after 6/30/2017 due to Carefusion's contract expiring. Carefusion did confirm that these system upgrades are available via open market and could be purchased directly from the vendor. A search via Google did confirm that these systems are available and can be purchased directly from Carefusion.

V. COMMERCIALITY OF ITEMS:

In accordance with FAR Part 12.101, market research has been completed to determine the commerciality of Pyxis Medication Dispensing system upgrades. Market Research indicates the following:

a. Research reflects that Pyxis Medication Dispensing system upgrades are currently available within the market place. These searches confirm that the products being requested are prevalent and available commercially in Public and Private Sector medical organizations.

b. There is no customization needed to meet the government requirements.

c. Contract financing will not be offered within this acquisition due to the nature of what is being requested. Pyxis Medication Dispensing system upgrades should already be established through the potential offeror.

d. There are not specific laws and regulations currently in placing for manufacturing and supplying medical equipment of this nature.

e. There are no services/products that will require recovered materials and/or items that are energy efficient. A review of covered product categories was completed using the U.S. Department of Energy/ U.S. Department of Agriculture website; these searches yielded no matches.

f. The North American Industry Classification Systems Codes (NAICS) used for this requirement is 339112 Surgical and Medical Instrument Manufacturing, with a size standard of 1000 Employees. The contracting specialist determines that this NAICS code offers the best description of the requirement. A review of the non-manufacture class waiver list indicates that this NAICS code does not qualify for this waiver.

g. The requirement is propriety and can be purchased using other than full and open competition under the authority of FAR Part 6.302-1 "Only One Responsible Sources and No Other Supplies or Services will satisfy Agency Requirements".

VI. MARKET PRICE ANALYSIS:

The market research does not support a competitive market place for Pyxis Medication Dispensing system upgrades as these systems being procured are propriety and can only be purchased via Carefusion.

VII. MARKET RESEARCH AND MARKET ANALYSIS CONCLUSIONS:

The Contracting Specialist has concluded the following:

a. The abovementioned equipment can be procured under the Authority FAR Part 6.302-1 "Only One Responsible Sources and No Other Supplies or Services will satisfy Agency Requirements

b. The requirement is a supply contract and the NAICS code is 339112 Surgical and Medical Instrument Manufacturing, with a size standard of 1000 Employees

c. Therefore, per the Supreme Court decision *Kingdom ware Technologies, Inc v. United States*, the Contracting Officer has determined that rule of two could not be met for this requirement and will not be solicited as a SDVOSB/VOSB set aside.

Respectfully,



Nicole Kutsi
Contracting Specialist

CONCUR NOT CONCUR



Jennifer Johnson
Contracting Officer



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Your Search Criteria

2 matches - 7/5/2017 9:28:32 AM

Sort By:

NAICS : 339112

Keywords : "medication dispensing systems"

[Change Search Criteria](#)

Aldevra LLC



DBA:

State: [Verified SDVOSB](#)

DUNS: 830063496

Location: Kalamazoo, MI

Phone: (269) 350-1337

Email: sales@aldevra.com

Web: <http://www.aldevra.com>

Last Verified: 4/19/2016

Expiration Date: 4/19/2019

RxAnytime, LLC



DBA:

State: [Verified VOSB](#)

DUNS: 079838677

Location: Rhome, TX

Phone: (817) 675-6777

Email: RHMaxwell@RxAnytime.com

Web: <http://www.RxAnytime.com>

Last Verified: 6/2/2017

Expiration Date: 6/2/2020



SBA Search Results

Table Listing, where

the firm is small in any of these NAICS codes: 339112;
the profile's status is Active;

at least one word of the Capabilities Narrative, Special Equipment/Materials or Keywords is 'medication
dispensing systems';

and randomized by original start time of search: 2017-07-05 09:31:56 AM.

Data validation took 0.01 seconds. The count and search queries took 0.15 seconds and 0.14 seconds,
respectively.

No profiles met your search criteria.

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
------	-----------------------------	---------	-----------------------------	------------------------

No more matches

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number) in the way most convenient for you:

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Federal Service Desk (8am - 8pm Eastern Time)
 866-606-8220
 334-206-7828
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The structure of this page was last updated 02/01/2013, as part of SBSS 8.1.1.



SBA Search Results

Table Listing, where

the firm is small in any of these NAICS codes: 339112;
the profile's status is Active;

at least one word of the Capabilities Narrative, Special Equipment/Materials or Keywords is 'Pyxis system';
and randomized by original start time of search: 2017-06-06 04:14:08 PM.

Data validation took 0.01 seconds. The count and search queries took 0.02 seconds and 0.14 seconds, respectively.

No profiles met your search criteria.

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
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No more matches

Refine Search

Please notify SAM if you discover any inaccurate contact information (address, e-mail address, fax or phone number) in the way most convenient for you:

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The structure of this page was last updated 02/01/2013, as part of SBSS 8.1.1.



SBA Search Results

Table Listing, where

the profile's status is Active;

at least one word of the Capabilities Narrative, Special Equipment/Materials or Keywords is 'Pyxis machine';
and randomized by original start time of search: 2017-06-06 04:15:01 PM.

Data validation took 0.01 seconds. The count and search queries took 0.02 seconds and 0.13 seconds, respectively.

No profiles met your search criteria.

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
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No more matches

[Refine Search](#)

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For SAM Customer Service, contact:
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Category Search

Products

Carefusion solutions Pyxis

Advanced



Home > Search Results

Categories

Scientific & Medical

- Surgeons hand scrub brushes or solu...
- Intravenous or arterial line poles ...
- Syringe filters
- Biopsy needles
- Pressure indicators
- Dental restorative compounds
- Medical exam or procedure table acc...

Tools, Paint & Recreational

- Casters
- Equipment cases

Building & Industrial

- Power supply units
- Needle valves
- Fuel storage tanks
- Swing check valves
- Valve parts or accessories
- Ball valves

Electronics & Technology

- Touch screen monitors

Furniture & Furnishings

- Industrial cabinets or drawers or s...
- Storage cabinets

Facilities & Supplies

- Spill kits
- Cleaning cloths or wipes
- Dishwashing products

Law Enforcement, Fire & Securi...

- Alarm systems
- Body armour
- Protective gloves

Vehicles & Equipment

- Battery chargers

Office Supplies

- Reference books
- Medical teaching aids or materials
- Operation or instructn manual

Office Equipment

- Printer ribbon

See fewer Categories

Manufacturers/Brands

- CAREFUSION
- CAREFUSION SOLUTIONS, LLC
- CAREFUSION 213, LLC
- CISCO
- STATE CHEMICAL SOLUTIONS
- See all

Photos

See only items with photos

Contractors

See All

Business/Socio-economic Types

- Other than SB
- Small Business
- SBA cert disadvantaged SB
- Woman owned SB
- SBA cert 8(a) firm
- See more

Search Results - Products

See Services Results »
Go to Expanded View » ?

Criteria: " Carefusion solutions Pyxis "

Sort by

Limit by price

Search within results

Most relevant

Find any of these words

GO

1 | 2 | 3 | 4 | 5 Next Page >



PYXIS ENTERPRISE SERVER

134810-01

From:
\$29,341.00

incl: 0
From 1 source

ENTERPRISE USER/FORM LIC UPG 21-40MAINS

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134805-01

From:
\$44,018.00

incl: 0
From 1 source

ENTERPRISE USER/FORM MGMT LIC 21-40MAINS

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134806-01

From:
\$70,426.00

incl: 0
From 1 source

ENTERPRISE USER/FORM MGMT LIC 41-60MAINS

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134314-01

From:
\$34,098.00

incl: 0
From 1 source

ES FACILITY LICENSE

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134800-01

From:
\$7,989.00

incl: 0
From 1 source

LOCALIZED USER/FORM MGMT LIC 11-20MAINS

Mfr: CAREFUSION SOLUTIONS, LLC

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PYXIS ENTERPRISE SERVER

134803-01

From:
\$39,455.00

incl: o
From 1 source

LOCALIZED USER/FORM MGMT LIC 61+MAINS

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134781-01

From:
\$2,456.00

incl: o
From 1 source

LOCALIZED USER/FORM MGMT LIC 1-10MAINS

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134782-01

From:
\$7,369.00

incl: o
From 1 source

ENTERPRISE USER/FORM MGMT LIC 1-10MAINS

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134157-01

From:
\$34,098.00

incl: o
From 1 source

ES S/W ONLY SERVER (1-500 STNS)

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134808-01

From:
\$4,913.00

incl: o
From 1 source

ENTERPRISE USER/FORM LIC UPG 1-10MAINS

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134173-01

From:
\$1,347.00

incl: o
From 1 source

PRINTER LASER OKI B700 SERIES

Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER

134802-01

From:
\$23,475.00

incl: o
From 1 source

LOCALIZED USER/FORM MGMT LIC 41-60MAINS

Mfr: CAREFUSION SOLUTIONS, LLC

PYXIS ENTERPRISE SERVER

134811-01



From:
\$46,950.00
incl: o
From 1 source

ENTERPRISE USER/FORM LIC UPG 41-60MAINS
Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER
136450-01

From:
\$34,533.00
incl: o
From 1 source

ES VM LARGE SERVER W/O SQL LIC <250 MAINS
Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER
134812-01

From:
\$78,910.00
incl: o
From 1 source

ENTERPRISE USER/FORM LIC UPG 61+MAINS
Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER
134804-01

From:
\$23,969.00
incl: o
From 1 source

ENTERPRISE USER/FORM MGMT LIC 11-20MAINS
Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER
134809-01

From:
\$15,979.00
incl: o
From 1 source

ENTERPRISE USER/FORM LIC UPG 11-20MAINS
Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER
134807-01

From:
\$118,364.00
incl: o
From 1 source

ENTERPRISE USER/FORM MGMT LIC 61+MAINS
Mfr: CAREFUSION SOLUTIONS, LLC



PYXIS ENTERPRISE SERVER
134149-01

From:
\$34,533.00
incl: o
From 1 source

ES VM SERVER EXPANSION (+250 STNS)
Mfr: CAREFUSION SOLUTIONS, LLC

PYXIS ENTERPRISE SERVER
134801-01

LOCALIZED USER/FORM MGMT LIC 21-40MAINS



From:
\$14,671.00
incl: o
From 1 source

Mfr: CAREFUSION SOLUTIONS, LLC

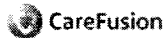
PYXIS ENTERPRISE SERVER
136449-01



From:
\$366,221.00
incl: o
From 1 source

ES VM LARGE SERVER W/SQL LIC <250 MAINS
Mfr: CAREFUSION SOLUTIONS, LLC

CAREFUSION VIAL PRESS
MV4000



From:
\$896.48
incl: o
From 1 source

CareFusion Vial Press
Mfr: CAREFUSION

CAREFUSION IV BAG HINGE
MV2000



From:
\$56.00
incl: o
From 1 source

CareFusion IV Bag Hinge
Mfr: CAREFUSION

PYXIS PARX V5.0 HARDWARE KIT
133349-02



From:
\$7,437.00
incl: o
From 1 source

KIT HARDWARE PARX V5.0
Mfr: CAREFUSION SOLUTIONS, LLC

PYXIS PARX V5.0 BASE INSTALL KIT
133351-02



From:
\$34,272.00
incl: o
From 1 source

KIT INSTALL SITE PARX V5.0
Mfr: CAREFUSION SOLUTIONS, LLC



***** WARNING *****

INDEPENDENT GOVERNMENT COST ESTIMATE (IGCE) (Rev. 7-7-14)

Products (including software, licenses)				
Item #	Description/Part Number*	Qty	Price	Extended Amount
1	Pyxis ES 0N3U3M0B1V	3	\$ 29,067.00	\$ 87,201.00
2	Pyxis ES 0N3U3M0B1V	10	\$ 14,533.50	\$ 145,335.00
3	Pyxis ES 0N3U2M0B1V	3	\$ 42,166.00	\$ 126,498.00
4	Pyxis ES 0N3U2M0B1V	10	\$ 21,083.00	\$ 210,830.00
5	Pyxis ES AES-S	1	\$ 7,948.00	\$ 7,948.00
6	Pyxis ES AES-S	14	\$ 3,974.00	\$ 55,636.00
7	Pyxis ES 1N0U5M0B0V	1	\$ 27,885.00	\$ 27,885.00
8	Pyxis ES RSR	1	\$ 4,174.00	\$ 4,174.00
9	CII Safe, V7.X, Double Integrated Main, Bio	1	\$ 62,512.00	\$ 62,512.00
10	CII Safe, Tall Double Auxiliary, Solid Doors	1	\$ 14,073.00	\$ 14,073.00
SUBTOTAL (Products)				\$ 742,092.00


Services				
Brief Description of Service*	Period of Performance		\$s per Period	Estimated Amount
	No. of Months or Years	By Month or Year		
SUBTOTAL (Services)				\$ -

TOTAL IGCE **\$ 742,092.00**

***Check block(s) below that describe the basis for the IGCE:**

Past Contract Pricing	<input type="checkbox"/>
GSA Federal Supply Schedule Published Prices	<input checked="" type="checkbox"/>
Government Wide Acquisition Contract (GWAC) Published	<input type="checkbox"/>
Engineering Estimates	<input type="checkbox"/>
Informal Vendor Quotes	<input checked="" type="checkbox"/>
Prior Bills of Material	<input type="checkbox"/>
Prior Monthly Vouchers	<input type="checkbox"/>
Catalog Pricing	<input checked="" type="checkbox"/>

Other (Please Explain):



POC NAME: Julianne Kapis, CPhT	Phone: (216) 791-3800 ext. 3265
Email: Julianne.Kapis@va.gov	Date: 2/24/2017