

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$150,000**

**FAR PART 8.405-6**

**Acquisition Plan Action ID: VA250-17-AP-10565**

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: OmniCell Inc.

Manufacturer/Contractor POC & phone number: Brian J. Elo at 317-694-7700

Mfgr/Contractor Address: 590 E. Middlefield Road, Mountain View, CA 94043

Dealer/Rep address/phone number: Stacy Cerwin at 847-596-3464

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

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

Department of Veterans Affairs

Richard L. Roudebush VAMC

1481 W 10<sup>th</sup> Street

Indianapolis, IN 46202

**VISN:**

10

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

To provide maintenance and required services for all Omnicell machinery and associated devices for the Richard L. Roudebush VA Medical Center.

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

All issues and preventative maintenance shall be done by the OEM (Omnicell) and shall be completed by personnel who are fully qualified and have documented proof of their capabilities. All services provided shall include services for all machinery, attachments, accessories, products, and pieces with the Omnicell system as well as those listed in the Master Agreement V797D-30111 for the Service Level Gold Plans for support and services.

**(b) ESTIMATED DOLLAR VALUE:** \$\$491,204.20

**(c) REQUIRED DELIVERY DATE:** October 1, 2017 thru September 30, 2018; with four (4) options.

**(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. (CHECK ALL THAT APPLY AND COMPLETE)**

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

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.

---

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.)  
Omnicell is the OEM of the medication and prescription dispenser and associated software and accessories. Only the OEM is capable to perform maintenance and services on their products, software, parts, and the associated accessories.

---

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.

---

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:**

The OEM is the only vendor that has access to the software/equipment that operates this system. The OEM does not train or distribute manufactured equipment or software by third party vendors to conduct installation of updated software, replacement parts, or preventative maintenance services on their equipment.

**(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:**

A market survey was conducted and it was found that only one vendor can provide these services as these services are proprietary in nature. Only the original equipment manufacturer (OEM) trained technician has the capability to provide these services. OEM does not train third party vendors to conduct installation & maintenance services on their equipment.

---

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

None at this time.

---

**(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:**

Market Research will be conducted in the future to verify if other vendors have the ability to provide these Omnicell equipment services and software updates. As stated above, there is no other vendor at this time.

**(9) 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. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4. *(This signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)*

**KEVIN M HATCHER**  
**966484 (affiliate)**

Digitally signed by KEVIN M HATCHER 966484 (affiliate)  
DN: dc=gov, dc=va, o=internal, ou=people, 0.9.2342.19200300.100.1.1=kevin.hatcher@va.gov, cn=KEVIN M HATCHER 966484 (affiliate)  
Date: 2017.08.22 11:49:50 -07'00'

**8/22/2017**

SIGNATURE

DATE

Kevin Hatcher

Biomedical Engineer

NAME

TITLE

SERVICE LINE/SECTION

Indianapolis VAMC

FACILITY

**(10) APPROVALS IN ACCORDANCE WITH THE [VHAPM, Volume 6, Chapter VI: OFOC SOP](#): *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.

**Prepared By:**

**Shasta M. Britt 1369541**

Digitally signed by Shasta M. Britt 1369541  
DN: dc=gov, dc=va, o=internal, ou=people, 0.9.2342.19200300.100.1.1=shasta.britt@va.gov, cn=Shasta M. Britt 1369541  
Date: 2017.08.22 14:53:48 -04'00'

CONTRACTING OFFICER/DESIGNEE'S SIGNATURE

DATE

Shasta Britt, NCO 10, IN Services Team

**Warranted CO:**

**Lisa D. Frymier 320908**

Digitally signed by Lisa D. Frymier 320908  
DN: dc=gov, dc=va, o=internal, ou=people, 0.9.2342.19200300.100.1.1=lisa.frymier@va.gov, cn=Lisa D. Frymier 320908  
Date: 2017.08.22 15:46:43 -04'00'

CONTRACTING OFFICER/DESIGNEE'S SIGNATURE

DATE

Lisa Frymier, NCO 10, IN Services Team