

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval (J&A)  
For  
Other Than Full and Open Competition (>\$150K)**

**Acquisition Plan Action ID:** VA250-17-AP-9267

1. **Contracting Activity:** Department of Veterans Affairs, NCO10/VISN10, Detroit VAMC 4646 John R Street, Detroit, Michigan 48201-1916. 2237: 553-17-3-063-0121.
2. **Nature and/or Description of the Action Being Processed:** This procurement is for linen distribution equipment and is made in accordance with FAR 13.5 Simplified Procedures. The objective of this procurement is to provide four wide slot aEx linen dispensers and three bulk linen dispensing units for use at the VAMC: one wide slot and one bulk dispensing units in the Emergency Department; one wide slot and one bulk dispensing units in the A3N Ward; one wide slot and one bulk dispensing unit in the A4N Ward; and one wide slot dispensing unit in Comp and Pen Services area.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:**  
  
LINE 1: DISPENSER, LINEN DISTRIBUTION SYSTEM, aEx, SD WIDE-SLOT DISPENSER, STOCK NUMBER: SE-1225. QUANTITY OF (4).  
LINE 2: DISPENSER, LINEN DISTRIBUTION SYSTEM, aEx ALC DISPENSER, STOCK NUMBER: SE-7003. QUANTITY OF (3).  
LINE 3: PRE-INSTALLATION, INSTALLATION, START-UP AND TRAINING.
4. **Statutory Authority Permitting Other than Full and Open Competition:** The procurement is based on 41 U.S.C. 1901 and is implemented by for restricting competition for this procurement via FAR 13.106-1(b)(2).
5. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):**

Currently, the Medical Center deploys the Innovative Product Achievement's (IPA) ScrubEx system for dispensing and retrieval of hospital scrubs. IPA uses web based sensory and reporting software, and is a companion to the aEx linen distribution software that is used with the equipment intended for procurement. Purchase of the IPA aEx presents the best value to the Government as it will seamlessly integrate the existing system with the new system, and it will eliminate any need for additional licensure, software and reporting systems procurements.

Innovative Product Achievement (DUNS: 927564021) is the manufacturer of the equipment and the sole distributor. An intent to award to a sole source was published on FBO and no objections to an award were presented. A procurement of this brand will have a positive effect on maintaining overall costs of linens and surgical scrubs is a logical decision for the Government.

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

Market research was conducted to determine the availability of as many vendors as possible capable of distributing the equipment for this requirement. It was discovered that IPA is the sole distributor. Thus, a notice of intent to sole source was published on FBO, on August 13, 2017. That notice has expired, and no objections to an award have been presented to the Contracting Officer. The notice and proof of publication has been uploaded to the official file.

**7. Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** Market research was conducted on FPDS. Additionally, the manufacturer was contacted and a request was made to the vendor to provide a historical account of pricing that would facilitate price reasonableness by unit price comparison. In response, IPA provided documentation related to the specific equipment sought in this requirement. 2017 pricing is [REDACTED] for product code: SE-7003, and [REDACTED] for Product code: SE-1225. An account of unit pricing for each item represents consistency in pricing over the past three years and is fair and reasonableness.

Model	Unit Price	Date	Purchase Order	Site
Product Code: SE-7003	[REDACTED]	01/27/2017	691-A60248	VA - Greater Los Angeles Healthcare System
Product Code: SE-7003	[REDACTED]	11/27/2016	605-A60214	VA - Loma Linda Healthcare System
Product code: SE-1225	[REDACTED]	01/05/2014	580-C30355	VA - Michael E. DeBakey VA Medical Center
Product Code: SE-7003	[REDACTED]	01/05/2014	580-C30355	VA - Michael E. DeBakey VA Medical Center

**8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** The Internet was used to conduct market research pertaining to cost and the availability of distributors capable of supplying the equipment. GSA advantage and GSA Library was queried and it was determined that no other distributors/dealers on FSS hold a contract that can deliver the products outlined in the acquisition. FPDS was queried as well to ascertain other instances of procurement of the deliverables; none were noted. The vendor was contacted by phone and confirmation was made that INNOVATIVE PRODUCT ACHIEVEMENT (IPA) is manufacture and distributor of the equipment and software. Lastly, to ensure transparency an intent to sole source was published to FBO. No objections were noted to an award solely to INNOVATIVE PRODUCT ACHIEVEMENT.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:** Not applicable.

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** No other party has expressed interest in this acquisition.

**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:**

At this point, there are no plans to procure additional systems for the VAMC as the current procurement should exhaust a need for additional equipment.

**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,

Chapter VI: Other Than Full and Open Competition (OFOC) SOP  
Attachment 3: Request for Sole Source Justification Format >\$150K

which are included in the justification, are accurate and complete to the best of my knowledge and belief.

[Redacted signature block]

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.

[Redacted signature block]

- b. **Director of Contracting /Designee (Required over \$150K but not exceeding \$700K)**: I certify

[Redacted signature block]