

DEPARTMENT OF VETERANS AFFAIRS

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

Acquisition Plan Action ID:_562-17-3-700-0250

Contracting Activity: Department of Veterans Affairs, VISN 4, ERIE Medical Center, 135 East 38th Street, Erie, PA 16504

Nature and/or Description of the Action Being Processed:

This procurement is for the purchase of new patient monitoring equipment and upgrade of existing patient monitoring equipment, in accordance with FAR 13.5 Simplified Procedures for certain commercial items and specifically FAR 13.501 Special Documentation Requirements, where acquisitions conducted under Simplified Acquisition Procedures are exempt from the requirements of FAR part 6, but still require a justification using the format of FAR6.303-2.

This is a firm fixed price contract for the purchase of new patient monitoring equipment and the upgrade of existing patient monitoring equipment. The purchase will include the installation of the equipment.

The vendor is expected to meet with the VA COR within 4 weeks of the award of the purchase. The installation is expected to be completed within 90 days after the meeting.

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

| QTY | DESCRIPTION | COST |
|-------------------------|--------------------------|--------------|
| 3 | Central Station Upgrades | \$49,781.20 |
| 5 | B450 Monitor Upgrades | \$39,923.95 |
| 8 | B650 Monitor Upgrades | \$100,973.28 |
| 7 | B850 Monitor Upgrades | \$150,697.96 |
| 1 | Telemetry Server | \$4,158.00 |
| 1 | Telemetry Receivers | \$23,826.00 |
| 20 | Monitor Patient Modules | \$128,660.00 |
| 1 | Carescape Gateway | \$61,645.00 |
| 1 | Alarm Reporting Tool | \$10,200.00 |
| 1 | Muse 12SL Gateway | \$3,969.00 |
| 1 | Networking/Installation | \$92,512.00 |
| Total Acquisition Value | | \$666,346.39 |

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;

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

This is not a complete replacement of all of the telemetry and patient monitoring equipment. The central station computers are being upgraded, which results in a lower cost than to purchase a new central station computer. The telemetry transmitters are not being replaced. We are reusing the transmitters from the old system, which are compatible with the upgraded central stations. The central station strip chart recorders from the old system are being reused, which will also reduce the cost. All of the accessories (patient lead wires and cables, telemetry leads, blood pressure cuffs and hoses, etc.) that we currently have in stock can be used with the system, which will result in additional cost savings and will enable us to avoid the labor cost of restocking new supplies. The nursing staff is familiar with this vendor's equipment, which will result in a reduced training time.

There are future plans to connect this system to VISTA thru the existing MUSE server. No other vendor is able to make this connection due to the software being proprietary to GE Healthcare.

This is the only vendor who can provide equipment that is compatible with the equipment that is being reused. The software used in the system is proprietary to GE Healthcare and can't be provided by any other vendor.

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

The Erie VAMC performed an internet search for patient monitoring equipment. From that search the 5 top vendors were selected for a vendor fair. These vendors were contacted to and asked to present their equipment/systems at our vendor fair. The vendors who were contacted were GE Healthcare, Philips Medical, Draeger, Spacelabs and Nihon Kohden. Of the 5 vendors contacted, only 4 actually came to the medical center to display their equipment/systems, Ge Healthcare, Philips Medical, Spacelabs and Draeger. The vendor fair was held on February 23, 2017. The nursing staff, Information Technology, Biomedical Engineering and some administrative staff attended the vendor fair to gather information on the different systems. Evaluation sheets were created and provided to the attending medical center staff. The evaluation sheets and personal interviews were used to determine which vendor would be the best for our facility.

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

The anticipated cost from will be considered to be fair and reasonable based on market research, prior orders placed or the exact or similar items, and by previous invoices.

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

The Erie VAMC performed an internet search for patient monitoring equipment. From that search the 5 top vendors were selected for a vendor fair. These vendors were contacted to and asked to present their equipment/systems at our vendor fair. The vendors who were contacted were GE Healthcare, Philips Medical, Draeger, Spacelabs and Nihon Kohden. Of the 5 vendors contacted, only 4 actually came to the medical center to display their equipment/systems, Ge Healthcare, Philips Medical, Spacelabs and Draeger. The vendor fair was held on February 23, 2017. The nursing staff, Information Technology, Biomedical Engineering and some administrative staff attended the vendor fair to gather information on the different systems. Evaluation sheets were created and provided to the attending medical center staff. The evaluation sheets and personal interviews were used to determine which vendor would be the best for our facility.

An intent to sole source was posted to FBO and TrillaMed LLC responded stating that they are an authorized SDVOSB distributor for this manufacturer A source of sought was posted an two contractors replied with interest. Only one of the contractors was able to provide the authorized dealer letter for this equipment. After verifying with GE they only have one authorized SDVOSB distributor.

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

Please see above

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

Chelsea M. Derrah, CEO
DME, LLC
1120 Toro Grande Dr. Bldg. 2 Ste 208
Cedar Park, TX 78613
Direct: (530) 227-2491

Tejas Smart
Director, National Accounts / Government Contracts
TrillaMed, LLC
Direct: 248.410.2767
Email: tsmart@trillamed.com

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 time, the agency has no barriers to overcome, due to the manufacture only having one authorized SDVOSB distributor for these items. The contracting officer can exercise VAAR 819.7007b. The contracting officer's determination to make a sole source award is a business decision wholly within the discretion of the contracting officer. To ensure that opportunities are available to the broadest number of verified SDVOSBs, this authority is to be used judiciously and only when in the best interest of the Government.

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.

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| _____ Name CAROL VANCE Title Staff Assistant to the Associate Director, Patient Care Services Facility ERIE VAMC | _____ Date 9/8/17 |
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Approvals in accordance with the [VHAPM Part 806.3 OFOC SOP](#):

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.

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| _____ Name AMANDA SAUNDERS Title CONTRACTING OFFICER Facility NCO 4/HEINZ/PITTSBURGH | _____ Date 9/8/17 |
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One Level Above the Contracting Officer (Required over\$150K but not exceeding \$700K): I certify the justification meets requirements for other than full and open competition.

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| _____ Name NCO/PCO XX Duty Title Facility | _____ Date |
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