

JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION

1. Contracting Activity: Department of Veterans Affairs (VA)  
Office of Acquisition Operations  
Technology Acquisition Center  
1701 Directors Blvd  
Austin, TX 78744
2. Description of Action: The proposed action is for the award of a sole source, firm-fixed price (FFP) contract for brand name WaveMark Radio hardware, software licenses, and software maintenance.
3. Description of Supplies or Services: The proposed action is to obtain Wavemark hardware, software, and software maintenance for Veterans Health Administration (VHA) Veterans Integrated Service Network (VISN) 10. The three Michigan and Indiana sites require WaveMark software licenses and maintenance in order to maintain the WaveMark Cardiac Catheterization Labs (CCL) supply management system. The three Ohio sites require 42 Wavemark Radio Frequency Identification (RFID) smart cabinets, 9 point of use stations, ancillary support hardware, and licenses for WaveMark EiRTLS, WaveMark General Inventory Package modules, and WaveMark Barcode Module. All six VISN 10 facilities hosting a CCL require WaveMark EiRTLS, WaveMark General Inventory Package modules, and WaveMark Barcode Module software maintenance. VISN 10 also requires hardware maintenance for various types of WaveMark RFID smart cabinets performed. The cabinets and point of use stations operate in tandem to create a supply management environment for consumables in the Cardiac Catheterization and Electrophysiology lab. Consumables are tagged with passive RFID tags, which are associated to the product type and upon being added to the cabinet are registered to the supply cabinet. The smart cabinets then track supply levels and expiration dates for products in cabinets. The point of use stations work in tandem with the RFID smart cabinets to identify when a consumable in the lab has been used, thus updating the supply level. As a system, WaveMark allows for the tracking of consumables, maintenance of stock and supply, and prevention of loss due to expiration. The proposed acquisition also includes two 12-month options to provide extended warranty support. The total estimated value of the proposed action is [REDACTED] (inclusive of options).
4. Statutory Authority: The statutory authority permitting other than full and open competition is 41 U.S.C. 3304(a)(1) as implemented by the Federal Acquisition Regulation (FAR) Subpart 6.302-1 entitled, "Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements."
5. Rationale Supporting Use of Authority Cited Above: The proposed source for this action is Wavemark Inc., 300 Baker Avenue, Concord, MA 01742. VISN 10 currently uses WaveMark system as a unified standalone CCL supply management solution at all relevant facilities in Michigan and Indiana. VA requires that the Ohio sites have the capability to track inventory of consumable medical supplies in tandem with the Michigan and Indiana sites. To accomplish this, the Ohio site requires WaveMark items

that will be compatible with the existing VISN 10 WaveMark infrastructure. In addition, VA requires maintenance for the hardware and software solution already implemented in VISN 10. The replacement hardware must be fully integrated into a single solution and must be compatible with WaveMark EiRTLS, WaveMark GIP interface, WaveMark Barcode Module. WaveMark is the only solution known that offers a unified package that integrates with CART-CL, GIP, Hemodynamics, and the patient file with existing connections without the use of a third party integrator or third party graphical user interface. VA requires interoperability and compatibility between the WaveMark infrastructure in place in Michigan, Indiana, and Ohio. Specifically, there are instances where these three sites will have to sync up due to emergent requirements to track inventory of consumable medical supplies. VA requires the ability to have these sites work together to meet those requirements and the only brand name hardware and software that can ensure interoperability and compatibility between the sites is WaveMark. Specifically, no other brand name hardware and software can communicate with the existing WaveMark products due to the proprietary constraints that allow these items to operate. WaveMark is the only source capable of providing a fully integrated solution that is compatible with the existing infrastructure, including the WaveMark hardware and software, and other VA systems such as VA General Inventory Package (GIP) and CART-CL. In addition, maintenance must be provided by the manufacturer of the hardware and software due to the proprietary nature. No other sources have access to the WaveMark source code necessary to provide technical support or upgrades. This source code is required to ensure all the services provided are properly configured to the WaveMark items.

6. Efforts to Obtain Competition: Market research was conducted, details of which are in the market research section of this document. This effort did not yield any additional sources that can meet the Government's requirements. It was determined that Wavemark, Inc. is the only provider of Wavemark software, hardware, and support services. There is no competition anticipated for this acquisition. Additionally, the proposed action will be synopsisized on the Federal Business Opportunities (FBO) Page in accordance with FAR 5.201. Any proposals that are received shall be evaluated

7. Actions to Increase Competition: The Government will continue to conduct market research to ascertain if there are changes in the market place that would enable future actions to be competed. However, at this time WaveMark is the only vendor of their product as they do not partner with any third party resellers.

8. Market Research: Market research was conducted in June 2017 to ascertain the ability of other similar equipment and software meeting VA's needs. The Contract Specialist issued a Request for Information (RFI) with a draft Product Description on June 20, 2017, to open market contractors through FBO, National Aeronautics and Space Administration Solutions for Enterprise-Wide Procurement Governmentwide Acquisition Contract, and General Services Administration Federal Supply via the General Services Administration's e-Buy tool to ascertain the ability of any other source to provide an alternate product. The RFI included language to secure participation of

small business, small disadvantaged business, service-disabled Veteran-owned small business (SDVOSB), Veteran-owned small business (VOSB), women-owned small business, and HubZone small business concerns. Responses to the RFI from all venues were due on June 30, 2017. Only one response was received, from Wavemark. The response revealed Wavemark was the only source capable of meeting the requirements of this acquisition. Additional market was conducted through the Veterans Information website to locate SDVOSB and VOSB businesses that had the capability to meet the VHA requirement. No sources were located. VA's subject matter experts indicated that through market research and past experience a comparable system is not known. Similar solutions such as Solstice and Hewlett Packard require a third party interface, including Catamaran or WaveMark, to operate between the product and VA's systems in order to allow for interoperability. Based on procurement history and the RFI response, Wavemark does not have resellers. Based on this market research, only Wavemark equipment and software can meet VA requirements.

9. Other Facts: None

10. Technical and Requirements Certification: I certify that the supporting data under my cognizance, which are included in this justification, are accurate and complete to the best of my knowledge and belief.

[Redacted]

Date: 8/17/2017

Contracting Officer's Representative

Signature: [Redacted]

11. Fair and Reasonable Cost Determination: I hereby determine that the anticipated price to the Government for this contract action will be fair and reasonable based on price analysis to include comparison of negotiated prices to the Independent Government Cost Estimate and historical pricing data.

[Redacted]

Date: 8/17/2017

Procuring Contracting Officer

Signature: [Redacted]

12. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief.

[Redacted]

Date: 8/17/2017

Procuring Contracting Officer

Signature: [Redacted]