

DEPARTMENT OF VETERANS AFFAIRS

**Justification for Single Source Awards IAW FAR 13.106-1
For
Over Micro-Purchase Threshold but Not Exceeding the SAT (\$150K)**

Acquisition Plan Action ID: VA256-18-AP-1184

1. Contracting Activity: Department of Veterans Affairs, VISN 16, G.V. "Sonny" Montgomery VA Medical Center, 1500 E. Woodrow Wilson Drive, Jackson, MS, 39216
2237# 586-18-1-059-0006

2. Brief Description of Supplies/ Services required and the intended use/Estimated Amount:
Base Period: [REDACTED] Estimated Contract Total with Options: [REDACTED]

The purpose is to procure access to a subscription based After Hospital Care Plan (AHCP) portal, Project RED, for the G.V. "Sonny" Montgomery VA Medical Center, 1500 E. Woodrow Wilson Drive 39213. This procurement is for a base period of January 1, 2018 through September 30, 2018, with four – twelve-month option periods.

Project RED is a CMS funded research project that has developed strategies to improve the hospital discharge process to promote patient safety and reduce re-hospitalization rates. One tool used in the project is the After Hospital Care Plan (AHCP) which is a color booklet designed to clearly present the information needed by patients to prepare them for the days between discharge and the first visit with their ambulatory care physician. The AHCP will replace our current Discharge document with an easy to read, patient friendly discharge document that will make a meaningful impact on patient understanding of their discharge, patient satisfaction and patient safety.

3. Unique characteristics that limit availability to only one source, with the reason no other supplies or services can be used:

Engineered Care has created a system meeting the requirements above an interfacing system to create transitional care materials VA's VistA and CPRS systems through a previous contract with VA Palo Alto Health Care System, Palo Alto, CA and other VA Medical Centers, including the Michael E. DeBakey VA Medical Center, Houston, Texas, and the G.V. "Sonny" Montgomery VA Medical Center in Jackson, Mississippi. The ability to have a working interface with VA's computerized medical records requires approval on many levels and represents a substantial amount of time and government resources to approve. Beyond the approval process, the computer programming time from a knowledgeable VistA software engineer is substantial to create a working product. The development of this system by Engineered Care to include the transfer of VA computerized medical records to an internet based portal has been in progress greater than 24 months and has been tested, utilized and customized by physicians and other staff currently employed at the VA medical center in Jackson, Mississippi.

The transitional care materials created are also highlight specialized to meet the needs of our specific population. The Engineered Care System provides education and resources tailored specifically for our Veteran population through work with a multi-disciplinary team focused on improving discharge performance in the G.V. "Sonny" Montgomery VA Medical Center and other VA medical centers across the nation. To begin this process again, with a new vendor would represent substantial

VHAPM Part 813.106 Simplified Acquisition Procedures: Soliciting from a Single Source
Attachment 1: Single Source Justification for SAP under \$150K

duplication of cost to the government as well as cause unacceptable delays resulting in less than optimal patient care affecting patient safety.

Accordingly, Engineered Care Corporation is the only firm capable of providing the supplies and services described in Section II above without the Veterans Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through competition, and Engineered Care Corporation is the only firm capable of providing the supplies and services described without the Veteran's Health Administration experiencing unacceptable delays in fulfilling its patient care requirements in reduction in acute care readmissions as part of VHA's national quality rating system, Strategic Analytics for Improvement and Learning

In addition, Engineered Care Corporation has been approved as part of the Care Transitions Portal as demonstrated through the One-VA Technical Reference Model v 17.10.

4. Description of market research conducted and results or statement why it was not conducted:

The following research has been completed by Department of Veterans Affairs employees regarding the acquisition of a comparable system to Engineered Care's product, but most require use of that company's EMR/ HER system. Since the VA has its own HER system that was develop in-house the vendors' products would not be compatible with the CPRS/ VistA EMR/ system. These include products such as AllScripts, or HP digital which are not financially, nor technically viable. In vendor research the following was discovered about identified vendors:

Logicare: This product is not integrated with Vista! CPRS to the level that is required to meet the specific need It is similar in form (a printable document for the patient) to the Engineered Care product, but based on the literature reviewed, it only pushes data to Vista after instructions are crated in their software and does not automatically pull data from Vista to generate the documents given to patients. It also requires the installation of their software to generate the instructions. It cannot be called an automated product comparable to Engineered Care. It is also more targeted for Emergency Room discharges rather than inpatient discharges.

Stanley Healthcare: does not have a similar product. Their flow solutions are RTLS based internal informatics rather than patient-centered. They cannot fill this requirement with their product. Stanley Healthcare (888-688-6992).

Centris Healthcare: does not have a similar product. Centris health care (centrishealthcare.com)
Skylight Healthcare: has discharge instruction products, but they are not integrated with CPRS/ VistA and do not have functionality to automatically pull information from it. These products require use of other EMR products. Also, their discharge inforaiton products are based on the patient receiving a username and email and logging in to the products web-portal from home. This is not feasible with the much of the VA's patient population. It does not allow for the same level of customization to patient population and staff needs. Skylight healthcare systems (www.skylight.com, 858-523-3700)

GetWell Network: Currently does not have an automated discharge instruction product. Their interactive patient care system can display some instructions related to discharge, but it cannot be printed and taken home with the Veteran. Also, the Vista intergration of this product is not complete and functional so it is not capable of the automated communication with Vista required at this time. Research was completed with Jeff Gareau (ieffgareaiiva.gov and Carl Kennedy (no longer employed at GetWellNetwork) of GetWell Network, an existing contractor of VISN 8 for interactive patient care about the potential of their products to meet the needs of our Veterans. GetWell Network as

VHAPM Part 813.106 Simplified Acquisition Procedures: Soliciting from a Single Source
Attachment 1: Single Source Justification for SAP under \$150K

indicated above does not have the compatibility to produce a similar product aligned with the facility's needs.

Accordingly, Engineered Care Corporation is the only firm capable of providing these supplies and services described above without the Veteran's Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through competition, and Engineered Care Corporation is the only firm capable of providing the supplies and services described without the VHA experiencing unacceptable delays in fulfilling requirements. These duplications of costs would include the human resource hours to validate another vendor to access our secure VistA and CPRS systems, additional time (in excess of a year) and resources to create a bi-directional web portal that has the capability to communicate to our unique Vista! CPRS software package, resources and the time to create a user-friendly interface for any VA staff member to access without additional software. The current product has the ability to reformat information from CPRS and VistA into an evidence based, clinically sound patient instruction set that can be customized by authorized VA staff. In addition, the current product is proven through evidence based research to reduce readmission rates, increase patient satisfaction and it can also produce a patient friendly discharge instruction booklet in less than 60 seconds with staff interaction. Again, this product has already been tested to function smoothly in multiple IA VA facilities, such as the G.V. "Sonny" Montgomery VA Medical Center in Jackson, Mississippi, to improve patient satisfaction and reduce patient readmissions.

5. **Contracting Officer's Certification:** Purchase is approved in accordance with FAR13.106-1(b). I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Beth A. Cook
197071

Digitally signed by
Beth A. Cook 197071
Date: 2017.12.07
13:43:04 -06'00'

Beth A. Cook
Contracting Officer
Division I, Services Team C
Network Contracting Office 16