

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$3,000**

**FAR PART 8.405-6**

**2237 Transaction # or Vista Equipment Transaction #: 693-12-3-179-0425**

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is a sole-source, brand-name specification, 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 brand:** Provide original manufacturer's name for material or contractor's name for service.

Manufacturer/Contractor: CellaVision Inc.

Manufacturer/Contractor POC & phone number: 4107 Burns Rd, 561-741-3003

Mfgr/Contractor Address: Palm Beach Garden, FL 33410

Dealer/Rep address/phone number: Government Scientific Source, Inc., 12351 Sunrise Valley Drive, Reston, VA 20191, 1-800-248-8030

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

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

Department of Veterans Affairs

Wilkes Barre Medical Center

1111 East End Boulevard

Wilkes Barre, PA 18711

**VISN:**

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

Sole-source, brand name specification for a CellaVision blood and body fluid imaging analysis system.

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

The agency requires a blood and body fluid imaging analysis system. The purpose of this instrument is to allow for image capture and storage for peripheral blood samples, fluids and bone marrow. The instrument performs 100 cell differentials but can also be programmed to do a differential based on a 200 or 500 cell count. The unit also can perform counts on leukopenic samples and therefore will be beneficial as the Agency treats many chemotherapy patients.

The Agency also requires three accessory items to support the system: body fluid application with non-expiring license, competency software with non-expiring license and remote review software with non-expiring license.

**(b) ESTIMATED DOLLAR VALUE: \$** ██████████

**(c) REQUIRED DELIVERY DATE:** 10 October 2012

**(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.**

☒ 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 instrument must interface with the current Beckman Coulter hematology analyzer (DXH800), which performs complete blood counts and a basic differential. After a blood count is performed on the hematology analyzer, the interface will communicate with the CellaVision unit whether or not the image needs to be read by reviewing numerous fields. Currently, the technologist would have to perform a manual differential or manual review of the slide to make this determination.

Government Scientific Source, Inc. is the only small-business GSA contractor that sells the CellaVision DM96, see #6 below for market research efforts.

**(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 purchase of the CellaVision unit represents the best value as it will utilize the existing hematology analyzer. A new HXD800 hematology analyzer is selling for \$115,901.05 from 4MD Medical as of 13 July 2012. It represents the best value to utilize this piece of equipment rather than purchase a new unit that can interface with a different image capture system.

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

The Contracting Officer posted a Sources Sought notice to GSA eBuy on 13 July 2012 with a close date of noon on 17 July 2012 to see if there were any other imaging systems that could interface with the existing hematology analyzer. Two responses were received. All Business Machines, Inc. indicated they did not sell any products that could interface with the existing analyzer, and Sysmex America Inc. indicated they were capable of providing the CellaVision DM96.

The Contracting Officer also performed market research to see if the required unit was available from any required sources. The Contracting Officer found the CellaVision DM96 on GSA Advantage sold by Sysmex America, Inc. (LB) and Government Scientific Source, Inc. (VOSB). The CO contacted both companies for a quote for the system and accessory items (open market items). After the CO contacted both companies for quotes, the VA issued new guidance that all contracts exceeding the micro-purchase threshold, including FSS, shall be awarded to a small business, see attached email.

Copies of all market research efforts are included in the PR briefcase in eCMS.

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

The need for this equipment exists due to a reduction in staff. The unit will perform differentials for complete blood counts and automated blood counts for body fluids and CSF (cerebrospinal fluid). These time-consuming tasks are currently being performed by staff. This instrument will also help to reduce the turn-around time for hematology testing.

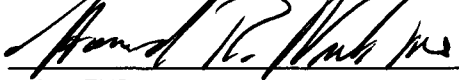
In addition to the benefits noted above, the unit will also allow the fields it analyzes to be viewed by the operator as well as remotely by the clinician. Additionally, the instrument automates the process of identification of cells for body fluids and CSF, which is currently being performed manually. The instrument will allow clinicians to be able to access a patient's historical image(s) for comparison.

**(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:**

If a new hematology analyzer is needed in the future, the ordering activity will review the mandatory supply sources to determine if new systems have become available and ensure the acquisition is competed.

**(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.)*



SIGNATURE

Howard R. Nash, M.D.

NAME

20 July 2012

DATE

Chief, Pathology and Laboratory Medicine Service

TITLE

Pathology and Laboratory Medicine Service

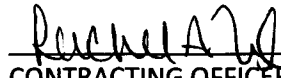
SERVICE LINE/SECTION

Wilkes Barre VAMC

FACILITY

**(10) APPROVALS IN ACCORDANCE WITH FAR 8.405-6(d):**

**a. CONTRACTING OFFICER'S CERTIFICATION (required):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



CONTRACTING OFFICER'S SIGNATURE

Rachel A. Turk, Contracting Officer

NAME AND TITLE

7-28-2012

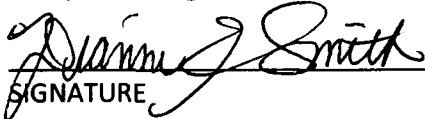
DATE

Wilkes Barre VAMC

FACILITY

**HIGHER LEVEL APPROVAL: (REQUIRED \$3K and above)**

**b. NCM/PCM/DESIGNEE:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



SIGNATURE

Dianne E. Smith, Supervisory Contract Specialist

NAME AND TITLE

July 25, 2012

DATE