

**LIMITED SOURCES JUSTIFICATION****ORDER >\$150,000****FAR PART 8.405-6****Acquisition Plan Action ID: VA262-18-AP-5314**

1. **Contracting Activity:** Department of Veterans Affairs, VISN 22, Network Contracting Office as directed by the VA Long Beach Healthcare System located at 5901 E. 7<sup>th</sup> Street, Long Beach, CA 90822. Transaction Number: 600-18-3-5665-0025.
2. **Description of Action:** This acquisition is conducted under the authority of the Multiple-Award Schedule Program (41 U.S.C. 251 and 40 U.S.C. 501). The service listed in paragraph 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

☒ The requested service represents the minimum requirements of the Government.

Order against: ☒ FSS Contract Number: GS-35F-0506J

Name of Proposed Contractor: Indus Systems, Inc.  
Point of Contact: Mr. Anupam Sachdev – CEO  
Street Address: 2352 Main Street, Suite 301  
City, State, Zip: Concord, MA 01742-3836  
Phone Number: 978-461-0555

**3. Description of Supplies or Services:**

The estimated value of the proposed action is \$406,034.69 for Base plus four option years.

In 2015 the Network Contracting Office (NCO) 22 processed a competitive procurement for the Department of Veterans Affairs (VA) Long Beach Healthcare System (VALBHS), 5901 E. 7<sup>th</sup> Street, Long Beach, CA 90822 to implement a computerized Capital Assets and Facilities Management (CAFM) system solution. Indus Systems, Inc. is the sole source provider who could provide the iDrawings which consist of twenty-five modules and utilizes, each addressing a specific business function and process of the Life Cycle Management of Capital Assets and Facilities/Work Place. It is an integrated web-based Commercial-off-the-Shelf (COTS) enterprise software platform that tightly couples drawings and databases to support mission critical utilization, operation, maintenance and management of Facilities and Assets.

The iDrawings platform enables the integration of drawings and data from BIM Models, construction drawings and operational “as-builts” into a cohesive integrated Facility Life Cycle (IFLC) information repository of Assets and Operational Data.

## Attachment 2: Request for Limited Sources Justification Format &gt;\$150K

Products and services that are used by many organization in the Government and Private Industries. Indus Systems, Inc. was selected as the lowest price technically acceptable proposal to meet the VALBHS needs. The contract award was for a base year plus one option year.

For continuity of services to meet the minimum needs of the VALBHS Engineering Service (138), a sole source procurement is being requested by VALBHS Engineering to access the VALBHS campus as-builts drawings uploaded in iDrawings COTS financed and developed by Indus Systems, Inc. for a base year and four one-year option periods for the annual licenses and maintenance of the Indus System.

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

Pursuant to all of the requirements needed for this procurement, Indus Systems Inc., shall provide all labor, materials, tools, equipment, engineering, and services to incorporate utilities drawings into the VALBHS as-built drawings repository of iDrawings COTS since utilities drawings are the only drawings of the VALBHS campus that have not been uploaded into the iDrawings COTS; Licenses for ten (10) VALBHS Engineers authorized users to access and use the iDrawings system functions to perform their daily work tasks for a period of performance for one base year starting from the date of contract award, and with the Government having the option to exercise four (4) one-year option period to be exercised annually upon the anniversary of the base year end date; provide on-going maintenance of architectural drawings stored in the iDrawings database and related Space and Capital Assets Data during the Licensed Base Year and Option Years Periods.

**(b) ESTIMATED DOLLAR VALUE: Base Year plus four option year periods.**

VA LONG BEACH HEALTHCARE SYSTEM – PRICE SUMMARY						
	BASE YEAR	OPTION YEAR 1	OPTION YEAR 2	OPTION YEAR 3	OPTION YEAR 4	
Software Licenses	\$34,080.00	\$35,784.00	\$37,573.20	\$39,451.86	\$41,424.45	\$188,313.51
Data Maintenance	\$11,953.50	\$12,551.18	\$13,178.74	\$13,837.67	\$14,529.56	\$66,050.65
Drawing Maintenance	\$11,953.50	\$15,551.18	\$13,178.74	\$13,837.67	\$14,529.56	\$66,050.65
Other Cost	\$15,495.04	\$16,269.79	\$17,083.28	\$17,937.45	\$18,834.32	\$85,619.88
<b>TOTAL</b>	<b>\$73,482.04</b>	<b>\$77,156.15</b>	<b>\$81,013.96</b>	<b>\$85,064.65</b>	<b>\$89,317.89</b>	<b>\$406,034.69</b>

**(c) REQUIRED DELIVERY DATE:** Delivery Order/Task Order: 36C26218F0073 will be expiring on April 30, 2018. The Contracting Officer intends to award a Delivery Order/Task Order to Indus System, Inc. on or about the expiration of the current Delivery Order/Task Order.

**(4) IDENTIFY THE AUTHORITY AND SUPPORTING RATIONALE (see 8.405-6(a)(1)(i)(A), (B), and (C) or 8.405-6(b)), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE.**

☐ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

☒ Only one source is capable of providing the supplies or services required at the level of quality required because the supplies or services are unique or highly specialized;

Since the award of the current delivery order in FY 2015 to Indus Systems, Inc. to provide implementation and Maintenance of the Capital Assets and Facilities Management System; the VA has significantly invested man hours (Two years and six months) and money (\$306,211.72) to submit for enhancements and storage of voluminous as-built drawings for the VALBHS campus through Indus Systems. It will be cost prohibitive for maintenance of the as-builts to be redirected to another company.

The system facilities provide the management of information for a broad set of business applications required by VALBHS including as-built drawing maintenance, Space Planning, Capital Asset Inventory, and MEP Maintenance. The system supports the generation of accurate reports on resource usage, and provides automated Capital Assets Inventory (CAI) reporting that reflects current use of Facilities and Capital Assets of the VALBHS.

The iDrawings application enable the VALBHS to accrue benefits that positively impact the overall patient care, while reducing operating and capital cost by improving the effectiveness and efficiency of these operations.

Indus Systems runs the iDrawings application software on Indus' server and VALBHS Engineering, Facilities Planning and Facilities Management users can access the system and data through the Internet. Only Indus Systems can grant the license to users to access the Indus System.

☐ In the interest of economy and efficiency, the new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

☒ Items peculiar to one manufacturer:

☒ A patent, copyright or proprietary data limits competition. The proprietary data was financed and developed by Indus Systems, Inc. Only Indus Systems, Inc. can provide the required services for the VALBHS Engineers to access the iDrawings COTS to review the campus as-builts drawings for VALBHS.

Attachment 2: Request for Limited Sources Justification Format >\$150K

- ☐ These are "direct replacements" parts/components for existing equipment.
- ☐ 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.

Not Applicable.

- ☒ The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

This follow-on Delivery Order for the annual licenses and maintenance renewal was competitively processed in FY 2015 for a base year plus one-year option period for the Implementation and Maintenance of Capital Assets and Facilities Management System.

The requirement was advertised in eBuy since there were Federal Supply Schedule (FSS) holders potentially able to provide the required service. As the result of the solicitation posted in eBuy, only Indus Systems, Inc. submitted a proposal. After evaluation of Indus Systems Inc. proposal by the technical team at VALBHS Engineering Service, Indus Systems, Inc. was deemed the successful offeror who submitted the lowest price technically acceptable proposal, evaluation of Indus proposal was still conducted by three technical evaluators, even though Indus Systems Inc was the only company that submitted a proposal due to the technical aspects of this procurement evaluations were highly recommended.

**(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.404(d) TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:**

It is in the best interest to the Government to process an order for the annual licenses and maintenance renewal of the Indus System, in accordance with Federal Acquisition Regulation (FAR) Part 8.4 – Federal Supplies Schedule. Only 1 authorized small business schedule holder can provide the required annual licenses and maintenance renewal. FAR Part 8.002, provides the prioritized list of Government supply and services sources. According to those priorities, agencies shall satisfy requirements for supplies and services from GSA Schedules in preference to commercial (open-market) sources. By processing this order, the VA has complied with the requirements of FAR 8.002.

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

In accordance with Far Part 10, market research has been conducted for this acquisition by querying the GSA Library at [www.gslibrary.gsa.gov](http://www.gslibrary.gsa.gov) there are no GSA schedule holder that can provide the Annual Licenses and Maintenance of the Indus System. An internet search was also conducted for the market research to determine whether there was any authorized dealer that can provide the annual licenses and maintenance for the Indus System. The Contracting Officer found no authorized dealer that can provide the licenses and maintenance.

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

No other facts support the justification.

**(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:**

Barriers can be removed if this service is no longer required by VALBHS and that Indus Systems, Inc. can no longer provide the required service to enhance and store the VALBHS as-builts. Technology is changing; there is going to be an opportunity to remove or overcome the barrier when there is another cost-effective method or process to redirecting, enhancing and storing voluminous as-builts for VALBHS.

**(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.

Tracy L. Mann  
711666

Digitally signed by  
Tracy L. Mann 711666  
Date: 2018.04.02  
11:43:01 -07'00'

---

SIGNATURE

---

DATE

---

Tracy Mann  
NAME

---

Supervisory, General Engineer  
TITLE

---

Engineering Service (138)  
SERVICE LINE/SECTION

---

VA Long Beach Healthcare System  
FACILITY

**(10) APPROVALS IN ACCORDANCE WITH THE VHAPM Part 806.3 OFOC SOP:**

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

**IMELDA M. MARTINEZ 172851**

Digitally signed by IMELDA M. MARTINEZ 172851  
Date: 2018.04.03 14:32:03 -07'00'

Imelda Martinez  
Contracting Officer  
Network Contracting Office (NCO) 22

DATE

**b. 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.



Sandra Fusco  
Branch Chief, Services Team II  
Network Contracting Office (NCO) 22

04/10/18  
DATE