

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval (J&A)
For
Other Than Full and Open Competition (>SAT)

Acquisition Plan Action ID: VA256-18-AP-6549

1. **Contracting Activity:** Department of Veterans Affairs, Network Contracting Office 16, VISN 16, Gulf Coast Veterans Health Care System.

Purchase Request Number: 520-18-3-143-0022

2. **Nature and/or Description of the Action Being Processed:** This action is for justification for other than full and open competition for the procurement of brand name only, A-Dec dental examination chairs and related equipment. This action will be awarded as one (1) new, firm-fixed price purchase order.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** The Gulf Coast Veterans Health Care System's Joint Ambulatory Care Center in Pensacola, FL has a requirement to purchase A-Dec brand dental examination chairs and related equipment. The following equipment is to be procured:

Products (including software, licenses)				
Item #	Description/Part Number*	Qty	Price	Extended Amount
1	511- A-dec Chairs	10	6,519.80	65,198.00
2	532-A-dec 532 TRAD Delivery System	10	9,464.06	94,640.60
3	551-A-dec 551 ASST Instrumentation	10	1,137.89	11,378.90
4	572- A dec LED Dental LT, 572L, Radius Mount	10	2,114.32	21,143.20
5	521- Doctor's Stool	10	643.27	6,432.70
6	522- ASST Stool	10	715.03	7,150.30
7	Floor Box Assy Large W/O	10	192.96	1,929.60
8	Electric Motor	190	832.91	158,252.90
9	Newtron SLIM HDPC Ultrasonic - Lighted	190	438.60	83,334.00
10	Installation	1	14,000.00	14,000.00
11	Blanket Wrap Service	1	11,620.00	11,620.00

The total estimated value of this acquisition is \$475,080.20 for complete delivery and installation within 90 days after receipt of order.

Delivery date: 8/30/18 (90 days ARO)

FAR13.5 Simplified Procedures for Certain Commercial Items: This procurement is for A-Dec Dental Examination Chairs and related 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 FAR 6.303-2.

4. Statutory Authority Permitting Other than Full and Open Competition:

- (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;

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

The Gulf Coast Veterans Health Care System requires the purchase of A-dec brand dental examination chairs and related equipment, to replace existing chairs that have aged beyond their service life for the Joint Ambulatory Care Center facility in Pensacola, FL. The facility has existing A-dec dental chairs currently in use, parts and hand-pieces for specific use with the A-dec brand dental chairs, and VA personnel trained on the repair of these units. Therefore, the Gulf Coast Veterans Health Care System is requesting the procurement of brand name only equipment manufactured by A-dec Inc, for compatibility with existing equipment. The procurement of A-dec brand equipment allows for functional standardization throughout both facilities, the continued use of the spare parts and equipment inventory without the need to procure additional equipment, and the continued in-house maintenance of the dental chairs without having personnel retrained on repairing different brands. In the interest of standardization, new purchases of this equipment to be supported by the Gulf Coast Veterans Health Care System should be the same brand. Accordingly, A-dec brand equipment identified in Section 3 above, is the only equipment that can meet the Government's need without the Veteran's Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through unrestricted competition and unacceptable delays in fulfilling its requirements.

The required Brand Named equipment is required to replace previously procured A-Dec Dental Equipment in use at the Gulf Coast Veterans Health Care System and its community base outpatient clinics.

The A-dec Units delivery systems units are used throughout VISN 16 for direct patient care and are compatible with the hand-pieces currently in use.

- 6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** To ensure that offers are solicited from as many potential sources as practicable, the Contracting Officer published Source Sought 36C25618Q9353 on FBO on March 26, 2018 for nine (9) days for the delivery and installation of Dental Equipment – chairs. Eight (8) responses were received. Responses were reviewed for the vendor's capability to provide the A-dec Brand name chairs and equipment, their socioeconomic status, and the vendors capability to meet the requires of the installation requirements of this procurement.

7. **Determination by the CO that the Anticipated Cost to the Government will be Fair and Reasonable:** The Contracting Officer has determined that the anticipated cost to the government will be considered fair and reasonable based on the competition resulting from the Brand Name Only SDVOSB Set-Aside solicitation that will be posted on FBO.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** As described in Section 6 above, market research, in accordance with FAR Part 10, was conducted by synopsis of the proposed acquisition, advising industry of the pending acquisition and soliciting inquiries from interested parties. The market research, which included a search on VIP, FBO, and FPDS. Sources Sought 36C25618Q9353 published to FBO resulted in two (2) Service Disabled Veteran Owned Small Business (SDVOSB), two (2) Veteran Owned Small Business, and one (1) large business concerns expressing interest in the acquisition and are capable of providing the requested items via the Open Market. A search on the VIP returned 80 SDVOSB/ and 11 VOSB entities matches using NAICS 339114 and key words, A-dec Dental Equipment. A search using key words, A-dec Dental Chair returned, 37 SDVOSB matches and seven (7) VOSB matches. A search on FPDS returned four (4) matches for the procurement of A-Dec chairs by the VA in FY18. The Contracting Officer contacted A-Dec, Inc., the manufacturer of the required equipment to determine authorized dealers or resellers of their products.

Based on the above market research results, the VA Rule of Two in accordance with (IAW) 38 U.S.C. 8127 would be met by soliciting SDVOSBs as the Contracting Officer has a reasonable expectation that two or more small business concerns owned and controlled by veterans will submit offers and that the award can be made at a fair and reasonable price that offers best value to the Government.

9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** The Adec delivery systems units are currently used throughout VISN 16 for direct patient care and are compatible with the hand-pieces currently in use. The existing A-Dec equipment and accessories will be upgraded to meet the changing needs of the Veteran population Dental providers serve. The new equipment will support the continuity of care for providers as well as this will be a technology upgrade from prior vendor.
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** The following companies expressed interest in the acquisition:
- 1) AB Martin Services, Inc., 7959 W Gibbs Rd, Springdale, AR
 - 2) Henry Schein, 10920 West Lincoln Ave, West Allis, WI 53227
 - 3) AVCO Enterprises, 43 Second Street, New City, NY 10956
 - 4) Dentist 2 Dentist Supply Co., Inc., 6559 Berringer St., El Paso, TX 79932
 - 5) Mid America Government Supply, 121 Exchange Blvd, Glendale Heights, IL 60139
 - 6) Alko Enterprises, Inc., 7416 N Broadway Ext, Suite H, Oklahoma City, OK 73116
 - 7) ProAlliance Corp., 28 N Ayer St, Ste 1, Harvard, IL 60033-2804
 - 8) Fuzion Contracting, LLC, 1568 Nanneys Creek Rd., Virginia Beach, VA 23457
11. **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:**

The Gulf Coast Veterans Health Care System and the Network Contracting Office 16 will continue to work with the industry in conducting market research to identify opportunities to compete future requirements.

12. 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.

NICOLE M.
PATTERSON
1101378



Digitally signed by
NICOLE M. PATTERSON
1101378
Date: 2018.05.15 07:35:04
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Nicole Patterson
Biomedical Engineer
Gulf Coast Veterans Health Care System

Date

13. Approvals in accordance with the VHAPM Part 806.3 OFOC SOP:

a. **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.

Arlene F. Blade
182236



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182236
Date: 2018.05.16 11:21:22 -05'00'

Arlene A. Blade
Contracting Officer
Network Contracting Office 16

Date

b. **One Level Above the Contracting Officer (Required over SAT but not exceeding \$700K):** I certify the justification meets requirements for other than full and open competition.

Renata Ott
Branch Chief, DIV. II – Supply Team C
Network Contracting Office 16

Date