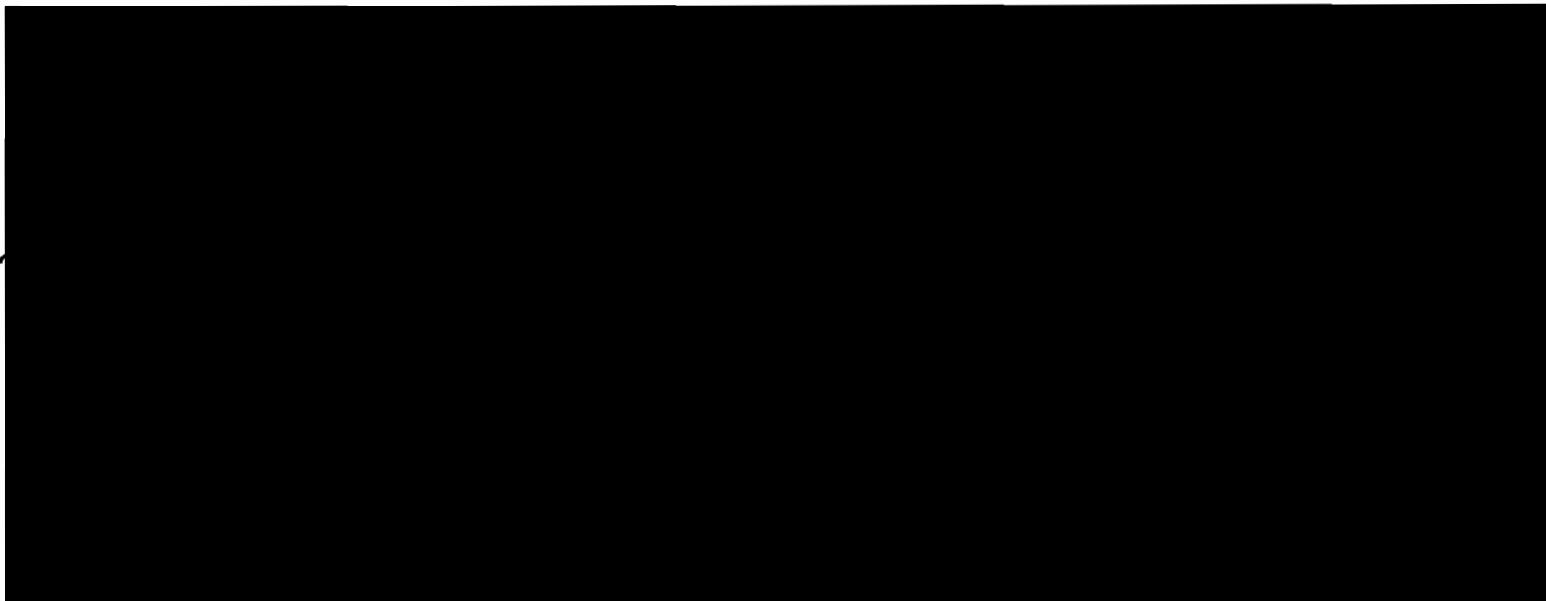


Sterile Processing Workflow and Inventory Management System

VISN 12 Veterans Integrated Service Network

Control Number: TAC-18-49313



JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION

1. Contracting Activity: Department of Veterans Affairs (VA)
Office of Procurement, Acquisition and Logistics
Technology Acquisition Center
1701 Directors Blvd
Austin, TX 78744
2. Description of Action: The proposed action is for the award of a firm-fixed price (FFP) contract for a brand name instrumentation tracking solution from Censis Technologies, Inc. (Censitrac), including hardware, software, maintenance, and training.
3. Description of Supplies or Services: The proposed action is to obtain the Censitrac surgical instrumentation tracking solution to include training, various hardware parts (86 computers, 145 barcode/instrument scanners, 32 document scanners & camera setups, and ancillary equipment), 10 each Censis Sterile Processing Workflow (SPW) software licenses & renewals, and software maintenance for Veterans Health Administration (VHA) Veterans Integrated Service Network (VISN) 12. These products will be deployed to nine sites within VISN 12, specifically, Jesse Brown VAMC, Illiana VAMC, Edward Hines VAMC, Oscar G. Johnson VAMC, William S. Middleton VAMC, Clement J. Zablocki VAMC, Milo C. Heumpfner CBOC, Capain James A. Lovell FHCC, Tomah VAMCC). In addition, the existing Madison WI and Danville IL sites require renewal of the software license and supplemental hardware upgrades to expand on their existing solution. The extensive Censitrac infrastructure in Madison WI and Danville IL will remain. The solution will provide VISN 12 facilities with the ability to monitor and directly account for the start-to-finish reprocessing of all reusable dental and surgical instrumentation. This level of accountability ensures the VA stays in compliance with reprocessing policies and procedures, and that all instrumentation is properly cleaned every time, before use on a patient. The solution includes the hardware (computer workstations, printers, and barcode scanners), chemical etching & barcode labels required to mark over 160,000 individual instruments, user training, software licensing, and professional services to roll out the solution at eight different VA medical center campuses in VISN 12.

The total estimated value of the proposed action is [REDACTED] inclusive of two 12-month option periods to cover annual license subscription fees for software and technical support services.

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 Censitrac, 830 Crescent Centre Dr #610, Franklin, TN 37067. The Censitrac solution is the only instrument tracking solution available on the market that provides a fully automated and electronic staff competency module. The module provides the VA

the ability to convert from hard copy staff competency record keeping system to an electronic database for staff training compliance.

Currently, the Madison WI and Danville IL sites within VISN 12 are only utilizing the Censitrac solution and its competency module to manage over 20,000 competency documents for its SPS staff. These documents have been developed within the Censitrac product solution, are proprietary in format, and can only be shared with other sites that have Censitrac installed. Other solutions cannot utilize the work that has already taken place in developing those competency documents, failing to meet the VA's interoperability and compatibility requirements. The deployment of any other product in VISN 12 would require a complete redesign and redevelopment effort currently in the Madison WI and Danville IL sites that would result in many months of delay to the transformation of the existing staff record systems.

VA requires the additional sites discussed in Section 3 of this justification to deploy this electronic competency functionality to expedite the conversion from hard copy competency tracking to automated electronic tracking. VA requires the additional sites to communicate with existing Censitrac solutions in VISN 12 to meet VA's functional requirements for a staff competency database to ensure 100% compliance and accountability across the network for the quickest possible response to changes in training requirements and policy. Madison WI and Danville IL are already able to share and exchange documentation because they utilize the same proprietary software – their application servers can communicate directly with one another and/or files may be shared and uploaded separately. This is critical to meet VA's needs as this significantly cuts down the time required to manage changes to documentation policy. In VISN 12, there are over 130,000 pages of competency documentation that must be managed and updated every 1-3 years. Instead of each site modifying their own version, with Censis, all versions can be updated at the same time, cutting the administrative time by 85%, which translates to significantly quicker compliance.

In the current state for sites without Censitrac, the vast number of compliance documents that must be continually tracked for accuracy and currency results in a system that is 'built to fail' as there will always be documents that are outdated, potentially placing staff and/or patients at risk due to improper reprocessing of critical/semi-critical surgical instrumentation that lead to post-operation infection and disease. The Censis system will eliminate the burden of continual document management by automating the update process for SPS competency database changes, ensuring that staff responsible for instrument reprocessing are competent and education-current.

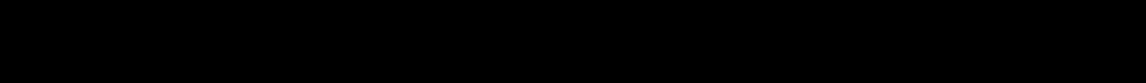
Further, the solutions already deployed at Madison WI and Danville IL consist of customized design and workflow that would not directly translate into another solution, which is to say that the certain hardware already deployed at these facilities will not be re-usable with another solution. Significant duplicated costs would be incurred to purchase additional/redundant hardware, software, installation & training services, and to redesign the established tracking workflow. The VA estimates this duplicated effort

would result in delivery delays of 6-9 months and duplicated costs of approximately \$400K that could not be recovered through competition. These estimates are based on pricing of similar instrument tracking solution implementations in VISN 12.

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 Censis Technologies is the only provider of Censitrac software 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.

8. Market Research: Market research was conducted on February 5, 2018, to ascertain the ability of other similar training, hardware, software, and maintenance meeting VA's needs. The Contract Specialist issued a Request for Information (RFI) with a draft Product Description on February 5, 2018, to open market contractors through Federal Business Opportunities. The RFI included language to secure the 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 February 13, 2018. Only one response was received, from Censis Technologies, Inc. The response revealed Censis Technologies is the only source capable of meeting the requirements of this acquisition. Additional market research was conducted through the Veterans Information Portal (VIP) 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.



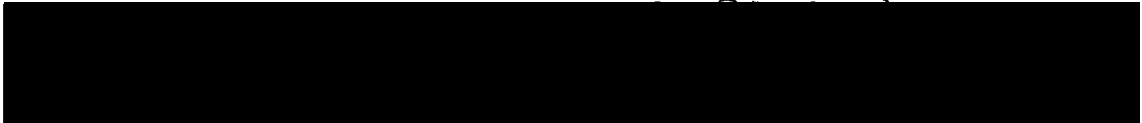
Based on procurement history and the RFI response, Censis Technologies does not have resellers. Based on this market research, only Censis Technologies training, hardware, software, and maintenance can meet VA requirements.

9. Other Facts: The national RTLS contract provides an integrated solution that was designed, vetted. The solution includes 4 pillar technologies of RTLS (SPS, Asset, Cath Lab Supply, and Temperature Monitoring) that are integrated by a single middleware engine. No other instrument tracking systems have been incorporated into this umbrella design of interoperability. Choosing an alternate solution would require extensive design testing to prove it's interoperability, followed by extensive reviews and approvals by VA OIT (time and monetary implications are significant). A system-redesign would be required to integrate a instrument tracking solution other than Censis.

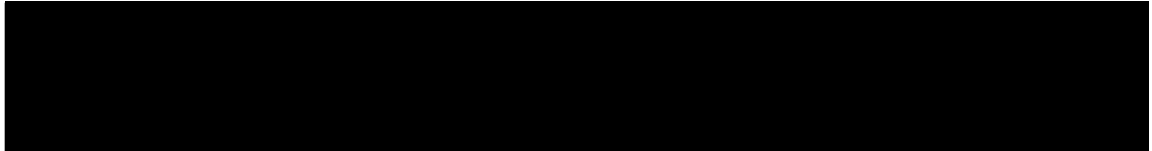
10. Technical and Requirements Certification: I certify that the supporting data under my cognizance, which are included in this justification, are accurate and complete to the best of my knowledge and belief.



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.



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



Approval

In my role as procuring activity Advocate for Competition, based on the foregoing justification, I hereby approve the acquisition of a brand name instrumentation tracking solution from Censis and associated services, on an other than full and open competition basis pursuant to the statutory authority cited in paragraph 4 above, subject to availability of funds, and provided that the property and services herein described have otherwise been authorized for acquisition.

