


JUSTIFICATION FOR A SOLE SOURCE AWARD  
FOR CERTAIN COMMERCIAL ITEMS

1. **Contracting Activity:** Department of Veterans Affairs (VA)  
Office of Acquisition Operations  
Technology Acquisition Center  
1701 Directors Blvd  
Austin, TX 78744
  
2. **Description of Action:** The proposed brand name action will be a firm-fixed price order in accordance with Federal Acquisition Regulation (FAR) part 13 for the purchase of brand name Welch Allyn products and services.
  
3. **Description of Equipment and Services:** The proposed action is for the replacement and upgrade of the Welch Allyn Connex Vital Signs Monitor server and purchase of additional Connex Vital Signs monitors. These will be purchased in order to complete the replacement of the fleet (Welch Allyn Spot LXI) as they are past their life expectancy. This upgrade will provide new hardware, software, onsite visit to install new server, install SQL server, migrate data from old server to new server, setup image forwarding to VistA, and connectivity of all Connex vital signs monitors (both new and in-use) to the wireless network. This includes: 36 each Connex 6800 Vital Signs Monitor, 1 each Connex Server, 1 each Connex Server Application Software, 76 each Welch Allyn Connectivity license, 36 each Mobile Stands and 36 each Barcode scanners with Holders. The licenses have a period of performance of 12 months.  

  
4. **Statutory Authority:** The statutory authority permitting other than full and open competition is 41 U.S.C. 1903 as implemented by the Federal Acquisition Regulation (FAR) Subpart 13.501, entitled "Special Documentation Requirements".
  
5. **Rationale Supporting Use of Authority Cited:** Based on the market research conducted as described in paragraph 8 limited competition is anticipated for this requirement. Only authorized resellers of Welch Allyn can meet the VA's requirements. The current vital signs monitors in use are Welch Allyn Spot LXI and Welch Allyn Connex. This purchase will migrate the remaining fleet of LXI to Connex. In addition, Welch Allyn will be working to improve functionality by helping to configure the monitors to send data directly to the patient record. Currently there are 30 Welch Allyn Connex wireless vital signs monitors in use at VA Bedford. The current server is past its life expectancy and needs to be upgraded to a more robust server utilizing the proprietary Welch Allyn software for successful data migration and integration of additional vital signs monitors. Additional monitors must also be consistent with

those already in use for a successful expansion. For patient safety, it is essential to remain with consistent make/model of the device to decrease a variety of accessories which may cause confusion for nursing staff when connecting to the vital signs monitors. By purchasing the same make and model, we are able to remove this potential error improving overall patient safety and decreasing workload burnout.

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. Additionally, the proposed action will be synopsisized on the Federal Business Opportunities 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:** VA technical personnel conducted market research by conducting internet searches for similar equipment [REDACTED] [REDACTED] only the Welch Allyn brand can meet the compatability and interoperability requirements described in paragraph 5 above. The technical experts confirmed that brand name Connex Vital Signs Monitor system is the only product that can replace the current system without performance degradation.

The Contracting Officer conducted additional market research and found several resellers capable of meeting the requirement.

9. **Other Facts:** N/A

