

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval (J&A)

For

BRAND NAME ONLY

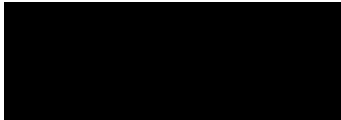
Acquisition Plan Action ID: [REDACTED]

1. **Contracting Activity:** Department of Veterans Affairs, VISN 06, Hampton VA Medical Center, 100 Emancipation Drive, Hampton, VA 23667 [REDACTED].
2. **Brief Description of Supplies/ Services required and the intended use/Estimated Amount:** Richmond VAMC is requesting Universal Laser Systems VLS460 24"x18" 60-Watt Laser Cutter / Engraver and supporting equipment. This device will be used to fabricate custom assistive technology for Veterans with physical disabilities. It will allow the Assistive Technology Program to quickly and safely modify existing devices by engraving tactile cues, labels, and other features for Veterans with low vision and physical or cognitive impairments. It will allow rapid fabrication of devices using materials ranging from plastics, glass, ceramic, and wood. [REDACTED]
3. **Unique characteristics that limit availability to only one source, with the reason no other supplies or services can be used:** The Assistive Technology Program requesting this laser cutter system already owns a specific air compressor that interfaces directly with this device both physically and in software. This compressor is necessary for the laser cutter to effectively and safely cut materials. This compressor will not work with any other brand system. This compressor is manufactured by Universal Laser Systems. It is preferable to have the entire laser cutting system supported by the same company to make repairs and services more efficient and cost effective. Acquiring any other equipment or laser would result in unacceptable delays in fulfilling the agency's requirements and substantial duplication of cost to the Government that is not expected to be recovered through competition.
4. **Description of market research conducted and results or statement why it was not conducted:** VIP search under search term laser cutter yielded 82 results; 64 SDVOSB and 18 VOSBs. GSA search revealed 259 (all socio-economic indicators) possible contractors with 21 SDVOSBs and 41 VOSBs. Acquisition history shows several laser products and accessories have been procured within the agency. Telephonic consult with the manufacturer Universal Laser Systems Inc's Business Development representative, Charles Bosnos, shows that they have several distributors in different parts of the country and distribution is based on region/territory. These territories have been established to meet customer needs and allow for more rapid repairs, service, and training thus maintaining high standards of quality assurance and services. Additional telephone consult with Michael Ireland, Universal Laser Systems Inc's Global Channel Account Manager, revealed that although the company does not have an official authorized distributor list, businesses that distribute for them must complete all of their training requirements to be a full service distributor of Universal Laser Systems, Inc. Mr. Ireland further asserted telephonically and via email that in the Maryland,

Virginia, West Virginia, Washington DC, New Jersey, Pennsylvania and Florida regions, TyrrellTech INC (DUNS 025990537; SB) is the only known trained professional for Universal Laser Systems. Therefore, the only firm authorized to sell, install and offer after sale support for Universal Laser Systems' complete product line.

- 5. Contracting Officer's Certification:** *Purchase is approved in accordance with FAR13.106-1(b). I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.*

Prepared by



Approved by

