

Attachment 1: Request for SDVOSB/VOSB Sole Source Justification Format >SAT

**DEPARTMENT OF VETERANS AFFAIRS**

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

**Acquisition Plan Action ID:** 36C248-18-AP-1995.

- 1. Contracting Activity:** Department of Veterans Affairs, VISN 08, VAMC Bruce W. Carter located at 1201 NW 16th Street, Miami, FL 33125. 2237 # 546-18-4-400-0516.
- 2. Nature and/or Description of the Action Being Processed:** The government requires the acquisition of a Karl Storz endoscopic system composed of digital imaging devices that provide live video of the surgical procedure on the Operating Room (OR) monitors and audio files. In addition to this endoscopic system the government requires an ergonomic integrated Boom and Light system to support this technology. Together, the Boom/Light and endoscopic video system with accessories, compose the hybrid room.

**FAR13.5 Simplified Procedures for Certain Commercial Items:** The requirement can only be satisfied by only one Service Disabled Veteran Owned small business (SDVOSB) source. 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.

- 3. Description of Supplies/Services Required to Meet the Agency's Needs:**  
The Karl Storz equipment are digital imaging devices that provide live video of the surgical procedure on the OR monitors and audio files. The devices archive to DVD, CD-ROM, USB stick, and network path. Surgeons can view the images and print pictures when required. The required items are an addition to the current Karl Storz Operating Room endoscopic system. The ergonomic integrated Boom and Light system with accessories supports this technology. All these items create a Hybrid Operating Room.

<b>Item #</b>	<b>Description/Part Number*</b>	<b>Qty</b>
	<b>Mount A</b>	
1730MLO	Anesthesia Boom	1
110106	Boom, Mounting System, 8" or 12" Span	1
	<b>With Tandem Mounted</b>	
V100H	vidiaPORT 3000 Single FP Mount, 26" max. Monitor; Extended Length Arm (up to 1750mm)	1
MS-A	KIT, ACCESSORIES W/OUT LAMPHEADS MOUNTING	1
	<b>Mount B</b>	
2300MHLPH	Philips Monitor Arm	1

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110106	Boom, Mounting System, 8" or 12" Span	1
	<b>With Tandem Mounted</b>	
i970H	3rd Party Mount Support on Independent Arm / iLED 7 incl. Wall Control; Extended Length Arm (up to 1750mm); Excludes X-ray Shield	1
111213	Pass thru X-ray Shield, (24"x32") Requires: 900 Series Mount Arm System	1
MS-1	Mounting Kit, Single Lamphhead	1
	<b>Mount C</b>	
2600HL4	Equipment Boom	1
110106	Boom, Mounting System, 8" or 12" Span	1
	<b>With Tandem Mounted</b>	
i970H	iLED 7 incl. Wall Control / vidiaPORT 3000 Single FP Mount, 26" Max Monitor	1
MS-1	Mounting Kit, Single Lamphhead	1
	<b>Mount D</b>	
2300MHLPH	Philips Monitor Arm	1
110106	Boom, Mounting System, 8" or 12" Span	1
	<b>With Tandem Mounted</b>	
i970H	3rd Party Mount Support on Independent Arm / iLED 7 incl. Wall Control; Extended Length Arm (up to 1750mm); Excludes X-ray Shield	1
111213	Pass thru X-ray Shield, (24"x32") Requires: 900 Series Mount Arm System	1
MS-1	Mounting Kit, Single Lamphhead	1
	<b>Mount E</b>	
1865MML0	Perfusion Boom	1
110106	Boom, Mounting System, 8" or 12" Span	1
TVW-2000	TruVidia System, incl. Wireless Camera and Wall Receiver	1
INS-B1/INS-L1/INS-L2	Installation	1
ESSENTIAL NEO	ESSENTIAL NEO	1
WUIS1226	MODULE, DVI, FIBER, TX, 2G	10
WUIS1227	MODULE, DVI, FIBER, RX, 2G	10
WUIS883	POWER SUPPLY, 5V, 1 AMP	20
WUIS48	CABLE, RIBER, SC, 15 FT	10

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WUIS849-01	CONVERTER, ANALOG -DIGITAL 1080P, DVI, INCLUDES A POWER SUPPLY AND 400 C POWER CORD	2
NC3-IP	CAMERA FOR NC3-IP SYSTEM	1
OR1-FSI	OR1 FULL SERVICES AGREEMENT 18 MONTHS OF SERVICE COVERAGE IN ADDITION TO THE STANDARD ONE YEAR WARRANTY	1
IMAGE1S-H3-X-KT	IMAGE1 S CONNECT WITH H-3 LINK, X LINK, KEYBOARD ADAPTER	1
201331-20UO-1	SCB 300W XENON LIGHT SOURCE	1
TM340	32" 4K MONITOR	3
20205501-140	AIDA HD CONNECT, WITH SMARTSCREEN	1

**4. Statutory Authority Permitting Other than Full and Open Competition:** 41 USC §3304(a)(5), 38 U.S. Code § 8127, as implemented by FAR 6.302-5 (Authorized or Required by Statute). COs may use the non-competitive (sole source) procedures authorized in VAAR 819.7007 or 819.7008 up to \$5,000,000. Check the specific VAAR clause used below:

- (x) 819.7007 Sole source awards to a verified service-disabled veteran-owned small business; or
- ( ) 819.7008 Sole source awards to a verified veteran-owned small business

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

L1 Enterprises Inc. DUNS 800190782 is an SDVOSB that can provide all items open market pricing, items are not available under their FSS contract. This is the only company authorized to distribute required products.

The required items will complete a Hybrid Operating Room with equipment and accessories. The equipment requested shall be compatible with all other operating room suite equipment and infrastructure currently in use throughout the department to maintain standardization and connectivity between all systems. All Hybrid Operating Room equipment shall be able to be supported by onsite Karl Storz techs. Purchasing non-Karl Storz digital imaging equipment and components would require the entire infrastructure to be replaced which would result in the substantial duplication of cost (estimated more than 6 million dollars) that could not be recovered by the VA through competition.

We have also a service contract in place with Karl Storz VA248-17-P-2010 in order to maintain the integration of the Karl Storz OR1 system. In addition to that contract we have an on-site tech and repair services contract with Karl Storz at the Miami VA VA248-15-C-0162.

Karl Storz was contacted about the use of other equipment brands with the Karl Storz equipment and infrastructure and the company representative replied their system is proprietary. The products are FDA registered devices thus requiring only the use of tested and validated components.

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**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:**

Karl Storz who has proprietary software bios technology is a large business (LB) under DUNS 075293423 and confirms there is only one SDVOSB authorized reseller which is L1 Enterprises Inc. DUNS 800190782.

**7. Determination by the CO that the Anticipated Cost to the Government will be Fair and Reasonable:**

The anticipated cost will be determined fair and reasonable by evaluating the quoted price against market prices and past purchases within the VA system.

**8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:**

Market research conducted online, FSS, NAC, GSA, FPDS, SAM, FBO, VetBiz and dynamic small business searches. Market research shows that items are not available thru mandatory sources. VIP identified 265 SDVOSB vendors. There are only 2 known sources that can provide Karl Storz brand and that is L1 Enterprises an SDVOSB and Karl Storz a LB.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:** Karl Storz is the brand currently in use at the Miami VA.

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:**

Karl Storz Endoscopy-America, Inc. LB manufacturer. L1 Enterprises Inc. DUNS 800190782 only SDVOSB authorized distributor of Karl Storz Endoscopy. SDVOSB vendors offering other brands such as Skytron and Olympus: Thundercat Technology, Alliant Healthcare, Buffalo Supply, Cirrus Medical Technologies and FEDCO LLC.

**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 justification will be posted on FedBizOpps (FBO) for 30 days in accordance with FAR 6.305 allowing interested sources an opportunity to respond. The Government will continue to conduct market research to ascertain if there are changes in the market place for 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.

Ivonne Fernandez  
418543

Digitally signed by Ivonne  
Fernandez 418543  
Date: 2018.08.30 14:12:01  
-04'00'

Name: Ivonne Fernandez  
Title: AO\_Operative Care  
Facility: Miami VA

08/30/2018

Date

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**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.

CAMILLE S.  
ALDERMAN  
715551



Digitally signed by CAMILLE  
S. ALDERMAN 715551  
Date: 2018.08.30 14:14:30  
-04'00'

08/30/2018

Name: Camille Alderman  
Title: Contracting Officer  
Facility: VISN 8 Contracting

Date

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

JOHNNY B JONES  
437675



Digitally signed by JOHNNY B  
JONES 437675  
Date: 2018.08.30 15:36:39 -04'00'

08/30/2018

Name: Johnny Jones  
Title: Product Line Supervisor  
Facility: VISN 8 Contracting

Date