

## DEPARTMENT OF VETERANS AFFAIRS

### Justification for Single Source Awards IAW [FAR 13.106-1](#) For Over Micro-Purchase Threshold but Not Exceeding the SAT (\$150K)

Acquisition Plan Action ID: VA69D-17-AP-10033

1. **Contracting Activity:** Department of Veterans Affairs, VISN 12, Tomah, WI VA Medical Center. Purchase request 676-18-1-969-0011.
2. **Brief Description of Supplies/ Services required and the intended use/Estimated Amount:** The Tomah VA Medical Center needs new beds throughout the facility. They have a requirement for quantity two (2) new Hill-Rom Advanta II with P500 therapy surface with blower and quantity twenty-one (21) Advanta II with Accumax Quantum VPC surface. The total estimated value of the acquisition is [REDACTED].
3. **Unique characteristics that limit availability to only one source, with the reason no other supplies or services can be used:** The Tomah, WI VA facility has a total bed count inventory of approximately \$1.5 million. The stock currently on hand for repair and excess Hill-Rom parts and mattresses is approximately \$70,000. There is a current base and four option year contract with Hill-Rom for headwall service/maintenance (VA69D-16-C-0202) which was effective 09-16-2016 with an ultimate completion date of 08-31-2021 in the amount of approximately \$102,000 per year (approximately \$437,009 for the base and all options). The beds require direct connect cords to connect the beds to the headwalls, the cost of which totals approximately \$10,800 and which were purchased last year. If a different brand of bed were to be purchased the VA would need to buy new cords (and couplers as well so the beds could be plugged into the existing Hill-Rom headwalls), a new stock of repair parts and mattresses, and a new service contract would need to be implemented. The amount of changes needed would be cost prohibitive and not in the best interest of the Government. The Hill-Rom brand beds are the only beds capable of meeting the need of the VA described without the Veteran's Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through competition.
4. **Description of market research conducted and results or statement why it was not conducted:** The IGCE of [REDACTED] indicates the NMR does not apply. The NAICS is 339113. The FSC is 7195. The size standard is 750 Employees. The NAICS/FSC/Description does match one of the SBA class waivers so set-asides can be pursued. There are other hospital beds but to procure those would be cost prohibitive as the current bed and headwall system throughout the hospital are Hill Rom and if the VA purchased new beds the VA would also have to purchase the additional headwall equipment which, again, would be cost prohibitive and not in the best in the best interest of the Government. The manufacturer has stated they have one SDVOSB and one VOSB authorized distributors on the open market (Fedco, LLC and JLS Medical Products Group respectively); both of these distributors are verified in VIP.

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.

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Daniel Rasmussen  
Contracting Officer