

DEPARTMENT OF VETERANS AFFAIRS

FAR 8 – Justification for Limiting Sources (LSJ)
For
Limiting Sources (<SAT)

Acquisition Plan Action ID: 36C244-18-AP-0447

- Contracting Activity:** Department of Veterans Affairs, VISN 04, 542 Coatesville VA Medical Center is in need of replacement dental furniture and equipment for dental clinics located at the main facility; 1400 Blackhorse Hill Road, Coatesville, PA 19320.
- Description of Action:** This is a new requirement for furnishings to be procured from an existing contract

Order against: FSS Contract Number: V797D-70087

Name of Proposed Contractor: A-Dec, Inc.
Street Address: 2601 Crestview Drive
City, State, Zip: Newberg, OR 97132
Phone: 404-690-0821

3. Description of Supplies or Services:

The estimated value of the proposed action is \$ 152,570.99

This contract is to procure furnishings and equipment to outfit five existing dental exam rooms. The furnishings and equipment include doctor chairs, assistant chairs, dental exam chairs, LED track mounuted lights, assistant instrumentation, HDPC Electric Motor, TRAD delivery system, upper storage unit, dispensing unit, and accessory console. The breakout of the specific furnishings and equipment can be seen below.

Description	Qty	Price	Extended Amount
Doctor Chairs	5	\$ 702.21	\$ 3,511.05
Assistant Chairs	5	\$ 776.53	\$ 3,882.65
Dental Chairs	5	\$ 7,027.24	\$ 35,136.20
LED Light, Track Mount	5	\$ 2,906.23	\$ 14,531.15
Assistant Instrumentation	5	\$ 1,212.11	\$ 6,060.55
HDPC Electric Motor	10	\$ 841.19	\$ 8,411.90
TRAD Delivery System	5	\$ 9,692.31	\$ 48,461.55
Upper Storage Unit	1	\$ 982.05	\$ 982.05
Dispensing Unit	1	\$ 496.16	\$ 496.16
Accessory Console	1	\$ 4,369.67	\$ 4,369.67

SUBTOTAL (Products) \$ 152,570.99

The equipment listed above is used to provide dental services to Veteran patients. The dental chairs are utilized for patients to lay on during treatment. The chairs come equipped with the required air and water tubing utilized for the dental hand pieces used to clean patient's teeth. The chairs also are equipped with assistant instrumentation so two people can perform the exam or procedure at the same time. The doctor and assistant chairs are utilized by the staff during the patient appointment to relief stress from standing over the patient. The LED lights are utilized to illuminate the patient's mouth for a better view. The storage units are utilized to hold the required supplies for the exam room.

This item is peculiar to the manufacture A-DEC, but can be purchased through distributors. This contract is being procured as **BRAND NAME only**.

4. Authority:

ORDER AGAINST FSS: Authority of the Multiple Award Schedule Program, Title III of the Federal Property and Administrative Services Act of 1949 (41 USC 251, et seq.); Title 40 USC 501, Services for Executive Agencies; and Section 803 of the National Defense Authorization Act of 2002 (PL 107-107) and implemented by [FAR 8.405-6](#). Mark the applicable exception:

- An urgent and compelling need exists**, and following the procedures would result in unacceptable delays([FAR 8.405-6\(a\)\(1\)\(i\)\(A\)](#));
- Only one source** is capable of providing the supplies or services required at the level of quality required because the supplies or services are unique or highly specialized; ([FAR 8.405-6\(a\)\(1\)\(i\)\(B\)](#));
- In the interest of economy and efficiency, the new work is **a logical follow-on** to an original Federal Supply Schedule order and the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. **The original order was not previously issued under sole-source or limited-sources procedures** ([FAR 8.405-6\(a\)\(1\)\(i\)\(C\)](#)); or
- Items peculiar to one manufacturer.** An item peculiar to one manufacturer can be a particular brand name, product, or a feature of a product, peculiar to one manufacturer). A brand name item, whether available on one or more schedule contracts, is an item peculiar to one manufacturer ([FAR 8.405-6\(b\)](#)).

5. Rational/explanation to support cited authority We currently have A-Dec dental equipment and furnishings in use on campus in our 5 dental exam rooms. This equipment and furnishings is past it's end of life and needs to be replaced. Ordering the latest version of A-Dec equipment and furnishings will greatly reduce the overall cost of this purchase. The current rooms have air and water valves that are currently fitted with A-DEC compression fittings. If another manufacturer chair is purchased, new air and water valves fittings will have to be purchased, increasing the cost of this purchase. The compression

fittings for A-Dec will not integrate with a different manufacturer dental chair properly. If the compression fittings are not purchased and changed, the air and water could leak out of the valves causing flooding to the dental exam room and floors below. The chairs will also not work if there is not a proper amount of air flow to the handpieces. The air is what drives the dental handpiece motors to work. The valves and piping for the air and water currently sit below floor level in a footprint designed for the current A-Dec chairs. The A-Dec chairs connect to these valves so that the chair sits on the floor and acts as a cover to these valves and pipes. The newest model of A-Dec chairs has the same footprint as the current model. Therefore, the chair can be easily installed on the current valves and piping and continue to act as a cover. Purchasing a different manufacturer could lead to the valves and piping to have to be relocated in the room to accommodate for the footprint of the chair. The location on the connections on the other manufacturer's chair may not align with the current footprint. Having to relocate valves and piping would cause the entire Dental clinic to be shut down for several weeks increasing the wait time for patients to be seen and increasing the amount of appointments that have to be sent out to outside providers. It would also greatly increase the cost as major construction would have to be done. It would also affect the floor below as the contractors would need access from the floor below as well in order to properly install. Even if the valves and piping do not need to be relocated, there is no guarantee the current sunken footprint would be completely covered by these non-A-dec chairs. This would also require construction to be completed to redo the floors to support the chair and the weight of the patients, further increasing the cost of this procurement.

Purchasing non-A-dec chairs will also affect the amount of money spent on training, which would further increase the cost of this purchase. The Biomedical Engineering department that repairs the dental chairs and equipment has already been trained on A-Dec equipment. If another manufacturer is chosen, money will have to be spent on equipment maintenance training for five Biomedical Engineering staff. Money will also have to be spent on training for the Dental department on how to properly operate the different manufacturer's chairs. A-Dec offers free equipment maintenance training to Biomedical Engineering departments for the life of the equipment. Therefore, if new staff are brought on-board, they can receive free training, which would not affect the cost of this purchase.

The newest model of A-Dec chairs will also fit the current dental exam room footprint with the mounted cabinets and LED light track. If the non-A-dec chair has different demensions and the light no longer aligns with the dental chair, further construction will have to be conducted to move the LED light track that is mounted to the ceiling. The room could also no longer be ADA compliant if the non-A-Dec chair has a larger footprint than the current A-dec chairs. This would require the rooms to have to be completely renovated reducing the number of exam rooms the dental clinic could have. This again would be major construction greatly increasing the cost of this purchase.

Overall, this requirement would be in the best financial interest of the government if pursued as a **BRAND NAME** only procurement for A-Dec. The A-Dec dental chairs and furnishing meets the needs of the patients and staff at the Coatesville VA Medical Center.

6. **BRAND NAME ONLY:** This buy is estimated to exceed \$25,000 and this documentation will be posted along with the RFQ on e-Buy, as required by [FAR 8.405-1\(e\)](#).

7. Note that this determination satisfies the requirements of [FAR 8.405-6](#). The requirement to prepare a written justification [IAW FAR 6.303](#) does not apply to Federal Supply Schedules.

Ronald J. Kline
Contracting Officer
Date: 9-12-18

Dianne Smith
Division Chief, NC04
Date: