

DEPARTMENT OF VETERANS AFFAIRS

Justification for Single Source Awards IAW FAR 13.106-1
For
Over Micro-Purchase Threshold but Not Exceeding the SAT (\$250K)

Acquisition Plan Action ID: 36C248-18-AP-3050

1. **Contracting Activity:** Department of Veterans Affairs, VISN 8, C. W. Bill Young VA Medical Center, SAO-8, East. 2237# 516-18-2-213-0007.
2. **Brief Description of Supplies/ Services required and the intended use/Estimated Amount:** This requirement is to obtain additional licenses for software to accommodate staff growth. The software is ARIA RO Smart Space for Radiation Oncology. This software is used to for the treatment planning process and managing the patient's treatment and appointments, including but not limited to providing demographic information, diagnosis, staging, radiation therapy data management, reporting, charge capture and workflow management tools. It is essential to receive additional licenses as our clinic continues to outgrow the current number of licenses. The estimated amount of this procurement is \$63,171.00 for ten (10) additional licenses at \$6,317.10 each.
3. **Unique characteristics that limit availability to only one source, with the reason no other supplies or services can be used:** The manufacturer is Varian Medical Systems, Inc., a small business. They do not have authorized veteran-owned small business distributors. The VISN spends approximately \$444,000.00 per year on ARIA products through a VISN-Wide IDIQ and over \$102,000.00 expended is for Bay Pines alone. It is anticipated that these licenses will be added to this VISN-Wide IDIQ in the future. The cost of adding licenses is small compared to the cost of switching to another vendor.
4. **Description of market research conducted and results or statement why it was not conducted:** As stated above, it is in the government's best interest to award this requirement to Varian Medical Systems, Inc. It would not be cost efficient to seek competition as VISN8 has invested in an IDIQ with Varian in the amount of \$2,220,000.00 over five years. Varian Medical Systems, Inc. does not allow for any distributors. The Contracting Officer has obtained a sole source letter, attached.
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. As Contracting Officers are required to make a determination of price reasonableness IAW FAR 13.106-3, see the S19 Open Market (FAR13) Award Documentation Form with Abstract that documents price reasonableness.

JANICE M.
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Date: 2018.09.14 13:12:47
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Name: Janice Fornaro
Title: Contracting Officer

Date: September 7, 2018

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Pam Melms, M.Ed. RTT
Clinical Solutions Manager – Southeast
Varian Medical Systems
August 29, 2018

Janice Fornaro
Contract Specialist NCO-8 (248)
VA Medical Center
Building 2, Room 311
10,000 Bay Pines Blvd.
Bay Pines, FL 33744

Dear Janice,

To your question, "Does your company work with any small or SDVOSB's or VOSB's business that can work on your system?" the answer is no. We are a sole service for our software and included software upgrades and do not work with any minority owned, woman owned, or veteran owned business that can service our products. This is proprietary in nature and there are no authorized distributors for this service.

Please let me know if I can be of further assistance.

Best Regards,



Pam Melms, M.Ed., RTT
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