

Justification for Other Than Full and Open Competition
Coordination Matrix



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8/28/18

Jeff Bishop

Date

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Director

Technology Acquisition Center-Austin (0032B2H)

Office of Acquisition Operation

Department of Veterans Affairs

JUSTIFICATION FOR AN EXCEPTION TO FAIR OPPORTUNITY

1. Contracting Activity: Department of Veterans Affairs (VA)
Office of Acquisition Procurement and Logistics
Technology Acquisition Center
1701 Directors Blvd
Austin, TX 78744
2. Description of Action: This proposed action is for the award of a brand name firm-fixed-price delivery order issued under the National Aeronautics and Space Administration (NASA) Solutions for Enterprise-Wide Procurement (SEWP) V Governmentwide Acquisition Contract (GWAC) to upgrade the existing brand name Rauland nurse call and alarm management system for the Richard L. Roudebush VA Medical Center (VAMC).
3. Description of the Supplies and Services: VA Office of Information and Technology, Veterans' Health Administration (VHA) has a requirement to upgrade the nurse call and alarm management system for the Richard L. Roudebush VAMC. The current nurse alarm management platform system (Nurse Call) and clinical communication alarm management solution are near the usable life expectancy and need replacement. The systems will have the ability to notify clinical staff of alerts and alarms that can be generated by the system or hard coded through physical action to alert patient care providers of a change in patient status. Furthermore, the alerts shall be developed to fit the workflows of the clinical areas throughout the hospital to prevent any patient endangerment in an emergent crisis related to unfamiliarity by response teams from different units. Service and support for these units are becoming increasingly difficult to manage due to server incompatibility with current cybersecurity. Delivery and installation shall be complete within 12 months from the date of award. The total estimated price of the proposed action is \$4,951,453.00; \$3,074,075.00 of which is comprised of brand name Rauland Responder equipment.
4. Statutory Authority: The statutory authority permitting this exception to fair opportunity is 41 U.S.C. 4106(c)(2) as implemented by the Federal Acquisition Regulation (FAR) 16.505(b)(2)(i)(B), entitled "Only one awardee is capable of providing the supplies or services required at the level of quality required because the supplies or services ordered are unique or highly specialized."
5. Use of Authority Cited: Based on market research, as described in section eight of this justification, it was determined that limited competition is available among authorized resellers for the required brand name Rauland Responder hardware and software. Only the Rauland brand name system can meet all of VA's interoperability and compatibility requirements. With the Rauland Responder 4 nurse call system already deployed throughout the facility, a full system replacement would result in a complete overhaul and reconfiguration of existing parts and applications that function with the existing infrastructure that are not being replaced under this proposed action. This would result in extensive delivery delays and duplicated costs

of more than \$8M that would not be recovered through competition. This action will be an upgrade to version 5, and Rauland Responder products are the only OEM products capable of meeting the Government's requirement. The Rauland Responder nurse call system is the only system that can meet all of VA's functional requirements. Specifically, it is the only system that has bi-directional Admit Discharge Transfer (ADT) interface to allow events to be logged in VA's existing Computerized Patient Record System (CPRS), is backwards compatible to the existing nurse call system which eliminates downtime in the replacement, has all devices UL-1069, Standard for Hospital Signaling and Nurse Call Equipment, listed, and has audio bath stations for communication with patients. This is a critical VA functional requirement that will provide a consistent, safe environment for patient and staff safety in regard to clinical communication and not generate any downtime of the alarm management system. VA has a significant investment in existing compatible systems that integrate with the Rauland Responder 5 System, including the CPRS/Clinical Information System (CIS) – Clinicomp (CCI) Essentris, and Cerner eHR. CPRS is the only approved software for patient record keeping, and is the standard solution used across the VA enterprise. Replacing the existing CPRS with a competitor's system and software would duplicate all originating costs and man hours already expended on the existing solution. The CPRS software solution will be replaced within the next ten years, and this solution must be compatible with both systems to ensure full operability upon the replacement of CPRS.

6. Efforts to Obtain Competition: Market research was conducted, details of which are in section 8 of this justification. This effort did not yield any additional sources that can meet the Government's requirements. However, the undersigned VA technical representative determined that limited competition is available among authorized resellers for brand name Rauland Responder equipment. In accordance with FAR 16.505(a)(4)(iii)(A)(1), this justification will be provided with the solicitation to all appropriate NASA SEWP V GWAC holders. Furthermore, in accordance with FAR 5.301, 16.505(b)(2)(ii)(D), and 16.505(a)(4)(iii), the award notice for this action will be synopsisized on the Federal Business Opportunities website and this justification will be made publicly available within 14 days of award.
7. Actions to Increase Competition: The Government will continue to conduct market research to ascertain if there are changes in the market place that would enable future actions to be competed.
8. Market Research: The Government's technical team conducted market research by reviewing other similar products from competitors. This market research began in 2016 and was continuously conducted through July 2018. The market research included a review of other similar systems, such as TekTone and West-Com to determine whether or any other sources can provide the required solution. After reviewing the capabilities of these systems, VA's technical experts determined that neither system can meet VA's needs as outlined in Section 5 of this Justification. Based on this review of similar brand name products, it was determined that no

other sources could provide the required solution as all other sources, other than Rauland Responder, lacked the capability to interface with CPRS. Only Rauland Responder, or its authorized resellers, can provide the required hardware to meet VA form, fit, and function requirements for the current nurse call and alarm system management to prevent rendering the existing hardware and software infrastructure inoperable. The Government's technical team determined that no other products can meet the Government's interoperability and compatibility requirements previously discussed. Rauland's products will provide seamless integration with the patient bed system in which the VA facility has significant investment into due to the reliability/design of the equipment for use in a clinical setting. Rauland Responder 5 currently already has ADT interfaces developed in partnership with the VA to allow communication and information to flow to CPRS.

A RFI was issued to FBO in August 2018 to identify if any other vendors were able to offer the same service through means of another brand name product; two responses were received providing alternative products. The first source was Hill-Rom and provided its systems however it could not meet all of VA's needs as outlined in Section 5 of this Justification. VA contacted Hill-Rom on August 22, 2018 and advised it of the VA's assessment that they can't meet all the Government's needs. Hill-Rom agreed with VA's assessment. The second source was Jeron Electronics Systems and provided its systems however it could not meet all of VA's needs as outlined in Section 5 of this Justification. VA contacted Jeron Electronics Systems on August 23, 2018 and advised it of the VA's assessment that they can't meet all the Government's needs. Hill-Rom agreed with VA's assessment.

Based on current market research efforts, the Government's technical experts have determined that only Rauland's nurse call system integrations already inherently include VA's internal CPRS which is used to chart events that occur for all Veterans.

In addition, the contract specialist (CS) conducted market research in July 2018 by using the NASA SEWP V GWAC Provider Lookup and Market Research tools to determine what vendors can provide the full requirement as well as through the issuance of an RFI on NASA SEWP and the Federal Business Opportunities (FBO) website. Three responses from Rauland resellers were received through FBO; one small business and two 8(a) small Businesses. Three Service-Disabled Veteran-Owned Small-Business (SDVOSB) vendors were identified through NASA SEWP as capable of meeting the full requirement.

9. Other facts: None.

10. Technical and Requirements Certification: I certify that the supporting data under my cognizance, which are included in this justification, are accurate and complete to the best of my knowledge and belief.

Gregory Apers
TCF Biomedical Engineer

Gregory S Apers
Signature: 1566666

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11. Fair and Reasonable Cost Determination: I hereby determine that the anticipated price to the Government for this contract action will be fair and reasonable based on the NASA SEWP GWAC prices have previously been determined fair and reasonable. Additionally, price competition is expected among authorized resellers for this action. Additional price analysis may be performed in accordance with FAR 15.404-1(b).

Lateefah S. Parker
Procuring Contracting Officer

Lateefah S. Parker
Signature: 148021

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148021
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12. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief. As this contract action does not exceed \$700,000, the certification below required by FAR 16.505(b)(2)(ii)(C)(1) serves as approval.

Lateefah S. Parker
Procuring Contracting Officer

Lateefah S. Parker
Signature: 148021

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Approval

In my role as procuring activity Advocate for Competition, based on the foregoing justification, I hereby approve the acquisition for a brand name firm-fixed-price task order to be issued under the NASA SEWP V GWAC for the Rauland Responder 5 nurse call and alarm management replacement system on an other than fair opportunity basis pursuant to the authority of paragraph 4 above, subject to availability of funds, and provided that the services herein described have otherwise been authorized for acquisition.

Date: 8-30-18Signature: 

Ronald J. Bakay
Advocate for Competition
Technology Acquisition Center
Office of Procurement, Acquisition, and Logistics