

**LIMITED SOURCES JUSTIFICATION
GSA DELIVERY ORDER >SAT
FAR PART 8.405-6**

Acquisition Plan Action ID: VA244-18-AP-5715

- 1. Contracting Activity:** Department of Veterans Affairs, VISN 4, Corporal Michael J. Crescenzo (CMJC) Medical Center, Philadelphia, PA. VistA Transaction: 642-18-3-315-0111
- 2. Description of Action:** This acquisition is conducted under the authority of the Multiple-Award Schedule Program ([41 U.S.C. 251](#) and [40 U.S.C. 501](#)). Procurement package is submitted for 300 Welch Allyn vital sign monitors. This is a new Brand Name requirement.

Order against: ☒ FSS Contract Number: V797P-4170B

Name of Proposed Contractor: Welch Allyn Inc. (Authorized Distributors)

Street Address: 4341 State Street Road

City, State, Zip: Skaneateles Falls, NY 13153

Phone: 315-685-2693

3. Description of Supplies or Services:

The estimated value of the proposed action is \$1,057,744.60

The CMJC VAMC has a need for 300 Welch Allyn Connex Spot Monitors with SureBP Non-Invasive Blood Pressure, Vovidien SpO2, and SureTep Plus Thermometer, 150 Connex Spot Monitor Accessory Power Management Stand, 150 Connex Spot GCX VESA Wall Channels, 300 Welch Allyn Spot Barcode Scanners with holders including delivery assistance. These vital sign monitors are the only monitors available on the market with the capability of communicating vital signs from the patient directly into the patient's medical records. The resulting procurement will reduce documentation errors by electronically transmitting vital signs to the patient's record in lieu of provider recording them, and posting manually to the medical record.

(4) IDENTIFY THE AUTHORITY AND SUPPORTING RATIONALE (see [8.405-6\(a\)\(1\)\(i\)\(A\)](#), [\(B\)](#), and [\(C\)](#) or [8.405-6\(b\)](#)), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE.

☐ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

☐ 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;

☐ In the interest of economy and efficiency, the new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

☒ Items peculiar to one manufacturer: Brand Name

☐ A patent, copyright or proprietary data limits competition. The proprietary data is: (If FAR 8.405-6(a)(2)iii before posting. Do not include specific proprietary data. Only mention the type of equipment, procedure, etc. to show that proprietary supplies or services are being procured.)

☐ These are "direct replacements" parts/components for existing equipment.

☒ The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system.

The unique features of this equipment include the ability to transmit vital signs directly to the patient's medical record in CPRS. No other manufacturer of vital sign machines has this capability. These monitors are in use in other facilities, and Welch Allyn has partnered with several SDVOSB vendors who can fulfill this procurement.

(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.404(d) TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

The market research indicates only one manufacturer has a product that transmits vital signs directly into the patient's record in CPRS. The VA has strict security requirements, which Welch Allyn has met. This product improves the efficiency and effectiveness of posting vital signs directly to patient's records. This decreases the potential for human error in manually updating vital signs in the medical record.

(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

CO posted an RFI to seek out SDVOSB vendors who are manufacturers and authorized distributors of this product and found several SDVOSB vendors, who are authorized distributors, but do not manufacture the product. An individual non-manufacture waiver has been submitted to the SBA.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION: The facility is currently using CASMED 740 vital sign monitors. These monitors are out of production, and have been replaced with a more advanced model. However, parts are not compatible, no longer available, and awarding this new procurement will not only sustain but improve patient care as the CASMED monitors can no longer be repaired. Additionally, Physio Control is no longer manufacturing repair parts for the obsolete monitors.

(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE: As a seasoned Contracting Officer Representative, I have taken many initiatives to ensure proper competition among manufacturers and vendors. In this particular case, several vendors have been approved by Welch Allyn to distribute their products backed by Welch Allyn service.

(9) 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. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

_____ SIGNATURE	09/18/18 _____ DATE
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_____ NAME	_____ TITLE	_____ SERVICE LINE/SECTION
Marshall E. Garrison	Executive Assistant	Patient Care Services

FACILITY
Corporal Michael J. Crescenz VA Medical Center, Philadelphia, PA

(10) APPROVALS IN ACCORDANCE WITH THE [VHAPM Part 806.3 OFOC SOP](#):

a. CONTRACTING OFFICER'S CERTIFICATION (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

_____ CONTRACTING OFFICER SIGNATURE Ronald J. Kline Contracting Officer	9-19-18 _____ DATE
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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.

9/19/2018

SIGNATURE

Dianne E. Smith
NCO4 Division Chief

DATE

HIGHER LEVEL APPROVAL (Required *for orders over \$700,000*):

c. VHA SAO HCA REVIEW AND APPROVAL (over \$700,000 to \$68 million): I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve for restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

Brent Goe, HCA

Acting Executive Director, SAO East

DATE