

**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: 36C263-18-AP-0199**

**1. Contracting Activity:** Network Contracting Office 23, 1303 5th St. Suite 300, Coralville, IA 52241

**Requesting Activity:** VA Medical Center, 601 Hwy 6 West, Iowa City, IA 52246

**2. Brief Description of Supplies/ Services required and the intended use/Estimated Amount:**

Estimated Amount: [REDACTED]

The requirement is for a Konica Minolta C2070 Printer with add-on IQ 501 and is in accordance with FAR 13 Simplified Acquisition Procedures, and VAAR 819.7007 Sole source awards to a verified service-disabled Veteran-owned small business.

**3. Unique characteristics that limit availability to only one source, with the reason no other supplies or services can be used:**

The responsibility of the Medical Media Department is wide in scope yet their printing needs are unique and different than the printing needs of other departments. On the one hand the Department meets the everyday needs of the medical center by producing high quality educational and promotional literature that would be expected at any large institution. For example, brochures for new employee orientation, promotional events, news updates, employee education, etc. On the other hand, the Medical Media Department is also responsible for helping with the documentation, storage and print production of very sensitive material that requires a high degree of detail and accuracy. One example would be the documentation of possible abuse or injury of a veteran under the contracted care of a non-VA nursing home or rehabilitation center. Another example may be the documentation of an allergic reaction in a veteran. Another example would be the documentation of a poorly performed job by an outside contractor that may lead to litigation. The production of life-like images, storage and retrieval of such images is of utmost importance.

Currently the Department has no difficulty retrieving older images. Most of the older images been initially created under a Konica Minolta printing system and they currently use a Konica Minolta system. It is common for the Medical Media Department to be requested to pull up and re-print images that are 5 years old, and in some cases years older. Because of this the department has a requirement to NOT have to re-edit, re-configure, re-set, re-adjust old images/data files to get them to appear as their original when printed. The purchase of a new system, must not require staff persons to spend time re-editing, re-configuring, re-setting, re-adjusting old images when asked to reprint. Doing so may affect investigations and would increase user time and print waste.

Additionally, the Department has a requirement to reduce overall user time and print waste. It's a very busy Department and needs to do this without changing to a system that would affect the requirement described above.

The requested item, Konica Minolta C2070 comes with the IQ 501 Intelligent Quality Optimizer, which is proprietary to Konica Minolta and expands the printer's technology to better perform color registration, color control, automatic monitoring and adjusting of prints, automated color calibrating and profiling. It performs a process of pre-registration and final adjustment before printing the image/data file which cuts down on user time and print waste. It can do this while not disturbing the current process of easily retrieving and reprinting older images/data files, ones that were initially created and stored under a Konica Minolta printer system, without having to re-edit, re-configure, re-set and re-adjust them to get accurate output.

For these reasons described above, the model requested, C2070 and the add-on IQ 501, are essential as the description of this requirement and precludes the purchase of a model by another brand.

Changing out the current printing system for another brand-name would result in duplication of costs, and possible unforeseen costs, not expected to be recovered through competition.

The manufacturer has stated they have only one authorized distributor that is an SDVOSB. A letter from them to this effect has been obtained.

**4. Description of market research conducted and results or statement why it was not conducted:**

The following information is provided per PPM 2016-05 for implementation of Kingdomware requirements for an SDVOSB sole source: The justification must comply with the format requirements at FAR 6.303-2. Specific attention should be given to the requirements outlined in FAR 6.303-2 subparagraphs (b)(5), (b)(6), (b)(7), (b)(8), (b)(10) and (b)(11) to maximize efforts to increase competition.

The justification shall include:

(i) the number of SDVOSBs and VOSBs reviewed;

1 VETBIZ verified vendor was reviewed. The reviewing of more was precluded by the OEM informing us verbally and in an email that they have only one SDVOSB authorized distributor.

(ii) documentation of the basis of price reasonableness;

The model being requested is newer and does not appear on GSA or NAC. A direct cost comparison is hindered by the fact that our unit is spec'd out with add-ons specific for us. Our NCO hasn't procured one of these yet so we don't have past history to refer to.

However,



[REDACTED]  
[REDACTED] Additionally, the C2070 with the add-on IQ 501 is (according to data from the OEM) expected to reduce user time and print waste. It will also allow staff to retrieve old data files/images without the extra labor of re-configuring them that likely would likely come with a switch to a different brand-name.

- (iii) an explanation why only one of the firms can accomplish the requirement;  
The OEM informs us that they there is only one SDVOSB authorized distributor.
- (iv) an explanation for finding the non-competitive procurement is in the best interest of the government;  
This procurement allows the government to meet the requirements of Kingdomware via PPM 2016-05 as well as VA socioeconomic goals for SDVOSB procurements.
- (v) an explanation for selection of the contractor, which will allow the approving official to make a reasonable determination regarding whether a non-competitive procurement is appropriate;  
Since Konica Minolta is the OEM and has only one authorized SDVOSB reseller, the use of Procurement Policy Memorandum 2016-15 for an SDVOSB procurement is appropriate.

**5. Contracting Officer's Certification:** *Purchase is approved in accordance with FAR13.106-1(b) and VAAR 819.7007. I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.*

Adam J. Barnes  
1038906

 Digitally signed by Adam J. Barnes  
1038906  
Date: 2018.09.24 11:23:58 -05'00'

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Name  
Title

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Date