

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval (J&A)  
For  
Other Than Full and Open Competition (>SAT)**

**Acquisition Plan Action ID: 36C252-18-AP-0174**

**1. Contracting Activity:**

Department of Veterans Affairs, NCO 12 Great Lakes Acquisition Center, 115 S. 84<sup>th</sup> Street, Suite 101, Milwaukee, Wisconsin 53214-1476, on behalf of the Edward Hines Jr. VA Hospital. This is a Justification for Other than Full and Open Competition. Purchase request 578-18-3-969-0796.

**2. Nature and/or Description of the Action Being Processed:**

Justification and approval for a one time purchase of the Carescape B450 vital sign monitors for the Edward Hines Jr. VA Hospital on a sole source basis to Trillamed. This purchase is for new monitors for the 7<sup>th</sup> floor and to replace the monitors on the 10<sup>th</sup> floor. This will be a new Firm-Fixed-Price order against a current Federal Supply Schedule V797P-4269B held by Trillamed, a SDVOSB distributor of GE Medical Systems Information Technologies. GE is the only producer of these monitors and Trillamed is the only authorized SDVOSB distributor that can provide the equipment, accessories, training and installation.

**3. Description of Supplies/Services Required to Meet the Agency's Needs:**

Acquisition is for Carescape Vital Sign B450 monitors and the associated accessories produced by GE. Estimated value of this order is \$602,446.82 with a delivery of 30 Days after receiving the order. These are the only monitors that are available to work with the currently installed networks at the VA Hines Facility. Installation, service and training are included in the pricing.

**4. Statutory Authority Permitting Other than Full and Open Competition: 41 USC §3304(a)(5), 38 U.S. Code § 8127, as implemented by FAR 6.302-5 (Authorized or Required by Statute). COs may use the non-competitive (sole source) procedures authorized in VAAR 819.7007 or 819.7008 up to \$5,000,000.**

- (X) 819.7007 Sole source awards to a verified service-disabled veteran-owned small business; or  
( ) 819.7008 Sole source awards to a verified veteran-owned small business

**5. Demonstration that the Contractor's Unique Qualifications and/or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):**

The Carescape Central Stations that are being purchased are proprietary to GE and currently operate on Windows XP OS. To purchase systems other than GE would require Hines VA to replace its current operating system with Windows 7 OS. The Hines VA Hospital has standardized throughout the facility on the Carescape platform and at this time, only the GE Healthcare monitors will be compatible with that platform. This purchase will maintain standardization within the hospital and will ensure communication with the Carescape Gateway from the monitors to the Central Stations on the units. The GE Carescape Monitors (B450) is an advanced model that has dedicated features, software and networking compatibilities. These highly specialized systems are needed to maintain the most consistent and quality care possible for the Veterans within the observation and telemetry units.

**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:**

The manufacturer (GE) was contacted and provided documentation showing that Trillamed was the only SDVOSB authorized distributor for these items. Other brands would not be compatible with current network and monitors already in use by the facility. Additional Market Research was performed through review of the products and other vendors have been evaluated and from both web publications and vendor representatives. While they offered the similar combination of features for continuity of care, the new systems/monitors must be compatible with current GE monitors and systems within other units of the Hines VA such as MICU and OR. This will lead to improved care in case of cross coverage in staff not having to be re-educated on equipment; therefore, providing uninterpreted care while meeting the needs of Veterans and staff.

**7. Determination by the CO that the Anticipated Cost to the Government will be Fair and Reasonable:**

The anticipated cost of the order will be fair and reasonable. The prices are expected to be consistent with previous purchases within VISN 12, order number 36C25218F0661, 36C25218F4975 and 36C252P5569, and concurrent with prices listed on both the FSS prices and the quote given by the distributor, Trillamed. Pricing quoted are less than the FSS prices of GE, which have already been found to be fair and reasonable. Final prices will be compared to the quote provided by Trillamed along with being compared to prices on FSS and the IGCE.

**8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:**

In accordance with FAR Part 10, market research was performed and it was determined that GE Healthcare was the proprietor/manufacturer of the items in need and that it had only one SDVOSB authorized distributor, Trillamed. Trillamed could provide the product, accessories, installation and training at a fair and reasonable price that offers best value to the Government. Trillamed, LLC is listed in VIP as a Service Disabled Veteran Owned Small Business.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:**

Trillamed LLC is the only SDVOSB company authorized to distribute GE monitors. This procurement will also enable the VA to trade in GE monitors to ensure that the VA is receiving the newest technology in healthcare while also mitigating cost to the Department of Veterans Affairs. As the Brand name is the only item that meets the government's needs to ensure connectivity with the network system in place, the requirements are for a commercial item and no item descriptions are being developed that would be able to turn this purchase into a full and open competition which could be solicited.

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:**

Trillamed, LLC (SDVOSB) – Authorized Distributor

GE (Other than small business) – Manufacturer recommended purchasing through Trillamed.

11. A Statement of the Actions, if any, the Agency May Take to Remove or Overcome any Barriers to Competition before Making subsequent acquisitions for the supplies or services required:

Prior to making a new one-time purchase for these items, the Contracting Officer will conduct market research to establish whether there are other authorized distributors that are capable of providing the equipment and associated services.

12. 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 and belief.

PHILIP J.

CHIARAMONTE 346086

Philip J. Chiaramonte  
Health System Specialist  
Associated Director of Patient Care  
Service/Nursing  
Hines VA Hospital

Digitally signed by PHILIP J.

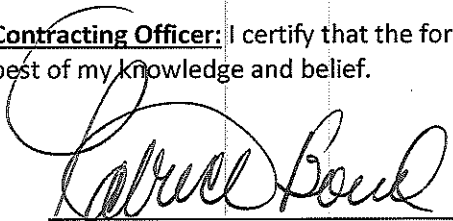
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Date

13. Approvals in accordance with the VHAPM Part 806.3 OFOC SOP:

- a. Contracting Officer: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

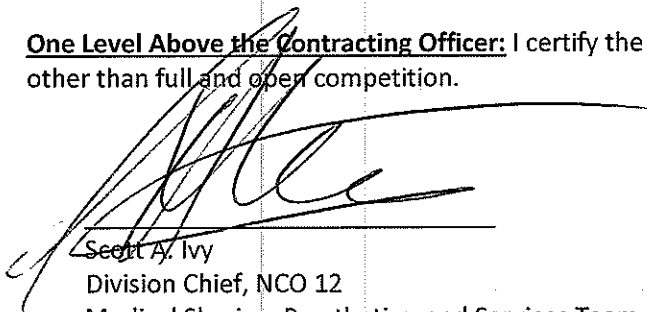


Patrice Bond  
Contracting Officer  
NCO 12

9/20/18

Date

- b. One Level Above the Contracting Officer: I certify the justification meets requirements for other than full and open competition.



Scott A. Ivy  
Division Chief, NCO 12  
Medical Sharing, Prosthetics, and Services Team

9/20/18

Date