

DEPARTMENT OF VETERANS AFFAIRS

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

Acquisition Plan Action ID: VA244-18-AP-6369

1. **Contracting Activity:** Department of Veterans Affairs  
Network Contracting Office 4  
1010 Delafield Road  
Pittsburgh, PA 15212  
Purchase Request #: 595-18-4-455-0178
  
2. **Nature and/or Description of the Action Being Processed:** The proposed action will be a firm-fixed-price contract to provide the Lebanon VA Medical Center (VAMC) with fully operational and installed Prism Medical ceiling lifts and accessories in several areas of the medical center. This procurement is in accordance with FAR 13.5 Simplified Procedures for Certain Commercial Items and specifically FAR 13.501 Special Documentation Requirements, where acquisitions conducted under Simplified Acquisition Procedures are exempt from the requirements of FAR Part 6, but still require a justification using the format of FAR 6.303-2.
  
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** The Lebanon VAMC has a requirement for the following tasks: 1) installation of twenty-eight Prism C-625 and four C-1000 Ceiling Lifts and associated accessories/tracking; 2) Training by a qualified technician. The total estimated amount of this proposed action is [REDACTED]. The anticipated Period of Performance is 30 days after contract award.
  
4. **Statutory Authority Permitting Other than Full and Open Competition:** FAR Subpart 13.5 used in accordance with 41 U.S.C.1901.
  
5. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):** The proposed source is Handicare USA, Inc., 1088 Metro Court St. Louis, MO 63043. Handicare previously bought the Prism company, which was the C-625 and C-1000 ceiling lifts. Both lifts are now manufactured exclusively by Handicare.

The Handi Care/Prism Medical ceiling lifts are required for the newly constructed units at the Lebanon VA Medical Center. Currently the Medical Center maintains a working inventory of Handi Care/Prism Medical ceiling lifts, interchangeable & spare parts throughout the entire facility including its associated CBOCS. These ceiling lifts are part of an interchangeable patient care system, the lifts are mounted to a tracking system ceiling installed at the medical center.

An alternate brand other than Handi Care/Prism Medical ceiling lifts would create a duplication of cost due to the value and requirements of the existing functional inventory, interchangeable parts, inventory, established design and room configurations. Currently approximately **186 Handi Care/Prism Medical ceiling lifts** are being used throughout the Lebanon VA Medical Center and its 5 supporting clinics with an estimated replacement value of [REDACTED].

In addition, Providers within the Lebanon VA Medical Center and surrounding clinics have the potential to work at multiple facilities at varying times and it is essential to maintain continuity of equipment at all the facilities. As such the standardization and continuity of this medical equipment is essential, allowing for any provider/staff member to quickly and efficiently treat patients no matter which location they are at or which room they use without having to familiarize or become proficient with multiple types of other manufactures' medical equipment. Thus, maximizing compatibility, interoperability, safety, value, and quality as established by VHA Directive 1026 VHA Enterprise Framework for Quality, Safety and Value. The purpose of the Veterans Health Administration directives is to establish policies, responsibilities, and processes for operating and managing the facilities as established by authority 38 U.S.C. 7301(b).

Handi Care/Prism Medical is the only authorized distributor and the only vendor that can provide this service. This equipment & installation service is proprietor to the OEM. Any Non - OEM service provider would be unable to provide the required equipment, service and possibly result in harm to our Veterans at the Lebanon VA Medical Center. Maintaining continuity of medical equipment is a requirement of medical center management and promotes a safe and functional environment between Lebanon VA Medical Center departments.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** The Contracting Officer posted a synopsis for this requirement to the Federal Business Opportunities (FBO) website on July 17, 2018 in accordance with (IAW) FAR 5.201. The Contracting Officer also searched the Vendor Information Pages (VIP) database for service disabled, veteran owned small business concerns (SDVOSB) that may be eligible to perform this requirement. Two (2) SDVOSBs that are authorized distributors of Handicare are also located in VIP: TrillaMed and Vets Access. Both SDVOSB concerns were contacted for interest in participating in this procurement and both expressed an interest in doing so. Since the Contracting Officer has at least two (2) SDVOSBs that can perform this requirement, it can be set aside for SDVOSB concerns. Also, two (2) additional SDVOSBs, US Innovative Construction, LLC, and Patriot Industries, both authorized distributors of Handicare and certified in VIP, expressed written interest in response to the posted synopsis. Another source, 2 B Accessibility, LLC., is a VOSB. At the writing of this document, VIP certification of this firm is not verifiable.
7. **Determination by the CO that the Anticipated Cost to the Government will be Fair and Reasonable:** The Contracting Officer will determine price reasonableness IAW FAR Part 13.106-3.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** See paragraph #6 above. Searches were conducted on FPDS; GSA search by model and description; provided historical contract information; Collected informal quotes; Contacted manufacturer and researched SDVOSB certified distributors/installers; NAC Searches; verified SAM Registration; VIP Searches; researched NAICS codes 3391.12; located a total of 4 SDVOSBs.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:**  
See paragraph #5 above.  
The Lebanon VA Medical Center reported that if the VA would contract for a different lift type it would cause an undo financial burden for the Medical Center. The Medical Center reported there would be cost incurred for training their staff on the new equipment, additional fees on their maintenance contract and different equipment parts and supplies they would have to carry in stock. The medical center estimated the additional training at [REDACTED] the addition to the maintenance contract of [REDACTED] and the additional part and supplies of [REDACTED]

10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** The following sources expressed interest in writing: 1) ProCare Medical Company; [REDACTED]

2) Vets Access, LLC; [REDACTED]

3) 2 B Accessibility, LLC; [REDACTED]

and 4) US [REDACTED]

Innovative Construction, LLC, [REDACTED]

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:**

[REDACTED]

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.

[REDACTED]

Title Medicine Care Line  
Facility Lebanon VAMC

13. **Approvals in accordance with the VHAPM Part 806.3 OFOC SOP:** *This part if filled out by Contracting Staff as part of the Justification*

a. **Contracting Officer or Designee's Certification (required):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

[REDACTED]

Title Contracting Officer  
Facility NCO 4

b. **One Level Above the Contracting Officer (Required over SAT but not exceeding \$700K):** I certify the justification meets requirements for other than full and open competition.

[REDACTED]

Branch Chief, Services 1 (Plant Services)  
Facility NCO4