

LIMITED SOURCES JUSTIFICATION

ORDER >SAT

FAR PART 8.405-6

Acquisition Plan Action ID: VA260-18-AP-5058

1. Contracting Activity: Department of Veterans Affairs, NCO 20, 8524 N. Wall Street, Spokane, WA 99208 on behalf of VISN 20, Seattle Medical Center, 1660 S. Columbian Way, Seattle, WA 98108
Purchase Request: 663-19-1-524-0001

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](#)).

Order against: FSS Contract Number: V797R-4434B
Name of Proposed Contractor: Hill-Rom Company, Inc.
Street Address: 1069 State Route 46 East
City, State, Zip: Batesville, IN 47006
Phone: 812-934-8609

3. Description of Supplies or Services: Specialty Hospital Bed Rental & Surfaces
The estimated value of the proposed action is \$450,000.00. The following beds and surfaces are required for delivering effective patient care:
Compella Bariatric Bed
Clinitron Rite Hite Air Fluidized Therapy Bed
Envella Air Fluidized Therapy Bed
P500 Therapy Surface
These items are only available through Hill-Rom because of the air fluidized technology. The period of performance for the bed/surface rentals is a base one-year period and two additional option years.

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. (Check all that apply and complete):

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. These beds and surfaces are required for direct patient care. The manufacturers of beds claiming to be clinically equivalent to air fluidized are not clinically equivalent in all patient populations, particularly those at highest risk. The physicians at Seattle VAMC have not

found alternative products to be sufficiently protective for patients with SCI, paralysis, loss of sensation or undergoing flap surgery.

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:

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.

- 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.** Supplies offered on the schedule are listed at fixed prices. GSA has already determined the prices of supplies to be fair and reasonable for the purpose of establishing the schedule contract. A price analysis will be performed taking into consideration proposed pricing and historical data of prices paid for the same or similar items.
- 6. Describe the market research conducted among schedule holders and the results or a statement of the reason market research was not conducted.** VIP was searched under NAICS 339113, and has a possibility of 365 potential offerors. However, Hill-Rom does not partner with any socio-economic entities for their bed rental contracts. A review of the National Strategic Source Listing has no mandatory sources when searched for bed, bed rental, and surface. A search of the OAO VA Enterprise Contracts also shows nothing for bed, bed rental and surface. The WSNC currently has three BPA holders: Joerns, Universal Hospital Services, and Kreg Therapeutic. None of the three have a comparable product to the requirement for the station (see information in #7 below).
- 7. Any other facts supporting the justification:** The most recent requirement was solicited in April, 2018, 36C26018Q0279, on FSS and received 5 offers: Hill-Rom, Joerns, Kreg Therapeutics, Sizewise Rentals, and Universal Hospital Services. Originally, the award went to Joerns; however after receipt of product, was discovered was NOT technically acceptable

to the stipulated requirements. Therefore, the Joerns award was terminated and an award was made to Hill Rom. Only Hill Rom meets the requirements necessary for patient care, specifically the air-fluidized requirement.

- 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:** Prior to any subsequent requirements, the station will determine their need and if any other products have come on the market that can fulfill that need. The marketplace will also be surveyed to determine if barriers still exist (i.e. no SD/VOSB suppliers).
- 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.

Erica A. Savage
195153

Digitally signed by Erica A. Savage
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Date: 2018.10.01 14:56:54 -07'00'

Erica Savage
Administrative Officer, PSC/NEO
Seattle VAMC

10. Approvals in accordance with [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.

KAREN R. RHODES
333239

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RHODES 333239
Date: 2018.10.02 05:12:17 -07'00'

Karen Rhodes
Contracting Officer
NCO20 Supply Branch 1

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.

Brian M. Corey 258998

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258998
Date: 2018.10.02 10:05:23 -06'00'

Brian Corey
Branch Chief
NCO20 Supply Branch 1