

**DEPARTMENT OF VETERANS AFFAIRS**  
**Justification and Approval**  
**For**  
**Other Than Full and Open Competition**

**1. Contracting Activity:** Department of Veterans Affairs, VISN 16, VA Gulf Coast Veterans Health Care Systems, Biloxi, MS. Justification for Other Than Full and Open Competition for 2237 Transaction Number 520-12-4-9331-0035.

**2. Nature and/or Description of the Action Being Processed:** Stryker Stretcher Ambulance Cots, 4 each, Model 6500 and accessories. Previous Purchaser Order #VA256-12-P-1842 awarded on 30 Jul 2012 to American Medical Depot was for two of these same ambulance cots with accessories.

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

Ambulance stretchers for use in the Community Living Center. The stretcher must be a powered ambulance cot with industry-leading ergonomics. Foot end controls that activate powered lifting and lower function for capacities up to 700 lbs. Must be a battery-powered hydraulic system that raises and lowers the patient with the touch of a button. Must dramatically reduce strenuous lifting and the associated risk of back injury. Must have a manual back-up system provides complete cot operation in the event of power loss. Must be 14 in high in lowest position and 41.5 in high in highest position. The length must be the minimum of 63 inches but should be 81 inches standard. The width must be 23 in. The backrest articulation must be 0-73 degrees and the Shock Position +15 degrees. The maximum weight must be 700 lbs. Must be IPX6 and IEC-60601-1 certified equipment. Must have documented case studies verifying the reduction in staff injuries and workman compensation claims. The current Stryker system has been proven to meet these requirements. The staff are trained on this system. The system was introduced as a result of injuries. It has reduced injuries involved in transporting geriatric patients. The current system has been in place for some time and any other system would require re-training of staff and the possibility of increased injuries during the training period/subsequent use. Previous Purchaser Order #VA256-12-P-1842 awarded on 30 Jul 2012 to American Medical Depot for 2 of these same ambulance cots with identical accessories. Purchase order was competed among 3 small businesses and American Medical Depot had the lowest prices.

**4. Statutory Authority Permitting Other than Full and Open Competition:**

- (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;  
 (2) Unusual and Compelling Urgency per FAR 6.302-2;  
 (3) Industrial Mobilization, Engineering, Developmental or Research Capability or Expert Services per FAR 6.302-3;  
 (4) International Agreement per FAR 6.302-4  
 (5) Authorized or Required by Statute FAR 6.302-5;  
 (6) National Security per FAR 6.302-6;  
 (7) Public Interest per FAR 6.302-7;

**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 VAGCVHCS currently owns and operates several Stryker Ambulance Cots. The staff are trained on this system. The system was introduced as a result of injuries. It has reduced injuries involved in transporting geriatric patients. The current system has been in place for some time and any other system would require re-training of staff and the possibility of increased injuries during the training period/subsequent use.

**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** This requirement will be initially posted on the Federal Business Opportunities website in a Pre-Solicitation Notice stating that we intent to negotiate directly with American Medical Depot on a sole-source basis. We will correspond with any other companies that express an interest in this requirement. Previous Purchaser Order #VA256-12-P-1842 awarded on 30 Jul 2012 to American Medical Depot for 2 of these same ambulance cots with identical accessories. Purchase order resulted in quotes from two small businesses with American Medical Depot having the lowest prices.

**7. Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** The undersigned contracting officer does not anticipate any problems with determining the anticipated cost of this requirement to be fair and reasonable. The contracting officer will seek copies of published price lists that reflect the prices being advertised for the equipment. In the absence of any published price lists, the contracting officer will seek copies of contracts, purchase orders, or invoices that reflect the same or similar equipment that was sold to other Government or commercial customers.

**8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Comprehensive Market Research was conducted on this equipment. These Stryker Stretcher Ambulance Cots are not available from any GSA or FSS Schedules.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:** Previous Purchase Order #VA256-12-P-1842 to the Biloxi VA and Purchase Order #HHS1245201200573P to Crownpoint Health Care Facility, Crownpoint, NM for the exact same pricing.

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** If any other commercial sources of supply express an interest in this acquisition from viewing the Federal Business Opportunities website Pre-Solicitation posting, we will correspond with them concerning this requirement.

**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:** If further expansion at the Biloxi VA occurs or if a total replacement of current ophthalmology equipment becomes necessary because of new technology, we will research other company's equipment and related products available in the commercial marketplace and on VA and GSA Federal Supply Schedules in order to maximize competition.

**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.

  
HERMAN SACKS, DO  
CHIEF EXTENDED CARE SERVICE  
VAGCVHCS – BILOXI MEDICAL CENTER

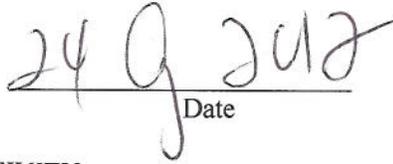
8/22/2012  
DATE

**13. Approvals in accordance with FAR 6.304**

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



CATHY M. GILL  
CONTRACT SPECIALIST  
BILOXI, NETWORK 16 CONTRACTING ACTIVITY



Date

b. **CHIEF P&C:** I certify the justification meets requirements for restricting consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.



DONNA FRAZZA  
CHIEF, PURCHASING AND CONTRACTING  
BILOXI, NETWORK 16 CONTRACTING ACTIVITY



DATE