

**LIMITED SOURCES JUSTIFICATION**  
**ORDER >\$3,000**  
**FAR PART 8.405-6(g)**

**2237 Transaction # or Vista Equipment Transaction #:** 637-13-1-6064-0016 (Asheville)  
517-13-1-6071-0007 (Beckley)  
565-13-1-5146-0001 (Fayetteville)  
590-13-1-506-001 (Hampton)  
652-13-1-657-0036 (Richmond)  
658-13-1-5076-0022 (Salem)  
659-13-1-6047-0061 (Salisbury)

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

**Restricted to the following source:**

Contractor: Aethon Inc.  
Contractor POC & phone number: Tami Chinchor  
Contractor Address: Pittsburgh, PA  
Contractor address/phone number: 100 Business Center Dr. Pittsburgh, PA 15205  
(412) 322-2975 x223

☒ The requested or service represents the minimum requirements of the Government.

**(1) AGENCY AND CONTRACTING ACTIVITY:** Department of Veterans Affairs

**VISN:** 6- All Facilities

**(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:**

TUGs were purchased by the Department of Veterans Affairs hospitals to free up lab and pharmacy technicians by delivering medicine and picking up specimens from throughout the hospital. Additional staffing would be required without these robots in operation. The Lab and Pharmacy would not be able to securely deliver specimens and pharmaceuticals as mandated by regulatory agencies without them, given that there are two people needed to transport every single medication and specimen delivered to or from the ward. Currently, all VISNs have facilities using this technology, and the TUGs are an exclusive contract established by the VA with contractor Aethon. Aethon is a nationwide company under the GSA Supply Schedule V797P-4652A and distribute the TUG product and maintenance services at many other VISN facilities throughout the US. Procurement of FY 13 Service Contract for Aethon TUG robots for Mid-Atlantic Health Care System (VISN 6) hospitals in West Virginia, Virginia and North Carolina including Beckley, WV, Fayetteville, NC, Richmond, VA, Salem, VA, Salisbury, NC, Durham, NC, Asheville, NC and Hampton, VA.

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:**

General Requirements

Contractor to provide service maintenance for Aethon TUGs including scheduled

preventive maintenance and unscheduled corrective maintenance.

The contract will have a base year (FY 13) with one option year(FY14).

(b) **ESTIMATED DOLLAR VALUE:** \$77,760 annually (total cost of contract \$155,520 if option exercised)

(c) **REQUIRED DELIVERY DATE:** Contract must be in place by October 1, 2012

**(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE.**

☒ Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

The maintenance contract is necessary for proper functionality of equipment, and the company does not allow third party vendors to service, in addition to having upgrades for software and hardware etc. Aethon Inc. (GSA Contract # V979P-4652A) is the original equipment manufacturer (OEM) of this equipment. They are the only vendor with exclusive rights and capabilities to provide all software and hardware upgrade. The maintenance is necessary to keep the equipment running as efficiently as possible and to ensure appropriate, timely and secure deliveries to and from wards, pharmacies and laboratories.

☐ A patent, copyright or proprietary data limits competition. The proprietary data is:  
N/A

☐ These are "direct replacements" parts/components for existing equipment.  
N/A

☐ 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.  
N/A

☐ 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.  
N/A

☐ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.  
N/A

**(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:**

Aethon's proposal for the FY 13 service contract represents the best value for the government as it is the OEM and they have a proven track record of experience within the VA, particularly within the VA Mid-Atlantic Health Care System (VISN 6). In May of 2004, the region placed these items into use in the medical centers and since then have had service provided through Aethon for this equipment that has met standards for preventive and continued maintenance on each of the systems.

**(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:**

No other companies have the OEM trained and certified technicians and can also provide timely and appropriate software and hardware upgrades as needed per the OEM. Because of this, we compared our rates to that of another region (VISN 11) and they were in line with each others' costs.

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

N/A

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**(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:**

In the future, the agency will continue to review the market to evaluate if more than one responsible vendor exists that could provide this service contract.

**(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. (This signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)

Jennifer DeFrancesco

8/22/12

SIGNATURE

DATE

Jennifer DeFrancesco

Biomedical Engineer

Engineering

NAME

TITLE

SERVICE LINE/SECTION

Richmond VA Medical Center

**FACIL(10) APPROVALS IN ACCORDANCE WITH FAR 8.405-6(h):**

**a. Contract Specialist:**

Karis Williams  
Karis Williams  
Contract Specialist  
NCO 6

4 Sep 12  
Date

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

Kenneth Hood  
KENNETH HOOD  
Contracting Officer  
NCO 6

Date 9/4/12

**c. NCM/PCM (Required \$3K and above): I certify the justification meets requirements for other than full and open competition.**

Delmont Friday  
DELMONT FRIDAY  
Supervisor, Services  
NCO 6

Date 9/4/12