

# Transition to Generic Specifications

Healthcare Technology  
Management Program Office  
National Acquisition Center



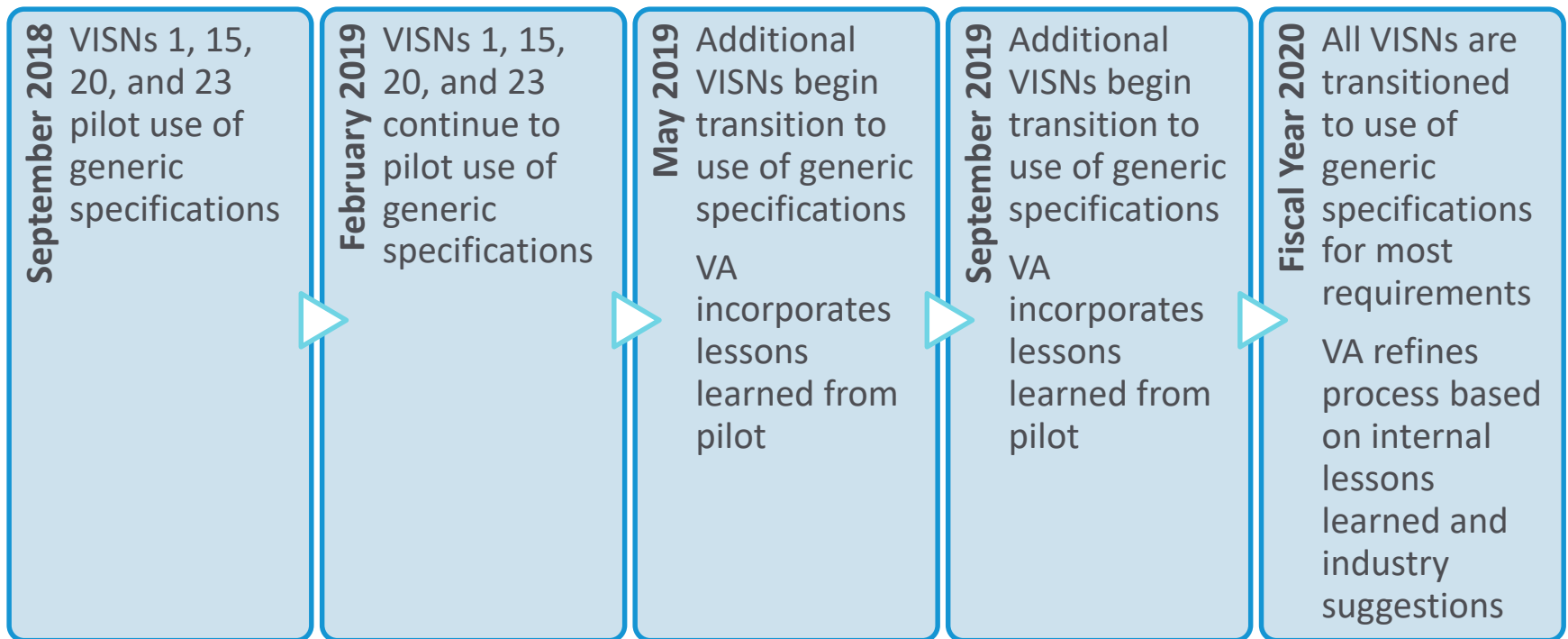
**Veterans Health Administration**  
Healthcare Technology Management

# Overview

- VHA is transitioning from use of benchmark vendor quotations to generic specifications to describe requirements for medical imaging technology
- Goals:
  - Foster competition, drive value to the Government
  - Promote fair opportunity to industry
  - Improve definition of salient characteristics and minimum specifications
- VHA will iteratively transition to use of generic specifications through Fiscal Year 2019 and completely transition in Fiscal Year 2020
- Industry participation and feedback is welcome
  - VHA plans to host regular meetings with industry
  - VHA encourages suggestions for success & observations from experience gained
  - Lessons learned will be identified and incorporated following each consolidation

# Timeline

- VISNs 1, 15, 20, and 23 are piloting use of generic specifications in the September 2018 Consolidation for some requirements.



# September 2018 Pilot – Pilot Cohort #1

HTME VISN	Requisition Number in Action	Equipment Type
VISN 1: VA New England Healthcare System	402-B81002	XR PORT C ARM
VISN 1: VA New England Healthcare System	523-B81008	XR US
VISN 1: VA New England Healthcare System	523-B81009	XR US
VISN 1: VA New England Healthcare System	523-B81010	XR US
VISN 1: VA New England Healthcare System	523-B81011	XR US
VISN 1: VA New England Healthcare System	523-B81012	XR RAD
VISN 1: VA New England Healthcare System	523-B81013	XR RAD
VISN 1: VA New England Healthcare System	523-B81014	XR PORT C ARM
VISN 1: VA New England Healthcare System	523-B81015	XR PORT C ARM
VISN 1: VA New England Healthcare System	608-B83003	XR US
VISN 1: VA New England Healthcare System	631-B80017	XR RF
VISN 1: VA New England Healthcare System	689-B81008	XR PORT C ARM
VISN 1: VA New England Healthcare System	689-B81009	XR US
VISN 15: VA Heartland Network	589-B80016	XR CT
VISN 15: VA Heartland Network	589-B82017	NM PET CT
VISN 15: VA Heartland Network	589-B83004	XR RF
VISN 20: VA Northwest Network	668-B80015	XR RF
VISN 23: VA Midwest Health Care Network	636-B80114	XR PORT C ARM



# VISN 23 Special Consolidation – Pilot Cohort #2

HTME VISN	Requisition Number in Action	Equipment Type
VISN 23: VA Midwest Health Care Network	618-B89014	XR MRI
VISN 23: VA Midwest Health Care Network	618-B89015	XR MRI
VISN 23: VA Midwest Health Care Network	618-B89016	XR MRI
VISN 23: VA Midwest Health Care Network	618-B89017	XR MRI
VISN 23: VA Midwest Health Care Network	618-B89018	XR MRI
VISN 23: VA Midwest Health Care Network	618-B89025	XR MRI
VISN 23: VA Midwest Health Care Network	618-B89026, B89027	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89028	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89029, B89030	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89031, B89032, B89033	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89034, B89035, B89036, B89037	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89038, B89039, B89040, B89042	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89043	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89044, B89045, B89046	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89047, B89048	XR PORT RAD
VISN 23: VA Midwest Health Care Network	618-B89049	XR MAMMO
VISN 23: VA Midwest Health Care Network	618-B89050, B89051	XR MAMMO
VISN 23: VA Midwest Health Care Network	618-B89052, B89052	XR MAMMO

# Solicitation Documentation

- Requirements described using generic specifications will be posted with the following main documents:

## Equipment Specifications Digital Portable Radiography VISN 23

### A. REQUIREMENT OVERVIEW

VISN 23 has a requirement for 22 replacement digital portable radiographic units. This equipment is required for radiographic imaging of Veterans who cannot be moved to the radiology department and who are in areas—such as intensive and critical care units or operating and emergency rooms. These devices will be used mainly for general adult two-dimensional (2-D) radiographic studies (predominantly for chest x-rays) as well as orthopedic imaging.

Facility	Quantity
Black Hills VA Healthcare System	3
Central Iowa VA Healthcare System	2
Fargo VA Healthcare System	3
Iowa City VA Healthcare System	4
Nebraska Western Iowa VA Healthcare System	5
Sioux Falls VA Healthcare System	3
St. Cloud VA Healthcare System	2

### B. TECHNICAL REQUIREMENTS

#### 1. Unit physical specifications

a. High frequency generator power [kW]	30 kW
b. Generator KV range [kV]	35-125 kV
c. Tube maximum KVP [kVp]	125 kVp
d. Generator mAs range [mAs]	0.1 – 400 mAs or similar
e. Minimum computer hard drive [GB]	300 GB
f. Number of wireless detectors	1
g. Number of batteries per detector	1
h. Minimum detector size [cm x cm]	35x43 cm (14x17 inches)
i. Minimum detector resolution [lp/mm]	3.2 lp/mm
j. Maximum wireless detector weight with battery installed [lbs]	7.0 lbs (14x17) 9.0 lbs (17x17)
k. Detector distributed weight limit [lbs]	150 kg (direct pressure 100kg)
l. Minimum detector field of view [cm x cm]	35x43 cm (14x17 inches)
m. X-ray tube focal spot range [mm]	0.6-1.2
n. Maximum charge time from no charge [hr]	5
o. Minimum collimator rotation [deg]	270 degrees from axis in both directions



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## Statement of Work

A	B	C	D	E	F	G
1	Digital Portable Radiography					
2	VISN 23					
3	618					
4						
5	OFFEROR					
6	MANUFACTURER					
7	MODEL					
8	QUOTE NUMBER					
9						
VENDOR INSTRUCTIONS:						
Please fill out the table above with the offeror name (if different than the device manufacturer), manufacturer name, model name/number, and the quote number. All required specifications are listed below. Please review the required specifications and provide supporting information about the proposed model. The "Vendor Response" column is limited to the following entries: "exceeds", "meets", "partially meets," and "does not meet." In the "Documentation" column, please indicate the location within the attached documentation (file name, page number) for information to support the vendor response. Please provide any additional information/explanations in the "Vendor Explanation" column.						
10						
11						
12	REQUIREMENT OVERVIEW	VENDOR RESPONSE	VENDOR DOCUMENTATION	VENDOR EXPLANATION		
13	VISN 23 has a requirement for 22 replacement digital portable radiographic units. This equipment is required for radiographic imaging of Veterans who cannot be moved to the radiology department and who are in areas—such as intensive and critical care units or operating and emergency rooms. These devices will be used mainly for general adult two-dimensional (2-D) radiographic studies (predominantly for chest x-rays) as well as orthopedic imaging.					
14	Facility	Quantity				
15	Black Hills VA Healthcare System	3				
16	Central Iowa VA Healthcare System	2				
17	Fargo VA Healthcare System	3				
18	Iowa City VA Healthcare System	4				
19	Nebraska Western Iowa VA Healthcare System	5				
20	Sioux Falls VA Healthcare System	3				

## Compliance Matrix

# Statement of Work

- The statement of work (SOW) outlines minimum requirements and may be used to represent multiple similar requirements within a VISN.
- The statement of work is structured in 7 sections:
  - **Requirement Overview** – Includes a brief description of the requirement (including requesting facility, quantity, and intended applications).
  - **Technical Requirements** – Lists equipment requirements (including physical specifications, security/connectivity requirements, and advanced applications). Any specifications that will add value to vendor proposals are also listed here.
  - **Training Requirements** – Lists required training for the equipment.
  - **Service Requirements** – Lists minimum requirements for service.
  - **Other Information/Documentation Requested** – Outlines proposal requirements.
  - **Trade-in** – Provides information on any equipment available for trade-in.
  - **Summary of Requirements** – Only for SOWs representing multiple similar requirements. Outlines minor variances in requirements for each facility.

# Added Value

- SOWs may include specifications that are preferred and present added value to the VA.
- Vendors can propose features beyond those listed in the SOW, including additional training sessions, extended warranty offerings, etc.
- Any characteristics included in proposals that exceed the minimum requirements will be evaluated based on the value they add to the VA.



# Compliance Matrix

- The compliance matrix lists all the requirements outlined in the SOW.
- Vendors are expected to complete the compliance matrix with responses for each specified requirement and include it with the proposal.

Fill out table with vendor name, medical device manufacturer, model number, and quote number.

	A	B	C	D	E	F	G
1		Digital Portable Radiography					
2		VISN 23					
3		618					
4		OFFEROR					
		MANUFACTURER					
		MODEL					
		QUOTE NUMBER					
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19		Nebraska Western Iowa VA Healthcare System	5				
20		Sioux Falls VA Healthcare System	3				

Fill out table with the vendor response ("exceeds", "meets", "partially meets", or "doesn't meet") to each requirement and corresponding location of supporting information and any additional information/explanations

# Proposal Submission Instructions

- Vendors are required to include the following documentation in proposals:
  - Completed compliance matrix
  - Supporting documentation (including product brochures, DICOM conformance statements, FIPS 140-2 certification, and information on FDA safety recalls)
  - Completed MDS2 form and 6550 Appendix A
  - Quotation(s)
  - Information on any added-value offerings included in the proposal (if applicable)
- To be considered complete, vendor proposals must meet all requirements outlined in the statement of work and include all documentation necessary for a full technical evaluation to be conducted.
- Refer to the Instructions for Offerors for full guidance on proposal submission requirements.

# Proposal Submission Instructions

- Vendors are expected to follow NAC naming standards for all submitted documentation.
- The compliance matrix spreadsheet will already be named according to the naming convention; vendors will only need to add their name to the file name.
- Improper file naming may lead to disqualification.
- Refer to the Instructions for Offerors for full guidance on file naming requirements.

# Questions

