

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

2237 Transaction # or Vista Equipment Transaction #: Conducted pursuant to the VA Medical Technology Refresh Initiative 2012

This acquisition is being conducted under the authority of the Multiple Award Schedule Program. The material or 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: Provide original manufacturer's name for material or contractor's name for service. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer/Contractor: Guldmann Inc.

Manufacturer/Contractor POC & phone number: Steve Wienecke-Regional Director Guldmann Inc., 913-515-0501, swienecke@kc.rr.com 10330 W 177th Terrace, overland Park, KS 66062

Mfgr/Contractor Address: Guldmann Inc.
5525 Johns Road, Suite 905
Tampa, FL 33634

Dealer/Rep address/phone number:

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

1. AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs
SAO Central NCO 15
4101 S. 4th St Trwy
Leavenworth KS 66048
VISN: 15

2. NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

This acquisition is conducted under the authority of the Multiple Award Schedule Program. A firm fixed price order is anticipated. This is a limited sources justification for limiting competition to less than is required by FAR 8.405-1.

a. A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:

The proposed acquisition is to procure Guldmann patient ceiling lift 552058 GH3+ 350 120 1000 (770/550 lbs.) with integrated scale - patient lift system with snap hook for mini, maxi and jumbo rail; including charger, charging station, or continuous charging rail and hand control. To be installed with either Guldmann wall studs or ceiling mounts in the VISN 15 VA facilities in(Kansas City MO VAMC; 1 each, Columbia MO VAMC; 14 each, Marion IL VAMC; 37 each, Poplar Bluff MO VAMC; 3 each, Eastern

Kansas Healthcare System KS; 1 each, Wichita VAMC KS; 1 each). The installation methodologies for the Marion VAMC require professional engineer certification.

b. ESTIMATED DOLLAR VALUE: [REDACTED]

c. REQUIRED DELIVERY DATE: 30-90 Days

3. 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. (CHECK ALL THAT APPLY AND COMPLETE)

☒ 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.

Total Guldmann ceiling lift systems installed at VISN 15 totals approximately 1068 units and constitutes a vast majority of patient lifting equipment in use throughout the 9 medical facilities in VISN 15. Placing an additional 57 Guldmann systems into inventory in lieu of other ceiling lift systems will build on already established staff training programs and contribute to increased efficiency and continuity of use for equipment already in place which will benefit the patients served. Potential injury to patients, staff and overall staff safety is improved by eliminating the confusion potential between use of different lift systems. Logistical systems are already in place to maintain sling inventory, user function, and equipment serviceability. If another system was installed, it would need logistical systems management changes at increased material costs and additional man-hours that could not be overcome by procurement of another system.

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

☐ 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.

☒ 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.

A VISN wide Federal Supply Schedule competition was conducted in 2008 and Guldmann was selected because they offered the best value patient lift system for all the VISN 15 facilities.

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

4. 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:

The VA NAC has already determined the prices of supplies/services, of federal supply schedule contracts to be fair and reasonable IAW FAR 8.404. Therefore, ordering activities are not required to make a separate determination of fair and reasonable pricing.

Continuity of Guldmann lift systems in inventory in lieu of other ceiling lift systems will build on already established staff training programs and contribute to increased efficiency, safety and continuity of use for patient lift equipment already in place. Any other system purchased would require interchangeability with the current rail systems and infrastructure. Logistical systems already in place to maintain sling inventory, user function, and equipment serviceability would require changes that would result in additional costs to the VA that could not be overcome by any potential cost savings achieved by utilizing another patient lift system. Guldmann regional staff have worked very closely with the various patient handling staff throughout the VISN facilities and gained significant knowledge of the current practices and systems. GH3 system installations require Guldmann certified installer expertise to maintain current wall stud/ceiling mount design with previously installed systems and to validate current and previous warranty work. Current lift installations have not required facility structural repairs or system redesigns due to careful planning and coordinated vendor installation efforts. Each proposed new ceiling lift installation location has possible different installation costs due to varying room dimensions and associated hardware components as known from previous VISN 15 Guldmann patient lift system installations. Guldmann has the past experience at the VISN medical center facilities to provide cost effective installation solutions.

5. DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

A competition for patient lifts for the various VISN 15 facilities was conducted in August of 2008. All VISN facilities representatives attended a one day demonstration on all lifts offered through Federal Supply Schedule contracts. After the demonstrations, facilities conducted evaluations based on technical conformance to the requirement and past performance, and pricing was evaluated separately. Guldmann was selected as the best value and awarded a delivery order for providing patient lifts throughout the VISN. Federal Supply Schedule was researched and Guldmann Inc. was found to have an existing contract- V797P-4680a (ends Jun 21 2014) under FSS schedule 65IIA. IAW VAAR 808.002, Priorities for use of Government supply sources, (3) FSS contracts awarded by VA NAC in FSS Classification groups 65 and 66 shall be mandatory for use by VA. Guldmann Inc. is a small business concern.

6. ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

This acquisition is being conducted in support of the VA 2012 Medical Technology Refresh initiative. This acquisition achieves two objectives of the initiative:

1. Deploy medical equipment to enhance the quality of patient care delivery and capacity of services while containing or reducing recurring resource requirements.
2. Achieve recurring efficiencies through equipment standardization, primarily across medical facilities within each Network.

7. 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:

The market will be monitored to determine if additional patient handling systems emerge that demonstrate their systems could provide better values to the facilities within VISN 15 for future acquisitions.

8. REQUIREMENTS CERTIFICATION: I certify that the requirement outlined in this justification is a bonafide 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.)*

Kim A Hudson RN/MSN 8/8/2012
SIGNATURE DATE
Kimberly A Hudson RN, MSN Chair-Patient Lift Modality VISN 15 Team NSG OPS
NAME TITLE SERVICE LINE/SECTION
Marion VAMC, VISN 15 Patient Lift Modality Team 2012
FACILITY

9. APPROVALS IN ACCORDANCE WITH FAR 8.405-6(h):

a. **CONTRACTING OFFICER'S CERTIFICATION** (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Hans Lorenzini 8-9-12
CONTRACTING OFFICER'S SIGNATURE DATE
Hans Lorenzini, Contracting Officer NCO 15
NAME AND TITLE FACILITY

HIGHER LEVEL APPROVAL (For orders over \$500,000): ☐ REQUIRED ☒ NOT REQUIRED

b. **NCM/or Designee:** 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.

Bernadette Cothorn 8-16-2012
Bernadette Cothorn DATE
Network 15 Contracting Manager

c. **SAO:** I certify the justification meets requirements for restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

NA

Ricky L. Lemmon
ACTING DIRECTOR
SAO CENTRAL REGION

DATE

d. **VHA HCA'S REVIEW AND APPROVAL (over \$500,000 to \$10 million):** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve for restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4

NA

Mr. Norbert Doyle
Chief Procurement Officer
VHA, Head of Contracting Activity

DATE

e. **VA Senior Procurement Executive Approval (over \$10 million):** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve for other than full and open competition.

NA

JAN R. FRYE
DEPUTY ASSISTANT SECRETARY
OFFICE OF ACQUISITION AND LOGISTICS
SENIOR PROCUREMENT EXECUTIVE (SPE)

Date