

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Stryker System 7

1. **Contracting Organization:** Department of Veterans Affairs, VISN 18, Albuquerque V.A. Health systems, Raymond G. Murphy Medical Center
2. **Description of Action:** Updating current total joint power equipment. Much of our current power equipment is 8 years old, manufacturers suggested life expectancy is 5-6 years. This is an equipment requirement funded by VHA.
3. **Description of Supplies or Services:** System 7 Heavy Duty Power Tools System 7 design features were engineered based upon feedback from those in the healthcare industry who are directly affected by the performance of their heavy duty power tools. The enhanced design, paired with extensive quality and performance testing, ensures that these specialized power tools offer the most innovative, highest performing system backed by best-in-class service from Stryker.
4. **Statutory Authority:**
(X) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements; BRAND NAME JUSTIFICATION
() (2) Unusual and Compelling Urgency;
() (3) Industrial Mobilization, Engineering, Developmental or Research Capability, Or Expert Services;
() (4) International Agreement
() (5) Authorized or Required by Statute;
() (6) National Security; or
() (7) Public Interest

5. **Validity of Use of Statutory Authority:** The Raymond G. Murphy medical center has used Stryker power equipment for total joints for over 20 years. While there are other companies that offer power equipment, the System 7 power set was developed with lighter, smaller, more powerful hand pieces-the system is much more ergonomic than any other power on the market today. The overall system weight is 29% lighter than current systems and each saw has less vibration-this can be very beneficial to the surgeon. The saw also has been designed to be ½ as loud as current systems. The battery technology is far superior than previous generations with increased run time by 183%. The Stryker system 7 has the most powerful reaming capabilities-157in/lb, most powerful drilling capabilities, 41in/lb and the most efficient saw with 12,000 cpm(cuts per minute). Stryker is also the only company to offer Sorn technology-this

allows the saws and drills to communicate directly with Stryker repair to troubleshoot any issues with the power set.

Key advantages include:

Sagital saw is significantly quieter than previous generations

Stryker SmartLiFE Li-Ion batteries with exclusive ACP Technology provide a longer, more reliable battery life (small battery runs 220% longer, large battery run 183% longer), increasing efficiency in the O.R.

An innovative rotary handpiece offering substantially increased torque, providing optimum performance with an improved power to weight ratio (29% reduction in overall system weight)

Integrated SORN Remote Device Management enables the transfer of device usage data to Stryker support teams to help monitor and recommend ongoing maintenance – reducing down time in the O.R.

Sealed sterilization containers minimize processing time and reduce the use of the blue wrap creating a more sustainable solution

Design enhancements make it lighter, more powerful and easier to use.

6. **Actions to Promote Competition:** A review of mandatory National Acquisition Center and Federal Supply Schedules yielded results for the blades but not that actual saws and attachments. At this time, we are unable to find a company which sells this new technology. NMVAHCS will re-assess market capabilities and new technology for future requirements to capitalize on areas of improvement and competition.

7. **Determination of Fair and Reasonable Price:** FAR 15.404-1(b) discusses price analysis for commercial and non-commercial items. Specifically FAR 15.404-1(b)(2)(ii) discusses comparison of proposed prices to historical prices paid. This is one of the preferred methods in price analysis. This system was recently awarded by VISN 8 under VA248-12-F-4887 for \$178,043.72 for four saws with attachments. This equates to \$44,510.93 per saw and attachments. A quote was provided originally to the end user for six saws for \$237,517.20 which equates to \$39,586.20 per saw. When a formal quote is requested for two saws the price should be in that range depending on how big a price change if any a quantity variance is provided. Upon approval of the Justification and Approval a formal quote will be requested and will be determined fair and reasonable as specified in this paragraph.

8. **Market Survey (FAR 10):** A review of mandatory National Acquisition Center and Federal Supply Schedules yielded results for the blades but not that actual saws and

attachments. Stryker brand is proprietary and only authorized distributors can provide this item. Procurements from any vendor that is not an authorized distributor would be considered a grey market purchase and most likely would not be under warranty by the manufacturer nor would the manufacturer guarantee performance of the items.

9. Other Considerations: None

10. Listing of Sources that expressed, in writing, an interest in the acquisition: None

11. Statement of Actions to Overcome Barriers to Competition: Competition has an invitation to introduce and exhibit comparable systems, five days a week, all year around. V.A. Albuquerque does not deny or accept the procurement of new or comparable product without End-users and various Authorative Committee's approval.

12. 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 and belief.

Nate Panguan R.A.
Name: NATE PANGAN_RN MMC-OR Date: 8/13/12

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.


DANIEL C. THIEL
CONTRACTING OFFICER

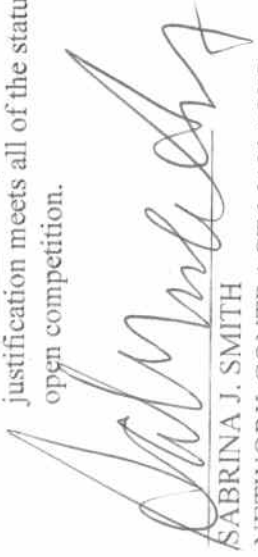
20 SEP 2012
Date

- b. VISN/PCA QA : (Required \$3K and above) I certify the justification meets requirements for other than full and open competition.


PAULETTE PEREIRA
NETWORK QUALITY ASSURANCE

SEPT 20, 2012
Date

- c. NCM/PCM: (Required \$3K and above) I certify that the foregoing justification meets all of the statutory requirements for other than full and open competition.


SABRINA J. SMITH
NETWORK CONTRACT MANAGER
VISN/PCA 18


Date