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Attachment 2: Request for Sole Source Memo Format

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Other Than Full and Open Competition

1. Contracting Activity:

Network 11 Contract Office, 1900 East Main Street, Danville, Illinois 61832. The purchase order request number for this requirement is 550-12-3-985-0644.

2. Nature and/or Description of the Action Being Processed:

Based on the following justification, the use of other than full and open competition for the proposed contractual action is authorized pursuant to authority under 41 USC 253(c) (5) and 38 USC 8127(a) (4) (c) of Public Law 109-461 in applying use of VAAR 819.7007. This document sets forth the justification and acceptance approval for use of a Service-Disabled Veteran-Owned Small Business Sole Source allowed under VAAR 819.7007 to acquire a Clinical collaboration enhancement for the Nurse call system for the VA Illiana Health Care System, Danville, IL 61832. This will be a new firm fixed-price contract.

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

The Department of Veterans Affairs, Illiana VA Medical Center, has a requirement for a Clinical Collaboration System to provide clinical staff with real time visualization of the capabilities to interconnect the available data from the existing Rauland nurse call system, and Vista CPRS to wireless handheld devices. The VA requires a certified and skilled Cisco partner to aid in the project planning, coordination, design, configuration, equipment staging, installation, integration of services and equipment, and end-user support and training for the Clinical Collaboration System with complete responsibility for delivering the overall integrated system. The total estimated cost of this acquisition is \$976,845.67. The period of performance will be 120 days from the date of award.

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

The Statutory Authorities regarding this Acquisition are

- () (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
- (X) (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):

Universal Understanding has both Information Technology professionals working together with experienced clinical staff to provide a solution. Universal Understanding, Inc. ("UU") offers a comprehensive, commercial solution that takes various off the shelf technologies, existing telephony assets, new assets, new wireless infrastructure, and custom application APIs and merges them into a unified Clinical Collaboration Solution. The new unified solution will allow guaranteed and documentable communication as is required by various clinical staff within the facility. It is our intention to use this solution as a communications tool for voice and delivery of contextual data from VISTA/DHCP, other clinical systems, administrative directly to the new phones, i.e. to the staff with the added benefit that UU is an SDVOSB (under NAICS 541519, Information Technology Value Added Resellers) with proven past performance with the VA.

UU is a commercial IT Services company with the requisite technical capabilities of PMP certified program managers, Certified Cisco Gold Partner for product and professional services associated with Cisco voice and wireless networks, Cisco UC Master certified, CCIE level engineers assigned to the project, and has existing relationships with the other commercial product providers pertinent to this project, Rauland, and Extension Inc. Our assessment is those technical certifications and skill sets are necessary to meet schedule, budget, and program challenges, and UU is the only known Certified SDVOSB that possesses those capabilities, as well as actual knowledge of the similar projects. The most recent was the exact installation and configuration for the VA Hospital in Gainesville, Florida. Projects have also been performed at the VA in Battle Creek Michigan.

6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:

Market Research was conducted and two SDVOSB Sources were found and quotes provided to the facility regarding this requirement. One SDVOSB, Thundercat Technology, is not registered in VetBiz and cannot be verified as an SDVOSB at this time. In the interest of meeting the schedule required by the facility, the Contracting Officer has made a determination to use the allowed procedures of VAAR 819.7007 to seek a SDVOSB Sole Source award to Universal Understanding who is registered and verified in VetBiz. No award will be made until the contracting officer has made the required Determination of Responsibility.

7. Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:

Based upon the IGE and another informal quote received, whose respective values are \$1,128,937.00 and \$1,028,442.78, the informally offered price from UU of \$976,845.67 appears to be reasonable based on apparent market prices as indicated by the aforementioned quote and the independent

Government estimate. However, the Contracting Officer will ensure that the proposed price submitted in response to the RFP will be determined to be fair and reasonable. The CO will obtain other than cost and pricing data from the offeror, if necessary, in order to assist with the determination of fair and reasonable pricing.

8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:

Market Research was conducted to determine the proper course of the acquisition. Based on the specialties required to complete this system, it was determined that there were two (2) SDVOSBs who could meet the requirements and schedule required. Further research of Vetbiz showed that only one (1) is a verified SDVOSB at this time. Based on this, and applying the VA principles of awarding to an SDVOSB source when possible, the Contracting Officer has determined that the proper method to pursue to meet the facility schedule and requirements, as well as to further the effort to meet VA's socioeconomic goals, would be to pursue a SDVOSB sole source award under the authority of VAAR 819.7007.

9. Any Other Facts Supporting the Use of Other than Full and Open Competition:

These systems have been successfully procured and implemented at VAMCs in Battle Creek MI, Madison WI, Minneapolis MN, Prescott AZ, Orlando FL and Gainesville FL.


10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:

Universal Understanding Inc.
225 Water St., Suite 1575
Jacksonville, FL 32202-5175

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:

The facility will continue to look for other sources capable of providing this equipment and related services for any future procurement of this type of equipment.

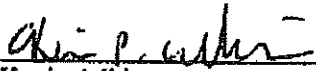
12. Requirements Certification: I certify that the requirement outlined in this justification is a Bona Fide Need of the Department of Veterans Affairs and that the supporting data under my cognizance, which are included in the justification, are accurate and complete to the best of my knowledge and belief.


Frank D Jackson III
Facility Chief Information Officer
VA Illiana Health Care System

8/22/12
Date

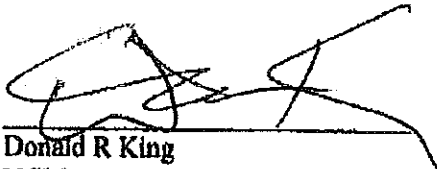
13. Approvals in accordance with FAR 6.304

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


Kevin Adkins
Contract Specialist
Network 11 Contract Office

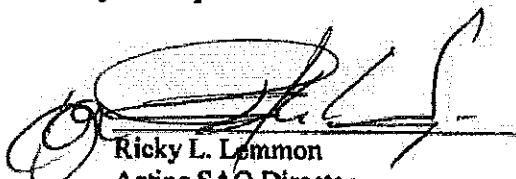
8-22-2012
Date

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


Donald R King
NCM
Network 11 Contract Office

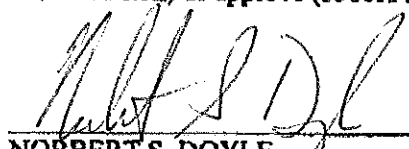
8/22/12
Date

- c. **SAO (If over \$500K):** I certify the justification meets requirements for other than full and open competition.


Ricky L. Lemmon
Acting SAO Director
Central Region

28 Aug 12
Date

- d. **VHA HCA Review and Approval:** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and recommend approval (if over \$10 million) or approve (\$500K to \$10 million) for other than full and open competition.


NORBERT S. DOYLE
Chief of Procurement and Logistics Officer
VHA, Head of Contracting Activity

9/19/12
Date