

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval**

**For**

**Other Than Full and Open Competition**

**1. Contracting Activity:**

Department of Veterans Affairs - Records Management Center (376)  
4300 Goodfellow Blvd, St Louis, MO  
2237 Transaction Number: 376-J35001  
AP Number: VA255-12- AP-1744

- 2. Nature and/or Description of the Action Being Processed:** The Dept of Veterans Affairs – Records Management Center (VA RMC) is requesting a new contract with Peterson Business Systems (Peterson), 938 South Highway Drive, Fenton, MO 63026-2023 for maintenance services for approximately 600 Spacesaver Model EC-300 powered mobile filing systems. Peterson is a small business.

Length of Contract: One (1) base year plus two (2) option years.

Period of Performance: October 1, 2012 – September 30, 2013

Approximate Total Cost: \$400,000.00

- 3. Description of Supplies/Services Required to Meet the Agency's Needs:** The solicitation and resulting contract will be to provide maintenance services and emergency repairs to approximately 600 Model EC 300 powered mobile file systems manufactured by the Spacesaver Corporation. Peterson will provide the VA RMC with one (1) on-site service technician to make repairs, adjustments and install parts necessary to restore the Spacesaver system to its original design.

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

- (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  
 (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):**

We are requesting the following authority be used:

a. Only One Responsible Source (FAR 6.302-1). The veteran service record files maintained and stored in the VA RMC are vital to the well being and to provide services to veterans and dependants. Records are critical to service eligibility determinations and must be available to provide timely service to entitled veterans and those individuals claiming eligibility. Peterson is the only firm in the Eastern Missouri and Southern Illinois area that is an authorized dealer/distributor for Spacesaver Corporation products. As such, Peterson has the only certified technicians in the St Louis vicinity who perform factory authorized maintenance on this equipment. In addition, parts are only available through Spacesaver's authorized distributors.

**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** There is no other potential source qualified or certified to perform maintenance on this equipment. Repair parts and service are available in the St Louis area only from the Spacesaver Corporation authorized dealer, Peterson. A notice of intent to using other than full and open competition was published in FBO as required by FAR Subpart 5.2. No responses from other prospective contractors were received.

**7. Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** This contractor will provide information (i.e. other than cost or pricing data), which will include commercial price lists and prices for similar or the same services provided to other customers, to assist the Contracting Officer in determining if the contractor's proposed price is fair and reasonable for the services to be provided. In addition, the Contracting Officer will compare prices paid on other contracts of a similar nature. The Contracting Officer anticipates the cost of this procurement to be fair and reasonable.

**8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:**  
In accordance with FAR 10.002, market research was conducted to identify any other sources for this maintenance requirement. Market Research included an internet search and a search of GSA and VA Federal Supply Schedule contracts. No existing contracts for maintenance services for the Spacesaver equipment were identified. It also included search of the Vetbiz database, which returned no results. Also, a search of the Federal Business Opportunities (FBO) website was conducted. Solicitation notices posted by VHA VISNs and other agencies purchasing these services have been found on FBO and they were issued under the authority of FAR Part 6.302-1.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:** N/A

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** None

**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:** N/A

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.



Karen Gooden  
Staff Assistant  
VA Records Management Center

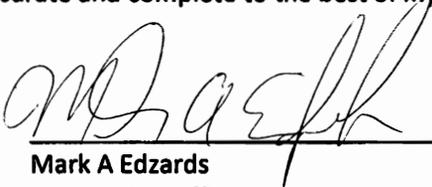
09/20/12

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.



Mark A Edzards  
Contracting Officer  
NCO 15

9/21/2012

Date

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



Bernadette Cothorn  
Network Contract Manager  
NCO 15

9-25-12

Date



Spacesaver Corporation  
1450 Janesville Avenue  
Fort Atkinson, Wisconsin, USA 53538-2798  
Tel: 920-563-6362 | Fax: 920-563-2702  
www.spacesaver.com



July 19, 2012

To Whom It May Concern:

This letter is to confirm that Peterson Business Systems is the only authorized dealer for Spacesaver Corporation in eastern Missouri and southern Illinois.

Spacesaver specifies that all installations must be performed or supervised by factory trained and certified technicians. I confirm that Peterson Business Systems is the only Spacesaver authorized installation / service technicians certified to install, service, move or add on to any new or existing Spacesaver system in their primary area of responsibility. No other party other than Peterson Business Systems is authorized, trained or certified (which is contingent on activating and maintaining warranty) to conduct Spacesaver work in this territory.

We are pleased to have this firm represent Spacesaver and to have their experienced staff available locally to address your product and service needs. Peterson Business Systems is the only certified and authorized distributor for sales applications, installation, service and warranty of Spacesaver products within their Primary Area of Responsibility.

Sincerely,

SPACESAVER CORPORATION

A handwritten signature in black ink that reads 'Mark Haubenschild'.

Mark Haubenschild  
Vice President of Sales

MH bb



Storage Solved

Spacesaver Corporation is a Division of Krueger International, Inc