

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

2237 Transaction # 667-12-4-098-0145

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in paragraph 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:

Manufacturer: A-Deo Inc.

Manufacturer POC & phone number: [REDACTED]

Manufacturer Address: 2601 Crestview, Newberg, OR 97132

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

(1) AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs  
Overton Brooks VA Medical Center  
510 E. Stoner Ave  
Shreveport, LA 71101

NETWORK CONTRACTING ACTIVITY: 16

(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

This acquisition is to obtain by the use of Other than Full and Open Competition the purchase of Dental Treatment Consoles from A-Deo Inc. for the newly built Dental Clinic at Overton Brooks VA Medical Center, Shreveport, LA. This is a sole source procurement due to the specific design build of the Dental Clinic. The clinic was designed to specifically accommodate specification of A-Deo Treatment Console equipment.

Agency will accept new equipment ONLY; NO re-manufactured or "gray market" goods.

As prescribed by FAR part 6.305(n) the Justification and Approval shall be made publicly available at the Government Point of Entry (GPE) [www.fedbizops.gov](http://www.fedbizops.gov) within 14 days after contract award.

(3)(i) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:

A-Deo Treatment Consoles are designed specifically to work with A-Deo 500 Dental Chairs and delivery systems. The treatment consoles and chairs have utilities (electrical, air, water, suction, and x-ray) that feature built-in conduits which must work together as one unit. The A-Deo

Treatment Consoles and A-Dec 500 Dental Chairs complement each other providing premium patient comfort, unsurpassed operator access, and exceptional functionality.

The treatment consoles and chairs provide convenient, comfortable access to both patients and instruments while procedures are performed. The A-Dec 500 Dental Chair and A-Dec Treatment Consoles allow providers to easily position themselves directly beneath patients, allowing both dentist and assistants to maintain good posture during procedures. Maintaining good ergonomics is essential to the health of the dentist and dental assistant.

A-Dec Treatment Consoles and A-Dec delivery systems place both patients and instruments where the dentist and dental assistants need them to maximize efficiency. Excessive reaching or twisting is minimized to help maintain ergonomic posture. This feature protects the health of the providers during procedures. Through pressure mapping the A-Dec chairs have reduced pressure points and streamlined support. These features create a more comfortable patient experience.

(b) ESTIMATED DOLLAR VALUE: 

(c) REQUIRED DELIVERY DATE: January 2013

(d) 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.

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.

Because of the design specification of the Dental Clinic, use of A-Dec Inc. equipment is essential to the Government's requirement. The unit offers the ability to change or rearrange entire Treatment Console modules to accommodate future needs. The units are composed of a heavy-gauge steel sub-base to maximize durability and protect against rust and corrosion. The molded edge banding seals and protects edging of Treatment Consoles, doors and drawers. The units contain a 2-position USB2 extension port which provides more flexibility in placing CPU's in dental operatories. The built-in cable management system allows for cable runs anywhere in the cabinet. Console units also include hospital-grade, UL-listed outlets and wiring.

The A-Dec Treatment Consoles are specifically designed to increase dental operator efficiency and assure asepsis. There's no seam between the solid surface sink countertops and backsplash. This feature eliminates dirt collection making the units easy to clean. Knee and foot-activation systems allow for hands-free faucets operation. Likewise, hands-free latches on doors and drawers reduce touch points.

A-Dec Inc. is the only firm capable of providing the supplies described in Section 3. The company was selected as the single source due to the specific design build of the newly

The statutory authority permitting other than full and open competition 10 U.S.C 2301 and FAR 6.302-1: Only one responsible source and no other supplies or services will satisfy agency requirements. A-Dec Inc. is the only firm capable of providing the supplies described in Section 3. The company was selected as the single source due to the specific design build of the newly constructed Dental Clinic. The clinic was internally designed to accommodate specifications of the A-Dec dental Equipment.

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

As prescribed by FAR part 8.405-1(e)(1) 15 GSA schedule contractors were surveyed under SIN 65 H C C-41 Dental Equipment and Supplies. After reviewing multiple GSA schedules A-Dec was determined to be the only company capable of meeting the Governments needs. No other company on schedule can fulfill the Governments requirement.

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

These are commercially available off the shelf items on schedule with GSA. Per FAR 8.404 (d) GSA has already determined the price of the supplies and services to be fair and reasonable. Therefore ordering activities are not required to make a separate determination of fair and reasonable pricing. The survey data obtained in item 6 (above) will only be used to make a price evaluation as prescribed by FAR 8.402-2((d).



Material	Model	QTY	Total
Treatment Console	[REDACTED]	15	[REDACTED]
Doctors Accessory Console	[REDACTED]	15	[REDACTED]
Assistant's Accessory Console	[REDACTED]	15	[REDACTED]
Wall Mount Insert	[REDACTED]	15	[REDACTED]
Wall Mount Insert	[REDACTED]	15	[REDACTED]
PAC 1 Institutional Unit	[REDACTED]	1	[REDACTED]
Padded Van Delivery			[REDACTED]
Installation			[REDACTED]
Grand Total			\$275,738.53

The VA does not have the capability to design structures to accommodate various brands of dental operator equipment. Every detail of each operator room had to be pre-determined. The Dental Clinic had to be designed specifically around a brand of operator equipment. A-Deo operator equipment [REDACTED] and has performed well through the years. The equipment has been reliable, of good quality and from a reputable company. All utility service connections (plumbing, electrical, data communications, dental air and vacuum) for each operator are sized and located specifically for A-Deo brand components. All of the service connections sizing, rough-in, placement and stub-up locations are in accordance with specific A-Deo equipment.

The Dental Clinic building as designed will not readily accommodate another brand of operator equipment without significant modifications to the building and utility systems, or without compromising the room layout and work flow. Building redesign would only result in the design being specific to a different manufacturer's equipment in consideration of layout, orientation, delivery system, service connection sizing, rough-in, placement and stub-up locations specific to fit the Dental Clinics work flow processes. The Government's best interest will be served by proceeding with the procurement of A-Deo brand operator equipment. Additional benefits to the Government include:

- Standardization of all operator chairs and associated equipment
- Provide interchangeable components/dental tools from a single source
- Flexibility of dental procedures among VA Dental staff
- Eliminates potential for funding to train VA personnel on unfamiliar operator equipment
- Familiarity and ease of working with and maintaining equipment

(9) 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. 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.

Patricia Meadows

Patricia Meadows  
Administrative Officer  
Dental Clinic  
Overton Brooks VA Medical Center

15 Aug. 2012  
DATE

(10) APPROVALS IN ACCORDANCE WITH FAR 8.405-6(f)(1)

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

Carolyn Sue Lee  
Carolyn Sue Lee  
Contracting Officer  
Purchasing & Contracting  
Overton Brooks VA Medical Center

15 August 2012  
DATE

b. CHIEF P&C: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Randy Pernell  
Randy Pernell  
Chief, Purchasing and Contracting  
Overton Brooks VA Medical Center

8/15/12  
Date

c. NCM/PCM: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Gregory Davillo  
Gregory Davillo  
Acting NCM  
Network Contracting Office, VISN 16  
Program Contract Activity

\_\_\_\_\_  
Date