

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

2237 Transaction # or Vista Equipment Transaction #: 657-12-4-1533-0422

This acquisition is 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: 2/90 Sign Systems, Inc.

Manufacturer/Contractor POC & phone number: Christopher Dauma, 616-656-4310

Mfgr/Contractor Address: 5350 Corporate Grove Dr. S, Grand Rapids, MI 49512-5500

Dealer/Rep address/phone number: NA

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

1. AGENCY AND CONTRACTING ACTIVITY:

Department of Veterans Affairs

SAO Central

Network 15 Contracting Office (NCO)

4101 S. 4th St Trwy

Leavenworth KS 66048

VISN:

15

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

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:

Complete Modular Signage and installation for the exterior area of an 850,000+ sqft VA Medical Center, at the Jefferson Barracks division and installation of three existing signs at the John Cochran division (JC). The signs for JC consist of one (1) for Bldg N2 and two (2) for Bldg N1. The N2 sign is a large four-sided illuminated custom informational sign, 10'0" X 10'0" X 17'0"HT and will be installed in the SE corner of the main parking lot at the corner of Grand and Enright Aves. The N1 signs are a flag-type illuminated custom directional sign, 8'0' X 17'0"HT. One will be installed at the main entrance off of Grand Ave and the other at the entrance/exit from Enright Ave.

b. ESTIMATED DOLLAR VALUE: [REDACTED]

c. REQUIRED DELIVERY DATE: 1/1/2013

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.

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

☐ These are "direct replacements" parts/components for existing equipment.

X 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 St Louis VA Medical Center currently utilizes 2/90 Sign Systems modular rail system in our hospital. 2/90 Sign Systems is the only vendor who manufactures a signage system that can be used with the existing signage used throughout the dual facility. In order for the sign system to be compatible with existing signage it must have several key attributes. *The signage must be able to fully integrate with the existing signage. That would require all end caps, trim pieces and any other parts to be interchangeable with our 43 exterior sign types. *Signage must function and match finishes and sized exactly that are currently VA approved, therefore providing VA patients with a consistent and comprehensive signage system and maintaining uniformity throughout the facility. *Signage must integrate with the parts inventory that is maintained by the hospital.

☐ 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.

☐ 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:

This order represents the best value to the government because this will allow the end user to utilize both the new signage and the existing signage. It is interchangeable and will eliminate the need to maintain another sign system. These items are on GSA contract # GS-07F-0265N, an optional use source IAW FAR Part 8, and which pricing has been determined to be fair and reasonable IAW FAR Part 8.404 (d).

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

In 2009, a solicitation went out for new interior and exterior signage for VAMC, St. Louis, MO. After extensive research on the three (3) bidders, Creative Sign System, Takeform Architectural Graphics and 2/90 Sign System, it was determined that 2/90's modular rail system offered the best value and was awarded the order. The 2/90 system is totally modular, that can be broken down and rebuilt into an entirely new sign off the rail base components. Neither Takeform Architectural Graphics or Creative Sign System offered a truly modular system. Per my knowledge, there is no other manufacturer in the market that provides a rail system that is compatible with the present rail system or can duplicate our signage exactly.

6. ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

2/90 Sign Systems was awarded a major order in 2009, for \$ 2,593,090.57, VA255-657-SC9752, followed by three (3) additional orders for another \$275,815.50, after a FFS competition where 2/90 Sign Systems was determined to offer the best value signage package. Of the original order VA255-657-SC9752, approx 21%, or \$559,942.00 was applied to exterior signage at the Jefferson Barracks division of the VAMC St. Louis. This portion was completed the early part of 2012. It is in the VAs best interest to have 2/90 Sign Systems continue this work to allow for a seamless installation and maintain the integrity of design and appearance in our sign program. It would not be economical or efficient to utilize another brand, supplier or installer, as it would require the facility to procure and maintain a separate system ultimately resulting in additional costs for the VA at this time. Additionally, 2/90 Sign Systems is offering a 3% discount from the GSA contract pricing which is commensurate with the pricing levels offered for the original order.

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:

NA

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.)

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|---------------------------|-----------------------|----------------------|
| <u>Terrance A Pickles</u> | | <u>9/21/10</u> |
| SIGNATURE | | DATE |
| <u>TERRANCE A PICKLES</u> | <u>SUP OF INT DAS</u> | <u>ENG</u> |
| NAME | TITLE | SERVICE LINE/SECTION |
| <u>VAMC ST. LOUIS</u> | | |
| 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
CONTRACTING OFFICER'S SIGNATURE

9-21-2012
DATE

Hans Lorenzini, Contracting Officer
NAME AND TITLE

NCO 15
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
Bernadette Cothorn
Network 15 Contracting Office NCM

9-21-2012
DATE