

U.S. DEPARTMENT OF VETERANS AFFAIRS

**Justification and Approval (J&A)
For
Other Than Full and Open Competition (>SAT)**

Acquisition Plan Action ID: 36C245-19-AP-1480

1. **Contracting Activity:** The U.S. Department of Veterans Affairs, VISN 5, Washington D.C. VA Medical Center is fully responsible for this justification for other than full and open competition for the brand-name (Sizewise) purchase of Hospital Beds Rental under purchase request number 688-19-2-035-3761.
2. **Nature and/or Description of the Action Being Processed:** Hospital Beds Rental brand name only (Sizewise) is currently being used at the Washington D.C VA Medical Center in direct support of Veteran Patient care. During intensive market research, it was found that the company Sizewise, LLC. has at least two Service-Disabled Veteran Owned Small Businesses (SDVOSB) that are Authorized Distributors. Since the VA meets the “Rule of Two” – the Government intends to award a base year plus four one-year option periods firm-fixed price contract for long-term services (options may or may be exercised contingent upon the customer’s needs)..

FAR13.5 Simplified Procedures for Certain Commercial Items: This procurement is for brand-name (Sizewise) Hospital Bed Rentals in accordance with FAR 13.5 Simplified Procedures for Certain Commercial Items and specifically FAR 13.501 Special Documentation Requirements, where acquisitions conducted under Simplified Acquisition Procedures are exempt from the requirements of FAR Part 6, but still require a justification using the format of FAR 6.303-2.
3. **Description of Supplies/Services Required to Meet the Agency’s Needs:** The supplies and/or services to be acquired are as follows: Specialty hospital beds are needed to meet the needs of veterans that are patients in the hospital for extended periods of time. We are currently having issue with the newly purchase beds from Joerns that are creating patient safety issue. Estimated value base year = \$312,000.000. Estimated value (with options) = \$1,560,000.00.

There could be a result of unacceptable delays in fulfilling agency’s requirements if Sizewise Hospital Beds Rental services are not utilized. This specific brand produced by a single company is required as opposed to allowing free and open competition. These Hospital Beds currently being used are essential to the Government’s requirements, thereby precluding consideration of a product manufactured by another company.

Accordingly, Sizewise, LLC. is the only manufacturer found to be capable of providing the supplies and services described above by the requiring activity and nursing staff at the Washington D.C. VA Medical Center without the Veteran’s Health Administration experiencing unacceptable delays in fulfilling its requirements

To follow are the Salient Characteristics for the Sizewise Specialty Mattresses to satisfy Veterans’ individual health needs. Each is unique are the individual health needs of our veterans.

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CLC department

1. Carewise Mattress Size Wise 3.1 features two layers of foams : a newly designed top layer featuring softer foam for more comfort and better pressure Redistribution. The top cover is highly moisture resistant, antimicrobial and low shear.

Key Specifications :

- a. Surface Length 76" 80" , 84"
- b. Surface Width 35.5"
- c. Wt Capacity 300lbs
- d. Made in USA

Clinical Use PI Prevention Treatment

2. Air Hercules Patient Reposition Mattress (Sizewise Low air Loss pulsation mattress with an innovative drive unit and specialized sheet that positions a veteran in bed in a matter of seconds: A special need for Spinal cord injuries.

Key Specifications:

- a. Surface length 90"
- b. Surface width 39" or 48"
- c. Therapy Modes (s) Pulsation
- d. Weight Capacity 850 lbs.
- e. Made in USA

Clinical Use

Bariatric

Caregiver injury prevention

Geriatrics

PI prevention/Treatment

Rehabilitation

Safe veteran handling

Wound care

3. Big Turn Air Mattress (Sizewise System provides full body continuous lateral rotation therapy for immobile Bariatric veterans and or those suffering from pulmonary complications. System also support Kinetic Therapy with a rotation of 40 degrees or more in conjunction with continuous clinically effective low air loss therapy to assist in wound management protocols

Key Specifications

- a. Surface Width 39" or 48 "
- b. Therapy Mode (s) Pulsation Rotation
- c. Wt. Capacity 1000 lbs.
- d. Made in USA

Clinical use

Bariatric

PI Prevention/Treatment

4. Mighty Air Mattress (Size Wise Bariatric therapeutic air support surface designed to prevent and treat pressure injuries . Alternation therapy offers active pressure redistribution in 2 therapy modes: 1in 3 Alteration low Air loss and Static low air loss. Keep skin cool and dry . Top cover is free from harmful chemical or concern, vapor permeable , low friction and anti -shear.

Key Specifications

- a. Surface Width 39" or 48 "
- b. Therapy Mode (s) Alternation
- c. Wt. Capacity 1,000lbs
- d. Made in USA

Clinical Use

Bariatric

PI Prevention

5. Immerse Air Mattress (Size wise Used for veterans at risk or suffering pressure injuries. Utilizes automatic pressure adjustment in zoned areas of the body for superior pressure redistribution and comfort. Control microclimate while pulsation mode aids in capillary blood flow to the skin Fowler feature allow increased airflow to the mattress when the head section of the bed is elevated, Top cover is vapor permeable, low friction and anti-shear.)

Key Specification

- a. Surface width 35' 39' 42' or 48 '
- b. Therapy mode (s) Immersion Pulsation
- c. Wt. Capacity 600 or 1, 000 lbs.
- d. Both bariatric and non- bariatric configurations
- e. Made in the USA

Clinical Use

PI Prevention/Treatment

Wound Care

Relative to the need of individual veterans each of the above mattress are used in the CLC

SCU/MCU care

- Specialty bed surfaces may be required for patients/residents for following reasons:
 - a. Patient at high risk for skin breakdown as determined by the following: low Braden Score putting the patient in the high risk category, past history of skin breakdown, body contractures, or other health condition/medication that makes the patient unable to make small changes in position on their own or verbalize pain or discomfort.
 - b. Patient with pressure injuries no matter what stage on multiple areas that complicates or makes it impossible to position the patient off the injury.
 - c. Patients that may need increased air flow due to incontinence that increases the chance of microsystem related skin breakdown.
 - d. Patients with Stage III or Stage IV Pressure Injury on any skin area.
 - e. Patients with body weight, height, or size that is over the weight limit or height for a standard bed surface.

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- f. Patients recovering from skin flap or other surgical wound related procedure.
- Bed Frames other than standard may be required for the following reasons:
 - a. Patients at high risk of falls who are unable to follow direction to call for assistance
 - b. Patients at high risk of fall with a subsequent injury due to medications, health condition, or mobility issues.
 - c. Patients who may need bed height adapted other than a standard bed frame to allow for safe transfers and prevent falls and subsequent injury.

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

- (X) (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;

FAR13.5 Simplified Procedures for Certain Commercial Items: The authority for applying the Simplified Procedures for Commercial Items of FAR 13.5 is 41 U.S.C. 1901 and is implemented by for restricting competition on this procurement via FAR 13.106-1(b)(2). Modified to reflect that the procedures in FAR subpart 13.5 were used in accordance with 41 U.S.C.1901 or the authority of 41 U.S.C. 1903.

5. Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):

Only One Responsible Source (FAR 6.302-1) – There could be a result of unacceptable delays in fulfilling agency's requirements if Sizewise Hospital Beds Rental services are not utilized. This specific brand produced by a single company is required as opposed to allowing free and open competition. These Hospital Beds currently being used are **essential** to the Government's requirements, thereby precluding consideration of a product manufactured by another company.

Accordingly, Sizewise, LLC. is the only manufacturer found to be capable of providing the supplies and services described above by the requiring activity and nursing staff at the Washington D.C. VA Medical Center without the Veteran's Health Administration experiencing unacceptable delays in fulfilling its requirements

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

Market Research Findings: Market research showed that there is one (1) small business that can potentially perform the request. A Seeking Sources Notice was posted on GSAebuy on April 9, 2019 with the intent of finding potential sources on Federal Supply Schedule (FSS). Responses to this Seeking Sources Notice must have been received no later April 11, 2019 at 5:00 p.m. (Eastern Standard Time). There were only 45 vendors at the time when the Seeking Sources Notice was posted for FSS Schedule 65 II A/SIN: A-69 (Beds and Mattresses for Medical Use) that can potentially support this effort. Only one (1) Small Business (Kreg Therapeutics) and three (3) large

businesses (Arjohuntleigh, Inc., Sizewise Rentals, LLC., and Hill-Rom Company, Inc.) responded to the Seeking Sources Notice in GSAebuy. A Sources Sought Notice was also posted on FedBizOpps to see if there was more potential for SDVOSB/VOSB. I received three (3) emails from Authorized Distributors for the Manufacturer (Sizewise Rentals, LLC.) that are SDVOSBs and are interested in providing the required supplies/services. Based on market research and personal knowledge, this acquisition can be 100% set-aside restricted to SDVOSBs only since there are at least two SDVOSB Authorized Distributors for the Manufacturer. This meets the VA "Rule of Two" requirement.

7. **Determination by the CO that the Anticipated Cost to the Government will be Fair and Reasonable:** The CO anticipates costs will be considered fair and reasonable since previous procurement history reflects fair and reasonable prices on multiple contracts.

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

Market Research Findings: Market research showed that there is one (1) small business that can potentially perform the request. A Seeking Sources Notice was posted on GSAebuy on April 9, 2019 with the intent of finding potential sources on Federal Supply Schedule (FSS). There were only 45 vendors at the time when the Seeking Sources Notice was posted for FSS Schedule 65 II A/SIN: A-69 (Beds and Mattresses for Medical Use) that can potentially support this effort. Only one (1) Small Business (Kreg Therapeutics) and three (3) large businesses (Arjohuntleigh, Inc., Sizewise Rentals, LLC., and Hill-Rom Company, Inc.) responded to the Seeking Sources Notice in GSAebuy. A Sources Sought Notice was also posted on FedBizOpps to see if there was more potential for SDVOSB/VOSB. I received three (3) emails from Authorized Distributors for the Manufacturer (Sizewise Rentals, LLC.) that are SDVOSBs and are interested in providing the required supplies/services. Based on market research and personal knowledge, this acquisition can be 100% set-aside restricted to SDVOSBs only since there are at least two SDVOSB Authorized Distributors for the Manufacturer. This meets the VA "Rule of Two" requirement.

9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** Specialty hospital beds are needed to meet the needs of veterans that are patients in the hospital for extended periods of time. We are currently having issue with the newly purchase beds from Joerns that are creating patient safety issue.

10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** Arjohuntleigh, Inc., Sizewise Rentals, LLC., Hill-Rom Company, Inc., 3T Federal Solutions, LLC. – VIP VetBiz Certified (SDVOSB), WT Services, LLC. – VIP VetBiz Certified (SDVOSB), and DGA Medical, LLC. – VIP VetBiz Certified (SDVOSB), Veterans Healthcare Supply Solutions – VIP VetBiz Certified (SDVOSB).

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:** Sole source effort is required for the planned time duration. Specialty hospital beds are needed to meet the needs of veterans that are patients in the hospital for extended periods of time. We are currently having issue with the newly purchase beds from Joerns that are creating patient safety issue.

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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.

Keyana Wilder

Acquisition Utilization Specialist
Washington D.C. VA Medical Center

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

David J. Valenciabonilla
Contracting Officer