

Attachment 1: Request for SDVOSB/VOSB Sole Source Justification Format >SAT

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval (J&A)**

**For**

**Other Than Full and Open Competition (>SAT)**

**Acquisition Plan Action ID: 36C241-19-AP-2163**

- 1. Contracting Activity:** Department of Veterans Affairs, VISN 01, VAMC West Roxbury and VAMC Brockton, Boston Healthcare System.

Purchase Request: 523-19-4-7077-0061

Estimated Value: [REDACTED]

- 2. Nature and/or Description of the Action Being Approved:**

VAMC West Roxbury and VAMC Brockton of the Boston Healthcare System require adjustable bed frames that can accommodate a variety of mattress sizes, to be used for Spinal Cord Injury patients. These beds will be replacing existing SCI Beds that are aging and no longer meet the needs of the customer. Two bed fairs were held that invited many bed frame manufacturers to show various bed models on March 28, 2019 at Brockton VAMC and April 5<sup>th</sup>, 2019 at West Roxbury VAMC. Following the bed fair, On May 5<sup>th</sup>, 2019, West Roxbury VAMC Spinal Cord Injury Unit A-2 began a two-week trial to test two of these bed frames, one bed frame each from manufacturers [REDACTED]. The vendor fairs and bed trials were conducted to receive clinical feedback on developing salient characteristics that would meet the spinal cord injury patients' needs; only the Umano bed frame meets the requirement.

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

VAMC West Roxbury and VAMC Brockton requires the following items specific to the requirement:

| <u>Line Item</u> | <u>Description</u>  | <u>Quantity</u> |
|------------------|---|-----------------|
| 1 200-0000       | Ook snow All hospital bed   | 64              |
| 2 GARANTIE3.3    | Warranty 3 years parts and labor  | 64              |
| 3 U-S5D800606XTK | Left and Right Bolsters with 4 Way PU Cover and Anti-Sheer Slip Cover - 80"x6"x6" | 10              |
| 4 U-S5D043506XTK | Foot Extender with 4 Way PU Cover and Anti-Sheer Slip Cover 35"x4"x6"             | 10              |
| 5 299-0100WG-TRI | Patient helper (Trapeze) - ook<snow>>ALL  | 64              |
| 6 FA64522-TRI    | Fixed 1" IV Pole for 3/4" socket  | 64              |
| 7 FA64527WG-TRI  | Upright oxygen bottle holder with clamp   | 64              |
| 8 FA64513WG-TRI  | Universal Pump Holder   | 64              |
| 9 FA64525WG-TRI  | Urinal Holder   | 64              |
| 10 U-8450        | Bed Docker Cable - 37pin to 37 pin - 8' long                                      | 64              |

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The breakdown of bed frames to be delivered to each facility is as follows:

| Facility                       | SCI Bed Frame |
|--------------------------------|---------------|
| VA Medical Center West Roxbury | 34            |
| VA Medical Center Brockton     | 30            |
| <b>Total</b>                   | 64            |

The VA facility will require removal of the existing hospital beds, and installation and implementation of the new replacement beds and applicable equipment. The Vendor shall provide all necessary tools, equipment/hardware, installation, maintenance, warranty, and training. All equipment shall be new, state of the art, and not recertified nor refurbished.

The primary goals associate with this procurement are to achieve enhancement of patient safety, standardization, safety protocols, reduction in labor, and overall improvement of patient care. In addition, these beds will expand the capacity and capability of current clinical workflow, improve patient safety and handling, increase patient satisfaction, and provide consistent and reliable end user experience at point of care.

**4. Statutory Authority Permitting Other than Full and Open Competition:** 41 USC §3304(a)(5), 38 U.S. Code § 8127(c), as implemented by FAR 6.302-5 (Authorized or Required by Statute). COs may use the non-competitive (sole source) procedures authorized in VAAR 819.7007 or 819.7008 up to \$5,000,000. Check the specific VAAR clause used below:

(X) 819.7007 Sole source awards to a verified service-disabled veteran-owned small business; or

( ) 819.7008 Sole source awards to a verified veteran-owned small business

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

This is a brand name only requirement for VAMC West Roxbury and VAMC Brockton. Following market research, two bed fairs, and a subsequent bed frame trial, the Umano Ook Snow bed frame is the only model that can meet the requirement. Multiple vendors' bed frames [REDACTED] were tested and most were able to adjust length-wise. However, only the Umano frame offers an adjustable width and also provides customization for patients with weight, height, amputee, SCI/mobility considerations. Spinal cord injured patients, depending on the level/severity of paralysis, require certain features on a bedframe to allow for positioning either by themselves or with the support of

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others. The Umamo frame selected is the only vendor that provides a uniquely shaped, SCI-friendly upper railing (siderail) and a one of a kind trapeze that allows a severely paralyzed veteran to use either their arms or upper torso to facilitate transfers in and out of bed using powered lift equipment safely. The trapeze can be rotationally positioned on a solid base and locked safely into place in one of three optional positions to accommodate any room layout or space issues that may limit a paralyzed veteran's ability to become mobile. The hand-held pulley on the trapeze is unique to this vendor only. This pulley places less stress on the rotator cuff, thus reducing the risk of injury to the already impaired SCI veteran. Finally, accurate weight-based medication dosing is imperative for spinal care patient safety. There is no other expandable bed frame that includes software with this level of accuracy when considering weight scale functionality. Accurate weight-based medication dosing or diagnostically significant weight changes impact medical treatments; inaccurate weights may cause harm/medical errors.

The manufacturer Umamo Medical has identified one exclusive authorized SDVOSB distributor, Interior Fusion LLC, as evidenced in a letter dated April 2, 2019. 41 USC §3304(a)(5), 38 U.S. Code § 8127(c), as implemented by FAR 6.302-5 (Authorized or Required by Statute) allows COs to use the non-competitive (sole source) procedures authorized in VAAR 819.7007 or 819.7008 for up to \$5,000,000. The SDVOSB/VOSB concern has been determined to be a responsible source with respect to performance.

**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable, including whether a notice was or will be publicized as required by subpart 5.2 and, if not, which exception under 5.202 applies:**

There are no sources currently listed on GSA that can provide this requirement; however, the manufacturer and sole source for this requirement, Umamo Medical, currently has a contract in the review and approval stages with GSA. Umamo Medical has also identified one SDVOSB authorized distributor, Interior Fusion LLC. Discounted pricing per bed frame from Interior Fusion LLC [REDACTED] falls well below GSA pricing proposed from Umamo Medical [REDACTED]. An intent to sole source will be posted to FBO.

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

Interior Fusion LLC has submitted pricing information to GSA for contract approval. The pricing provided for this action is priced well below the GSA pricing, as evidenced in the discounted quote. Discounted pricing per bed frame from Interior Fusion LLC [REDACTED] (EA) falls well below GSA pricing proposed from Umamo Medical [REDACTED]. The manufacturer has also submitted pricing detail used for other commercial customers; the discounted pricing for this action is well below Umamo Medical's regular commercial pricing. The cost is deemed fair and reasonable for pricing this action.

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

VA Boston Healthcare System conducted two bed fairs and a bed trial in an effort to receive clinical feedback on developing salient characteristics that would meet the spinal cord injury patients' needs. A VIP search using NAICS 339113 and Hospital Beds produced several results. A Non-Manufacturing Rule waiver is in place that matches the NAICS 339113/FSC 7195/Hospital Bed description, which would allow for the set aside of this requirement to small business concerns.

However, there were no SDVOSBs available on GSA or NAC when searching “Umano Ook Snow.” In fact, the manufacturer Umano Medical has identified that there is only one exclusive authorized SDVOSB distributor, Interior Fusion LLC, as evidenced in a letter dated April 2, 2019. Recommend sole source to Interior Fusion LLC per the authority provided in 41 USC §3304(a)(5), 38 U.S. Code § 8127(c), as implemented by FAR 6.302-5 (Authorized or Required by Statute) allows COs to use the non-competitive (sole source) procedures authorized in VAAR 819.7007 or 819.7008 for up to \$5,000,000. The SDVOSB, Interior Fusion LLC has been determined to be a responsible source with respect to performance.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:** None necessary per authority of 38 USC 8127(c).

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** N/A

**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

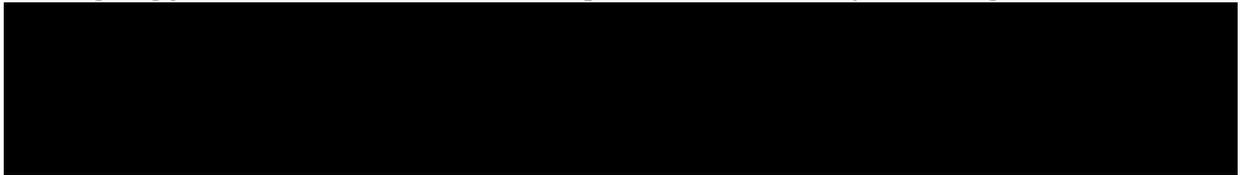
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- 12. Requirements Certification:** I certify that the requirement outlined in this justification is a Bona Fide Need of the Department of Veterans Affairs and that the supporting data under my cognizance, which are included in the justification, are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

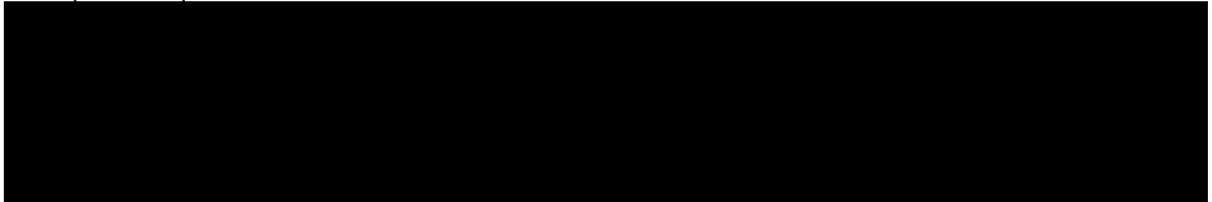


**13. Approvals in accordance with the [VHAPM Part 806.3 OFOC SOP:](#)**

- a. **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.



- b. **One Level Above the Contracting Officer (Required over the SAT but not exceeding \$700K):** I certify the justification meets requirements for other than full and open competition.



- c. **VHA SAO 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 \$68 million) or approve (\$700K to \$68 million) for other than full and open competition.

