

DEPARTMENT OF VETERANS AFFAIRS

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

Acquisition Plan Action ID: 36C247-19-AP-4071

1. **Contracting Activity:** Department of Veterans Affairs, VISN 07, Charlie Norwood VA Medical Center, Augusta, GA, (Station 509). PR# 509-19-3-538-0089
2. **Nature and/or Description of the Action Being Processed:** The proposed firm fixed price contract is for the purchase of replacement hoist and conversion trolley for currently installed continuous charge ceiling lift rail systems. This request is for the replacement of GH2 ceiling lift Hoists (hoist and trolley only) to a GH3+ Hoist and Conversion Trolley to upgrade the hoist model GH2 which has been discontinued and parts no longer available for repairs. The GH3+ hoist and conversion trolley will be placed on our currently installed Guldman rail system (traverse system with two stationary rails and one traverse rail) for the Charlie Norwood VA Medical Center, both Downtown Division and Uptown Division. The installation of any other manufactured hoist and conversion trolley would void the liability of the currently installed rail system by Guldman and negatively impact future annual preventative maintenance and weight certifications. The liability of mixing parts from a different manufacture would potentially leave the Department of Veterans Affairs liable for any equipment failures moving forward.

FAR13.5 Simplified Procedures for Certain Commercial Items: This procurement is for GULDMANN, INC. patient lift motors, brand name only, 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 following Guldman, Inc. brand name only, is required to meet the Agency's needs:

LINE ITEM	ITEM NUMBER / DESCRIPTION	QTY
1	GH3 + 550 lbs patient lift hoist/motor with hand control (and includes integrated scale in a digital hand held control that includes read outs on the control, in which the hand control includes CLM software, and service modules and wi-fi ready), and hanger bar, GH3 adapter trolley (GH3+ Hoist installed on current rail system & weight tested and certified per VHA Patient Safety AL14-07). Trade in value given for the existing GH2 hoist that will be the responsible of the vendor for the removal and disposal of the existing GH2 model hoist and give a credit back to the VA.	105

This Safe Patient Handling and Mobility equipment (Guldmann Ceiling Lifts) supports the goal of VHA Directive 2010-032 dated June 28, 2010 entitled Safe Patient Handling and Mobility (SPHM) Program and Facility Design and VHA Directive 1611 dated March 23, 2018 entitled Safe Patient Handling and Mobility Program and CNVAMC SPHM policies which protect caregivers and patients from injuries due to patient handling and movement. It also aligns with the general duty clause of the Williams-Steiger Occupational Safety Act and supports CNVAMC equipment.

In 2009 the medical center evaluated three vendors during a two week period of time, conducted and collected evaluations, and determined to chose one product/model of ceiling lifting system for the continuity of repairs/annual weight testing and preventative maintenance contracts/training/slings. Signed Memorandum July 29, 2009 includes the evaluation results. As the current model GH2 has been discontinued (2011) and has been replaced with the GH3+ all next procurements (2011-present) of ceiling lifts at the CNVAMC determined to utilize the replacement GH3+ model including previous upgrades to current GH2 hoist and rail systems to the GH3+hoist and rail systems (using a conversion trolley to operate properly on the GH2 rails) in 2011 and 2012.

Additionally, the Guldmann ceiling lifts GH3+ hoist model to replace the existing GH2 model hoist because of their interchangeability with our current GH3+ hoist/system equipment, their familiarity to staff in case of emergencies, and excellent service and maintenance records as well as their ability to meet our clinical requirements. These clinical requirements are listed in the Statement of Work. Also, the GH3+ with conversion trolley is the same make/model as throughout the Charlie Norwood Medical Center which will also assist with staff safely using the same equipment that they have been trained on, assist with only have one type of equipment with one model of accessory sling needed to use the ceiling lift, and also assist with our current contract with repairs and annual preventative maintenance with annual weight testing requirements in compliance with VHA Patient Safety Alert AL 14-07.

This procurement will assist in the medical center in replacing the GH2 hoist which has been discontinued by the manufacture in 2011 and parts no longer available in 2020 to keep the patients and staff staff with functioning ceiling lifts throughout the medical center.

Ceiling lifts are used to transfer and reposition patients from one surface to another. The ceiling lifts must be 100% compatible with the current Guldmann ceiling lift rail system and slings currently used in the facilities within CNVAMC.

Requirement for the integrated scale: Obtaining patient weights on mobility impaired veterans are high risk situations for injury to veterans and staff. Using an Integrated scale on ceiling lifts will assist in reducing these injuries and obtaining accurate weights for proper treatment, specifically medication titrations based on weight. Integrated scales must be built into the lift hand control, using the same controller and the same power source as the lift for proper lifting function and accuracy.

This procurement will allow for the facility to continue repair, replace, maintain, and renovate Guldmann ceiling lift systems as needed over the next years that are aging, failing, or non-repairable (parts no longer available in 2020 for the GH2 model).

The total estimated value is [REDACTED]

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:

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

Guldman ceiling lift rail system and hoist/motor including slings have been used at the CNVAMC since 2008. Replacement of GH2 hoist to GH3+ hoists in lieu of other ceiling lift manufactured hoist will build on already established staff training programs and contribute to increased efficiency and continuity of use for equipment already in place which will benefit the patients served. Potential injury to patients, staff and overall staff safety is improved by eliminating the potential of confusion by intermixing for than one type/manufacturer of ceiling lift systems. Logistical systems are already in place to maintain sling inventory, user function, and equipment serviceability. The GULDMAN, INC. patient lift motors, brand name only, will be utilized in the in-patient rooms throughout the Charlie Norwood VA Medical Center (CNVAMC). Currently, CNVAMC uses GULDMAN, INC. patient lifts that includes rails already installed. This requirement is to replace the hoist/motors for the patient lifts. As the rails are not being replaced, other ceiling lift motors will not fit into the existing rail systems. All slings that are used are provided by GULDMAN, INC. as well, and the FHCC staff competency is based on GULDMAN, INC. products. A different brand will cause entire refresh of training/competency and incompatibility with the existing rails. A new construction project would have to be initiated to replace the railings in all the units which would take considerable amount of time and resources. All slings and other components must be interchangeable with lift systems throughout the rest of the hospital. Due to CNVAMC use of the GULDMAN, INC. brand, front line staff caregivers are able to reinforce their annual ceiling lift competency training through daily use of equipment to facilitate patient care. Additionally, there would be a need to refresh the annual preventative maintenance, weight testing according to VHA Patient Safety AL14-07, and repair contract for the existing Guldman model hoist and existing rail systems.

The existing hoist/motors are failing frequently with parts limited and then no longer available (2020). The existing hoist/motors are 8-10 years old (depending on install date)and out of lifecycle. This has significant impact on patient care and staff injuries are occurring because of broken lift systems.

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

Ceiling lift demonstrations were held at the Charlie Norwood VA Medical Center in 2008 and 2009 which led the medical center to choose to use of one product/model of ceiling lifting system for the continuity of repairs/annual weight testing and preventative maintenance contracts/training/slides. Different vendors attended the ceiling lift demonstrations in 2008 and 2009, in 2009 and evaluation was completed (three companies attended) in which at that point a Signed

Memorandum dated July 29, 2009 based on the 2009 demonstration two week event which includes the evaluation results. In this particular procurement request, the requirement must be Guldman equipment to match the existing ceiling lift rail systems which is already installed and in use at the medical center as placing a different brand of hoist would make the hospital liable if anything were to happen to the rail system or hoist (Guldman will no longer be liable for our currently installed rail system if a different manufacture hoist is placed on the currently installed Guldman rails).

There are three (3) SDVOSB authorized distributors of GULDMANN, INC., a small business manufacturer, capable of fulfilling this requirement.

7. **Determination by the CO that the Anticipated Cost to the Government will be Fair and Reasonable:** The cost is anticipated to be fair and reasonable based on published catalog prices and previous government awards.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** A competition for patient lifts for the Charlie Norwood VAMedical Center facilities was conducted in 2008 and again in 2009. Both CNVAMC division facilities representatives attended a two week demonstration/trial on three different manufactures ceiling lift systems. Staff and a multidisciplinary evaluation team evaluated the different systems . After the demonstrations/trial, facilities conducted evaluations in which Guldman ceiling lift system was selected. The Guldman system (includes the hoist but also the existing rails system installed at the CNVAMC) must have all work performed by a certified technician/installer for Guldman, Inc to accept responsibility and liability of their ceiling lift systems. Logistical systems are already in place to maintain sling inventory, user function, and equipment serviceability would require changes that would result in additional costs to the VA that could not be overcome by any potential cost savings achieved by utilizing another patient lift system. Liability to the VA hospital as Guldman will no longer be liable for our currently installed rail system if a different manufacture hoist is placed on the currently installed Guldman ceiling lift rail system.

Market Research was conducted to determine the availability of authorized distributors. To be compatible with the current system already in use at the hospital, only Guldman products will be acquired. The Guldman system is proprietary and only available from the manufacturer. There are three (3) SDVOSB authorized distributors of GULDMANN, INC., a small business manufacturer, capable of fulfilling this requirement.

- 1) PROGRESSIVE X-RAY, INC. (DUNS: 96-183-7791) – SDVOSB verified in VIP.
- 2) VETS ACCESS, LLC. (DUNS: 19-330-8439) – SDVOSB verified in VIP.
- 3) INDUSTRIAL MAINTENANCE SERVICE, INC. (DUNS: 11-729-7366) – SDVOSB verified in VIP.

Based on the information provided above, this procurement will be fulfilled by issuing a Brand Name Only, Total SDVOSB Set Aside, Request for Quotation onto FBO i/a/w: FAR 13.5.

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:** N/A

- Name:** Renee Neidhardt, MSN, RN-BC
Title: RN/Nurse Educator/Safe Patient
Facility: Charlie Norwood VA Medical

9/9/19
Date September 9, 2019

Title: RN/Nurse Educator/Safe Patient Handling Program Coordinator:
Facility: Charlie Norwood VA Medical Center, Station 509, Augusta, GA, 30904

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.

BRUCE L. PARRISH 132530 Digitally signed by BRUCE L. PARRISH 132530
Date: 2019.09.17 11:36:03 -04'00'

Name: Bruce Parrish
Title: Contracting Officer
Facility: NCO-7

Date: September 17, 2019

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

Robert A. Stephens 410412 Digitally signed by Robert A. Stephens 410412
Date: 2019.09.17 11:40:31 -04'00'

Name: Robert A. Stephens
Supervisory Contracting Officer
Branch Chief Georgia Commodities Team
Facility: NCO - 7

Date _____