

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification for Single Source Awards IAW [FAR 13.106-1](#)  
For  
Over Micro-Purchase Threshold but Not Exceeding the SAT (\$250K)**

**Acquisition Plan Action ID: 36C242-19-AP-3812**

**1. Contracting Activity and Agency:**

Department of Veterans Affairs  
Network Contracting Office 2  
1304 Buckley Road  
Syracuse, New York 13212

Department of Veterans Affairs  
VA New Jersey Health Care System  
385 Tremont Avenue  
East Orange, New Jersey 07018

VISN 2  
Purchase request 561-19-4-3086-0105

**2. Brief Description of Supplies/ Services required and the intended use/Estimated Amount:**

Estimated Value of Acquisition: \$247,234.85

The U.S. Department of Veterans Affairs proposes to enter into a contract on a basis of other than full and open competition for AvaSure Avasys Telesitter services at its East Orange and Lyons campuses. This is planned for award as a new contract on a firm fixed price basis. The proposed contractor is:

Avasure LLC  
5801 Safety Dr. NE  
Belmont, MI 49306-8832

**3. Unique characteristics that limit availability to only one source, with the reason no other supplies or services can be used:**

This is the justification for a sole source award to Avasure for the Avasys TeleSitter, consisting of the AvaSys Server License, Monitoring License and 12 mobile TeleSitter wireless carts that are expected to provide a more cost effective and safer observation and communication solution to sitter needs throughout the NJ Healthcare System. This equipment is needed to meet the growing sitter needs at the East Orange and Lyons Campuses. The procurement of this equipment will also address the falls challenge on nursing units. Avasys is a remote patient observation and communications platform that enables both visual and audio monitoring of patients at risk of self-harm, including falls, removal of lifesaving devices and a range of other issues. It allows a single caregiver to monitor as many as 15 patients at once from a central monitoring station. These trained observers vocally intervene with patients – while simultaneously summoning a nurse to patient room for care. This program can reduce sitter costs up to 70% and provide a flexible platform to extend oversight to

VHAPM Part 813.106 Simplified Acquisition Procedures: Soliciting from a Single Source  
Attachment 1: Single Source Justification for SAP under the SAT

more fall-risk patients, along with returning Nursing Assistants to the floor for patient care assignments. Additionally:

- AvaSure's AvaSys Telesitter is the only system that provides night vision infrared light and an immediate response STAT alarm which can notify the entire unit
- AvaSure is the only provider of monitoring equipment that has a unique national database.
- The Avasure system collects and compares analytical data allowing hospitals to track patient/caregiver experience and report adverse event avoidance and response times.

**4. Description of market research conducted and results or statement why it was not conducted:**

Extensive market research showed competitors in telesitting equipment such as Nova by Wachter and the Patient Observer by Cerner. Further assessment of technical specifications revealed that these products are not capable of meeting the required services such as data analytics and benchmarking of national metrics. In addition, AvaSure has a Business Associate Agreement allowing AvaSure to have access to VA PHI. AvaSure has also undergone VA Technical Reference Analysis which indicates compliance with VA OIT. VA facilities where AvaSure systems are utilized or being deployed include Ann Arbor, Cincinnati, Dallas, Loma Linda, Long Beach, Palo Alto, Phoenix, and Northport. The AvaSys Telesitter has proven to interface successfully with VA infrastructure at each site.

VANJHCS Acting DCS of Nursing Education and Nurse Educator attended AvaSure's Eastern Regional Symposium where they were able to observe video and audio monitoring and interventions in real time with live patients.

VANJHCS Nursing Education Service belongs to Consortium of New Jersey Nurse Educators. Several NJ healthcare systems (RWJ Saint Barnabas Healthcare System, Hackensack Meridian Healthcare System, Inspira Health Network) utilized AvaSys for several years (3 to 5 years). All positive feedback on the use of the system.

Searches were conducted on GSA Advantage, SBA Small Dynamic Business Search, and VIP. There were no sources able to provide the AvaSys system. AvaSys also provided a letter stating they are the only distributor of their product.

A special notice of the Government's intent to sole source this requirement will be posted to FedBizOpps.

**5. Contracting Officer's Certification:** *Purchase is approved in accordance with FAR13.106-1(b). I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.*

Edward G. Lyke  
151239

Digitally signed by Edward G.  
Lyke 151239  
Date: 2019.09.17 14:47:27 -04'00'

Edward Lyke  
Contracting Officer