



Department of Veterans Affairs  
PCAC  
Contracting Office  
6150 Oak Tree Blvd., Suite 300  
Independence, OH 44131

**VA240C-18-AP-0022**

**HOSPITAL BEDS & MATTRESSES VISN 10, 12, 15 and 23**

Prepared By: \_\_\_\_\_ Date: \_\_\_\_\_

Tanya Kuza  
Program Manager

Recommend Approval/Disapproval: \_\_\_\_\_ Date: \_\_\_\_\_

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Lenny Flagg  
Contracting Specialist

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**HOSPITAL BEDS VISN 10, 12, 15 and 23**  
**Statement of Work**

**1. PURPOSE**

The purpose of this Statement of Work (SOW) is to develop a firm fixed price solution and an Indefinite Delivery/Indefinite Quantity (IDIQ) contract to be used by Veterans Integrated Service Network (VISNs) 10, 12, 15 and 23 facilities for purchasing hospital beds and mattresses. The Government reserves the right to add or remove additional delivery locations and/or VISNs remove any delivery locations any time during the specified period of performance, thus reducing the administrative time and expense of individual contracts. The Network's primary goals are to achieve standardization, enhancement of patient safety, standardized/improvement safety protocols, enhanced patient data reports and record capabilities, reduction in labor, and overall improvement of patient care. In addition, these beds will replace existing beds that are at end of life, 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 the point of care.

**2. SCOPE**

The Contractor shall provide hospital beds to VA Medical Facilities located in VISNs 10, 12, 15 and 23. The Government is anticipating awarding an Indefinite Delivery Indefinite Quantity (IDIQ) contract with a five (5) year period of performance consisting of one (1) base year and (4) one-year pre-priced option periods. The Contract period of performance shall be: **TBD**. The Contractor shall ensure that all equipment is new, state of the art, and not recertified or refurbished. The products being supplied under this Contract are required to meet all Food and Drug Administration (FDA), Joint Commission, and other healthcare standard practice guidelines, regulations, and laws.

**3. LOCATION/FACILITY REQUIREMENTS**

All medical equipment supplied under this Contract shall be delivered to the Veterans Administration Medical Centers/Health Care System Networks listed in Attachment A, Facility Locations and Estimates. Through a bilateral modification, the Government may add additional delivery locations or remove any delivery locations any time during the specified period of performance.

**\*\*\*NOTE: Select Veterans Affairs (VA) Research Departments will submit separate funding from the Hospitals\*\*\***

**4. CONTRACTOR SPECIFIC REQUIREMENTS**

Unless otherwise stated, all equipment shall be held to current industry standards for such equipment as present within the current market for hospital beds, supplies, related services, and the most recent International Standards set by the IEC (IEC 60601-2-52). The equipment will be presented at a specific time and location determined by the Contracting Officer. This physical inspection will incorporate testing and review to meet the minimum requirements as

listed below. To include but not limited to: maneuverability of a fully assembled bed through doorways and elevators and time release testing for flat stable CPR features, etc.

**Definitions**

- (a) **Medical Surgical Bed:** A bed specially designed for hospitalized patients or others in need of some form of health care. These beds have special features both for the comfort and well-being of the patient and for the convenience of health care workers. Features include adjustable height for the entire bed, the head, and the feet, adjustable and tuck-away side rails, and electronic buttons to operate both the bed and other nearby electronic devices. These beds are for medical surgical care, appropriate for use in long term and acute areas.
- (b) **Bariatric Medical Surgical Bed:** A medical surgical bed that is specially designed to accommodate morbidly obese patients. These beds are heavy duty and made to hold a heavy patient and have features to prevent injury to the caregiver while moving the patient. Equipped with a scale to monitor the patient’s weight and a trapeze to assist the patient in movement.
- (c) **Hospital Mattress:** A mattress specially designed for hospitalized patients or others in need of some form of health care. These mattresses have specific features both for the comfort and well-being of the patient and for the convenience of health care workers. Features include a therapeutic surface, pressure redistribution, shear management, moisture management, deep zipper flap, waterproof seams, delamination protection, has nonskid bottom, straps to secure to bed frame or stay put bed frame technology, ability to support maximum 1,000-pound weight, ability to use for High risk up to Stage IV pressure ulcers, 10-year warranty, and full or prorated replacement availability. These mattresses are for medical surgical care appropriate for the use in long term and acute areas.

**Minimum characteristics**

The Contractor is responsible for furnishing all equipment, materials, installation services, and training services specified in this SOW document. In addition, the Contractor shall provide a hospital bed system (defined as bed frame, mattress, side rails, head and foot board, and accessories added to the bed), which demonstrate compliance to all aspects of the International Standard IEC 60601-2-52. At a minimum, the Contractor is expected to provide the following minimum characteristics:

Project Management	<ul style="list-style-type: none"> <li>• The Contractor shall provide implementation services as part of the bed purchase.</li> <li>• Implementation Services shall include, but are not limited to, a project manager, a detailed project timeline with defined roles and responsibilities (including Contractor provided technical staff resumes, and VA FACILITY resources), on-site installation coordination of all equipment and accessories, a training plan, a disposition plan and schedule for Go-Live.</li> </ul>
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<p>Delivery and Installation Services</p>	<ul style="list-style-type: none"> <li>• Materials provided shall be new equipment, parts, and accessories as specified in this SOW.</li> <li>• The Contractor shall deliver materials to the job site in OEM's original unopened containers, clearly labeled with the OEM's name, equipment model and serial identification numbers, and Purchase Order (PO) number.</li> <li>• The Contractor is responsible for inventorying materials prior to delivery to VA facility to check for accuracy in quantity and part number.</li> <li>• The VA medical facility shall identify and provide limited daily storage of Contractor parts/supplies at the time of delivery and reject items that do not conform to this requirement.</li> <li>• All on-site installation services shall be vendor-provided by technical staff (not sales reps) fully trained to service and install bed products, parts, and accessories as specified in the SOW.</li> </ul>
<p>Trade-In/Disposal</p>	<p>The Contractor must dispose of hospital beds and mattresses or offer trade-in value or promotion discount options for, but not limited to the following hospital beds:</p> <ul style="list-style-type: none"> <li>▪ Hill Rom- Advanta models, Low 100, P870, P3930, 1135, Versacare, P3200, CareAssists, VC755, VC955, Advance 1000, Compella, Century, Harbor Glen Bed</li> <li>▪ Stryker- Secure II, S3, Patriot, FL28, FI23, Spirit, GoBed, 2501</li> <li>▪ Joerns- Ultra XT, 790, 795, 790, Ultra care</li> <li>▪ Huntleigh- 160A</li> <li>▪ Carroll- Spirit</li> <li>▪ Burke- Tri-Flex 1000</li> </ul>
<p>Disposal of Waste</p>	<ul style="list-style-type: none"> <li>• The Contractor shall provide, maintain, and dispose of all material waste and packaging associated with the beds/products and/or waste generated during the installation services.</li> <li>• The Contractor will be responsible for moving waste materials from job site(s) to a contractor-provided waste container, and then off site.</li> </ul>
<p>Technical Support</p>	<ul style="list-style-type: none"> <li>• The Contractor will supply 24/7/365 phone technical support for the duration of ownership of the equipment.</li> <li>• Response time for parts and labor shall be no more than 24 hours from delivery order confirmation and must be available 24/7.</li> </ul>
<p>Facility Engineering Technical Training</p>	<ul style="list-style-type: none"> <li>• The Contractor shall provide technical and overall maintenance training to staff including factory service training courses (if Applicable). Training shall also include Facility Engineering – minimum two (2) from each facility. Training shall include tuition, hotel, meals, and travel expenses for factory-based training if training cannot be conducted at the VA facility.</li> <li>• The Contractor shall provide a minimum of two (2) special service tools for every maintenance service action and for test equipment comparable with that provided to the OEM's service personnel.</li> </ul>
<p>Service and Operator Manuals</p>	<ul style="list-style-type: none"> <li>• The Contractor shall provide, at a minimum, the following documentation for the proposed bed system:</li> </ul>

	<ul style="list-style-type: none"> <li>▪ Two copies of the operator’s manual for locations that purchase a minimum of 1 bed.</li> <li>▪ Two copies of the operator’s manual for every 25 beds purchased.</li> <li>▪ Two copies of complete technical service manuals including troubleshooting guides, necessary diagnostic software and equipment, schematic diagrams, and parts lists for every 25 beds purchased.</li> <li>▪ Electronic versions of both operator’s manual and technical service manuals</li> <li>▪ Abbreviated operating instructions should be included on all beds.</li> <li>▪ DVD or web-based training for both operator’s and technical service manuals if available.</li> <li>▪ Operator’s manuals must specify the mattress size to reduce risk of patient entrapment between bed and side rail. <ul style="list-style-type: none"> <li>○ Must meet national standards for all seven (7) zones on hospital beds.</li> </ul> </li> </ul> <ul style="list-style-type: none"> <li>• The Contractor shall provide the minimum following documentation for the proposed motors purchased: <ul style="list-style-type: none"> <li>▪ One copy of the operator’s manual.</li> <li>▪ Two copies of complete technical service manuals including troubleshooting guides, necessary diagnostic software and equipment, schematic diagrams, and parts lists.</li> <li>▪ Electronic versions of both operator’s manual and technical service manuals</li> <li>▪ If the operation of the motor is not self-explanatory, abbreviated operating instructions must be included and attached to each motor.</li> </ul> </li> </ul>
Warranty	<ul style="list-style-type: none"> <li>• The Contractor shall provide details of standard warranty: <p><i>Standard warranty 3-year parts and labor and software update for the lifetime of the bed. 5-year prorated manufacturer’s warranty on all foam/gel mattresses and internal components (baffles, hoses, valves, etc.). 1-year warranty on coverlet. 1-year warranty on pump. Structural Components: Part and Labor are Lifetime. All electrical and electronic components (including software update)- Parts and Labor are 3 years. All other Parts – Parts and Labor 3 years. Replacement parts are available for a minimum of 15 years after last manufacturing date. Preventative Maintenance – Parts and Labor 3 years.</i></p> </li> <li>• The Contractor shall indicate availability and cost of extended parts warranty options. <i>For example, years 4 and 5 extended parts and warranty option is \$60.00.</i></li> <li>• List of all maintenance criteria per bed, broken down monthly, example filter schedule and annually.</li> <li>• During the warranty period, the Contractor shall provide all-inclusive services (parts, labor, preventive maintenance, travel and unlimited repairs) at no additional cost Monday-Friday between the hours of 7:00 am – 4:30 pm (excluding holidays).</li> <li>• Annual preventative maintenance includes one annual inspection and calibration. The annual preventative maintenance includes: <ul style="list-style-type: none"> <li>○ <b>Overall condition-</b> <i>Base structure and frame, Paint finish.</i></li> </ul> </li> </ul>

	<ul style="list-style-type: none"> <li>○ <b>Frame</b> - Corner bumpers, Mattress retainers, Bed extender, CPR mechanism.</li> <li>○ <b>Siderails</b> - Siderail movements, Membrane panels, Motion functions and angles, LED lights.</li> <li>○ <b>Casters</b> - Threads integrity, Rolling smoothness, Brakes, Directional mode.</li> <li>○ <b>Brake, neutral and steer pedal</b> - Pedal integrity.</li> <li>○ <b>Footboard control panel functions and LED</b>- Membrane panel, LED lights, Backrest and TREND angles accuracy, Display screen.</li> <li>○ <b>Fasteners</b> - Bolts, locknuts and screws tightness.</li> <li>○ <b>Electrical</b> - Power cord and electrical connections, Grounds and ground chain, Current leakage, Grounding continuity measure, Battery life and functionality, Actuators, Call or alarm to nurse station, Calibration of scale and/or bed exit.</li> <li>○ <b>Specialty pumps</b> – if added</li> <li>● <b>Software updates</b> - included at no charge for the lifetime of the bed.</li> </ul>
<p style="text-align: center;">Innovative Options</p>	<ul style="list-style-type: none"> <li>● During the life of the Contract, proposed hospital beds may require additional accessories and the Government reserves the right to add additional accessories and other similar products to the Contract with a bilateral modification.</li> <li>● At no cost to the Government, when a facility wide requirement to replace or upgrade call systems, the vendor must provide new connections and ensure/test/confirm the different prongs work with different call systems for the life of the contractual agreement.</li> </ul>

## 5. PRODUCT REQUIREMENTS

The Contractor shall meet or exceed all technical specifications listed below for each proposed product:

### a. Medical /Surgical Hospital Bed

- Must support minimum weight capacity of 500 pounds
- Must have maximum bed frame weight of 500 pounds
- Must have a battery back-up with battery power indicator
- Must have a power status indicator, indicating power source (AC Wall power), and battery only
- Must have four (4) casters with central brake
- Must have dual casters for ease of transport
- Must have corner bumpers to protect bed frame and facility walls/doorways
- Must have a flat mattress deck for standard mattress compatibility
- Height range: Highest at least 30” and lowest at least 16”
- Must have a side rail height of 16” for maximum patient safety (from mattress deck to the top of the rail)
- The side rails (dimensions and gaps between) must comply with IEC/EN 60601-2-52 Standard for Medical Beds and entrapment standards
- Must have side rails with inner controls for the patient, and outer controls for staff
- Must have 30° back rest indicator on side rail

- Must have seamless smooth plastic side rails and foot/head boards (no metal, wood or laminate) with no openings for ease of cleaning, aesthetics and infection control
- Must have four (4) side rails, two (2) upper and two (2) lower, with one hand release
- Upper side rail must not extend past the articulation section between the head and middle bed sections when in the rail up position (allows for open area for patient to side enter/exit without a necessary secondary “boosting” up in bed)
- 4 side rails designed to cover a minimum of 60% of side of bed
- 2 side rails located at head of bed (larger) and two (2) side rails located at foot of bed
- Adjustable and tuck-away side rails
- Must have a maximum clearance height of 6” (below the bed) to allow access for under-bed tables and lift equipment
- Maintain a maximum width clearance of 48” (2011 VA design guide of door width for Medical and Inpatient surgical units)
- Must not have horizontal or lateral movement of bed mattress deck
- Must have audible bed exit alarms and foot of bed visual sidelight indicators
- The bed exit alarm must have minimum three (3) sensitivity levels i.e. out of bed, perimeter of bed, and patient sitting
- The bed exit alarm must have minimum of three (3) volume status (low, medium, high)
- Must have capability of an electronic log of all bed exit related events to include a minimum of five (5) days
- Must have an automatic bed exit alarm reset function for fall prevention, if a staff member forgets to reset
- Patient lock out feature for all controls
- Must have frame mounted back up controls to prevent loss of bed control in the event footboard removal
- Must meet latest norm IEC 60601-2-52 and 60601-2-38
- Must have patient remote and removable control with minimum of 4 functions (head up, head down, legs up, and legs down)
- Must have emergency CPR functions (automatic & manual) with no reset required.
- Must provide time release (within 30 seconds) for fully flat CPR stable position
- Must be able to integrate into existing nurse call system
- Under bed lights available
- Must have capability to weigh patients to +/- 1% standard deviation of error
- Must have steering capability setting for transport
- Must operate with standard 120 v. wall power outlets
  - Powered Drive Transport
  - Low profile bedside table to fit under fifth wheel
  - Brake Not Set Alert
- Must have secured O2 E tank pivoting holder for safety and to allow fitting into elevators, with ability to secure in more than one bed frame corner
- Minimum of (2) 120v. auxiliary electrical outlets on frame
- Must have electronic positioning ability for both Trendelenburg and reverse Trendelenburg, without hitting headboard against wall (no bed location movement requirement) to prevent wall damage

- The bed shall provide an obstacle detection system designed to prevent patient entrapment/crushing between the floor and the bottom of the bed
- All frames will include hardware/adapters to receive trapezes/helper bars
- Trapeze bars must fit bed, be cleanable, reusable and not made of cloth material
- Bed width must not exceed 48", to fit through patient room doorways
- Bed length must not exceed 91" (92.5 inches including frame bumpers) to fit in all hospital elevators
- Must have frame corner/end bumpers for prevention of wall damage
- Must have one touch electronic cardiac chair position (efficiency, consistency, ease of use, staff, and patient satisfaction)
- Must have minimum of two (2) drainage bag holders that are easily accessible on outside perimeter of bed frame (one on each side)
- Must have integrated IV pump holder
- Must have ability to secure electrical cords on outside headboard area
- To avoid safety issues with sparks, frayed cords and avoid getting caught
- Must accept standard flat (not contoured) 35" x 84" hospital mattresses
- Must be fully electronic for multi-positional, multi-height capability, with articulating back and knee latch
- Must have brake status indicator (locked/unlocked)
- Must have removable deck cover, footboard and headboard for cleaning/replacement
- Life expectancy of beds must meet or exceed 10 years
- Bed frame must have integrated no tools required deck frame and deck plate extension lengthening capability beyond 84 inches to a maximum of 90 inches to accommodate the taller patient
- Must integrated decking/plate extension to minimize time requirement to shorten bed for fitting into the elevator during emergency transport and doorways
- Seizure pad must be made for the bed, cleanable and must meet national entrapment standards

**b. Bariatric Medical Surgical Beds**

*All Bariatric Medical Surgical Beds must meet the minimum requirements of Medical/Surgical Standard Hospital Beds from above and meet or exceed the additional following for Bariatric:*

- Maximum Patient weight capacity 1,000 lbs. (453.6 kgs)
- Must have maximum bed frame weight of 1,000 lbs. (453.6 kgs)
- Low position Sleep deck to floor 18.5" (47 cm)
- High position Sleep deck to floor 26.8" (68 cm)
- Transport position Sleep deck to floor 17" (43 cm)
- Maximum overall width (width extenders retracted) 43" (109 cm)
- Maximum overall length (foot extension retracted) 91" (231 cm)
- Head section 0-50°, Knee section 0-30°, and Max Tilt/Reverse Tilt 0-9 °
- Powered width expansion surface width 40" to 50" (102 cm to 127 cm)
- Powered length expansion surface

- Weight-based 3-mode bed exit alarms
- Automatic built-in bed extender that can accommodate various patient heights
- Integrated adjustable exit alarms
- Compatible with various lifts and nurse call systems
- Patient helper trapeze
- Patient control pendant
- Surface length - inflated 80" to 88" (203 cm to 224 cm)
- Surface Height - inflated (foam/gel style) 8" (20 cm), Surface Height – inflated (low air loss) 8.5" (21.5 cm)
- Caster size 6" (15 cm)
- Four-wheel braking and lock features
- Brake Not Set Alert
- DUAL Brakes lock (both rolling & swiveling)
- Low profile bedside table to fit under fifth wheel
- Ability to stream live data to patient status board such as bed low, brakes set, side rail position, HOB angle, bed exit on/off
- The scale shall have an accuracy of +/- 3% of the patient's actual weight. (or weight capacity of bed)
- Weigh in any position
- In-bed scale weight capacity 1,000 lbs. (453.6 kgs)
- Power requirements 120v, 60 cycle AC, Fuse 15A, Maximum current 9.9A
- Integrated Low air loss surface with Turn Assist
- Integrated Low air loss surface with Continuous Lateral Rotation Therapy
- Microclimate technology that manages heat and moisture with airflow directly under the patient
- Low air loss therapy that keeps patients cool and dry
- Weight-based pressure redistribution
- Aids in prevention of treatment of stage I-IV pressure ulcers
- X-ray cassette sleeve
- Ability to customize overall length of bed in both bed and chair position helping to prevent patient from sliding down in bed; preventing shearing injuries

**c. Hospital Mattress**

*All mattress options for the above beds must meet or exceed the following:*

- Must have a therapeutic surface to assist in management of pressure, shear, and microclimate for the patient
- Must have ability to redistribute pressure through buckling and absorbing patient weight and allow immersion and envelopment to maintain comfort in all positions on the mattress
- Must have a breathable cover that wicks away moisture, equalizes pressure redistribution while balancing the microclimate of the patient's skin

- Mattress will have the option to convert from non-powered to powered low air loss technology (feature of a support surface that provides a flow of air to assist in managing the heat and humidity (microclimate) of the skin)
- Low air loss mattress pumps
- A minimum of two cover/fitted sheets for bariatric mattress and discounted rates for additional purchases
- Must not conduct heat
- 36" x a minimum of 80" x minimum of 6" thick
- Must fit selected hospital bed frame
- Must have firm edges to prevent collapsing for sitting on side of bed and support weight during ingress and egress
- Must have delamination protection
- Must waterproof seams
- Must have a deep zipper flap
- Must be latex free
- Must have a 40-degree full body turn capability for assistance with early mobility and prevention of pulmonary complications
- Must have sensor technology for automatic adjustment of pressure for patient weight, height, position changes, and bed frame articulation changes
- Must meet US flammability standards: 16CFR1632, 16CFR1633, CAL TB129, Boston BFD IX-11
- Must have bleach tolerant cover for cleaning
- Interface pressures must never exceed 32 mmHg
- Software updates are included for the lifetime of the bed
- The vendor shall provide details of standard warranty
- Vendor shall indicate availability and cost of extended parts warranty options.
- During the warranty period, the Contractor shall provide all-inclusive service (parts, labor, preventive maintenance, travel and unlimited repairs) at no additional cost Monday-Friday between the hours of 7:00 am – 4:30 pm (excluding holidays)

#### **6. Period of performance:**

One (1) Base period of twelve (12) months with four (4) additional options periods.

#### **7. Training:**

##### **(a) Clinical users:**

Upon delivery of the beds, qualified instructors must provide user training for staff on day, evening, and night shifts at times to be determined by the facility.

Ongoing training should be provided annually, as requested.

##### **(b) Engineering Service Training:**

The Contractor shall provide training for the Biomedical Equipment Support Specialists (Hereafter referred as BESS) during initial setup and operations of the equipment, as well as follow-up training during everyday operation. The Contractor shall provide 24/7 technical customer support service for the duration

of the equipment at the facility. The on-site training, following installation completion, shall include product nomenclature, printed circuit board assembly and subassembly identification and location, interpretation and usage of built-in system diagnostics, and the use of the troubleshooting manual. The Contractor shall also provide service seminars at the Contractor's facility tuition-free while the hospital owns the equipment.

**8. HARDWARE UPGRADES:**

- (a) All equipment and related peripherals contracted for shall be state-of-the-art technology. "State-of-the-art" is defined as the most recently designed components that are announced for marketing purposes, available, maintained and supported in accordance with mandatory requirements specified in the solicitation. Components and products with a manufacturer's planned obsolescence within the first year of contract award are not acceptable.
  
- (b) If hardware upgrades become available after award of this Contract but prior to installation of the equipment, the Contractor is shall notify the Contracting Officer for consideration.

**9. Delivery and Shipping Information**

The Contractor shall meet the following expectations for shipment and delivery of equipment:

All items and services shall be shipped to all requiring facilities within VISNs 10, 12, 15 and 23 included in Attachment A.

Contractor shall also meet delivery expectations to any additional locations added to this Contract by modification.