

N12-13-4

LIMITED SOURCES JUSTIFICATION
ORDER >\$3,000

2237 Transaction # or Vista Equipment Transaction #: 695-13-1-1004-0002, 695-13-1-1004-0003, 695-13-1-1004-0004, 695-13-1-1004-0005, 695-13-1-1004-0006, and 695-13-1-1004-0007.

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

Restricted to the following source: Provide original manufacturer's name for material or contractor's name for service. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer/Contractor	GE Medical Systems Information Technologies, Inc.
Manufacturer/Contractor POC & phone number:	[REDACTED]
Mfrgr/Contractor Address:	9900 W. Innovation Drive Wauwatosa, WI 53226-4856
Dealer/Rep address/phone number:	N/A

☒ The requested material or service represents the minimum requirements of the Government.

(1) AGENCY AND CONTRACTING ACTIVITY:	Department of Veterans Affairs Great Lakes Acquisition Center (GLAC) 5000 W. National Ave. Milwaukee, WI 53295-1000
VISN:	12

(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:

This Limited Source Justification is for the procurement of GE CARESCAPE B650 vital signs monitors and associated equipment for the Clement J. Zablocki VA Medical Center in Milwaukee, WI. This is a firm-fixed priced procurement of health care equipment on mandatory Federal Supply Schedule Contract V797P-2239D.

(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:

The Clement J. Zablocki VA Medical Center has a requirement for CARESCAPE B650 patient monitors and accessory equipment. This equipment is required for direct patient care and will be used in the following locations: 5C Cardiac Ward, 6C Medical Surgical Unit, Dental Clinic, Emergency Department, Step-down Intensive Care Unit (ICU).

(b) ESTIMATED DOLLAR VALUE: \$1,368,101.81

(c) REQUIRED DELIVERY DATE: December 31, 2012.

(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE.

☒ The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system.

The Clement J. Zablocki VA Medical Center requests CARESCAPE B650 patient monitors and accessories. GE is the only vendor capable of providing patient monitors that can integrate with the medical center's existing GE physiologic monitoring network which resides on and comprises the Medical Local Area Network (LAN).

The medical center's physiologic monitoring equipment currently consists of the following GE equipment: Solar 8000Ms, Dash 3000/4000/5000s, CARESCAPE B850s, Solar 8000Is, Apex CH Telemetry equipment, and GE Clinical Information Center (CIC) central stations. This equipment is installed throughout the facility in the following locations: Emergency Department (ED), Post Anesthesia Care Unit (PACU), Ambulatory Procedure Center (APC), Operating Room (OR), Intensive Care Unit (ICU), 4C Acute Inpatient Unit, 5C Acute Inpatient Unit, 6C Acute Inpatient Unit, and 7C Acute Inpatient Unit. All of these devices communicate with each other on the dedicated Medical LAN using GE Unity ID network protocols. GE CIC's display telemetry and bedside data from GE devices communicating on the Medical LAN. This allows providers to view any patient on the Medical LAN from any of the approximately 20 CICs in the facility. The GE Unity ID network protocol is proprietary to GE medical equipment. The requested equipment uses this required network protocol.

The facility's Medical LAN and GE physiologic monitoring equipment have essential interfaces with the following: the VA OI&T LAN, GE Muse Physiologic Monitoring Network Gateway, BedMasterEx Physiologic Monitoring Information System, and the GE Carescape Gateway. The Medical LAN interfaces with the VA OI&T LAN to share information located on the Medical LAN with other information technology systems. The Medical LAN communicates with the Physiologic Monitoring Network Gateway, which allows 12-lead ECG information to be sent from bedside monitoring devices to the GE Muse Cardiology Information System for Cardiologist interpretation. The facility's Muse system stores over a decade's worth of ECG data from all seven VISN 12 facilities. The Medical LAN also communicates with the BedMasterEx Physiologic Monitoring Information System. BedMasterEx gathers and stores all physiologic monitoring information (waveforms, vital signs, and alarms) on the medical LAN for review by clinicians. Finally, the Medical LAN's interface with the Carescape Gateway permits Health Level 7 (HL7) interfaces with other health information systems and includes the ongoing initiative to link Admission, Discharge, and Transfer (ADT) information from VistA Clinical Procedures Gateway to the Carescape Gateway. This will permit the flow of information from VistA to the GE devices located on the Medical LAN, improving patient identification and reduce medical errors. Only the requested GE equipment can provide and maintain all of these essential interfaces and functions.

The Clement J. Zablocki VA Medical Center requires patient monitors that maintain all of the aforementioned Information exchanges required for patient care (GE Muse, GE Carescape Gateway, Excel Medical BedMasterEx, and GE CIC). Only the requested equipment provided by GE can maintain these required compatibilities.

(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

The requested patient monitoring equipment is the only equipment compatible with the Clement J. Zablocki's existing physiologic patient monitoring infrastructure. If another vendor's products were to be used, this infrastructure would need to be replaced at an estimated additional cost exceeding \$5 million. This

This equipment is on GE Medical Systems Information Technologies, Inc.'s mandatory Federal Supply Schedule (FSS) 65 II A contract V797P-2239D. Per FAR Part 8.404 – Use of Federal Supply Schedules, pricing has already been determined to be fair and reasonable. Additionally, GE is providing a discount below FSS pricing for several items.

(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:

The requestors for this procurement possess the required technical expertise to assess and evaluate other sources of patient monitoring equipment. This expertise has been gained through extensive online market research, reading industry publications, and the attendance of national conferences such as the annual AAMI and HIMSS conferences. Their market research indicates that there are a few other vendors on FSS that sell equipment similar to the requested GE patient monitoring equipment. However, competitors' equipment is not able to function within the information technology infrastructure currently in place at the Milwaukee VA. The requestors have concluded that in order to use a competitor's equipment, the full scale replacement of all of the devices on the Medical LAN would be required.

The Contracting Officer's additional market research confirmed that GE is the only source on mandatory FSS 65 II A for the requested patient monitors and accessories.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

None.

(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE:

NONE

(9) 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. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4. (This signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)

[Redacted Signature] 11/28/12
SIGNATURE DATE
[Redacted Name] Biomedical Biomed
NAME TITLE SERVICE LINE/SECTION
Clement J. Zablocki VA Medical Center
FACILITY

(10) APPROVALS IN ACCORDANCE WITH FAR 8.405-6(h):

a. CONTRACTING OFFICER'S CERTIFICATION (required): I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Linda Krysiak 11-27-2012
CONTRACTING OFFICER'S SIGNATURE DATE
LINDA KRYSIAK, CO NCO 12
NAME AND TITLE FACILITY

HIGHER LEVEL APPROVAL (For orders over \$500,000): ☒ REQUIRED ☐ NOT REQUIRED

b. NCM/DESIGNEE: I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

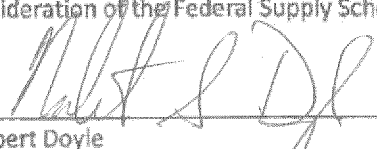
Christine Hansen 11-27-12
SIGNATURE DATE
Christine Hansen
VISN 12 NCM

HIGHER LEVEL APPROVAL (Required For orders over \$500,000):

e. SAO: I certify the justification meets requirements for restricting consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

Ricky L. Lemmon 11/30/12
SAO Director
SOP Other Than Full and Open Competition
Original Date (3/22/2011)

f. VHA HCA REVIEW AND APPROVAL (over \$500,000 to \$10 million): I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve for restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4



Norbert Doyle
Chief Procurement and Logistics Officer
VHA Head of Contracting Activity (HCA)

12/19/12

DATE