

Attachment A: Request for Limited Sources Memo Format

LIMITED SOURCES JUSTIFICATION  
ORDER >\$3,000  
FAR PART 8.405-6 (a) (B) & (b) (2)

2237 Transaction # or Vista Equipment Transaction #: 646-13-1-4622-0008

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: Contractor – DIRRT Environmental Solutions/Workscape, Inc.  
Manufacturer/Contractor POC & phone number: Kingsley Koch 403-723-5000 \_\_\_\_\_  
Mfgr/Contractor Address: 155 Knowlton Way, Savannah, GA 31407-3036 \_\_\_\_\_  
Dealer/Rep address/phone number:

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

**(1) AGENCY AND CONTRACTING ACTIVITY:**

Department of Veterans Affairs  
VA Pittsburgh Healthcare System  
1010 Delafield Road  
Pittsburgh, PA 15215

VISN: 4

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

Limited Sources/Sole Source and Brand Name Only Sole Source Justification, I.A.W. FAR 8.405-6 (a) (B) and (b) (2)

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:**  
Furnish and install DIRTT Environmental Solutions, Inc. Modular Walls

**(b) ESTIMATED DOLLAR VALUE:** \$196,125.93

**(c) REQUIRED DELIVERY DATE:** 30 Days After Receipt of Order.

**(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. (CHECK ALL THAT APPLY AND COMPLETE)**

Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

It is essential to the VA Pittsburgh Healthcare System's needs, to purchase the DIRTT Brand Wall Solid Wall Systems, since they contain the following features that are essential to the VA Pittsburgh Healthcare System, that are not available in other companies products, and for the other reasons stated:

- DIRTT's horizontal reveal called "the antler" means that their wall will support any furniture now or in the future, at any point along the horizontal, with no additional blocking required. Each frame can support 700lbs per side, 1400lbs total. Flat screen TVs, worksurfaces, overheads, custom millwork, artwork, etc...from any manufacturer can be accommodated. **This feature was one of the reasons DIRTT was awarded GSA's Excellence in Partnership Award: Industry Green Contractor.** This will allow all future component purchases to easily attach to the wall without the need to replace hardware or support for the item. This will save budget funds and allow maximum reuse.
- DIRTT's wall offers the unique additional benefit of addressing various ceiling heights and aesthetics with it's removable skin and stack-on frame. This allows the stocking of "generic" wall panel frames in a standard height. A stack-on unit can then be added, along with the appropriate skin finish options to meet the needs of specific locations.
- DIRTT walls are 99% reusable and 96% recyclable at end-of-life, depending on finishes chosen.
  - As Per the VA GEMS program – this holds great value.
- DIRTT modular wall product provides the ability to use the same modular wall product in the administrative areas as in clinical and patient care areas. The DIRTT product offers the ability to order and/or to add to existing product medical gas lines, plumbing and to provide face tiles that have infection prevention options for gaskets, solid surface and fully encapsulated tiles. Additionally, the integration of imbedded technology including racking, fans, integrated screens into the standard modular wall product is unique to DIRTT.
- DIRTT's parametric design permits manufacturing of unlimited width and heights to meet any specific condition that the VA building may require.
- DIRTT has the fastest lead time in the industry: 3-5 weeks from placing the order to delivery onsite. This will ensure our project stays on schedule, and if supplemental product is required in the future, we are not incurring long delays which could impact the functionality of the space.

***VA has multiple installations at both Heinz and University Drive, thus is an extension of an informal standards program, further increasing the flexibility and reuse of a modular wall product.***

In addition, it is essential to purchase the above DIRTT Environmental Solutions Modular Walls, from DIRTT Environmental Solutions, Inc./Workscape, Inc., since they are the sole exclusive seller of the DIRTT Environmental Solutions, Inc. Modular Walls. It is also essential to have DIRTT Environmental Solutions, Inc./Wokscape, Inc. install these items, since they are the Sole Exclusive Installer of the DIRTT Environmental Modular Walls, and since this requirement represents the minimum need of the government and requires a turnkey job.

A patent, copyright or proprietary data limits competition. The proprietary data is:

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These are "direct replacements" parts/components for existing equipment.

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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.

*VA has multiple installations at both Heinz and University Drive, thus is an extension of an informal standards program, further increasing the flexibility and reuse of a modular wall product.*

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The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

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An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

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**(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:**

Per FAR 8.8.404 (d), the Order represents the Best Value, since it was placed I.A.W. procedures at 8.405.

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

The items are sold on GSA and are made available for commercial sale for nongovernmental use, and therefore considered to be a Commercial Item. A letter was obtained from Workscape, Inc., indicating they are the sole exclusive seller and installers of the DIRTT Environmental Solutions, Inc. Solid Walls.

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Furthermore, Queries were done on the GSA E-Library; GSA Advantage; and Google Search, using DIRTT Environmental Solutions Walls, and there were no other companies that came up in the Queries. (See Query Sheets in DP02 of the Contract File)

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In addition, a Notice of Intent to Sole Source will be posted to Fedbizopps for 5 days.

**7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

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**(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:**

N/A

**(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.)*

  
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SIGNATURE  
Edward M. Miller, V  
NAME  
Program Specialist / Proc Planning  
TITLE  
1/7/2013  
DATE  
FMS  
SERVICE LINE/SECTION

VAPHS University Drive  
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.

  
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CONTRACTING OFFICER'S SIGNATURE  
1/7/13  
DATE  
Ronald Mazzei  
NAME AND TITLE  
HJ Heinz  
FACILITY

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

**b. QA OFFICER:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief. *\*This signature may be the VISN NCM/PCM if the Contracting Officer and Contracting Supervisor is the same individual.*

\_\_\_\_\_  
SIGNATURE  
DATE  
\_\_\_\_\_  
NAME AND TITLE

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

Michael J. Lamb  
SIGNATURE

1/7/2013  
DATE

MICHAEL J. LAMB  
NAME  
VISN X NCM