

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$3,000**

**FAR PART 8.405-6(g)**

**2237 Transaction # or Vista Equipment Transaction #: 541-13-1-032-0005**

This acquisition is conducted under the authority of the Multiple Award Schedule (MAS) 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: Joerns, LLC

Manufacturer/Contractor POC & phone number: Bob Mikolich, 800-232-9796

Mfgr/Contractor Address: 19748 Dearborn St., Chatsworth, CA 91311

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  
Network Contracting Office (NCO) 10  
6150 Oak Tree Blvd. Suite 300  
Independence, Ohio 44131

**VISN:**

10

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

The Louis Stokes Cleveland Department of Veteran Affairs Medical Center (VAMC) proposes to solicit with Joerns, Inc. using limited source procedures, to provide the Louis Stokes Cleveland VAMC Nursing Department with the ability to rent Dolphin mattresses and bariatric beds at a fixed price.

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

The Louis Stokes VAMC would like to rent the Dolphin Multi-Surface System. The Dolphin Multi-Surface System with Fluid Immersion Simulation is a mattress and pad specially designed to provide pressure reduction and pressure relief to patients who are at high risk for the development of pressure ulcers (skin break down) or have need to heal existing ulcers and other types of wounds. We had 76 hospital acquired pressure ulcers in FY12 and need to have an alternative mattress for Veterans with pressure ulcers.

**(b) ESTIMATED DOLLAR VALUE:** \$70,000.00

**(c) REQUIRED DELIVERY DATE:** January 2013

**(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.

The Dolphin Multi-Surface System with Fluid Immersion Simulation is a mattress and pad specifically designed to provide pressure reduction and pressure relief to patients who are at high risk for the development of pressure ulcers (skin break down) or who have a need to heal existing ulcers and other types of wounds. The system uses the Archimeds Linker Algorithm, which measures the patients' weight, body contour and surface area, and automatically imprints data, eliminating the need for manual input of this information. The system then uses this information to automatically adjust to patient movement without care giver intervention. This is the only system available that is able to approximate immersion in a fluid medium. Therefore, this allows the patient to be supported without soft tissue strain, the cause of pressure ulcers.

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

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

☒ 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 mattress supplied by Joerns, Inc. fit all types and styles of bed frames owned by the Cleveland VAMC, this is a major requirement. This optimizes the need for extra specialized bed frames and minimizes the need to shuffle bed frames around to support patient needs.

☐ 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.

**(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:**

It has been determined that renting the above mentioned equipment from Joerns Inc. will be the best value to the Government. Equipment shall be rented from National Acquisition Center contract V797P-4824A. FAR 8.404(d) states, by placing an order against a schedule contract using procedures in 8.405, the ordering activity has concluded that the order represents the best value (as defined in FAR 2.101) and results in the lowest overall cost alternative (considering price, special features, administrative cost, etc.) to meet the Government's needs. Because the number of mattresses we need on a daily basis changes, we would not be able to purchase enough to have a supply when we need them. It also costs over \$18,000.00 to purchase the mattress and pump and then we would have to pay for the service for maintenance. This is the same information when the BPA was originated.

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

One other companies' mattress systems were previously trialed: Hill-Rom Envision E700 Wound Surface. KCI was also asked to participate in the trial, but was unable to supply low air loss mattresses, but the focus was on those that are compatible with Hill-Rom bed frames and with "low" beds from multiple vendors. Attention was focused on those companies that were able to supply state-of-the art mattresses. None of the supplied mattresses were self adjusting, nor did they have plans for that type of upgrade, and none utilize fluid immersion simulation.

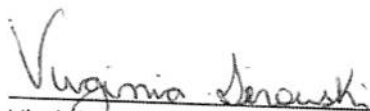
The original trial to complete the requirement was done in 2008-2009 timeframe; annual reviews have been done and still no other beds are available with the immersion technology.

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

The equipment is available from a mandatory source.

**(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.)*



Virginia Serowski  
Nurse Manager Support Services/Nursing  
VISN 10/Cleveland VAMC

1/11/2013  
DATE

**(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.

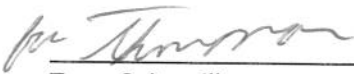


Thomas P. Moore  
Contracting Officer  
NCO 10

11/12/13  
DATE

**HIGHER LEVEL APPROVAL: (REQUIRED \$3K and above)**

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



Terry Spitzmiller  
NCM  
NCO 10

11/12/13  
DATE