

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval**

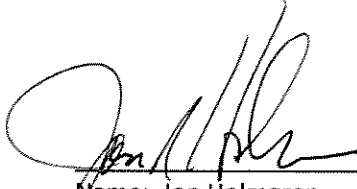
**For**

**Other Than Full and Open Competition**

1. **Contracting Activity:** Department of Veterans Affairs, VISN 23, Black Hills Health Care System Fort Meade Medical Center. Facilities Management, Engineering Project Division. 2237 Number: 568-13-1-9967-0018. VA Project Number: 568-13-112/ Nurse Call Upgrade Design-Build. This document is a justification for Other Than Full and Open Competition.
2. **Nature and/or Description of the Action Being Processed:** This will be a new Firm Fixed-Price contract is contemplated for acquisition of construction services for Project 568-13-112, Nurse Call Upgrade Design-Build. This work consists of replacing and upgrading existing nurse call systems in various clinical areas. This project is the final project in a series of nurse call upgrades. At completion of this project, all nurse call systems at the Fort Meade VA Medical Center will be of the same type and manufacturer, which will allow for facility wide integration of alarms, codes, call information, and etc. Work consists of engineering, furnishing, installing, programming and testing a new call system equipment. Work also includes removal of existing devices and cables.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** A Firm Fixed-Price contract is contemplated for acquisition of construction services for Project 568-13-112, Nurse Call Upgrade Design-Build. This work consists of replacing and upgrading existing nurse call systems in various clinical areas. This project is the final project in a series of nurse call upgrades. At completion of this project, all nurse call systems at the Fort Meade VA Medical Center will be of the same type and manufacturer, which will allow for facility wide integration of alarms, codes, call information, and etc. Work consists of engineering, furnishing, installing, programming and testing a new call system equipment. Work also includes removal of existing devices and cables.
4. **Statutory Authority Permitting Other than Full and Open Competition:**
  - (X) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;
  - ( ) (2) Unusual and Compelling Urgency per FAR 6.302-2;
  - ( ) (3) Industrial Mobilization, Engineering, Developmental or Research Capability or Expert Services per FAR 6.302-3;
  - ( ) (4) International Agreement per FAR 6.302-4
  - ( ) (5) Authorized or Required by Statute FAR 6.302-5;
  - ( ) (6) National Security per FAR 6.302-6;
  - ( ) (7) Public Interest per FAR 6.302-7;

5. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):** The proposed vendor, Beacon Communications, LLC, has performed on all prior nurse call upgrades at this facility within the past 7 years. The first 2 projects, completed in FY 2005 and FY 2007, were accomplished as negotiated SBA 8(a) set aside contracts, with Beacon Communications providing the new equipment, programming, and installation in a sub-contractor role. Both the 2005 and 2007 installations utilized the Responder 4000 system equipment, manufactured by Rauland-Borg Corporation. Beacon Communications is the exclusive Rauland-Borg distributor for this area. During negotiations for the first installation in 2005, proposals for several different systems were evaluated, and the Rauland-Borg system was chosen based on competitive price, high reliability, and exceptional warranty. The systems installed to date have been nearly trouble free, and the BMET staff is very happy with them. In FY 2008 and again in FY 2010, a third and fourth nurse call upgrade was accomplished, utilizing Beacon, Communications as the prime vendor to engineer, furnish, and install all new equipment. The project was completed with no problems. It is the best interest of the Government to continue services with this vendor. Therefore, in accordance with Federal Acquisition Regulation (FAR) 6.302-1, Statutory Authority 41 U. S. C. 253 (c)(1) is being cited.
6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** Due to limited available of funding in each fiscal year it was necessary to break the nurse call replacement effort into numerous phases, ward by ward. If funding had been available to award the complete project at one time, it would have been possible to award to a single vendor instead of requiring sole source awards to maintain project integrity.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** The Contracting Officer's determination that \$162,000 is a fair and reasonable price and is based on published price lists and pricing for the same service to the private sector. The pricing may vary with updated pricing and after vendor receives from the RFP to include specifications, etc.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** In accordance with FAR Part 7, and buyers' knowledge, a minimal Market Survey was accomplished. As the only authorized Rauland-Borg distributor in this area, Beacon Communications is considered the only available firm to engineer, supply, install, program, and test the entire system using Rauland-Borg equipment. The Rauland-Borg Components required for the system upgrades are available on GSA schedule. The VA could purchase the individual components directly from Rauland-Borg, and furnish them to an installer. However, only the system vendor (Beacon) has the expertise to determine which components are required for a complete and functional system, and they would need to be retained to design and install the system anyway. It is our intention to verify prior to award that Beacon is using pricing for the system components in line with the GSA schedule pricing.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:**
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** Beacon Communications, LLC, 4242 Delaware Street Denver CO, 80216, Phone: 303-750-6500, POC Kiffie Hester.
11. **A Statement of the Actions, if any, the Agency May Take to Remove or Overcome any Barriers to Competition before Making subsequent acquisitions for the supplies or services required:**


12. **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 and belief.

  
Name: Jon Holmgren  
Title: Engineering Project Manager  
Facility: Fort Meade, SD

11/29/12  
Date

13. **Approvals in accordance with FAR 6.304**

- a. **Contracting Officer's Certification (required):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

  
Name: Chris Esper  
Title: Contracting Officer  
Facility: Fort Meade, SD

11/29/12  
Date

- b. **NCM/PCM (Required \$3K and above):** I certify the justification meets requirements for other than full and open competition.

  
DARYL A. BERG  
Network Contract Manager, NCO 23

11/30/12  
Date