

JUSTIFICATION AND APPROVAL  
FOR A LIMITED SOURCE AWARD UNDER A FEDERAL SUPPLY SCHEDULE

1. Contracting Activity: Department of Veterans Affairs  
Office of Acquisition Operations  
Technology Acquisition Center  
260 Industrial Way West  
Eatontown, NJ 07724
2. Description of Action: The proposed action is for a six (6) month firm-fixed price (FFP) task order with two (2) twelve (12) month option periods for support services for the Innovian Anesthesia software and hardware, from Draeger Medical, Inc. This will provide support for the Department of Veterans Affairs (VA), Veterans Health Administration (VHA), Heart of Texas Veterans Integrated Service Network (VISN) 17, at the Dallas, Temple, and San Antonio VA Medical Centers. This effort is proposed to be awarded under the General Services Administration (GSA) Federal Supply Schedule (FSS) V797P-4081B to Draeger Medical, Inc., 3135 Quarry Road, Telford, Pennsylvania 18969.
3. Description of the Supplies or Services: The proposed action is to obtain support services for the Innovian Anesthesia software and associated Anesthesia Record Keeping (ARK) system computer hardware. VHA VISN 17 previously purchased and installed Innovian Anesthesia perpetual software licenses from Draeger Medical, Inc. Innovian Anesthesia software is a robust ARK system with an Innovian-end Veterans Health Information Systems and Technology Architecture (VistA) interface that enables real time bi-directional exchanges of data in VistA both in batch and real time. VISN 17 uses Innovian Anesthesia software for electronic documentation in anesthesiology environments. The software provides users important data, such as patient demographics, text integration, patient allergies, problem lists, care status and delivery, lab results, medication administration, and information regarding surgeries. The ARK replaces paper anesthesia records used in the Operating Rooms (ORs) and other anesthetizing or moderate sedation locations to manage patient information in the OR, pre and post-procedural, and critical information during OR procedures.
4. Authority: Federal Acquisition Regulation (FAR) Part 8.405-6(a)(1)(i)(B), Only one source is capable of providing the supplies or services required at the level of quality required because the supplies or services are unique or highly specialized.
5. Rationale Supporting Use of Authority Cited Above: The proposed source for this effort is Draeger Medical, Inc., 3135 Quarry Road, Telford, Pennsylvania 18969. The Innovian Anesthesia software and hardware, produced and developed by Draeger Medical is a proprietary product. Draeger Medical does not have affiliation or agreements in place with any authorized resellers to

resolve technical problems and/or obtain Draeger Medical, Inc. software updates; therefore, Draeger Medical is the only one responsible source that exists to obtain this vital support. Draeger Medical, Inc. is the manufacturer of both Innovian Anesthesia and Draeger Clinical work stations and does not authorize third parties to perform maintenance or repairs. Without Draeger Medical, Inc. support services, VHA will ultimately experience application performance problems within Innovian and across multiple data systems, which will ultimately limit user access to critical patient care information and loss of patient data. Only Draeger Medical, Inc. support services will ensure the existing Innovian Anesthesia software and hardware operates continuously and ensures VA clinical and technical experts can obtain the necessary technical support to resolve any issues related to use of the Innovian Anesthesia product. Changing software systems would require new ARK systems. Additionally, any other source would require access to Draeger Medical proprietary data in order to successfully perform support services for the Innovian Anesthesia software and hardware. This data is not available to the Government and only Draeger Medical, Inc. owns it.

6. Efforts to Obtain Competition: Market research was conducted, details of which are in the market research section of this document. This effort did not yield any additional sources that can meet the Government's requirements. There is no competition anticipated for this acquisition. In accordance with FAR 5.301 and 8.405-6(a)(2), this action will be synopsisized at award on the Federal Business Opportunities Page (FBO) and the justification will be made publicly available.

7. Actions to Increase Competition: In order to remove or overcome barriers to competition in future acquisitions for this requirement, the agency will work with the program office to perform additional market research to consider if alternate support service providers become available.

8. Market Research: Market research was conducted in February 2013 by posting a Request for Information on FBO to ascertain the ability of any other sources that can meet VA's needs. Only one response was received, which was from Draeger Medical, Inc. Furthermore, the Contract Specialist contacted Draeger Medical, Inc. which indicated that only Draeger Medical, Inc. is authorized to provide support services to VA's existing Draeger Medical, Inc. Innovian Anesthesia software and hardware given its proprietary rights.

9. Other Facts: None