

**LIMITED SOURCES JUSTIFICATION
FAR PART 8.405-6(f)**

2237 Transaction # 678-13-2-071-0093

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. See also 38 U.S.C. § 8123.

Restricted to the following source:

Manufacturer/Contractor: Sirona Dental Systems LLC.

Manufacturer/Contractor POC & phone number: Harold S. Auten 800-659-5977

Mfgr/Contractor Address: 4835 Sirona Drive, Suite 100, Charlotte, NC 28273

Dealer/Rep address/phone number: Sales Representative / Harold S. Auten 800-659-5977

- (1) **AGENCY AND CONTRACTING ACTIVITY:** Department of Veterans Affairs
VISN 18 Network Contracting Office
5001 N. Piedras St.
El Paso, TX 79938
VISN: 18

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

This justification for Limited Sources is a result of SAVACHS requirement to obtain the Sirona CEREC CAD/CAM Restorative System for the dental clinic and dental lab. This restorative system is the only one of its kind that provides an all-encompassing system which includes the dental clinic and in-house dental lab.

(3)

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

The SAVAHCS needs a dental restorative system to improve patient access and timeliness of care. The CEREC restorative System is a state of the art in digital acquisition and milling of operative and fixed dental restorations. The Milling unit can construct dental restorations in 15 minutes. This enables the delivery of the restoration during the same appointment instead of sending out for fabrication of the restoration by a separate dental lab. There are other restorative systems but they require the use of a separate dental lab and are less efficient or user friendly. They are also unable to mill restorations in a 15 minute time frame (time frame exceeds 45 min on any other systems). The CEREC also has the flexibility to fabricate restorations out of other materials utilized by other restorative systems, something the other systems do not have at this time. The

Sirona CEREC CAD-CAM Restorative System is only sold by Sirona Dental Systems LLC to the Federal Government. Patterson Dental Supply also sells the machine but only to the private sector as it is

not on Government contract.

(b) ESTIMATED DOLLAR VALUE: \$218,133.00

(c) REQUIRED DELIVERY DATE: September 1, 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.

☒ **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 CEREC Restorative System has the capability of milling dental restorations in 15 minutes and flexibility to make restorations from other systems. Sirona is the sole vendor that sells the CEREC CAD/CAM Restorative System to the Federal Government. CEREC CAD/CAM Products are significantly different from other products in the dental marketplace as evidenced by the following combined Salient characteristics:

- (a) The only Dental CAD/CAM system capable of a broad range of clinical indications from, full contour restorations such as inlay, onlays, partial and full coverage crowns, veneers; also Ceramic copings, models and bridge substructures.
- (b) Complete on-screen imaging and design functions for dental restorations
- (c) Complete In-house fabrication, milling and quality control of dental single appointment restorations.
- (d) The only Chair side dental CAD/CAM restorative system or procedure with 27 years of successful use in the dental clinic and the dental laboratory.
- (e) The only totally CAD/CAM process for imaging, virtual model construction, and manufacture of dental restorations both Chair Side and Lab side.
- (f) CEREC is the only system to provide the following functionality and connectivity specifically for the efficient fabrication of dental restorations in the area of Digital CAD/CAM Dentistry:
 - Omnicam white LED continuous streaming, full color image capture.
 - Intraoral imaging can be used for viewing the clinical situation in either 3D or 2D mode.
 - The only truly powder free imaging system.
 - The only system fully using a "Buccal View" scan of the clinical situation used to determine proper digital model occlusion.
 - The only system using Biogenetic tooth reconstruction software.
 - The only system that allows for a full range of restorative material choices such as feldspathic porcelain, Lucite ceramic, lithium disilicate, zirconia, composite materials, acrylics, precious and non-precious metals and also allows for model milling with stable polyu-

rethane material.

- The only system that communicates directly with any CEREC in Lab design/milling center for fabrication of dental restorations

(4) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.404(d) TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:

An order will be placed under contract number V797P-3170M. Prices provided are considered fair and reasonable as all products listed are on GSA contract in accordance with FAR 8.404(d). Pricing is based on GSA contract pricing. We expect to negotiate below GSA/FSS schedule pricing.

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

The CO contacted the requestor and/or other knowledgeable people in the Government and Industry regarding the commercial nature of this requirement and standard industry practices in this area of supply/service. Review of Internet resources: (GSA/FSS Schedules). Historical acquisition information (review of recent market research results for similar or identical supplies/services). Consulted with the SAVAHCS medical equipment staff and Bio-medical engineering.

Issued an FSS RFI/RFQ766377 (Sources Sought).

Findings: CEREC CAD/CAM Products are significantly different from other products in the dental marketplace. Issued an FSS RFI/RFQ766377 (Sources Sought) which resulted in zero interested vendors. It is a fact that Sirona is the only vendor that provides a clinical/lab CAD-CAM restorative system of this genre under FSS Schedules.

The Sirona CEREC CAD-CAM Restorative System is only sold by Sirona Dental Systems LLC to the Federal System. Patterson Dental Supply also sells the machine but only to the private sector as it is not on Government contract.

CEREC is the only system to provide the functionality and connectivity specifically for the efficient fabrication of dental restorations in the area of Digital CAD/CAM Dentistry.

(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:

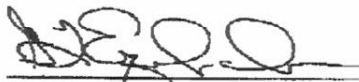
- (a) All other CAD-CAM systems have a more limited scope of functionality and clinical/in Lab connectivity.
- (b) The requested System is :
 - The only totally CAD/CAM process for imaging, virtual model construction, and manufacture of dental restorations both Chair Side and Lab side.
 - The only system using Biogenetic tooth reconstruction software.
 - The only system that allows for a full range of restorative material choices such as felspafic

porcelain, Lucite ceramic, lithium dicilicate, zirconia, composite materials, acrylics, precious and non-precious metals and also allows for model milling with stable polyurethane material.

(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:

Due to this being a one-time purchase, no further actions are contemplated.

(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.)



SIGNATURE

12.4.2012

DATE

Gregory Esquibel,
NAME

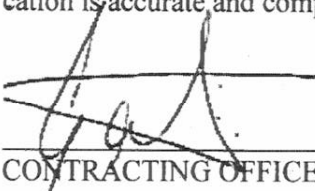
Dental Manager
TITLE

Dental
SERVICE LINE/SECTION

SAVAHCS (678)
FACILITY

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

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



CONTRACTING OFFICER'S SIGNATURE

3/12/2013
DATE

Carlos Leon, Contracting Officer
NAME AND TITLE

NCO 18 (258)
FACILITY

b. NCM/PCM/DESIGNEE: I certify that the foregoing justification is accurate and complete to the

best of my knowledge and belief.

Roll D Bm
SIGNATURE

3/15/83
DATE

for Sabrina J. Smith
NCO 18 Network Contract Manager