

**SINGLE SOURCE**  
**(APPLICABLE TO PURCHASES UNDER SAT \$3,000 - \$150,000)**

1. **Contracting Activity:**  
NCO 12, GREAT LAKES ACQUISITION CENTER,  
115 SOUTH 84<sup>TH</sup> STREET, SUITE 101  
MILWAUKEE, WI 53214

2. **Purchase Request Number:** 676-13-3-969-0068

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3. **Authority for Action:**

FAR 13.106-1(b), Soliciting from a Single Source

4. **Describe the supply or service to be acquired and the total estimated dollar value:**

The Tomah VA Medical Center has a requirement for overhead patient lift equipment which must match the facility's existing Liko lift equipment. This sole source justification is for the following lift accessories and services: 3126103 Battery Charger, 3126034 Hand Control, and installation services. This sole source justification is based upon existing equipment standardization. In maintaining this standardization, patient safety is enhanced and costs for supplies, maintenance, and training are mitigated.

The total estimated cost for these open market items and services is \$52,310.32.

5. **List the proposed contractor (name, contact, and phone number) and describe the unique knowledge or capabilities of the proposed contractor:**

The proposed contractor for this procurement is Fedco, LLC (POC is Allan Ayala, Sales Representative, 305-591-2205). Per manufacturer Hill-Rom, Fedco, LLC is the only source to the Department of Veterans Affairs for the requested Liko equipment and accessories.

This sole source justification coincides with a mandatory Federal Supply Schedule (FSS) limited source justification for the same overhead lift procurement. While the majority of the items in this procurement fall under Fedco's mandatory FSS 65 II A, contract V797P-4084B, the aforementioned items and services (Section 4) are related and essential open market items.

6. **Describe your market research efforts and efforts to ensure that offers are solicited from as many potential sources as is practicable:**

The requestor(s) determined that only Liko/Hill-Rom patient lifts can be purchased in order to maintain the medical center's standardization of lift equipment. Via a search of the GSA and NAC online product catalogs and communications with the manufacturer, the Contracting Officer (CO) verified the majority of the items requested for this procurement are available via mandatory FSS contract V797P-4084B. The CO also confirmed that requested open market items and services not on FSS are only available to the VA via Fedco, LLC.

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No other patient lift equipment is being considered in order to maintain patient safety and equipment standardization initiatives

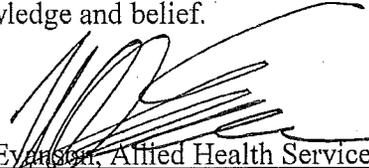
7. **State why you feel that the anticipated cost to the Government will be fair and reasonable:**

The requested open market equipment has been quoted at the vendor's regular open market pricing. The quoted installation pricing is in line with industry pricing and below the average hourly rate for laborer services taken from a random sampling of FSS contract holders.

8. **Other:** With this procurement, the medical center is maintaining its standardization of patient lift equipment thereby mitigating clinical staff training requirements and enhancing patient safety. This procurement is in compliance with Joint Commission 2013 Long Term National Patient Safety Goal NPSG.09.02.0, reducing the risk of residents from falling.

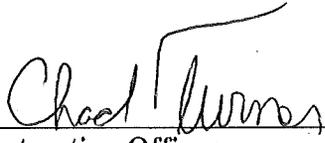
9. **Certifications:**

I hereby certify that the data provided above is accurate and complete to the best of my knowledge and belief.

  
Jeff Evans, Allied Health Service Line Manager  
**Typed/Printed Name and Signature  
of Technical Representative**

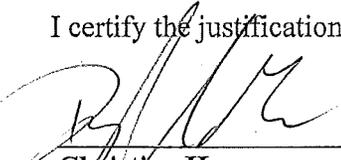
7/15/2013  
**Date**

I hereby determine that the circumstances of this contract action deem only one source reasonably available.

  
Chad Turner  
**Contracting Officer**

7/15/2013  
**Date**

I certify the justification meets requirements for other than full and open competition.

*For*  
  
Christine Hansen  
**Network Contract Manager  
Network Contracting Office 12, Great Lakes Acquisition Center**

7/15/2013  
**Date**