

**LIMITED SOURCES JUSTIFICATION**  
**ORDER >\$3,000; FAR PART 8.405-6**

**2237 TRANSACTION # OR VISTA EQUIPMENT TRANSACTION #: 509-13-2-075-2993**

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.

Manufacturer/Contractor: ALCON® Laboratories FSS# V797P-2046D (expires 12/14/2016)

Manufacturer/Contractor POC & phone number: Paul Capraro, (407) 399-4506 [paul.caoraro@alconlabs.com](mailto:paul.caoraro@alconlabs.com)

Mfg/Contractor Address: 6201 South Freeway, Fort Worth, Texas 76134,  
PH - 800-641-0677

Dealer/Rep address/phone number: Paul Capraro, (407) 399-4506 [paul.capraro@alconlabs.com](mailto:paul.capraro@alconlabs.com)

**(1) AGENCY AND CONTRACTING ACTIVITY:** VISN 07. Department of Veterans Affairs, Charlie Norwood VA Medical Center, One Freedom Way, Augusta, Georgia 30904-6258,

**(2), NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:** This justification and approval is requested in order to place a task order with Alcon® Laboratories, Inc. to be funded with current fiscal year appropriations for Constellation® Vision System disposables and supplies.

**(3) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:** This requirement is for disposable accessories including, but limited to 20 gauge and 25 gauge plus vitrectomy and Constellation® Paks, probes, and other disposables for use with the Constellation® Vision system. All items must be 100% compatible with Government-owned Constellation® Vision System and is required to support the operability of the laser. Alcon® Laboratories is the manufacturer for Constellation® Vision System, accessories, and products for its use.

**(b) ESTIMATED DOLLAR VALUE: \$70,839.95**

**(c) REQUIRED DELIVERY DATE: July 10, 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.**

The statutory authority permitting other than full and open competition is FAR 8.405-6 (b), only one source is capable of providing the supplies required at the level of quality required for the use with the Government owned equipment. Alcon® Laboratories is the manufacturer for the constellation vision system and provides compatible parts and products for its operation, fit and function. As Alcon makes improvements to its surgical system, they also update their disposable supplies. Alcon® has a Federal Supply Schedule V797P2046D (expires on 12/14/2016). Mismatch of surgical components and use of settings not specifically adjusted for a particular combination of surgical components may affect the system's performance and create a patient hazard. These supplies are considered mission critical and imperative to maintaining patient care.

**(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:**

Alcon Laboratories, Inc. is the manufacturer for the Constellation® Vision System and provides compatible parts and products for its operation, fit and function. Alcon® has a Federal Supply Schedule V797P-2046D (expires on 12/14/2016). Mismatch of surgical components and use of settings not specifically adjusted for a particular combination of surgical components may affect the system's performance and create a patient hazard. The following market research result describes the cost comparison of products for specific vitrectomy laser equipment.

Items	Alcon Constellation (V797P-2046D)	Qty	Price	Iridex - Micropluse (V797P-2168D) - Similar item	Qty	Price
1	23 gauge tapered/straight EndoProbe	1 box	\$540.00	20 GA Aspirating Straight/tapered EndoProbe	1 box	\$900.00
2	Probes, Ultravit, Constellation 23 GA 5000	1 box	\$1,350.00	Diopexy Probe - Transscleral Retinal Photocoagulation Probe with sterilization tray: Stock No. 11454-1	1 box	\$2,489.00
3	Kit, small parts 23G (infusion Cannula & Plugs)	1 box	\$660.00	Green tip - 23 Gauge Soft tip Cannula with brush - 1mm	1 box	\$180.00
<b>Price Comparison</b>			<b>\$2,550.00</b>			<b>\$3,569.00</b>



The difference in price between Alcon and Iridex for the listed products is minor. This is due to the fact that it is almost impossible to match exact items for equipment manufactured by two different companies where the parts are not interchangeable. Difference in price of line item two (2) could be reflected in the addition of a sterilization tray for the MicroPluse (Iridex). The difference in line item three (3) is Alcon's product is issued as a kit for 23G infusion cannula and plugs, while Iridex's product is priced for the required gauge size cannula alone. Alcon's estimated price is \$1019 (21%) less than Iridex's similar products. Prices were obtained from GSA.Advantage.gov per each company's federal supply schedule. Based on the above findings, the requirement for Alcon Constellation supply products are considered fair and reasonable.

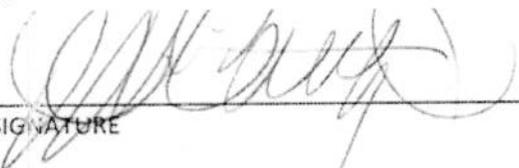
**(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:**

Other Government websites GSA Advantage and VA Advantage were searched for these products, but only Alcon® could provide the requested products as required by the surgeons who work with the Alcon equipment owned by Charlie Norwood VA Medical Center (Serial #1202335401X). An RFI was issued through GSA.Advantage Ebuy for the required items and received two (2) "no quotes" (see attachment).

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:** The Government owns the Alcon® Constellation® Vision System (Serial #1202335401X). It is imperative the Government obtains these products soon to avoid cancelling or rescheduling of patient's surgery.

**(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:** Currently there is no further effort to increase competition as there is only one source capable of meeting this requirement. The manufacturer is the only source who can provide the disposables and accessories compatible for use with the Government-owned equipment. Based on this information, there is no further effort to increase competition at this time.

**(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.**

  
SIGNATURE

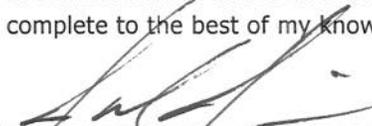
June 13, 2013  
DATE

John McCarthy, \_\_\_\_\_ Chief, Supply and Distribution Logistics  
NAME TITLE SERVICE LINE/SECTION

509.-: Charlie Norwood VA Medical Center  
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

  
\_\_\_\_\_  
DATE

Juan A. Jusino, Supv Contracting Officer  
\_\_\_\_\_  
NAME AND TITLE FACILITY

Charlie Norwood VA Medical Center – 509  
\_\_\_\_\_

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

  
\_\_\_\_\_  
SIGNATURE

  
\_\_\_\_\_  
DATE

Calvin Thomas, Jr., Acting NCM  
\_\_\_\_\_  
NAME AND TITLE