

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

**2237 Transaction # or Vista Equipment Transaction #: 659-13-3-1302-0018**

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in paragraph 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.

**Restricted to the following source:**

Manufacturer/Contractor: MinnTech Corporation (Medivators)  
Manufacturer/Contractor POC & phone number: Rick Kobsik 800-444-4729  
Mfgr/Contractor Address: 14605 28<sup>th</sup> Avenue North, Minneapolis, MN 55447  
Dealer/Rep address/phone number: Surgical Tools/ 1106 Monroe St. Bedford, VA /800-774-2040

☒ The requested material or service represents the minimum requirements of the Government.

<b>(1) AGENCY AND CONTRACTING ACTIVITY:</b>	<u>Department of Veterans Affairs</u>
	<u>1601 Brenner Ave</u>
	<u>Salisbury, NC 28144</u>
<b>VISN:</b>	<u>6</u>

**(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:** This is a request for other than full and open competition for the procurement of three (3) Medivators Endoscope Reprocessors for the Winston-Salem VA facility. A firm fixed purchase order to Surgical Tools, Inc. is planned for this purchase.

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:**  
The Sterile Processing department (SPD) has a need for Medivator Advantage Plus endoscope reprocessing equipment for the Winston-Salem VA facility. Surgical Tools, Inc. is the sole distributor of this equipment and holds the FSS contract for all Medivator products: FSS contract V797P-4353B.

**(b) ESTIMATED DOLLAR VALUE:** \$ 172,522.56

**(c) REQUIRED DELIVERY DATE:** August 31, 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.

\_\_\_\_\_  
\_\_\_\_\_

☐ A patent, copyright or proprietary data limits competition. The proprietary data is:

---

---

☐ These are "direct replacements" parts/components for existing equipment:

---

---

☒ The equipment/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system:

The Salisbury VAMC currently uses Medivator Advantage Plus endoscope reprocessor equipment and products throughout its Endo Reprocessing department. The need for standardization is very important in the reprocessing of surgical instruments and therefore the same systems are being requested for the Winston-Salem VA facility. It is vitally important that surgical instruments be cleaned and sterilized sufficiently for patient safety. The use of different (brands of) reprocessing equipment introduces and increases the probability of error in sterilization time and temperature. Additionally, supplies for this equipment are stocked by the Logistics department and if another brand of equipment is introduced, an entire inventory of additional supplies will need to be maintained. This introduces another variable and further increases the risk of the wrong cleaning agent being used on the wrong equipment. As stated above, sterilization of surgical equipment is a patient safety issue and the use of standardized equipment supports this safety initiative.

☐ The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures.

---

---

☐ An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

---

---

**(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:** The price to the government for three (3) Medivator Advantage Plus Endoscope Reprocessors is \$172,522.56. The FSS contract price shown on GSA Advantage for one (1) of the Advantage Plus Reprocessor (without additional requested components) is \$52,010.05. Surgical Tools, Inc. is providing a further reduction in the FSS price to \$51,750.00 each. For this reason, this procurement represents best value to the government.

**(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:** Market research was conducted by verifying that the equipment is on Surgical Tools' FSS contract. I also verified with the company that they are the sole FSS contract distributor of this equipment.

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:** There are no other facts other than those already stated.

**(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.

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

7/26/2013  
DATE

DATE \_\_\_\_\_

Page 3 of 3