

DEPARTMENT OF VETERANS AFFAIRS
Justification and Approval
For
Other Than Full and Open Competition
FAR 13.501(a)(2)
VA250-13-Q-0716
BERCHTOLD LIGHTING SYSTEMS

1. Procuring Contracting Activity:

Department of Veterans Affairs, SAO Central Region, 708 S. Third Street, Minneapolis, MN 55417 for the Department of Veterans Affairs, Louis Stokes Cleveland VA Medical Center, 10701 East Boulevard, Cleveland, OH 44106.

- 2. Nature and/or Description of the Action Being Processed:** Justification and approval for Other Than Full and Open Competition, for three (3) complete Berchtold Surgery Systems to include lights, monitor arms, booms and installation to equip three (3) surgery suites of a newly leased Ambulatory Surgery Center (ASC) for the Louis Stokes Cleveland VA Medical Center, Cleveland, OH per Purchase Requests #541-13-3-250-0239. Award of a firm-fixed price contract is anticipated to: Berchtold Corporation, 1950 Hanahan Road, Charleston, SC 29406

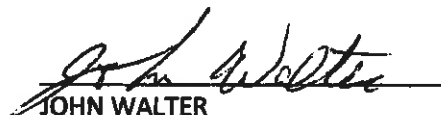
- 3. Description of Supplies/Services Required to Meet the Agency's Needs:** This procurement is to provide, install and certify the Berchtold Surgery Suite Lighting/Equipment solutions for the newly leased ASC's and are comprised of the below items. The configuration is similar to current surgery suites at the VA Medical center and ensures a seamless transition for Facility Surgeons when performing surgery for VA Beneficiaries, greatly enhancing patient safety and surgeon confidence.

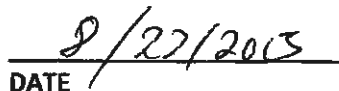
Chromophare Installation/0006008	6008	3
Teletom Installation, TS/RS 0006010	6010	3
Teletom Installation, TC/0006139	6139	3
Drawer Assembly, 9" Surgimed/5000260	5000260	1
IntegraMount Structure, TS/TC Teletom/5000320	5000320	6
IntegraMount Structure, Chromophare Single/5000321	5000321	3
Accessory Pole, Ass'y Extension/5000548	5000548	1
Kit, Platform LED/5000563	5000563	2
Kit, Metal Rail, 4 series 1 Sie LS/5000572	5000572	6
Kit, Med Rail, 6 Series 2 Sides, DIN/5000575	5000575	1
Kit, Med Rail, 6 Series 1 Side Rear, DIN/5000577	5000577	2
BC 56" Monitor Bracket Kit/5000902	5000902	2
Pole, Endoscope Holder/500011711	500011711	1
Tube Mount GCX BRKT PREP KIT/500020263	500020263	3
Keyboard Tray Assembly/500020296	500020296	1
Mouse Accessory Kit/500020298	500020298	1
Service Mod Acc., Innovative FP. TubeSer/500020475	500020475	3
Multi Color Touch Wall Control Display/CY 1008104	CY 1008104	3
Prep ChromoVislon 1 C., E 778, E 558/CY 9600103	CY 9600103	3
Angle Flat Panel Arm/F628/FD 2003	F628/FD	3

	2003	
F628 LED Surgical Light (TC)/FS 1000	FS 1000	2
F628 LED Surgical Light - Flat Panel Arm/FS 2003	FS 2003	1
Installation, IntegraMount/RS 0006153	RS 0006153	1
Electric Brakes. 4/6 Series Upcharge/RS 0006157	RS 0006157	1
Equipment Management Boom, TC720/TC 720	TC 720	2
Equipment Carrier Coom 6 Series Manual Artic, 1 Layer/TM-611	TM-611	3
GI Boom: 6 Series Powered Artic, 2 Layer/TP-632-C	TP-632-C	1

4. **Statutory Authority Permitting Other than Full and Open Competition:** FAR 13.501(a)(2) under the auspices of FAR Part 6.302-1(a)(2) "Only one responsible source and no other supplies or services will satisfy agency requirements.
5. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):**
 - a. The Louis Stokes Cleveland VA currently uses the Berchtold lighting system in the Operating Rooms at the Wade Park main facility. Surgeons are familiar with the lights, monitor arms and booms at Wade Park and have come to rely on the adjustable light temperature feature (3600Kelvin, 4000Kelvin and 5000Kelvin) that the Berchtold lights offer. Due to the types of cases being performed at the ASC, user customizable light temperatures that range from 3600K to 5000K are imperative. Most of the cases performed at the ASC will be Ophthalmic, Podiatric, Plastic or Endoscopic in nature. Having the capability to perform surgery under lights at 3600K and up to 5000K will greatly assist the surgeon to differentiate between good and bad tissue and identify blood and tissue from the underlying vasculature. For the longer Podiatric surgeries, a temperature of 5000K is appropriate as it will allow the surgeons the ability to identify bones and nerves more readily. As the Cleveland VA Medical Center is a teaching hospital, it will also greatly assist in the instruction of students and residents.
 - b. The configuration is similar to current surgery suites at the Louis Stokes Cleveland VA Medical center and ensures a seamless transition for Facility Surgeons when performing surgery for VA Beneficiaries, greatly enhancing patient safety and surgeon confidence. This technology was intended to be standardized throughout the facility for developing end user staff competency through the utilization of technology that meets the needs of Care/Service line procedures. By having a standardized system, Biomedical Engineering staff will develop a competency in the maintenance and repair of these systems as well. It has been determined that standardization of these specialized systems saves healthcare facilities inordinate amounts of money in these two areas.
 - c. As denoted, the Berchtold System that will be supplied and distributed by Berchtold who as the only authorized distributor, will provide a comprehensive light and boom network that will be utilized in the ASC's suites shown above in Item 3. These suites have specific applications & procedures which will rely on the Berchtold lighting and boom system to function. The Berchtold system includes: Cabling for the various endoscope systems and physiological patient monitoring inputs. Monitor booms, mounts, shelves for endoscope, physiological patient monitoring equipment Monitors for displaying the outputs of endoscope and physiological patient monitoring. Control workstation for determining the appropriate system, displays. Power and utilities integration. Installation and programming of the complete system.


6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** This action will be synopsized and published on the Government Point of Entry, FedBizOpps.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** There is prior commercial pricing data for the systems being procured as well as pricing for recent upgrades, which will allow a comparative analysis of pricing offered for the current system(s) to be procured.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Market research was conducted through online research of specifications needed and by comparing costs from other Operating Room Suite upgrades. Market research did conclude that no other vendor's system offered the range of light temperature and specifications required.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** There are no other facts supporting the use of Other Than Full and Open Competition.
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** This J&A will be posted on FedBizOpps. If responses to the synopsis indicate that additional sources are available, the file will be documented accordingly and the requirement competed among all eligible sources.
11. **A Statement of the Actions, if any, the Agency May Take to Remove or Overcome any Barriers to Competition before Making subsequent acquisitions for the supplies or services required:** None.
12. **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 and belief.



JOHN WALTER
Management & Program Analyst
Louis Stokes Cleveland VA Medical Center


DATE

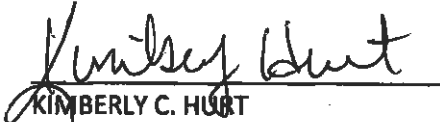
13. **Approvals in accordance with FAR 6.304**

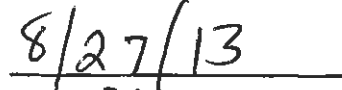
- a. **Contracting Officer's Certification: (required)** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.


Kenneth J Eshom
Contracting Officer
SAO Central Region


Date

- b. **NCM/PCM:** I certify the justification meets requirements for other than full and open competition.


KIMBERLY C. HURT
Regional Chief Contracting
SAO Central


Date