

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For

Other Than Full and Open Competition

1. **Contracting Activity:** Department of Veterans Affairs, VISN 23, Central Iowa Health Care System, Des Moines, IA
2. **Nature and/or Description of the Action Being Processed:** An new order will be awarded to move the current DuKane Overhead Paging System from one location to another (same campus).
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** This requirement is to move the DuKane Overhead Paging System head end equipment from the current location, basement Building 1, Room B405, to the IRM server room, B409 in Building 1. The system (includes associated cabling, power, and speaker cables) will be uninstalled from current location, moved and reinstalled at the new location. The reinstall will include all additional equipment or parts (cables, hardware, connectors, labels, etc.). The estimated costs for the move is \$27,134.86. All work will be scheduled and performed on the weekend to minimize overall facility functional operability impairment. The system will be tested for operation ability to ensure correct performance of the system.
4. **Statutory Authority Permitting Other than Full and Open Competition:**
(X) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;
5. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):** The DuKane Overhead Paging System is installed throughout the entire VACIHCS, including the main hospital, all corresponding buildings and parking lots. The overhead paging system is used for campus wide emergency alerts, such as rapid response and CODE (RED, BLUE, GREEN) alerts.

UTC Fire & Security (United Technologies Company/Edwards) is the company that holds the DuKane Sound Products (previously was held by Ascom). After working with both Ascom and UTC, it was determined that the authorized service provider/distributor (per UTC) for the DuKane products in Central Iowa is Communications Engineering Company (CEC). Accordingly, CEC is the only vendor capable of providing the services described in Section III above without the Veteran's Health Administration experiencing substantial duplication of cost that could not be expected to be recovered through competition.
6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** All vendors and market research conducted shows that CEC was the only vendor within the Central Iowa area. All labor conducted by CEC will be equal to the manufacturer's warranty and will not disqualify any existing warranties all ready in place.

7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** The price of this service is found to be fair and reasonable based upon the requirements that must be met; certified vendor and technicians, the complexity of the proprietary equipment (uninstall/reinstall and testing of the system), and the work must be completed during weekend hours (not normal working hours) in order to have as little down time as possible. Additional equipment for this move is approximately \$3,000.00 while the remainder of the cost, \$24,000.00 is professional services of certified technicians in order not to void the manufacturer's warranty. This is their list price based on their open market price lists.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Service line initially referenced Pelco as an authorized vendor, but during market research it was found that Ascom had recently given holding rights to UTC for the DuKane Sound Equipment. A search was conducted on GSA to see if this type of service fell under UTC's schedule; however, UTC's price list was not disclosed on the website. After contacting the Regional Manager for UTC, he verified that only a few of the replacement parts were listed on their schedule but that the service (majority of the requirement) was not available and that it would be an open market buy. He also stated and provided a company letter that CEC was the authorized DuKane vendor for VACIHCS geographical location. A search was conducted on both DuKane's and UTC/Edwards website and found that both websites listed CEC as the authorized dealer/vendor for VACIHCS's zip code.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** The DuKane system is a proprietary system and only certified vendors are authorized to service or replace parts for the system. This move requires that a certified vendor uninstalls, moves and reinstalls the system. Several vendors were contacted to discuss who the authorized service dealer/distributor was for the DuKane Sound equipment.

It has been determined that the only authorized dealer/vendor for DuKane equipment and system in Central Iowa is CEC. By using CEC, the current DuKane system's warranty remains valid and the new work and parts will be equal to that of DuKane's.

10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:**

Communications Engineering Company, CEC
POC: Darla R. Portz
Healthcare Account Executive-Iowa/Wisconsin
(319) 731-1224 Direct
(319) 325-6001 Cell
dportz@cecinfo.com
www.cecinfo.com

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:** At this time, no planned action is available. If there should become more authorized vendors within the geographical location, competition will be conducted between all authorized vendors. When and if the current system needs to be replaced in whole, competition will be conducted between all vendors that can meet the requirement.

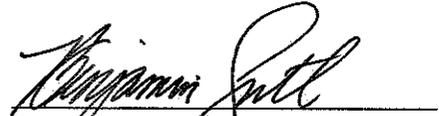
12. **Requirements Certification:** I certify that the requirement outlined in this justification is a Bona Fide Need of the Department of Veterans Affairs and that the supporting data under my cognizance, which are included in the justification, are accurate and complete to the best of my knowledge and belief.


Name JASON MASTERSON
Title ELECTRONICS TECH
Facility CEHCS 1

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Date

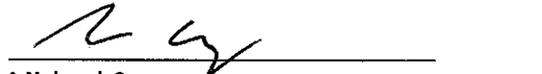
13. **Approvals in accordance with FAR 6.304**

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


Benjamin Smith
Contracting Officer
VACIHCS

8/27/2013
Date

b. **FCM/PCM (Required \$3K and above):** I certify the justification meets requirements for other than full and open competition.


Michael Casper
Facility Contract Manager, NCO 23, VACIHCS

8/27/13
Date