

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$3,000  
FAR PART 8.405-6**

**2237 Transaction # or Vista Equipment Transaction #: 695-13-3-969-0235, 695-13-3-96-0236, 695-13-3-969-0237, 695-13-3-969-0238, 695-13-3-969-0239, and 695-13-3-969-0240.**

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.

**Restricted to the following source:** Provide original manufacturer's name for material or contractor's name for service. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer/Contractor: GE Medical Systems Information Technologies, Inc.  
Manufacturer/Contractor POC & phone number: William Elliot, 301-874-8631  
Mfgr/Contractor Address: 9900 W. Innovation Drive, Wauwatosa, WI 53226-4856  
Dealer/Rep address/phone number: N/A

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

**(1) AGENCY AND CONTRACTING ACTIVITY:**

Department of Veterans Affairs  
Great Lakes Acquisition Center  
115 South 84<sup>th</sup> Street, Milwaukee, WI 53214  
NCO: 12

**(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:**

This Limited Source Justification is for the procurement of GE CARESCAPE B650 vital signs monitors, telemetry equipment, and associated equipment for the Clement J. Zablocki VA Medical Center in Milwaukee, WI. This is a firm-fixed price procurement of health care equipment on mandatory Federal Supply Schedule Contract V797P-2239D.

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:**

The Clement J. Zablocki VA Medical Center has a requirement for CARESCAPE B650 patient monitors, telemetry equipment, and associated accessory equipment. This equipment is required for direct patient care and will be used in the following locations: ICU, 4C Medical Surgical Unit, 6C Medical Surgical Unit, and 7C Medical Surgical Units.

**(b) ESTIMATED DOLLAR VALUE: \$2,019,000.00**

(c) REQUIRED DELIVERY DATE: September 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 material/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 Clement J. Zablocki VA Medical Center requires CARESCAPE B650 patient monitors, telemetry equipment, and accessories. GE is the only vendor capable of providing patient monitors that can integrate with the Medical Center's existing GE physiologic monitoring network.

The Clement J. Zablocki VA Medical Center currently uses GE physiologic monitoring equipment throughout the facility in the following locations: Emergency Department (ED), Post Anesthesia Care Unit (PACU), Ambulatory Procedure Center (APC), Operating Room (OR), Intensive Care Unit (ICU), 4C Acute Inpatient Unit, 5C Acute Inpatient Unit, 6C Acute Inpatient Unit, and 7C Acute Inpatient Unit. The following physiologic equipment is found in the aforementioned areas: GE Solar 8000M, Dash 3000/4000/5000, CARESCAPE B850, Solar 8000i, Apex Pro CH Telemetry, and GE Clinical Information Center (CIC) central stations. All of these devices communicate with each other on a dedicated physiologic monitoring network (Medical LAN) configured to use GE Unity ID network protocols which are proprietary to GE.

The Medical LAN also communicates with the VA OI&T LAN to share information with other information technology systems. The Medical LAN communicates with the GE Muse Physiologic Monitoring Network Gateway, which allows 12-lead ECG information to be sent from bedside monitoring devices to the GE MUSE Cardiology Information System for Cardiologist interpretation. The MUSE LAN also communicates with the BedMasterEX Physiologic Monitoring Information System, which stores all physiologic monitoring information (waveforms, vital signs, and alarms) on the Medical LAN for review by clinicians. Additionally, the Medical LAN allows the facility's 20 GE CICs to display telemetry and bedside monitoring information for any device communicating on the Medical LAN.

The Clement J. Zablocki VA Medical Center requires physiologic monitoring equipment that maintains all of the aforementioned information exchanges required for patient care. Only the requested GE equipment can maintain the required compatibility and integrity of the facility's existing and extensive physiologic monitoring equipment and Medical LAN.

**(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 requested patient monitoring equipment is the only equipment compatible with the Clement J. Zablocki's existing physiologic patient monitoring infrastructure. If another vendor's products

were to be used, this infrastructure would need to be replaced at an additional estimated cost exceeding \$5 million.

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This equipment is on GE Medical Systems Information Technologies, Inc.'s mandatory Federal Supply Schedule (FSS) 65 II A contract V797P-2239D. Per FAR Part 8.404 – Use of Federal Supply Schedules, pricing has already been determined to be fair and reasonable. GE is also providing a discount below FSS pricing for several items.

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

The requestors of this procurement possess the technical expertise to assess and evaluate other sources of patient monitoring equipment. This expertise has been gained through extensive online market research, reading of industry publications, and the attendance of national conferences such as the annual AAMI and HIMSS conferences. The requestors' market research indicates that, while there are other vendors on FSS that sell equipment similar to the request GE patient monitoring equipment, none of them will be able to function within the information technology infrastructure in place at Clement J. Zablocki VA Medical Center. The requestors have concluded that in order to use competitors' equipment, the full scale replacement of all devices on the Medical LAN would be required.

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The Contracting Officer's additional market research confirms that GE is the only source on mandatory FSS 65 II A for the requested equipment and that this procurement is in concurrence with previous procurements for the same equipment.

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**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

None.

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**(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:**

None.

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(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. (This signature is the requestor's supervisor, fund control point official, chief of service or someone with responsibility and accountability.)

Robert Steldt  
SIGNATURE  
Robert Steldt  
NAME  
Milwaukee  
FACILITY

7/29/13  
DATE

Biomedical Engineer  
TITLE

Biomedical Engineering  
SERVICE LINE/SECTION

(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.

[Signature]  
CONTRACTING OFFICER'S SIGNATURE

7/30/2013  
DATE

DANIEL S. MAHAFFY, CONTRACTING OFFICER  
NAME AND TITLE

NCO 12

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

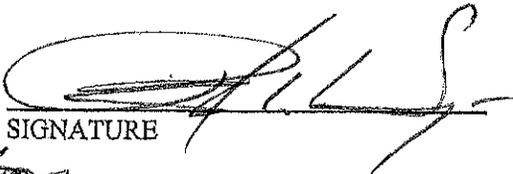
Christine Hansen  
SIGNATURE

7/31/2013  
DATE

CHRISTINE HANSEN  
NETWORK CONTRACT MANAGER  
NETWORK CONTRACTING OFFICE 12, GREAT LAKES ACQUISITION

**HIGHER LEVEL APPROVAL (Required For orders over \$500,000):**

e. **SAO:** I certify the justification meets requirements for restricting consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

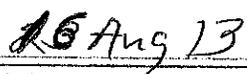
  
SIGNATURE

  
DATE

  
RICKY L. LEMMON  
SAO DIRECTOR, CENTRAL REGION (10NA2)

f. VHA HCA REVIEW AND APPROVAL (over \$500,000 to \$10 million): I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve for restricting consideration of the Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4





  
NORBERT S. DOYLE  
CHIEF PROCUREMENT AND LOGISTICS OFFICER  
VHA HEAD OF CONTRACTING ACTIVITY (HCA)

DATE