

## JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION

Purchase Request No: \_\_\_\_\_  
Department: DSS, MOR  
POC/Tel. No.: \_\_\_\_\_  
Proposed Vendor: Alliant Healthcare

1. Description of the supplies and/or services required to meet the end-user's minimum needs: : **The requirement is for full on-site service support for all Stryker systems and equipment as designated in the purchase request listed above. Service and maintenance is for the denoted equipment, as listed and found in the Main Operating Room at Naval Medical Center San Diego. Required service support is for full preventive and repair maintenance on these devices, to include the following:**

- Product inspection, repair, and/or replacement policy that meets or exceeds OEM specifications and repair/replacement standards.
- Fully trained/certified Stryker technicians/personnel with expert knowledge of these systems and access to all needed documentation, manuals, or schematics required to provide said service.
- Responsiveness must be such that ensures all necessary equipment for the proper function of the operating room suites at all times due to the potential mission requirement for operations to be performed 24/7.
- BUMED instructions state that all repair/replacement parts must be OEM due to the high-risk involved with these materials
- All parts/devices/equipment provided for in repair must be compatible with the Stryker systems/equipment located in the MOR at NMCSO.
- Service and maintenance must cover beyond normal wear and tear due to the high usage of the equipment to be covered and due to the demands of a teaching facility.
- Additionally, these services must be performed in such a way that would not render the equipment "untouchable" by the OEM. Specifically, such work to be performed must not violate the integrity of the equipment so as to render the device unserviceable by the OEM should repair warrant intervention by the OEM.

2. Estimated value of the requirement: **Estimated value of this requirement for 01 JAN 2011 through 30 JUN 2011 is not to exceed the government's estimate of: \_\_\_\_\_**

3. Contractor's unique qualifications which make him/her the **ONLY** source that can truly satisfy the Government's minimum requirements:

- As the OEM, Stryker is the only company with the technical expertise and technical knowledge capabilities to repair these complex systems and equipment. The technology and designs are proprietary to the Stryker corporation and in many cases, patented. As such, Stryker will not divulge this information to entities outside their purview.
- Stryker is the only company with the knowledge required to train personnel in these systems and personnel trained in these systems are not permitted to work on those systems outside the purview of the corporation, as the equipment/systems and their performance are integral to their business and its reputation.
- Stryker has at least 3 full-time service technicians in the San Diego area to support their products in this market. These personnel are on-call with the company and are available to provide support 24/7 as the company dictates.
- Stryker is the OEM for these devices and is the only company that can provide OEM parts for repair or replacement. Additionally, as such, all of these parts are insured by the company to be compatible with the pre-existing, government-owned system in the MOR at NMCSO.
- Stryker is the only company that can meet the requirement to provide coverage beyond normal wear and tear as the company is able to salvage any equipment beyond repair. In turn, Stryker can provide replacements on this equipment so long as the equipment was not rendered non-functional due to gross negligence or malicious destruction.
- Stryker certified repairs and repair technicians ensure that the equipment remains within OEM specifications and has not been tampered with in any way that would create a liability to the hospital or company beyond the normal scope of liability on such equipment.

**Alliant Healthcare is the only company contracted by Stryker for doing business with U.S. Government entities. Stryker has selected this company due to the unique requirements of government agencies and has contracted with Alliant on a sole-source basis and is their representative/agent in their interactions with government. Any other company claiming to be able to subcontract Stryker would be attempting to violate this contract and Stryker will not agree to perform services.**

4. Demonstration of the market search conducted appropriate to the size and complexity of the Government's minimum requirements. Include sources (in Government and industry) contacted and information obtained per source which further supports a sole source acquisition request.: **The MOR has researched this and has contacted [redacted] in regards to their ability to work on this equipment. All of these companies have stated that they would be unable to work on the equipment as it is proprietary to Stryker and they do not have the technical data required to service these systems. The MOR also is aware of a company named [redacted] which is an authorized distributor of Stryker products but is not authorized by Stryker to represent them in business dealing and Stryker will not agree to subcontract under [redacted], as part of contractual requirements.**

5. Other facts supporting the use of other than full and open competition: **Attempting to use a third-party service provider would put the operations of the Directorate for Surgical Services at risk and could compromise our mission to provide healthcare. The government-owned Stryker iSuite system in the MOR is integral to our business and a failure for this system to function or perform would render us incapable of providing surgical services, and thus cause the command to fail in its mission to provide healthcare to servicemembers and their dependents. Each day that a single operating room is down we would lose at least 5-10% of our operating capability. Additionally, this would render some of our surgical staff inactive, essentially a fiscal loss for the command with under-utilized personnel. This would also impact the command's ability to serve as a training command, impacting both the surgical technician C school and disrupting the BUMED mandated residency programs. These are just a few of the potential consequences in failing to select an appropriate service provider.**

6. Statement of the actions that are being taken to remove or overcome any barriers to competition: **In the future, will review the services offered by other entities and will make full use of all available resources to try and make the best-value decision for the government. Will continue to research developments with this technology and keep alert as to patent changes or toher technological developments that my change withing the scope of the market devices. Additionally, our providers will continue to examine other devices as they obtain their CME credits and will share their finding with the staff.**