



# DEPARTMENT OF THE NAVY

FLEET AND INDUSTRIAL SUPPLY CENTER  
JACKSONVILLE, FLORIDA 32212-0097

IN REPLY REFER TO:

## JUSTIFICATION AND APPROVAL FOR CONTRACTING WITHOUT FULL AND OPEN COMPETITION J&A Control No. 10-119

1. **CONTRACTING ACTIVITY:** The requiring activity is Navy Medicine East, 620 John Paul Jones Circle, Portsmouth, VA 23708-1171. The contracting activity is the Fleet and Industrial Supply Center (FISC), Bldg 110, Yorktown Ave., Box 97, Jacksonville, Florida 32212-0097.

2. **DESCRIPTION OF ACTION BEING APPROVED** This justification and approval is for a Sole Source brand name acquisition. This required item is for a Stryker In-Touch Critical Care Patient Beds. A firm-fixed price contract is anticipated. The estimated dollar value is \$193,934.16. This requirement is to be awarded to Alliant Health Care Products; they are the sole provider of Stryker medical equipment to the Department of Defense.

3. **DESCRIPTION OF SUPPLIES/SERVICES:** This requirement is for the Stryker Surgical Stretchers and Special Care Patient Beds systems, necessary to comply with protocol standards set for the care of Department of Defense hospital patients. The requirement is for the In-touch (Stryker) Critical Care Patient Beds. The patient bed system will operate and interface with the existing Stryker hospital equipment previously purchased for the renovation project of Naval Hospital Jacksonville, FL 32212.

4. **STATUTORY AUTHORITY PERMITTING OTHER THAN FULL AND OPEN COMPETITION:** The Statutory authority permitting other than full and open competition is 10 U.S.C. 2304 (c) (1) and implemented by FAR 6.302-2 Urgent and Compelling, delay in award of contract will not meet the required delivery date for the renovation phases of the construction project at Naval Hospital Jacksonville. In addition to FAR 6.302-1(c) which states, "Only one responsible source and no other supplies or services will satisfy agency requirements." This medical equipment (Patient Beds) is part of an already established patient care system and no other vendor or supplier can provide a patient bed care system that will operate and interface with existing systems. Therefore, as per FAR 6.302-1(a) (2) (ii), "Supplies may be deemed to be available only from the original source in the case of a follow-on contract for the continued development or production of a major system or highly specialized equipment, including major components thereof, when it is likely that award to any other source would result in, (A) Substantial duplication of cost to the Government that is not expected to be recovered through competition."

5. **RATIONALE JUSTIFYING USE OF CITED STATUTORY AUTHORITY:** The specified Stryker In-Touch Non Zoom 2131 Patient Beds is part of a totally integrated patient bed care system throughout the hospital. The patient beds work in conjunction with an existing new patient care system purchased to replace old and worn out patient beds. The procurement of the new patient bed systems are as follows: N68836-09-F-1008 \$319,260.67; N68836-09-P-3542 \$99,000.00; N68836-10-C-0025 \$1,150,197.00; N68836-10-F-0476 \$65,912.69; N68836-10-C-0023 \$653,975.07.

**6. DESCRIPTION OF EFFORTS MADE TO SOLICIT OFFERS FROM AS MANY OFFERORS AS PRACTICABLE:** The requiring activity and contract specialist have conducted market research with DLA, DoD Email, General Services Administration (GSA), Small Business Dynamic On-Line Resources, Catalogs and other resources via telephone and internet. There are no other manufacturers that can manufacture the patient bed care system which will integrate into the current and existing brand new equipment purchased for the renovation project.

**7. DETERMINATION OF FAIR AND REASONABLE COST:** The Fleet and Industrial Supply Center Jacksonville Contracting Officer will determine the price negotiated for this acquisition is fair and reasonable pursuant to FAR Part 15.4.

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**8. ACTIONS TO REMOVE BARRIERS TO COMPETITION:** For the reasons set forth in Paragraph 5, FISC Jacksonville has no plans at this time to compete future contracts for the types of supplies and services covered by this document. If another potential source emerges, FISC Jacksonville will assess whether competition for future requirements is feasible.

**9. Contracting Activity Point of Contact:** The Fleet and Industrial Supply Center Jacksonville, FL point of contact is: Ms. Clarice Poitier at (904) 542-1166; DSN 942-1166; email: [clarice.poitier@navy.mil](mailto:clarice.poitier@navy.mil)

**10. Additional information:** The Naval Hospital Jacksonville is being constructed and refurbished in phases. Upon completion of each phase, the hospital is allowed 30 days to move out of the old facility into the new facility. This allows the construction contractor to demolish the old facility in preparation for renovation. If the move exceeds 30 days, fees are charged to the Government for each day that is over the 30 day limit. The manufacturer requires 30 days to manufacture and ship. This order needs to be awarded no later than 03 September 2010 to meet sufficient delivery by and no later than 30 September 2010. Due to a bona fide need, the customer was unable to forward requirements until this time.