DEPARTMENT OF VETERANS AFFAIRS

Brand Name Justification IAW FAR Overhaul 12.102(a)
For Restricting Competition for Acquisitions [redacted]

Acquisition Plan Action ID: [redacted]

1. **Contracting Activity:** Department of Veterans Affairs, NCO4 Commodities 1 Branch in support of the VISN 04, Philadelphia VA Medical Center located at 3900 Woodland Avenue, Philadelphia PA 19104.

   [redacted]

2. **Brief Description of Supplies/ Services required and the intended use/Estimated Amount:**

   The Philadelphia VA Medical Center has a requirement for the purchase and installation of a new Steris brand Sterile Processing Service (SPS) cart washer for the cleaning and disinfection of surgical carts. The additional cart washer will be a secondary unit installed at the Philadelphia VA location to support backup contingency and improve throughput of surgical carts. The cart washer will be installed following new construction; the washer must be compatible with the allocated space, must be capable of integrating with the CensiTrac cloud-based inventory system, and meet all salient characteristics outlined in Section 2. Ongoing communication between the cart washer install team, the VA Program Manager, and the construction contractor will be required to ensure proper preparation of the installation area.

   [redacted]

3. **Unique characteristics that limit availability to only one brand, with the reason no other supplies or services can be used:**

   The Sterile Processing Service staff within the Philadelphia VA Medical Center currently utilize multiple types of Steris brand sterilizing equipment and cart washers; an additional cart washer is required to expand the SPS cleaning capacity for surgical equipment carts and utensils. Only Steris brand SPS cleaning cart solutions are acceptable due to the existing Steris cart washer being the basis of design and reference for space allocation on approved A/E drawings for upcoming new construction, redundancy concerns related to the service and maintenance needs of SPS cart washers at the Philadelphia VAMC, and the unreasonable complexity of allowing multiple brands of SPS cart washers (each with unique usage procedures, allowable chemicals, and maintenance requirements).

The existing Steris brand cart washer was used as the basis of design for A/E drawings on an upcoming new construction project. The A/E design included specific dimensions, weight, utility, and installation pit requirements which are directly compatible with the exact match Steris cart washer model. The A/E designs are fully approved, and construction is planned to begin in September-October 2026. Any changes to the design or related space would result in significant time and monetary delays and negatively impact the SPS service / related construction award.

Each unique brand of SPS cart washers require some level of ongoing maintenance and service to maintain operational status. Market research has shown Steris brand cart washers require maintenance from authorized service technicians, alternate brands like [redacted] appear to require similar maintenance contracts awarded on a sole source basis. The Philadelphia VAMC's existing maintenance contract with Steris covers sterilizers and related equipment ([redacted], it would be unnecessarily redundant to purchase equipment which requires a separate sole source contract for any other brand cart washer. Additionally, the Philadelphia VAMC's Chief Biomedical Engineer is currently in the process of training and certification for servicing Steris brand equipment; once completed all recurring maintenance of the Steris disinfectors/washers at the Philadelphia VAMC will be serviced in-house rather than through contract. Purchase of any other brand of equipment would nullify a portion of the benefits for the extensive training underway.

Lastly, allowing multiple brands of SPS washing equipment within the same VAMC campus would result in unnecessary burden on SPS staff by requiring different using procedures, chemicals, and retraining. Each cart washer uses a unique operating system and corresponding chemicals which are required for effective cleaning of surgical carts and utensils. Use of unapproved chemicals in a SPS washer results in damage, shutdowns, and maintenance to include replacement of parts (chemical tanks, hoses, etc.). Steris brand washers require up to 6 cleaning agents; different brands have unique acceptable cleaning agent lists which would result in a high likelihood of cleaning agent mix-ups and potential for damage to both cart washers on site.

4. **Description of market research conducted and results or statement why it was not conducted:**
Market research was conducted using available resources, sources include a review of previous procurements via the VA's AddsUp portal, GSA eLibrary, a survey of the Supply Chain Master Catalog, the SBA's Small Business Search, through direct emails to potential vendors, and via internet searches. Details on the methodology and results are included within the Market Research Report.

Early market research is based on the essential salient characteristics of the required SPS cart washer, specifically the requirement for CensiTrac compatibility. CensiTrac is a cloud-based inventory management system which is currently used at the Philadelphia VAMC to track reprocessed and sterilized surgical carts and equipment and is integrated within the existing cart washer and disinfectors (all

Steris brand). According to the Censis' website, the manufacturer of CensiTrac), only 3 cart washer interfaces are compatible: Belimed, Getinge, and Steris.

Additional market research tailored to SPS washer purchases and/or maintenance on each of those brands identified multiple potentially capable vendors listed on AddsUp. The Philadelphia VA Program Manager indicated the maximum dimensions available due to A/E design plans for an in-progress construction procurement would significantly limit competition, and that not all cart washer brands would meet the salient characteristics. An informal RFI/SSN was sent to various vendor POCs for Steris, Belimed, and Getinge which included a draft version of the salient characteristics; vendors were requested to respond indicating whether they could provide acceptable SPS washers and install them on site, (if yes, to provide product information and any authorized distributor/installer information / if no, to indicate whether any product requirements were especially restrictive or limiting). Steris provided a response confirming that their 1300 series cart washer was the only equipment which meets all the required features including a instrument wash cycle. Belimed responded with one SPS cart washer which would meet the external dimension requirements, but the issues with obtaining non-Steris brand equipment as documented above would still apply.

After confirming the requirement for a Steris brand SPS washer, additional market research was conducted to determine the potential source list. Research conducted on AddsUp indicated multiple SDVOSB concerns are authorized to provide and install Steris brand equipment. An email was sent to Steris requesting information on any authorized dealers, and a separate email was sent to SDVOSBs identified as likely to be capable (Informal SSN/RFI emails). Two responses were received from SDVOSB concerns [redacted], each providing an authorized distributor letter identifying themselves as capable of providing and installing Vision 1300 series cart washers. Based on these responses the VA Rule of Two is met and there is a reasonable expectation of receiving quotes from multiple SDVOSB concerns for this brand name only requirement.

5. **Contracting Officer's Certification:** Purchase is approved in accordance with FAR 12.102(a). I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief. Price will be determined as fair and reasonable prior to award.

[redacted]