SINGLE SOURCE DETERMINATION

1. CONTRACTING AGENCY: Kansas City District, U.S. Army Corps of Engineers, Contracting Division, 601 E. 12th St., Kansas City, MO 64106.

2. DESCRIPTION OF ACTION: This action is a new single source requirement for the procurement of A-Dec floor boxes, to accommodate A-Dec Dental Chairs to be installed under a separate Initial Outfitting contract. The A-Dec floor boxes will be procured and installed as part of a firm-fixed-price design build construction contract. This procurement is being funded with FY 19 or FY 20 MILCON funds.

3. DESCRIPTION OF SERVICE: The U.S. Army Corps of Engineers, Kansas City District, requires this action for the purchase of three (3) A-Dec floor boxes by the selected Design-Build awarded constructor. The estimated value of this procurement is approximately ** installed as part of the total Fort Leonard Wood Hospital Replacement Program. The action is a firm fixed price, design-build construction contract with an estimated period of performance of 4+ years. Options and continuation services clauses are not applicable to this action.

4. AUTHORITY CITED: FAR 13.106-1(b), Soliciting from a single source.

5. REASON FOR AUTHORITY CITED:
   a. BACKGROUND: A-Dec is the manufacturer of the Dental Chairs and Dental Equipment that will be installed under a separate contract. Health Facilities Planning Agency (HFPA) has directed that the structural configuration, plumbing, and electrical framework throughout these facilities be designed around the specifications of A-Dec equipment. In-floor utility boxes for dental chairs are vendor specific. The only other known competitors for A-Dec are Peltz and Crane, however, the chair base for each of these manufacturers chairs are not modeled or configured to fit an A-Dec utility box.

   b. JUSTIFICATION: HFPA indicates that on several recent projects the Initial Outfitting contractor attempted to put an A-Dec base on a Peltz or Crane floor box and it did not fit/seal as designed. Improper fit results in exposed utilities, creating an unsafe working condition and safety hazard for the patient. This also creates a housekeeping/infection control concern and may impact Joint Commission Accreditation. It is also important to note that the more than sixty existing dental chairs on FLW are A-Dec. Changing to another vendor’s chair will result in added lifecycle costs for training of dental personnel on the use of the equipment and an increase operations and maintenance costs.

   Given HFPA’s intention to continue providing A-Dec dental chairs, and given utility floor boxes that are proprietary in design and fit, there appears to be little procurement flexibility without sacrificing functionality.

   Market Research: Market research was originally conducted by the DENTAC, via the Internet, and three vendors were considered. The research consisted of reviews of previous procurements for similar dental equipment and accessories, and a market survey through search engines of open market contractors and Federal Supply Schedule contractors. While these vendors were found able to provide some comparable accessories, none were able to provide full compatibility with the dental chair base. The A-Dec contoured floor box is designed to accommodate A-Dec dental chairs, allowing easy utility connection and a tight fit/seal between the base and floor box. The contoured floor box is 16-7/8" long and 16-5/8" wide with the access location for the chair connections located on the flat 16-5/8" side, adjacent to the chair foot at 8-5/16" from either edge. The opposing side is convex and the floor box cover must attach to contoured floor box so as not to provide a tripping hazard. The vacuum lines specific to the Assistant’s delivery systems are the only compatible lines to the ICV systems in the center consoles. Should another vendor’s product be chosen, the new floor boxes, dental chair base, plumbing, and electrical work would have to be altered resulting in duplicative costs to the government.
Use of other floor boxes other than A-Dec would void any and all warranties by A-Dec and the Initial Outfitting contractor. Only the A-Dec floor box offers full compatibility, thus eliminating the above concerns and additional cost while maintaining warranties coverage.

To date, no other sources have written to express an interest. Based on the dollar value under $25,000 covered under this determination no notice is required to be posted.

It is essential that A-Dec utility floor boxes be procured as this will meet HFPA standardization requirements. Standardization will provide the ability to seamlessly move providers and peripheral equipment from one location to the next allowing for mission essential functionality. It also allows the equipment to match what is currently being installed in all new dental facilities. This will allow for rapid orientation and timely delivery of dental treatment to patients.

6. **PROGRAM MANAGER:** I certify that the information supporting this single source determination is accurate and complete to the best of my knowledge based on the supporting data provided by technical or requirements personnel and my research.

   Prepared by: [Redacted]
   Title: Program Manager
   Signature: 21 Aug 2018

7. **DETERMINATION:** I certify that the information supporting this single source determination is accurate and complete to the best of my knowledge based on the supporting data provided by technical or requirements personnel and my research. I hereby determine the circumstances of this contract action deem only one source reasonably available due to compatibility issues with non-proprietary floor connection boxes for A-Dec chairs. While, the J&A for the A-Dec chairs themselves is still in process due to the award date of the IO&T contract via a Huntsville contract vehicle, historically, HFPA has directed that A-Dec dental chairs be provided in all medical facilities. The previous J&As for the dental chairs have been approved in the past and there is very little risk to this requirement to approve the sole source determination for the utility boxes required to be purchased and constructed with the firm fixed price, design-build contract which must be done prior to the IO&T contract being solicited and awarded.

In accordance with FAR 13.106-3(a)(#), Pricing will be determined as Fair and Reasonable based on price competition between offerors for the larger Design Build solicitation.

   Approved by: Name
   Date: KAY.LACY.1384
   Title: Contracting Officer
   Signature: 539404
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   Date: 20180821230342-0500