

## Request for Quote (RFQ): 36C25923Q0951

### Starling Fluid Management Monitoring System

- (i) This is a combined synopsis/solicitation for commercial items prepared in accordance with the format in FAR Subpart 12.6, as supplemented with additional information included in this notice. This announcement constitutes the only solicitation; quotes are being requested and a written solicitation will not be issued. The Government reserves the right to make no award from this solicitation.

**\* The deadline for all questions is 4:00pm EST, 9/19/2023**

All questions must be submitted in writing no later than the question cut-off date marked above. All questions will be answered officially through an amendment to the solicitation.

**\*\* Quotes are to be provided to [sunnie.germaine-pickett@va.gov](mailto:sunnie.germaine-pickett@va.gov) no later than 4:00pm EST, 9/20/2023**

Quotes shall not be hand carried. Faxed quotes shall not be accepted. Emailed quotes are the only method of submitted quotes (4MB email limit). The Government reserves the right to make award solely on initial Quotes received. Offerors bear the burden of ensuring that all portions of the offer (and any authorized amendments) reach the designated office before the deadline specified in the solicitation. This RFQ shall be completed in its entirety, and signed and dated, failure shall not be considered for award.

- (ii) This is a Request for Quote (RFQ), and the solicitation number is **36C25923Q0951**. The government anticipates awarding a firm-fixed price contract resulting from this solicitation.
- (iii) This solicitation document and incorporated provisions and clauses are those in effect through Federal Acquisition Circular (FAC) 2023-04 effective June 2nd, 2023.
- (iv) The North American Industrial Classification System (NAICS) code for this procurement is **334510** with a with a small business size standard of **1250** Employees. This solicitation is a 100% set-aside for SDVOSB.
- (v) **List of Line Items.**

Line Item	Description	Quantity	Unit of Measure	Unit Price	Total Price
0001	Starling Monitor	2	Each	\$	\$
0002	Starling Rolling Stand	2	Each	\$	\$
0003	Passive Leg Raise Lift	2	Each	\$	\$
				<b>Grand Total</b>	\$

- (vi) **Description of Requirements for the items to be acquired:**

#### Starling Management System.

##### Description:

The VA is in need of patented Bioreactance technology. The Starling Fluid Management Monitoring System includes hemodynamic monitoring, non-invasive technology to deliver accurate and precise data for fluid assessment. The system is to provide individualized patient-specific care for clinical decisions to deliver the right therapy to the right patient, every time.

##### Salient Characteristics

- Provides a dynamic assessment of fluid responsiveness — accurately, precisely and 100% non-invasively.
- Supports individualized fluid therapy without requiring an invasive arterial or central line, potentially reducing the risk of hospital-acquired infections and other complications.
- Independently validated vs. pulmonary artery catheter.
- Accuracy not affected by vasopressors or shock states.
- Works in mechanically ventilated and spontaneously breathing patients.
- Enhanced algorithms to enable shorter dynamic assessment time frames.
- Educational tools built into the monitor — easy access to training videos, clinical tools and quick guides.

- First results in approximately 48 seconds.
- User interface provides easy-to-read graphics and numbers with responsive touch control.
- Numeric display for charting provides real-time continuous data with option to select data displayed every minute, 5 minutes, 15 minutes and hour.
- Monitor fits on cart, table or IV pole.

(vii) **Delivery and acceptance is to be F.O.B Destination (FAR 52.247-34) at the Veterans Affairs Medical Center, located at**

**Salt Lake City VA Medical Center  
500 Foothills Drive  
Salt Lake City, UT 84148**

(viii) **52.212-1, Instructions to Offerors--Commercial Items applies to this acquisition.**

**ADDENDUM to FAR 52.212-1 INSTRUCTIONS TO OFFERORS—COMMERCIAL**

- Gray market items are Original Equipment Manufacturers (OEM) goods sold through unauthorized channels in direct competition with authorized distributors. This procurement is for new OEM medical supplies, medical equipment and/or services contracts for maintenance of medical equipment (i.e., replacement parts) for VA Medical Centers. No remanufactures or gray market items will be acceptable.
- Offeror shall be an OEM, authorized dealer, authorized distributor or authorized reseller for the proposed medical supplies, medical equipment and/or services contracts for maintenance of medical equipment (i.e., replacement parts), verified by an authorization letter or other documents from the OEM, such that the OEM's warranty and service are provided and maintained by the OEM. All software licensing, warranty and service associated with the medical supplies, medical equipment and/or services contracts for maintenance of medical equipment shall be in accordance with the OEM terms and conditions.
- The delivery of gray market items to the VA in the fulfillment of an order/award constitutes a breach of contract. Accordingly, the VA reserves the right enforce any of its contractual remedies. This includes termination of the contract or, solely at the VA's election, allowing the Vendor to replace, at no cost to the Government, any remanufactured or gray market item(s) delivered to a VA medical facility upon discovery of such items.
- Any award made as a result of this solicitation will be made on an All or Nothing Basis.
- State if quoted items are available and priced through offerors existing Government-wide Acquisition Contract (GWAC), GSA Multiple Award Schedule (MAS) contract, or VA-wide Acquisition Contract.
- If the acquisition is set-aside for SDVOSBs/VOSBs, their socioeconomic status must be VIP verified and visible in the VA Vendor Information Pages (VIP): <https://www.vip.vetbiz.gov/> at the time of quote submission AND award, or will be considered non-responsive, and will NOT be considered for award.
- Offerors are warned against contacting any VA personnel other than the Contracting Officer and Contract Specialist prior to placement of any award made resulting from this RFQ. If such contact occurs and found to be prejudicial to competing contactors, the offeror making such contact may be excluded from award considerations.
- All proprietary information shall be clearly and properly marked. If the Offeror submits annexes, documentation, attachments, or the like, not specifically required by this solicitation, such will count against the Offeror's page limitations unless otherwise indicated in the specific volume instructions below.
- All information shall be confined to the appropriate file. The offeror shall confine submissions to essential matters, sufficient to define the quote and provide an adequate basis for evaluation. Offerors are responsible for including sufficient details, in a concise manner, to permit a complete and accurate evaluation of each quote.
- Submission of quote shall include the following volumes: **(I) - Technical capability or quality of the item offered to meet the Government requirement; (II) - Completion of "Attachment - VAAR Clause 852.219-78 VA Notice of Limitations on Subcontracting-Certificate of Compliance for Supplies and Products (DEVIATION)"; and (III) Price**

**Volume I - Technical capability or quality of the item offered to meet the Government requirement.**

The offeror shall submit specifications, cut sheets, or brochures confirming the products, including “equal” products of the brand name manufacturer submitted, meets, or exceeds the salient physical, functional, or performance characteristic specified in this solicitation. The product(s) quoted must be identified by brand name, if any, and make or model number.

**Volume II - Completion of “Attachment - VAAR Clause 852.219-78 VA Notice of Limitations on Subcontracting-Certificate of Compliance for Supplies and Products (DEVIATION)”**

The offeror shall complete the “Attachment - VAAR Clause 852.219-78 VA Notice of Limitations on Subcontracting-Certificate of Compliance for Supplies and Products (DEVIATION)” and submit as part of the quote.

**Volume III – Price**

Price - The offeror shall complete the pricing schedule provided in Section (v) above: Price/Cost Schedule.

**(End of Addendum to 52.212-1)**

**(ix) 52.212-2, Evaluation--Commercial Items applies to this acquisition.**

**ADDENDUM to FAR 52.212-2 EVALUATION—COMMERCIAL ITEMS:**

- (a) The Government will award a contract resulting from this solicitation to the responsible offeror whose offer conforming to the solicitation will be most advantageous to the Government considering **price and other factors**.
- (b) The following factors shall be used to evaluate quotations:

**Factor 1. Technical capability or quality of the item offered to meet the Government requirement.**

**Factor 2. Completion of “Attachment - VAAR Clause 852.219-78 VA Notice of Limitations on Subcontracting-Certificate of Compliance for Supplies and Products (DEVIATION)”**

**Factor 3. Price**

- (c) *Evaluation Approach.* The Government will evaluate quotations using the comparative evaluation process outlined in FAR 13.106-2(b)(3), where quotations will be compared to one another to determine which provides the best benefit to the Government. The Government reserves the right to consider a quotation other than the lowest price that provides additional benefit(s). Quotations may exceed minimum requirements of the solicitation. The Government reserves the right to select a quotation that provides benefit to the Government that exceeds the minimum requirements of the solicitation but is not required to do so. Each response must meet the minimum requirements of the solicitation. The Government is not requesting or accepting alternate quotations. The evaluation will consider the following:

**Factor 1. Technical capability or quality of the item offered to meet the Government requirement:** The quotation will be evaluated to the extent to which it can meet and/or exceed the Government’s requirements as outlined in the solicitation and based on the information requested in the instructions to quoters section of the solicitation.

**Factor 2. Completion of “Attachment - VAAR Clause 852.219-78 VA Notice of Limitations on Subcontracting-Certificate of Compliance for Supplies and Products (DEVIATION)”:** The Government will evaluate the responses an offeror makes to Attachment - VAAR Clause 852.219-78 VA Notice of Limitations on Subcontracting-Certificate of Compliance for Supplies and Products (DEVIATION)” for completeness. If an offeror fails to complete Attachment - VAAR Clause 852.219-78 VA Notice of Limitations on Subcontracting-Certificate of Compliance for Supplies and Products (DEVIATION)” their quote will be determined ineligible for award.

**Factor X – Delivery Lead Time** - The Government will evaluate delivery lead time and select the quoter/offer whose delivery lead time is most advantageous to the Government. The Government may consider an award to other than the lowest priced quoter/offeror if it’s in the best interest of the Government.

**Factor 3. Price:** The Government will evaluate the price by adding the total of all line-item prices. The Government may use various price analysis techniques and procedures to make a price reasonableness determination. Offers that do not meet or exceed the technical capability or quality of the item offered to the Government requirement shall not be selected regardless of price.

**(End of Addendum to 52.212-2)**

- (x) 52.212-3, Offeror Representations and Certifications – Commercial Items, applies to this acquisition.** Offerors must complete annual representations and certifications electronically via the System for Award Management (SAM) website located at <https://www.sam.gov/portal> in accordance with FAR 52.212-3, “Offerors Representations and Certifications—Commercial Items.” If paragraph (j) of the provision is applicable, a written submission is required. Offerors must be registered in SAM at time of offer submission.

- (xi) **52.212-4, Contract Terms and Conditions--Commercial Items – applies to this acquisition.**
- (xii) **52.212-5, Contract Terms and Conditions Required to Implement Statutes or Executive Orders--Commercial Items (JUL 2020) applies to this acquisition.**

FAR 52.212-5 applies to this acquisition with the following FAR clauses incorporated by reference.

FAR 52.203-6	Restrictions on Subcontractor Sales to the Government (JUN 2020), with Alternate I (SEP 2006)
FAR 52.204-10	Reporting Executive Compensation & First-Tier Subcontract Awards (JUN 2020)
FAR 52.204-16	Commercial and Government Entity Code Reporting (AUG 2020)
FAR 52.204-21	Basic Safeguarding of Covered Contractor Information Systems
FAR 52.204-24	Representation Regarding Certain Telecommunications and Video Surveillance Services or Equipment (OCT 2020)
FAR 52.204-26	Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment
FAR 52.209-6	Protecting the Government's Interest When Subcontracting with Contractors Debarred, Suspended, or Proposed for Debarment (JUN 2020)
FAR 52.219-8	Utilization of Small Business Concerns (SEP 2021)
FAR 52.219-14	Limitations on Subcontracting (OCT 2022)
FAR 52.219-28	Post Award Small Business Program Representation (NOV 2020)
FAR 52.219-33	Nonmanufacturer Rule (MAR 2020)
FAR 52.222-3	Convict Labor (JUN 2003)
FAR 52.222-19	Child Labor—Cooperation with Authorities and Remedies (JUL 2020)
FAR 52.222-21	Prohibition of Segregated Facilities (APR 2015)
FAR 52.222-26	Equal Opportunity (SEP 2016)
FAR 52.222-35	Equal Opportunity for Veterans (JUN 2020)
FAR 52.222-36	Equal Opportunity for Workers with Disabilities (JUN 2020)
FAR 52.222-37	Employment Reports on Veterans (JUN 2020)
FAR 52.222-40	Notification of Employee Rights Under the National Labor Relations Act (DEC 2010)
FAR 52.222-50	Combating Trafficking in Persons (OCT 2020)
FAR 52.223-18	Encouraging Contractor Policies to Ban Text Messaging While Driving (JUN 2020)
FAR 52.225-3	Buy American--Free Trade Agreements--Israeli Trade Act (JUL 2020)
FAR 52.225-5	Trade Agreements (JUL 2020) (DEVIATION)
FAR 52.225-13	Restrictions on Certain Foreign Purchases (JUN 2008)
FAR 52.229-12	Tax on Certain Foreign Procurements (JUN 2020) –
FAR 52.232-8	DISCOUNTS FOR PROMPT PAYMENTS
FAR 52.232-9	LIMITATION ON WITHHOLDING OF PAYMENTS
FAR 52.232-11	EXTRAS
FAR 52.232-33	Payment by Electronic Funds Transfer—System for Award Management (Oct 2018)
FAR 52.242-15	STOP WORK ORDER
FAR 52.246-1	CONTRACTOR INSPECTION REQUIREMENTS

- (xiii) **Additional contract requirements or terms and conditions:**

**852.212-70, Provisions and Clauses Applicable to VA Acquisition of Commercial Items (Apr 2020)**

VAAR 852.203-70	Commercial Advertising (MAY 2018)
VAAR 852.219-10	VA Notice of Total Service-Disabled Veteran-Owned Small Business Set-Aside (DEC 2009) – if SDVOSB set-aside
VAAR 852.219-11	VA Notice of Total Veteran-Owned Small Business Set-Aside (DEC 2009) – if VOSB set-aside
VAAR 852.232-72	Electronic Submission of Payment Requests (NOV 2018)
VAAR 852.233-70	Protest Content/Alternative Dispute Resolution (SEP 2018)
VAAR 852.233-71	Alternate Protest Procedure (SEP 2018)

VAAR 852.246-71	Rejected Goods (OCT 2018)
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**852.252-70, Solicitation Provisions or Clauses Incorporated by Reference (Jan 2008)**

The following provisions or clauses incorporated by reference in this solicitation must be completed by the offeror or prospective contractor and submitted with the quotation or offer. Copies of these provisions or clauses are available on the Internet at the web sites provided in the provision at FAR 52.252-1, Solicitation Provisions Incorporated by Reference, or the clause at FAR 52.252-2, Clauses Incorporated by Reference. Copies may also be obtained from the contracting officer.

<http://www.acquisition.gov/far/index.html>

<https://www.acquisition.gov/vaar>

The following FAR provisions are to be incorporated by reference:

FAR 52.204-7	System for Award Management (OCT 2018)
FAR 52.204-16	Commercial and Government Entity Code Reporting (AUG 2020)
FAR 52.229-11	Tax on Certain Foreign Procurements – Notice and Representation (JUN 2020) –

The following VAAR provisions are to be incorporated by reference:

None	
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The following FAR clauses are incorporated by reference:

FAR 52.203-17	Contractor Employee Whistleblower Rights and Requirement to Inform Employees of Whistleblower Rights (JUN 2020)
FAR 52.204-13	System for Award Management Maintenance (OCT 2018)
FAR 52.204-18	Commercial and Government Entity Code Maintenance (AUG 2020)
FAR 52.232-40	Providing Accelerated Payments to Small Business Subcontractors (NOV 2021)

The following VAAR clauses are to be incorporated by reference:

VAAR 852.212-71	Gray Market Items (APR 2020)
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- (xiv) **The Defense Priorities and Allocations System (DPAS) does not apply.**
- (xv) **Date and Time offers are due to [sunnie.germaine-picktt@va.gov](mailto:sunnie.germaine-picktt@va.gov) by 4:00pm ET, (September 20, 2023)**
- (xvi) **Name and email of the individual to contact for information regarding the solicitation:**  
**Sunnie Germaine-Pickett**  
**[Sunnie.germaine-Pickett@va.gov](mailto:Sunnie.germaine-Pickett@va.gov)**

**Attachment:**

**Certificate of Compliance**