

DEPARTMENT OF VETERANS AFFAIRS

Justification and Approval

For
Other Than Full and Open Competition

1. **Contracting Activity:** Department of Veterans Affairs, Network Contracting Office 22 (NCO 22), 4811 Airport Plaza Drive, Suite 600, Long Beach, California, 90815 as directed by the VA Long Beach Healthcare System (VALBHS), will enter into a service contract that requires justification for other than full open competition. The procurement request number is 600-15-1-5670-0005.

2. **Nature and/or Description of the Action Being Processed:** VALBHS is requesting a new firm fixed price annual service and maintenance agreement that requires justification for other than full and open competition. The sole source contractor shall provide Voice over Internet Protocol (VoIP) equipment maintenance and services for the F4W-VoIP-SU satellite, equipment number; PSI-30 S/N 01776.

3. **Description of Supplies/Services Required to Meet the Agency's Needs:** The F4W-VoIP-SU satellite service and maintenance provides the backup communication for the VALBHS. The service and equipment maintenance ensures viability for communication to and from the healthcare facility in the case of any outage during an emergency. The sole source contractor shall provide support and maintenance as described in the specific tasks section of the Statement of Work (SOW). The period of performance is as follows:

| | |
|---|-------------|
| October 01, 2014 through September 30, 2015 Base Year | \$23,599.95 |
| October 01, 2015 through September 30, 2016 Option year one (1) | \$23,599.95 |
| Total: | \$47,199.90 |

4. **Statutory Authority Permitting Other than Full and Open Competition:** This service is being procured under the authority of 38 U.S.C 8153 and FAR Part 6.302-1, only one responsible source and no other supplies or services will satisfy agency requirements.

- (X) (1) Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements per FAR 6.302-1;
- () (2) Unusual and Compelling Urgency per FAR 6.302-2;
- () (3) Industrial Mobilization, Engineering, Developmental or Research Capability or Expert Services per FAR 6.302-3;
- () (4) International Agreement per FAR 6.302-4
- () (5) Authorized or Required by Statute FAR 6.302-5;
- () (6) National Security per FAR 6.302-6;
- () (7) Public Interest per FAR 6.302-7;

5. **Demonstration that the Contractor's Unique Qualifications or Nature of the Acquisition Requires the Use of the Authority Cited Above (applicability of authority):** F4W Inc. has the patented designs and the proprietary technology that allows for multiple VoIP calls using a single, low bandwidth satellite communication. This service provides for high quality voice inbound and outbound voice call connections to the Public Switched Telephone Network (PSTN) utilizing the G.729 codec and compression algorithm which works in conjunction with F4W's satellite.

The current satellite equipment was purchased by the VALBHS from F4W. The extended maintenance and service to be provided by F4W extends the basic warranty and support plan of the original PSI-30 system. The service and equipment maintenance includes 24/7/365 telephone support, all repair labor and all software upgrades. The service and maintenance agreement will also include loaner equipment during any repair period as needed by the VALBHS.

The satellite equipment and service is vital for communication within the healthcare system. The satellite equipment is part of the emergency preparedness of the Department of Veterans Affairs. In the case of an outage or emergency, the satellite equipment and service is the only means of communication.

The lapse of maintenance and service to the satellite equipment would impede patient care. Not having any communication service would limit the communication to and from the facility. Vital important data could potentially be lost, patient care could be impacted and the potential of real time security for non-communication could be heightened.

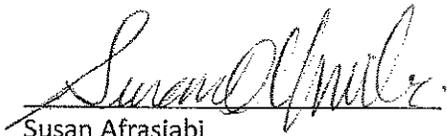
The importance of the F4W equipment and service for the communication satellite for emergencies is a vital life line to the facility. The impact of not providing this service and equipment agreement impacts not only patient care, it affects the safety of those that trust the Department of Veteran Affairs. The satellite service and equipment maintenance agreement is a bona fide need to the facility.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** In accordance to FAR part 10.002, market research was conducted and it was determined by the Contracting Specialist that a sole source justification to only one responsible source is the correct acquisition plan.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** The Contracting Specialist determined that the anticipated cost to the government will be fair and reasonable. Research within the IFCAP/VistA and eCMS provided past history of similar/like equipment and services. Past documentation was evaluated while conducting market research and sources within other Government sites were reviewed. The following are past purchase orders of similar/like equipment and services: PO Number: 600C30362, 09-17-13, \$6,098.95 and PO Number: 600C10527, 08-25-11, \$4,799.00.

These Purchase Order were for the Annual Service only and did not include the extended warranty maintenance plan of the F4W-VoIP-SU satellite, equipment number; PSI-30 S/N 01776.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** In accordance to FAR Part 10.002; market research was conducted. Several Government websites, internet and Small Business websites were reviewed and it was determined by the Contracting Specialist that a Justification for Other Than Full and Open Competition; only one responsible source to F4W to provide annual service and equipment maintenance should be made.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** The Contracting Specialist sent out emails asking GSA contract holders if they could service and maintenance the F4W satellite. There were no responses.
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** There are no other sources who expressed an interest in this acquisition.

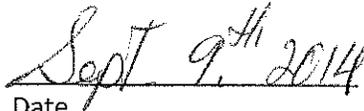
11. **A Statement of the Actions, if any, the Agency May Take to Remove or Overcome any Barriers to Competition before Making subsequent acquisitions for the supplies or services required:** Since the VALBHS purchased the F4W satellite equipment, it limits those potential contractors who can service and maintenance this equipment. This is an annual service and equipment maintenance request. The market may change in the coming years and the Engineering & Safety Department along with the Networking Contracting Office 22 will work together to promote competition.

12. **Requirements Certification:** I certify that the requirement outlined in this justification is a Bona Fide Need of the Department of Veterans Affairs and that the supporting data under my cognizance, which are included in the justification, are accurate and complete to the best of my knowledge and belief.



Susan Afrasiabi

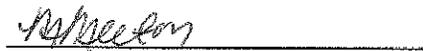
EOC Program Specialist, Safety and Emergency Management Service
VA Long Beach Healthcare System
Station 600



Date

13. **Approvals in accordance with FAR 6.304**

a. **Contracting Officer's Certification (required):** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.



Michele Melton
Contract Specialist
Network Contracting Office 22
Facility

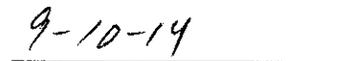


Date

b. **NCM/PCM (Required \$3K and above):** I certify the justification meets requirements for other than full and open competition.



Kevin Blanchard
Director of Contracting
Network Contracting Office 22



Date

**F4W**

Making a Difference...

September 9, 2014

Michele A. Melton
Contract Specialist
U.S. Department of Veterans Affairs
4811 Airport Plaza Drive, Suite 600
Long Beach California 90815

Ms. Melton,

The systems that F4W provide have a patented design that allows for multiple voice (VoIP - Voice over Internet Protocol) calls utilizing a single, low bandwidth satellite communication connection that no other vendor can provide. This capability is one that distinguishes F4W emergency communication restoration systems from all other possible suppliers.

In addition to this patented and proprietary technology, the VoIP services provided cannot be provided by a separate, third party VoIP provider or third party, as the dial plan for the F4W VoIP service is embedded in the software to enable secure dialing and communications. A different supplier does not have the ability to merely input their phone numbers and passwords into the system's interface and provide service. Our built in virtual PBX (Private Branch Exchange) will reject the new numbers and passwords unless the underlying software operating system is modified which is not possible without direct access to the system and specific knowledge of the subroutines used to place and receive calls.

F4W engineers and technicians exclusively provide technical assistance and expertise on these patented systems based on our knowledge and experience with troubleshooting them. In addition, should a component failure or defect occur, F4W has the parts to fix the unit if it requires return to the manufacturer (F4W), test and QA the systems properly to ensure 100% operation and functionality after the repair.

We are the sole source capable for supporting our products and warranties and stand ready to focus our resources on the agency's requirements.

Michael L. Desa

Michael L. Desa
Executive Vice President of Sales & Marketing
F4W, Inc.
39 Skyline Drive, Suite A1001
Lake Mary, Florida 32746
(407) 804-1020

