

JUSTIFICATION
FOR AN EXCEPTION TO FAIR OPPORTUNITY

1. Contracting Activity: Department of Veterans Affairs (VA)
Office of Acquisition Operations
Technology Acquisition Center
23 Christopher Way
Eatontown, New Jersey 07724

2. Description of Action: The proposed action is for a firm-fixed-price delivery order issued under the National Aeronautics and Space Administration (NASA) Solutions for Enterprise-Wide Procurement (SEWP) V Governmentwide Acquisition Contract (GWAC).

3. Description of the Supplies or Services: The proposed action is to augment Dell Compellent storage equipment to support the demand of the clinical systems of support of the vBlock systems currently in place at the VA Medical Centers in Orlando, Florida and Cleveland, Ohio . Dell Compellent storage is utilized within Region 3 facilities to provide standardized backup, file replication, and data recovery solutions that meet facility disk tiering and data protection requirements. This storage is also required to support Region 3 alternate site processing of its critical virtualization environment.. These brand name items will enable current storage capabilities on existing Dell Compellent Storage appliance to used file base storage and provide redundancy for backups. The period of performance for hardware and software maintenance is 12 months. Hardware delivery is due within 30 days from time of award.

4. Statutory Authority: The statutory authority permitting an exception to fair opportunity is 41 U.S.C. 4106(c)(2) as implemented by the Federal Acquisition Regulation (FAR) 16.505(b)(2)(i)(B) entitled, "Only one awardee is capable of providing the supplies or services required at the level of quality required because the supplies or services ordered are unique or highly specialized."

5. Rationale Supporting Use of Authority Cited Above: Based on market research, as described in section 8 of this document, it was determined that limited competition is available among authorized resellers. Dell is the only brand that can meet all VA's technical requirement to include interoperability and comparability of existing Dell Compellent storage infrastructure. Dell is the only product capable of providing additional controllers and file base licensing fully compatible with the existing storage systems, data mover enclosures, and disk-array enclosures. No other product will provide storage array shelves that will be operational with the current storage systems back end. Additionally, without obtaining the additional Dell Compellent storage equipment, backups will not be able to be performed and facility will not be able to have offsite storage which is needed for disaster recovery. Therefore, no other solution is interoperable or compatible with the existing Dell Compellent storage array installed at the VA medical centers.

6. Efforts to Obtain Competition: Market research was conducted, details of which are in the market research section of this document. In accordance with FAR 5.301 and 16.505(b)(2) (ii) (D) the resulting contract awards will be synopsisized on the Federal Business Opportunities Page as this Justification for an Exception to Fair Opportunity's estimated value is more than \$150,000.00. This Justification for an Exception to Fair Opportunity will be posted on the NASA SEWP V website with the solicitation.

7. Actions to Increase Competition: In order to remove or overcome barriers to competition in future acquisitions for this requirement, in 2017 the Government will to perform market research to determine if there are any new products compatible with the Dell Compellent equipment currently in place that will enable future requirements to be competed. Although the Government is limiting competition as a result of specifying a brand name service, there are authorized resellers of these services on the NASA SEWP V GWAC.

8. Market Research: The Government's technical experts conducted market research in February 2016 by conducting internet searches, requesting multiple vendors' quotes, and reviewing published technical data. The Region 3 Office of Information and Technology team looked at similar storage hardware vendors: Network Appliance (NetApp), Hewlett-Packard (HP), International Business Machines (IBM), and Egan Marino Corporation (EMC). Based on the market research conducted, the Government's technical experts determined that none of these storage vendors can provide storage array enclosure, storage systems, data mover enclosures, and disk-array enclosures for the existing Dell Compellent storage systems, as they are not technically compatible with other vendor's hardware systems.

Additional market research was conducted in April 2016 by the Contract Specialist, utilizing the NASA SEWP V GWAC Product Lookup tool, and there is competition anticipated for the Dell hardware storage equipment.

9. Other Facts: None.