

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, NJ 07724

2. Description of Action: The proposed action is for a firm-fixed-price (FFP) delivery order issued under the National Aeronautics and Space Administration (NASA), Solutions for Enterprise-Wide Procurement (SEWP) V, Governmentwide Acquisition Contract (GWAC) for brand name Unify IP telephony hardware, licenses, and installation and configuration services.

3. Description of the Supplies or Services: The Department of Veterans Affairs Medical Center (VAMC) in Atlanta has a requirement to add brand name Unify Openscape IP telephony capability to their Atlanta Veterans Clinic located in Decatur, Georgia. This contractor shall provide Openscape compatible IP telephones with cables, V7 Openscape registered line licenses, License for the V7 Openscape Auto attendant, Dynamic User Licenses for the Openscape Voice V7, and Licenses for the Hipath Comcendo 4000 V7 system. The contractor shall provide all equipment, labor, hardware and software to support the installation of the new IP telephone and phone system currently installed at the VAMC main location to support the expansion of new telephony products and services at the Atlanta Veterans Affairs Medical Center. The additional IP phones, licenses, and other telephones peripherals will allow for current and future projects expansion of the current phone system. Furthermore, the contractor shall adhere to all technical standards associated with software applications, such as IP phones, PBX systems; telecommunication products; documentation, services, consulting and technical guidance to implement the new IP phones upgrade configurations. Additionally, the Contractor shall conduct an on-site network assessment, in coordination with Unify, of the VAMC main location of 1670 Clairmont Rd. Decatur, Georgia 30033 and the Atlanta Veterans Clinic remote site at 250 Arcadia Ave, Decatur, Georgia 30033. The telephones, with cables, and associated software shall, be delivered within 30 days of contract award and installation and configuration shall be completed within 60 days of receipt of the equipment and software. The proposed estimated dollar value is [REDACTED]

4. Statutory Authority: The statutory authority permitting an exception to fair opportunity is Section 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 paragraph eight of this document, the Government has determined that limited competition is available for this proposed action among resellers for the required brand name Unify IP telephony hardware, licenses, and installation and configuration services. Although other technology companies such as AT&T, Cisco Systems, and Nortel can provide a viable PBX telecommunication solution for VA, the new telephones must be compatible and interoperable with the current Unify PBX system. The Unify platform is proprietary and no other company's hardware and software is interoperable with the current Unify operating system. . Furthermore, only Unify brand name PBX hardware and software can be fully integrated with the existing Unify Open Scape Voice Core system. The installation of another manufacturer's PBX hardware and software systems would result in interoperability and compatibility problems resulting in the loss of possibly all telephone capabilities or communications within the medical center and its satellites sites. Finally, only Unify certified technicians are authorized to make changes to the Unify systems, which include the installation of telephony applications, in order to comply with the terms and maintenance agreement and avoid loss of warranties.

6. Efforts to Obtain Competition: Market research was conducted, details of which are in the market research section of this document. This effort did not yield any additional sources that can meet the Government's requirements other than Unify or their authorized resellers. Although the Government is limiting competition as a result of specifying brand name hardware, licenses, and support services, it was determined, however, that limited competition is viable among authorized resellers for this brand requirement on the NASA SEWP V GWAC. In accordance with FAR 5.301 and 16.505(b)(2), this action will be synopsisized at time of award on the Federal Business Opportunities Page (FBO) and this justification will be made publically available. Additionally, this justification shall be posted with the solicitation on the NASA SEWP website for review by prospective offerors.

7. Actions to Increase Competition: The Government will continue to conduct market research to ascertain if new PBX telecommunications systems are developed that would be compatible with the existing PBX system.

8. Market Research: The Government's technical experts conducted market research in December 2015 by reviewing similar telephony hardware and services for the existing Unify PBX System, specifically AT&T, Avaya, NEC, and Cisco Systems to determine whether any other sources can provide the hardware, licenses, and support services on the existing phone system. Of the telephony hardware and services researched, due to the proprietary nature only the Unify brand name IP telephony hardware, licenses, and installation services are compatible and interoperable with the existing Unify Open Scape Voice Core System currently in operation. Therefore, the Government's technical experts have determined that only the brand name Unify IP telephony hardware, licenses, and installation and configuration services will meet VA's needs.

9. Other Facts: None

10. Technical and Requirements Certification: I certify that the supporting data under my cognizance, which are included in this justification, are accurate and complete to the best of my knowledge and belief.

Name

Date:

APRIL 21, 2016

Title

Signature

11. Fair and Reasonable Cost Determination: I hereby determine that the anticipated price to the Government for this contract action will be fair and reasonable based on adequate price competition and discounts from NASA SEWP V GWAC holders that are authorized resellers of the required Unify IP telephony hardware, licenses, and installation and configuration services. Catalog prices for products and services included on NASA SEWP V GWAC have already been determined to be fair and reasonable. Finally, price analysis shall be conducted by comparing the successful offeror's quote to the Independent Government Cost Estimate.

Carol Newcomb

Date:

4/25/2016

Procuring Contracting Officer

Signature:

12. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief. As this contract action does not exceed \$700,000, the certification below required by FAR 16.505(b)(2)(ii)(C)(1) serves as approval.

Carol Newcomb

Date:

4/25/2016

Procuring Contracting Officer

Signature: