

JUSTIFICATION  
FOR AN EXCEPTION TO FAIR OPPORTUNITY

1. Contracting Activity: Department of Veterans Affairs  
Office of Acquisition and Logistics  
Technology Acquisition Center  
23 Christopher Way  
Eatontown, NJ 07724
2. Description of Action: The proposed action is for a brand name firm-fixed-priced delivery order, issued under the National Aeronautics and Space Administration (NASA), Solutions for Enterprise-Wide Procurement (SEWP) V, Government-Wide Acquisition Contract (GWAC) for brand name Dell Compellent disk storage shelf enclosures.
3. Description of the Supplies or Services: The proposed action is for the acquisition of brand name Dell Compellent SC200 and SC220 disk storage shelf enclosures (QTY 6) with hard drives, expansion software licenses, hardware/software maintenance, rack and stack installation, cabling and configuration for the two data centers. The VA Office of Information and Technology, Service Delivery and Engineering, Enterprise Operations (EO), Quantico Information Technology Center (QITC) and Culpeper Disaster Recovery (DR) data centers require expanded capacity for the current Dell Compellent storage infrastructure at both sites. The storage procurement will allow QITC to expand the virtual server environment in support of the National Cemetery Administration (NCA). The period of performance includes delivery and installation of required hardware/software within 60 days after contract award, followed by 12-months of hardware maintenance and software support. The total estimated value of the proposed action 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) Subpart 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 the market research, as described in section 8 of this document, it was determined that limited competition is available. The VA requires storage hardware that is compatible with the existing Dell Compellent storage infrastructure, interchangeable and provides flexibility and redundancy when storage hardware failures occur, and minimizes data losses during equipment failure.

The purpose of this acquisition is to expand the current storage environment, to increase and maintain adequate storage capacity to support current and future VMware virtual servers and Structured Query Language (SQL) servers in support of the NCA mission. This procurement will meet the VA requirements to virtualize where possible. Our current infrastructure consists of Dell Compellent SC8000 controllers with SC

200/220 disk enclosures. The market research demonstrated that no other manufacturer's storage systems are interoperable and interchangeable with the existing infrastructure because the other manufacturer's products will not interface with the existing Dell storage systems.

Therefore, other manufacturer's products cannot meet the Government's interoperability and interchangeability requirements; and only the Dell storage hardware, related software and maintenance will meet VA's needs.

If not purchased, the QITC and Culpeper DR site will not be able to:

- Maintain adequate available storage capacity levels to support the current VMware virtual and SQL environments which support the NCA mission;
- Expand the storage capacity as required to support NCA mission objectives; thereby requiring QITC to purchase much more expensive physical server equipment (as opposed to using virtual servers) to meet mission objectives to support NCA;
- Support future NCA requests or requirements for: (1) servers to support applications that should be created in virtual environments, and (2) storage of SQL database data files; and
- Maintain current data protection scheme, schedule, Recover Point Objectives (RPOs) and Recovery Time Objectives (RTOs) to ensure Culpeper DR site's replicated data is available, up-to-date and ready for recovery when failures occur.

6. Efforts to Obtain Competition: The Government's technical experts conducted market research, 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. It was determined however, that limited competition is viable among authorized resellers for the required brand name Dell Compellent storage and maintenance. In accordance with FAR 5.301 and 16.505(b)(2)(ii)(D)(1), the award for this action will be synopsisized on the Federal Business Opportunities Page and the justification will be made publicly available within 14 days of award.

7. Actions to Increase Competition: In order to remove or overcome barriers to competition in future acquisitions for the requirements described herein, the agency will work with the program office to perform additional market research to consider and ascertain if any other sources can provide these services in the future.

8. Market Research: The Government's technical experts conducted market research from February to April 2016. The market research was conducted by a review of industry websites, discussions with third party contractors, and analysis of similar storage product offerings. This included a review to confirm if other similar products could be used, including similar products available from other Original Equipment Manufacturers (OEMs), including: Netapp DS4243 and DS4246 Disk Shelves, HP StorageWorks D2700 Disk Shelves, and EMC CX4-4PDAE and V2- DAE-12 Disk Shelves. The review demonstrated other OEMs cannot provide storage that will be

Dell Compellant SANS Storage

Control Number: TAC-16-34813

interoperable and interchangeable with the existing data centers' infrastructure and meet the Government'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.

[Redacted]

Program Manager

Date: \_\_\_\_\_

Signature: [Redacted]

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 anticipated competition among authorized Dell resellers who are NASA SEWP GWAC holders. Pricing for products awarded on NASA SEWP V GWAC have already been determined to be fair and reasonable and further competitive pricing is anticipated from competition and discounts. Finally, price analysis shall be conducted by comparing the successful quote against the Independent Government Cost Estimate.

[Redacted]

Procuring Contracting Officer

Date: 8/18/2016

Signature: [Redacted]

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 \$500,000, the certification below required by VAAR and FAR 16.505(b)(2)(ii)(C)(1) serves as approval.

[Redacted]

Procuring Contracting Officer

Date: 8/18/2016

Signature: [Redacted]