

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval (J&A)  
For  
Other Than Full and Open Competition (>\$150K)**

**Acquisition Plan Action ID: VA241-17-AP-2576**

1. **Contracting Activity:** Department of Veterans Affairs, Network Contracting Office 1 (NE)
2. **Nature and/or Description of the Action Being Processed:** Provide all materials, labor and supervision to provide additional Exterior and interior Cameras for the White river Junction VA Medical Center. The Facility is interested in adding a new MinuteMan Security Technologies Exacqvision Z Series NVR with Video support for up to 128 cameras. This system will take the place of the current CCTV Lenel LNVR system. This will include all trenching, cabling, installation, programming, configuring, commissioned and addition licenses as needed. All Cameras (to include cameras currently in use) will be compatible to the Exacqvision software.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** The VA Medical Center, White River Junction, currently utilizes the MinuteMan Security Technologies LENEL Security Software and Equipment (Card Readers, Door Access, and Video Surveillance Cameras) throughout the facility. Minuteman provides all service, parts and repairs to the entire system and their Technicians are located at a satellite office in Manchester NH. We will be getting 45 Exterior Cameras (Panasonic WV-SW352 1.3 Megapixel with PoE and IP66 rating), 18 Interior Cameras (Panasonic WV-SW155 Vandal Resistant Fixed dome) and equipment and installation of WIFI transmitters, receiving antenna, programming and commissioning. Total value of \$335,861.53. (405-17-3-4112-0016)
4. **Statutory Authority Permitting Other than Full and Open Competition:**
  - (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):** (FAR 6.302-1(b)(1)(i) Unique Supplies or Services) MinuteMan technicians are intimately familiar with the site wide security system and they have the technical expertise to provide Maintenance service for the entire system (software and hardware). Other potential contractors would be unable to provide compatible service and parts, and would not have the personnel that have the same knowledge, skills,

experience and understanding of our current system. To use any other product or company, would require the installation of a new operating system and infrastructure for that companies systems. If that was going to be done it would cost upward of \$500k to \$700k to get where we are at this point with MinuteMan.

6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** There are a couple companies within a 250 mile radius that cover Lenel United Technologies. The other two companies (Tyco Integrated Security and Stanley Security Solutions) takes the Lenel system and Customizes it for compatibility with their software, which then it is no longer Lenel Ongaurd. MinuteMan Security Technologies is current in contracting with Purchase Order # VA241-13-P-0667 which is the software service for updating and reporting, also Purchase Order # VA241-17-P-0343 which is a Service Agreement for White River Junction Medical Center. Using a different company for the purchase and installation of equipment would then require a separate contract with Minuteman Security Technologies to integrate the new equipment into the system.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** The current service contract with MinuteMan Security Technologies stipulates that they give a 15% discount on all parts and equipment purchased through them. They are extending this discount on to this procurement. The prices are in line with other procurements and are considered fair and reasonable.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:** Market research was conducted and there are a couple companies within a 250 mile radius that cover Lenel United Technologies however they customize the software to make it proprietary with their systems and will no longer be compatible with the current system. MinuteMan Security Technologies is current in contracting with Task Order # VA241-13-P-0667 which is the software service for updating and reporting, also Task Order # VA241-17-P-0343 which is a Service Agreement for White River Junction Medical Center.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** Vendor is a single source provider of the licensed equipment and service which is compatible with the existing equipment as part of a component system to be interfaced with the existing equipment.
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition-** MinuteMan Security Technologies
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:** The proprietary nature of this requirement (i.e. software, hardware and licensing) makes the barriers to competition difficult to overcome.

Chapter VI: Other Than Full and Open Competition (OFOC) SOP  
Attachment 3: Request for Sole Source Justification Format >\$150K

- 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.

Christopher Glock-Shambo  
Mechanical Engineering Technician  
White River Junction Medical Center

Christopher R.  
GLOCK-SHAMBO  
927881

Digitally signed by Christopher R. GLOCK-SHAMBO 927881  
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Date: 2017.03.10 11:01:05 -05'00'

3/10/2017  
Date

**13. Approvals in accordance with the [VHAPM, Volume 6, Chapter VI: OFOC SOP](#).**

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

Richard S.  
Coutermarsh 365945  
Richard Coutermarsh  
Contracting Officer  
NCO1

Digitally signed by Richard S. Coutermarsh 365945  
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3/10/2017  
Date

- b. **Director of Contracting /Designee (Required \$150K and above):** I certify the justification meets requirements for other than full and open competition.

Lorrie A. Baines  
154610  
Lorrie Baines  
Branch Chief, Services Team 1  
NCO1

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