

**DEPARTMENT OF VETERANS AFFAIRS**  
**Justification and Approval**  
**For**  
**Other Than Full and Open Competition**

**Building Security System - Lenel**

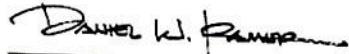
1. **Contracting Activity:** Department of Veterans Affairs, VISN 10, Network Contract Office (NCO) 10, Louis Stokes Cleveland VAMC, will enter into a construction contract that requires the procurement of this item which requires justification for other than full and open competition. A purchase request number is not yet available.
2. **Nature and/or Description of the Action Being Processed:** This project is named "Construct VHA VBA Comp & Pen Addition". The project will construct a one story, 14,120-square foot addition to house co-located VHA/VBA Compensation & Pension Exam operations. This will be an in-fill addition to the Learning Exchange annex at the Wade Park campus on land currently owned by VA.
3. **Description of Supplies/Services Required to Meet the Agency's Needs:** Wade Park has been implementing a centralized access control/security system manufactured by Lenel which meets all of the Federal security guidelines. Lenel was selected after extensive investigation of the facility needs, and of the products available. A sole source justification was submitted previously which facilitated the initial purchase of the Lenel equipment through GSA federal supply schedule. The Lenel system is currently operational and requires Lenel field panels to be installed on each subsequent project where there is a need for access controls, and CCTV. These Lenel panels and software are proprietary and are the only portion of the system that needs to be sole sourced. All of the devices such as servers, storage devices, PIV/HID cards, HID card readers, security cameras, panic buttons which tie into the Lenel system can be purchased with full and open competition. This system needs to remain a single access control/security system. Police Services was impacted and would be again if they had to monitor and maintain several separate security systems and their ability to protect veterans and employees would be significantly decreased.
4. **Statutory Authority Permitting Other than Full and Open Competition:** The product is being procured under the authority of 41 U.S.C. 253 (c) (1), FAR Part 6.302-1 (a) (2).
  - ( 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).** It was found that LENEL access control software allows for easy integration of our existing panic alarm, fire alarm, and medical gas alarms at Wade Park. LENEL access control field panels are non-windows based, and can seamlessly integrate with the existing HID card readers and maglocks reusing the wiring infrastructure already in place. Having non windows based field panels will benefit in several ways; there is no need for a large processor on board to continuously run windows, energy consumption is less without the un-needed processing power, the cost of the windows based panels are almost one and a half times as expensive. LENEL also integrates with all of our existing cameras. The LENEL software makes these camera feeds capable of analytic controls, smart functions, (i.e. object left behind, door left open, traffic direction in a corridor). All of these features are offered through LENEL at one fifth the cost of comparable competitors. LENEL then offers one easy to use interface for police dispatchers to monitor with all systems displayed in one easy location. For those reasons this system has been purchased and installed in the facility.
6. **Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:** This procurement will be competed and synopsised through Fed Biz Ops ([www.fbo.gov](http://www.fbo.gov)) as an Invitation for Bid (IFB) and will indicate the requirement for brand name specification regarding the Lenel system. Since the construction contract is being awarded as a firm fixed price contract through competitive sealed bidding, the bidders are incentivized to locate the supplier that will provide the item at the most economical price.
7. **Determination by the Contracting Officer that the Anticipated Cost to the Government will be Fair and Reasonable:** It is anticipated that two (2) or more bids will be received through the sealed bidding process. If two (2) or more bids are received the cost of the entire project will be considered fair and reasonable to the government based on competition.
8. **Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:**  
Software House – S2  
Sales Rep: Christine Longville (440) 394-2002  
This is a primary competitor to Lenel in Access Controls. The field panels are Windows software based meaning they have more capabilities but are not needed and are too costly to justify. Also panels running Windows are more prone to failure.  
Verint by Nextiva  
Sales Rep: Larry Butsch (513) 759-2002  
This is a primary competitor to Lenel in video and is the forefront leader in the technology of analytics. This system is compatible with the Lenel access control software but is five times more expensive than the video software solution of Lenel. The facts that the product lacks local installers and is significantly more expensive than Lenel are the deciding factors in this decision.  
NAVCO was also asked for information which is a supplier of the Verint solution.
9. **Any Other Facts Supporting the Use of Other than Full and Open Competition:** None. See Items 5 above.
10. **Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:** None. (A market survey will be completed for the entire construction project).



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:** Not Applicable  
– See Item 5.

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.



Daniel W. Ramer  
Chief, Architecture and Design  
Louis Stokes Cleveland VAMC

2/17/2017

Date

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

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

Donald P. Tam  
522751

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03-08-2017

Date

Donald P. Tam  
Contracting Officer  
Network Contracting Office (NCO) 10

b. **Director of Contracting /Designee (Required over\$150K but not exceeding \$700K):** I certify the justification meets requirements for other than full and open competition.

Scottie L.  
Paramoure  
322053

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Scottie Paramoure  
Division Chief Construction & Leasing  
Network Contracting Office (NCO) 10