


Hampton- Mental Health & Virginia Beach CODEC's JA

JUSTIFICATION AND APPROVAL
FOR EXCEPTION TO FAIR OPPORTUNITY

1. Contracting Activity: Department of Veterans Affairs (VA)
Office of Acquisition and Logistics
Technology Acquisition Center
1701 Directors Blvd, Suite 600
Austin, TX 78744
2. Description of Action: The proposed action is for a Firm-Fixed-Price Delivery Order (DO) issued under the National Aeronautics and Space Administration (NASA) Solutions for procurement (SEWP) V Government Wide Acquisition Contract (GWAC), for Cisco brand name Video Teleconferencing Equipment to support the activation and expansion requirements for the Veterans Integrated Service Network (VISN) 6 Hampton Veterans Affairs Medical Center (VAMC) Mental Health and Virginia Beach facilities. These systems will interconnect with the existing Enterprise Video Teleconferencing Network (EVTN) systems. Ongoing support for these systems will be covered under the existing VA Cisco Enterprise Support Agreement (ESA).
3. Description of Supplies or Services: The requirement is to procure 13 Cisco Video Codecs and four Precision HD Cameras each with a one year Standard Warranty and incidental hardware and software, as required. This equipment is needed to support VISN 6's VAMC activation of the Virginia Beach and Mental Health facilities. The EVTN infrastructure provides the capability to allow any video device in the VA network architecture to communicate with any other video device. The new facility will have a conference room with the capability to be used with all three of the requested CODECs or to be separated and use each room autonomously. Some of the foundational elements of the EVTN that support these endpoint devices include Cisco Unified Communications Manager (CUCM), Video Communications Servers (VCS), and TelePresence Management Suite (TMS) that provides detailed management, maintenance and support of these video devices. Cisco software support under this ESA includes access to both minor and major releases within the licensed feature set for the warranty period of one year. Delivery of the Cisco devices shall be within 30 days after receipt of order.

4. Statutory Authority: The statutory authority permitting this exception to fair opportunity is 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: More than one awardee is capable of providing the supplies or services required, but fair opportunity is limited by restriction to a brand name. Based on extensive market research, as described in paragraph 8 of this document, it was determined that limited competition is available for the aforementioned brand name systems. The existing EVTN core infrastructure and network management platforms currently in place are based on a Cisco brand name platform. Similar platforms, such as those available from Polycom, Lifesize, and Sony, cannot meet the Government's requirements and are not interoperable with EVTN Cisco based systems. Cisco licenses are required for Cisco product support. Furthermore, the use of any other brand name license would also require a complete replacement of the currently fielded Cisco brand name hardware and software utilized on the EVTN infrastructure due to lack of interoperability and compatibility. This replacement effort would result in extensive delivery delays and duplicated costs that would not be recovered through competition. The current EVTN infrastructure complies with all the performance and security requirements of the Government. The use of any other brand name product will severely degrade the ability to support and manage the existing EVTN infrastructure's hardware and software and result in interoperability and compatibility issues. The interoperability issue is due to the feature incompatibility of the underlying firmware (proprietary source code) which limits managing devices to their full capabilities. This proprietary source code allows the currently fielded Cisco hardware and software to communicate with additional Cisco brand name items. Failure to procure these specific replacement devices for EVTN will impede, or seriously degrade VA's ability to support the both administrative and Connected Care veteran care initiatives due to existing known issues of trying to integrate unsupported devices into the EVTN.
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. However, it was determined that limited competition is viable among resellers for these brand name items. In accordance with 16.505(b)(2)(ii)(D), this action will be synopsisized and the justification will be made publicly available within the Federal Business Opportunities Page, and the Justification will be posted on the NASA SEWP website to notify all interested parties.
7. Actions to Increase Competition: The VA NSOC will continue to conduct market research to ascertain if there are changes in the market place that would enable future actions to be competed.
8. Market Research: VA technical experts conducted market research February 2017. Internet researches were conducted which narrowed down the possible alternative solutions to the Lifesize Icon 600 and Polycom Realpresence 700 series. The specific specifications of the products were

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scrutinized and found incompatible with the existing Cisco infrastructure. The Cisco products are the only solution that would not only mechanically function, but perform as an unmanaged endpoint that can do video calling, update, and push phone books. This solution will also collect usage analytics from without building parallel support systems (which costs additional funding, time, and training with uncertain outcomes).

The Contract Specialist conducted market research in May 2017, by using the NASA SEWP V GWAC Market Research Tool and found multiple NASA SEWP V GWAC holders capable of meeting the full requirement.

9. Other Facts:
None.

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