

JUSTIFICATION FOR A SOLE SOURCE AWARD
FOR CERTAIN COMMERCIAL ITEMS

1. Contracting Activity: Department of Veterans Affairs (VA)
Office of Acquisition Operations
Technology Acquisition Center - Austin
1701 Director's Blvd., Ste. 600
Austin, TX 78744
2. Description of Action: The proposed sole source action is for a firm-fixed price order to be solicited on the open market to Southwest Solutions Group, Inc. located at 2535-B E. State Hwy 121, Suite 110, Lewisville, Texas 75056, a large business.
3. Description of the Supplies or Services: The Department of Veterans Affairs, Office of Information and Technology (OI&T) Austin Information Technology Center is seeking a maintenance warranty contract for its Space Saver Unit. This space saver unit is an automated high bay warehousing system that allows for more storage space by allowing AITC the capability to stack materials above others without compromising integrity. Maintenance shall be provided for 12 months with four, one year options. The total estimated value for the proposed action is [REDACTED]
4. Authority: The statutory authority permitting other than full and open competition is 41 U.S.C. 1903 as implemented by the Federal Acquisition Regulation (FAR) Subpart 13.501, entitled "Special Documentation Requirements".
5. Rationale Supporting Use of Authority Cited Above: Southwest Solutions is the exclusive authorized reseller/maintainer of Kardex Remstar products and services. Kardex Remstar is the manufacturer for the current system in place at AITC. Only individuals that have been certified by Kardex remstar are capable of providing the type of maintenance support required. As detailed in the market research section, Kardex Remstar only certifies their own employees or the employees of authorized resellers. Therefore, only Kardex Remstar or Southwest Solutions are capable of providing the required services
6. Efforts to Obtain Competition: Market research was conducted through website searches and direct manufacturer conversations, 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. The solicitation will be made publicly available, along with this justification in accordance with FAR 13.501(a)(1)(iv)), and 5.102(a)(6).

KARDEX REMSTAR MAINTENANCE

7. Actions to Increase Competition: The Government will continue to conduct market research to ascertain if there are changes in the market place that would enable future actions to be competed or if other software maintenance packages have the capability or interoperability to provide the updates required.

8. Market Research: VA technical personnel conducted market research from April to September 2017, by reviewing various websites and trade publications, holding discussions with data managers and researchers in VA to ascertain if there are similar items that can meet the Government's requirements. [REDACTED] [REDACTED] [REDACTED]
[REDACTED] However, these companies are not certified to work on Kardex Remstar equipment, and are therefore not able to meet the requirement.

The Contract Specialist contacted Kardex Remstar directly. The company confirmed that they do not certify any individuals to work on their equipment other than their employees or the employees of their resellers. Further, they stated that the repair parts for this equipment are proprietary and can only be purchased through a reseller. The only authorized reseller for Texas is Southwest Solutions Group, a large business.

9. Other Facts: None.

KARDEX REMSTAR MAINTENANCE

[REDACTED]
[REDACTED]
[REDACTED]

[REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED] [REDACTED]

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED] b1

[REDACTED]
[REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED] [REDACTED]

[REDACTED]
[REDACTED]

[REDACTED]
[REDACTED] [REDACTED] [REDACTED]
[REDACTED] [REDACTED] [REDACTED]