

**DEPARTMENT OF VETERANS AFFAIRS**

**Justification and Approval (J&A)  
For  
Other Than Full and Open Competition (>SAT)**

**BRAND NAME ONLY REQUIREMENT**

Acquisition Plan Action ID: 36C242-18-AP-4016

**1. Contracting Activity and Agency:**

Department of Veterans Affairs  
Network Contracting Office 2  
76 Veterans Avenue  
Bath, NY 14810

Department of Veterans Affairs  
VA Hudson Valley Healthcare System  
2094 Albany Post Road  
Montrose, NY 10548

VISN 2  
2237: 620-18-4-3087-0085

**2. Nature and/or Description of the Action Being Processed:**

The Department of Veterans Affairs, Network Contracting Office 2, and the VA Hudson Valley Healthcare System located in Montrose, NY anticipate a new, single manufacturer (brand name only per FAR 6.302-1(c)) firm fixed price procurement action for a Panasonic manufactured video management System (VMS), comprised of the items listed and described on the attached Statement of Work (SOW).

**3. Description of Supplies/Services Required to Meet the Agency's Needs:**

The awarded vendor will adhere to the technical requirements needed for removing existing cameras, installing new cameras and the architecture of a 10GB video management system (VMS) that will reside on a Single Mode (SM) fiber network, as described in the SOW. The VMS shall be installed and configured by an authorized manufacturer/vendor for materials, software, equipment, services, training, and supplies. The required equipment includes security cameras (fixed, interior, exterior), exterior wall mounts, ceiling brackets, pendant shrouds, workstations and servers. The government will provide specific items as listed on the SOW. Awarded vendor is required to perform system configuration, verification and validation testing of the system upon completion, as well as system administration and end-user on-site training.

See attached Statement of Work for complete details and requirements.

**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):**

The proposed action is to modernize the existing camera system with its related equipment and infrastructure to help bring the facility into compliance with a mandated Homeland Security Directive (HSPD12), which is critical to the function of maintaining a proper security posture at the VA and will give local law enforcement a Video Management System (VMS) needed to support security operations.

VA Montrose Medical Center is requesting this acquisition be processed as a brand name per FAR 11.105, Item peculiar to one manufacture. Presently, the medical center video management system is comprised of Panasonic products. Only Panasonic products are required. This project is not a total and comprehensive replacement of all components of the security system at the facility. Many items of equipment do not need replacing as they have not reached their end-of-life and are still functioning satisfactorily. Therefore, this project is both an upgrade of some Panasonic items as well as a procurement action for additional necessary items and components of the security system. This equipment is needed to get the security VMS "up and running" and is designed and manufactured specifically for fiber optic networking and camera installation. This equipment is compatible with the existing infrastructure, VMS, and Physical Access Control System (PACS) at the Montrose facility. This request is a follow-on requirement needed because the intent is to provide VA with optimal security equipment used to monitor veterans, staff, secluded areas of the campus and hallways of the facility. Performance of the current equipment is undermined by transmission lags, inadequate support and storage, which can result in ultimate failure. Upgrade and replacement of obsolete equipment and cable infrastructure is required for the security requirements of the medical center. The cameras, servers, switches and software are needed to support VA's information technology (IT) visibility to the network initiative. The equipment is necessary to provide for a fully integrated system utilizing a scalable enterprise class Video Management System called Panasonic Video-Insight.

**6. Description of Efforts Made to ensure that offers are solicited from as many potential sources as deemed practicable:**

Contracting Officer has determined that a brand name requirement is valid and justified. A copy of the approved brand name only justification will be posted with an open market competitive solicitation (total SDVOSB set-aside, per the results of a posted sources sought notice; see paragraph 8 below) advising vendors in Classification Code 70 (ADP Equipment, Software, Supplies and Support Equipment) of the intent to purchase the items on a brand name only basis per FAR 6.302-1(c).

**7. Determination by the CO that the Anticipated Cost to the Government will be Fair and Reasonable:**

If more than one offer is received, the proposals will be compared against one another as well as the Independent Government Cost Estimate (IGCE) and a fair and reasonable pricing determination will be made. If only one offer is received, the contracting officer will request pricing data from the vendor pertaining to previous awards to VA facilities and a price analysis will be conducted to determine fair and reasonable in accordance with FAR 6.303-2(b)(7).

**8. Description of the Market Research Conducted and the Results, or a Statement of the Reasons Market Research Was Not Conducted:**

A Sources Sought Notice was posted to FebBizOpps ([www.fbo.gov](http://www.fbo.gov)) for the period 8/29/2018 – 9/6/2018 to determine the availability of vendors interested and capable of meeting the requirement for product, installation, and training as described in the SOW. Three (3) Service Disabled Veteran Owned Small Businesses (SDVOSB) have responded affirmatively that they intend to provide a proposal to a competitive solicitation and provided Capability Statements reflecting their ability to meet the requirements of this project.

**9. Any Other Facts Supporting the Use of Other than Full and Open Competition:**

Statement of Work (SOW) attached.

**10. Listing of Sources that Expressed, in Writing, an Interest in the Acquisition:**

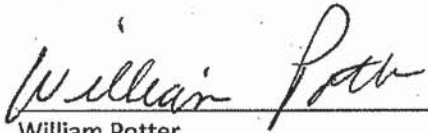
Cynergy Professional Systems	SDVOSB
On Target Electric, Inc.	SDVOSB
Virsig, LLC	SDVOSB
CDW-G	LARGE BUSINESS
Securitas Electronic Security	LARGE BUSINESS

**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:**

In this instance, CO determines that a brand name requirement is valid and appropriately justified.

VHAPM Part 806.3 Other Than Full and Open Competition (OFOC) SOP  
Attachment 2: Request for Sole Source Justification Format >SAT

- 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.

  
William Potter  
Electrician Technician - Engineering  
VAMC Montrose

9/5/2018  
Date

**13. Approvals in accordance with the VHAPM Part 806.3 OFOC SOP:**

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

Edward G. Lyke 151239 Digitally signed by Edward G. Lyke 151239  
Date: 2018.09.05 11:24:31 -0400

Edward Lyke  
Contracting Officer  
Network Contracting Office 2

9/5/2018

Date

- b. **VHA SAO HCA Review and Approval:** I have reviewed the foregoing justification and find it to be complete and accurate to the best of my knowledge and belief and approve (\$700K to \$68 million) for other than full and open competition.

Brent Goe 625253 Digitally signed by  
Brent Goe 625253  
Date: 2018.09.07  
16:08:30 -04'00'

Brent Goe  
Acting Executive Director, SAO East

                      
Date