

JUSTIFICATION
FOR OTHER THAN FULL AND OPEN COMPETITION

1. Contracting Activity: Department of Veterans Affairs (VA)
Office of Procurement, Acquisition, and Logistics
Technology Acquisition Center
23 Christopher Way
Eatontown, NJ 07724
2. Description of Action: The proposed sole source action is for a firm-fixed-price contract with Central Vermont Communications (CVC) to continue long range pager services to medical centers for areas outside of SPOKs coverage area. The White River Junction VAMC has a need for monthly recurring leased wide-area paging devices and paging services.
3. Description of Supplies or Services: The proposed action is to continue the current long-range paging services, pager replacements, and management services inclusive of a pager management web portal.

The pager services include alphanumeric wide area paging, equipment and air time services. Paging services are required 24 hours per day, seven days per week with maximum service availability.

- a. The services are required on a fiscal year basis.
- b. Pagers are needed for White River Junction VAMC.
- c. Long range pagers services needed for extended coverage areas as well as nationwide.

The period of performance is a 12-month base period with four 12-month option periods. The total estimated value of this proposed acquisition, inclusive of all options is [REDACTED]

4. Statutory Authority: The statutory authority permitting other than full and open competition is 41 U.S.C.3304(a)(1) as implemented by the Federal Acquisition Regulation (FAR) 6.302-1 entitled, "Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements."

5. Rationale Supporting Use of Authority Cited Above: The Office of Information & Technology District 1 has issued a new contract for long range paging services to cover the entire District. The contract was awarded to Spok, Inc, however they do not provide coverage for White River Jct., VT and do not plan to make any enhancements to provide this coverage. The proposed source for this action is Central Vermont Communications (CVC), 1697 US Route 4, Rutland, VT 05701. Based on market research, as described in section 8 of this justification, it has been determined that only CVC is capable of providing the aforementioned pager services. Due to the type of services that are currently in use, no other vendor can test and turn up new services prior to October 1, 2018. Any other vendor would require approximately 60-90 days to provide the aforementioned pager services.

Specifically, any other source would have to conduct testing to ensure the service is fully available before it can be implemented. Loss of existing services would result in disruptions of service of communications to medical staff.

Due to the type of telecommunication services, to introduce another vendor, to test and provide new services during the current transitions would provide for an unacceptable high level of risk in regard to patient care.

6. Efforts to Obtain Competition: Market research was conducted, details of which are in section 8 of this justification. This effort did not yield any other vendors that can provide the services that can meet the Government's requirements. In accordance with FAR 5.201, the proposed action will be synopsized on the Federal Business Opportunities (FBO) Page. Any proposals that are received shall be evaluated.

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.

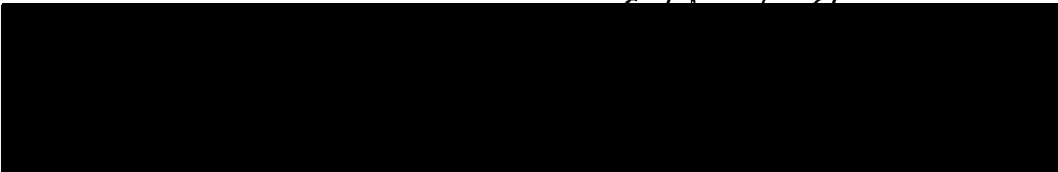
8. Market Research: Market Research was done in July 2018 by reviewing paging service companies in their coverage areas. The coverage maps of long range paging service providers (Spok, American Messaging) were reviewed to determine if others could provide the necessary coverage. The only paging company that could provide the required coverage is CVC. Additional market research was conducted by posting a Request for Information (RFI) on the Federal Business Opportunities website on September 13, 2018 with responses due by September 17, 2018, to ascertain if there were any other sources that could meet the Government's requirements. One response was received to the RFI. The Government reviewed the response and determined that the respondent did not provide enough detail to determine them capable of meeting the requirements. Based on this market research, VA's subject matter expert's determination that only CVC, Inc. can meet the Government's requirement has been confirmed.

9. Other Facts: None.

10. Technical and Requirements Certification: I certify that the supporting data under my cognizance, which are included in this justification, are accurate and complete to the best of my knowledge and belief.



11. Fair and Reasonable Cost Determination: I hereby determine that the anticipated price to the Government for this contract action will be fair and reasonable based on price analysis via a comparison of the proposal against the Independent Government Cost Estimate and past historical prices paid for the same and/or similar services.



12. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief. As this contract action does not exceed \$700,000.00, the certification below required by FAR 6.303-2(b)(12) serves as approval.

