

**JUSTIFICATION AND APPROVAL  
FOR AN EXCEPTION TO FAIR OPPORTUNITY**

1. **Contracting Activity:** Department of Veterans Affairs  
Office of Acquisition Operations  
Technology Acquisition Center  
260 Industrial Way West  
Eatontown, NJ 07724

2. **Description of Action:**

The proposed action is for a Firm-Fixed-Price (FFP) delivery order issued under a National Aeronautics and Space Administration (NASA) Solutions for Enterprise-Wide Procurement (SEWP) IV Government Wide Acquisition Contract (GWAC) for the renewal of brand name Informatica Corp (Informatica) Extract, Transform, and Load (ETL) software maintenance for licensure purchased in fiscal year (FY) 2012. The Period of Performance (PoP) for the maintenance renewal shall be February 15, 2013 to February 14, 2014 with three 12 month option periods for additional years of maintenance support. This action will also acquire Informatica Multi Product Development Lab software licenses with standard software maintenance and support. Delivery of the software licenses is required on February 15, 2013. Base year maintenance support for the Multi Product Development Lab licenses shall be provided from February 15, 2013 to February 14, 2014 with three 12 month option periods for maintenance renewals. The total estimated price for the proposed action including the base and three option periods is [REDACTED].

3. **Description of Supplies or Services:**

Informatica software is used in the Genomic Informatics System for Integrative Science (GenISIS) Computational Platform for the Department of Veterans Affairs (VA's) Genomic Medicine Program. Informatica ETL software provides the VA GenISIS team the ability to create complex high volume data flows between multiple research data sources and research computer systems within VA. The Informatica Multi Product Development Lab License is a bundled version of all products that are available in the Informatica ETL suite of tools, comprised of PowerCenter, B2B with the HL7 format library, and Persistent Data Masking. Maintenance support for the Informatica Multi Product Development Licenses and maintenance renewal of Informatica ETL licenses purchased in fiscal year (FY) 2012 is required to stay current with new releases, hot-fixes, and to receive technical support.

4. **Statutory Authority:**

The statutory authority permitting an exception to fair opportunity is Section 41 U.S.C. 4106(c) as implemented by the Federal Acquisition Regulation



TAC-13-06466: Informatica Maintenance Renewal and Development License Purchase

(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:**

Informatica software is currently deployed on virtualized Linux servers available in the GenISIS system. As per Informatica's practice, development and production license pricing is significantly different, with development licenses much less expensive. To be compliant in a single-server development environment, Informatica requires the purchase of the more expensive production licenses first. Therefore, in FY12, VA was required to purchase production licenses up front for PowerCenter, B2B Transformation, B2B Data Format Library, and Persistent Data Masking even though these products were used in development and test environments. For FY13, VA is building a production environment and requires additional Multi-Product Lab Licenses because of the addition of a production server. The second server makes the VA eligible to purchase the less expensive development licenses to support development, while the production licenses purchased in FY12 will migrate to the production environment. With respect to the existing VA owned licenses, no other brand name supplier would be able to provide the proprietary development licenses that will complement the previously purchased production licenses.

The alternative would be to purchase new development licenses from another brand name supplier. Even if an alternate tool could satisfy the Government's needs, the potential cost savings realized through competition would not be enough to offset the cost of starting the development process over. VA would need to pay for both production and development licenses, estimated at \$330,000, with the expectation that maintenance would be at the industry standard of 20% per year. Additionally, VA would have to rewrite all of the code that was written utilizing the Informatica software previously purchased in FY12. It is estimated that this effort would entail two contractors for six months at approximately \$300,000, and at least one would need to be a senior architect. There would be additional costs for the training of three developers in the new tool as well. VA would then incur costs in the subsequent fiscal year to migrate to the production environment after completing development and testing with the new tool.

The maintenance services required for this effort are ancillary to the software that is already fielded/procured for the GenISIS system. Therefore, no other brand name supplier will be able to support this maintenance requirement.



**6. Efforts to Obtain Competition:**

Market research was conducted, the 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. There is limited competition anticipated for this acquisition. In accordance with FAR 5.301 and 16.505(b)(2), this action will be synopsized at award on the Federal Business Opportunities Page and the justification will be made publicly available.

**7. Actions to Increase Competition:**

To remove or overcome barriers to competition in future acquisitions for this requirement, the agency will work with the program office to perform additional market research so that other solutions can be considered.

**8. Market Research:**

The Government's technical experts reviewed other similar software in November 2012 from other manufacturers including IBM, SAP, Microsoft and Sybase. The research demonstrated that although these alternate products could provide similar functionality to Informatica, the potential cost savings realized through competition would not be enough to offset the cost of resources exhausted from starting the development process over. Additional market research was conducted utilizing the NASA SEWP IV GWAC Manufacturer Lookup tool and "Informatica Corp" as the baseline search term. It was determined that Informatica products are currently available on the NASA SEWP IV GWAC through 12 value added resellers in Groups A, B, C, and D. Therefore limited competition is anticipated.

**9. Other Facts: None**