

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$3,000  
FAR PART 8.405-6**

**2237 Transaction # or Vista Equipment Transaction #: 636-13-3-9477-0157**

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

**Restricted to the following source:** Provide *original manufacturer's* name for material or contractor's name for service. (If a sole source manufacturer distributes via dealers, *ALSO* provide dealer information.)

Manufacturer/Contractor: ASCOM (US) INC.

Manufacturer/Contractor POC & phone number: 319-750-2545

Mfgr/Contractor Address: 598 Airport Blvd Ste 300, Morrisville, NC, 27560

Dealer/Rep address/phone number: Heidi w/ CMA, 1904 NW 92<sup>nd</sup> Ct Clive, IA 50325

The requested material or service represents the minimum requirements of the Government.

**(1) AGENCY AND CONTRACTING ACTIVITY:**

Department of Veterans Affairs

VA Central Iowa Health Care System

3600 30<sup>th</sup> Street

Des Moines IA, 50213

**VISN:**

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**(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:**

A delivery order will be awarded for the purchase of ASCOM d62 hand-held phones with upgraded of base station infrastructure

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:**

30 ASCOM d62 handheld phones and base station infrastructure upgrade. Coinciding accessories: spare batteries, charging stations, licensing, and installations.

**(b) ESTIMATED DOLLAR VALUE:** [REDACTED]

**(c) REQUIRED DELIVERY DATE:** 9/20/2013

**(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A**

**DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE. (CHECK ALL THAT APPLY AND COMPLETE)**

Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

ASCOM is a limited manufacturer who partners with select distributors/installers of their equipment.  
The area installed/partner is CMA.

A patent, copyright or proprietary data limits competition. The proprietary data is:  
(if FAR 8.405-6(a)(2)iii before posting. Do not include specific proprietary data. Only mention the type of equipment, procedure, etc. to show that proprietary supplies or services are being procured.)  
Software & base station equipment/infrastructure is unique and proprietary to ASCOM

These are "direct replacements" parts/components for existing equipment.

The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed/performing. Describe the equipment/function you have now and how the new item/service must coordinate, connect, or interface with the existing system.  
Current system, equipment, and infrastructure is ASCOM. Continuing with this manufacturer/provider minimalizes cost to retrain personal and reinstall new communication infrastructure. The current series of phones (9d24) is obsolete and no longer manufacturer. The plan is to phase out those phones with the new d62 series. The infrastructure will only need minimal upgrades.

The new work is a logical follow-on to an original Federal Supply Schedule order provided that the original order was placed in accordance with the applicable Federal Supply Schedule ordering procedures. The original order must not have been previously issued under sole source or limited source procedures.

An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

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**(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:**

This requirement is available through GSA schedule contract GS-35F-0662T, which has pre-established government pricing of [REDACTED]. This exact requirement would be priced [REDACTED] if purchased off contract & through the open market.

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**(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:**

ASCOM is a limited manufacturer who partners with select distributors/installers. This requirement is solely available through ASCOM due to the nature of their distribution network.

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**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

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