

CONTROL NUMBER: HQC007-14-36
PURCHASE REQUEST: HQCAAA-4141-2200 & HQCAAA-4157-2600

Description of Acquisition: Brand name Cisco hardware its embedded software and their Smartnet maintenance support for the following Defense Commissary Agency (DeCA) requirements: 20 store network equipment refresh and a three store construction upgrade to be used for CONUS and OCONUS commissary locations. This acquisition is in addition to the annual 40-store technical refresh processed earlier in the fiscal year under approved J&A HQC007-14-12.

Statutory Authority: 10 U.S.C. 2304(c)(1) as implemented by FAR part 6.302-1(c), Application of Brand Name Descriptions.

Estimated Contract Amount: \$465,505.63

Prepared by: Sheryl Harris [Signature] Contract Specialist
Date: 7/10/2014

Technical: Thomas Donnelly [Signature] Telephone Modernization & Construction Date: 7/9/14
Duane Woodfin D.W. IT Specialist Date: 7/10/2014

LEIMG Advisor: Kim Short [Signature] IT Specialist
Date: 7/10/2014

PCO: Rita W. Jackson [Signature] Contracting Officer
Phone: (804) 734-8000 x48199 Date: July 10, 2014

REVIEWS: We have reviewed this J&A and find the justification adequate to support other than full and open competition.

Program Managers: Thomas Donnelly Signature: [Signature] Date: 7/9/14
Duane Woodfin Signature: [Signature] Date: 7/10/2014

Legal Counsel: Ronald Horn Signature: [Signature] Date: 7/9/14
(Printed Name)

Director of Lawrence P. Hahn Signature: [Signature]
Acquisition Management Date: 10 Jun 2014

Competition Advocate: Ernie Favale Signature: [Signature]
Date: 7/10/14

DECA CONTROL NUMBER: HQC007-14-36

1. REQUIRING AGENCY AND CONTRACTING OFFICE:

Defense Commissary Agency (DeCA)
1300 E Avenue
Fort Lee, VA 23801-1800

Requiring Activity: Information Technology Directorate

Contracting Activity: Directorate of Acquisition Management, Information Technology Branch

2. NATURE/DESCRIPTION OF ACTION(S): This justification for other than full and open competition will result in award of a firm fixed price delivery order for brand name Cisco hardware, its embedded software and their maintenance support for DeCA's Cisco centric infrastructure.

3. DESCRIPTION OF SUPPLIES/SERVICES: This requirement is for the purchase of brand name Cisco hardware, its embedded software and their Smartnet maintenance support. This equipment will be used for a 20-store technical refresh which is in addition to the action processed under approved J&A HQC007-14-12 and construction projects at (Annapolis, MD, Fort Polk, LA and Gunter AFB, GA). This action supports stores in both the continental United States (CONUS) and outside the continental United States (OCONUS).

| PERFORMANCE PERIOD: SINGLE YEAR | | | | |
|--|--|------------------------|------------|-------------|
| ITEM | DESCRIPTION | MFG Part Number | QTY | TYPE |
| 1 | 802.11n CAP w/CleanAir; 3x4:3SS; Mod; Int Ant; A Reg Domain | AIR-CAP2602I-A-K9 | 12 | NEW |
| 2 | 802.11n AP Low Profile Mounting Bracket (Default) | AIR-AP-BRACKET-1 | 112 | NEW |
| 3 | Ceiling Grid Clip for Aironet APs - Recessed Mount (Default) | AIR-AP-T-RAIL-R | 12 | NEW |
| 4 | Cisco 2600 Series IOS WIRELESS LAN RECOVERY | SWAP2600-RCOVRY-K9 | 12 | NEW |
| 5 | 802.11n CAP w/CleanAir; 3x4:3SS; Mod; Ext Ant; A Reg Domain | AIR-CAP2602E-A-K9 | 121 | NEW |
| 6 | 802.11n AP Low Profile Mounting Bracket (Default) | AIR-AP-BRACKET-1 | 21 | NEW |
| 7 | Ceiling Grid Clip for Aironet APs - Recessed Mount (Default) | AIR-AP-T-RAIL-R | 121 | NEW |
| 8 | Cisco 2600 Series IOS WIRELESS LAN RECOVERY | SWAP2600-RCOVRY-K9 | 121 | NEW |
| 9 | Cisco 2901 w/2 GE,4 EHWIC,2 DSP,256MB CF,512MB DRAM,IP Base | CISCO2901/K9 | 3 | NEW |
| 10 | SMARTNET 8X5XNBD Cisco 2901 | CON-SNT-2901 | 3 | NEW |
| 11 | Cisco 2901-2921 IOS UNIVERSAL | S29UK9-15204M | 3 | NEW |

| | | | | |
|----|--|-------------------|----|-----|
| 12 | 512MB to 1GB DRAM Upgrade (512MB+512MB) for Cisco 2901-2921 | MEM-2900-512U1GB | 3 | NEW |
| 13 | Cisco 2901 AC Power Supply | PWR-2901-AC | 3 | NEW |
| 14 | AC Power Cord (North America), C13, NEMA 5-15P, 2.1m | CAB-AC | 3 | NEW |
| 15 | V.35 Cable, DTE, Male, 10 Feet | CAB-V35MT | 3 | NEW |
| 16 | X.21 Cable, DTE, Male, 10 Feet | CAB-X21MT | 3 | NEW |
| 17 | Insert, Packout - PI-MSE | PI-MSE-PRMO-INSRT | 3 | NEW |
| 18 | IP Base License for Cisco 2901-2951 | SL-29-IPB-K9 | 3 | NEW |
| 19 | Blank faceplate for HWIC slot on Cisco ISR | HWIC-BLANK | 9 | NEW |
| 20 | Cisco Config Pro Express on Router Flash | ISR-CCP-EXP | 3 | NEW |
| 21 | 256MB Compact Flash for Cisco 1900, 2900, 3900 ISR | MEM-CF-256MB | 3 | NEW |
| 22 | 2-Port Serial WAN Interface Card | HWIC-2T= | 3 | NEW |
| 23 | Catalyst 2960-X 48 GigE PoE 370W, 4 x 1G SFP, LAN Base | WS-C2960X-48LPS-L | 71 | NEW |
| 24 | SMARTNET 8X5XNBD Catalyst 2960-X 48 G | CON-SNT-WSC248SL | 71 | NEW |
| 25 | AC Power cord, 16AWG | CAB-16AWG-AC | 6 | NEW |
| 26 | Catalyst 2960-X 24 GigE PoE 370W, 4 x 1G SFP, LAN Base | WS-C2960X-24PS-L | 31 | NEW |
| 27 | SMARTNET 8X5XNBD Catalyst 2960-X 24 G | CON-SNT-WSC224SL | 6 | NEW |
| 28 | AC Power cord, 16AWG | CAB-16AWG-AC | 6 | NEW |
| 29 | Catalyst 2960-X FlexStack Plus Stacking Module | C2960X-STACK | 6 | NEW |
| 30 | Cisco FlexStack 50cm stacking cable | CAB-STK-E-0.5M | 46 | NEW |
| 31 | 1000BASE-SX SFP transceiver module, MMF, 850nm, DOM | GLC-SX-MMD= | 46 | NEW |
| 32 | Power Retainer Clip For Cisco 3560-C and 2960-C Compact Swit | PWR-CLP | 90 | NEW |
| 33 | 1000BASE-T SFP | GLC-T= | 10 | NEW |
| 34 | Catalyst 2960S Flexstack Stack Module | C2960S-STACK= | 40 | NEW |
| 35 | Power Cord, 250VAC, 15A, NEMA L6-20 to C13, US | CAB-L620P-C13-US | 90 | NEW |

Shipment is required on September 1, 2014. This will co-term the maintenance support to align with the agency's annual renewal of Cisco infrastructure maintenance support established as: 09/01/2014 – 08/31/2015

Estimated cost - \$465,505.63

4. IDENTIFICATION OF STATUTORY AUTHORITY: 10 U.S.C. 2304(c)(1) as implemented by FAR 6.302-1(c). Application of brand name descriptions.

5. IDENTIFICATION OF JUSTIFICATION RATIONALE: This is a Brand Name requirement for Cisco hardware, its embedded software and their Smartnet maintenance support both CONUS and OCONUS commissary locations. This equipment will be used to meet current Department of Defense (DoD) standards concerning network security, and to meet Defense Information Systems Agency (DISA) Security and Technical Implementation Guides.

Cisco network hardware and its embedded software represent one of the few solutions available to support the amount of user requirements at the Commissaries. Market Research indicates that options available under other brands are designed for sites requiring much larger system capabilities, to support user bases much larger than what is required at individual Commissary locations. This would result in an inefficient purchase and wasteful spending as more capacity than what is required would provide significant overages for established hardware demand.

The telephone systems covered by this requirement must comply with Public Law 107-314, and the Chairman of the Joint Chiefs of Staff Instructions (CJCSI) 6215.01B covering Private Branch Exchange (PBX) one (1) certification for connecting to the Defense Switch Network (DSN telephone network). Also, the required equipment must have received Information Assurance (IA) accreditation in accordance with DoD Instruction Guide (DoDI) 8100.3. The designated Cisco components meet this accreditation. The Cisco networking equipment required will provide connectivity to DeCA data systems and applications. Cisco routers and switches are emerging as a standard for DeCA as its Local Area Network (LAN), Wide Area Network (WAN) and Wireless Local Area Network (WLAN) are built around Cisco technology. Cisco data configurations are already present at the Commissaries requiring new voice over internet protocol (VOIP) communications systems. Cisco networking systems are centrally managed from DeCA's headquarter (HQ) by Cisco Works and the agency's Cisco Wireless Control System.

Cisco brand name parts are proprietary products that function in a networked environment where every piece must be compatible. Cisco-branded parts are the only solution for complete compatibility, and there are no equivalent substitutions in the marketplace. Additionally, to obtain annual renewal maintenance support of this hardware and software, the trademarked Cisco SMARTNET support criteria requires that the product being supported be from the original equipment manufacturer (OEM). The OEM covers only Cisco branded equipment. The Cisco equipment being procured for multiple DeCA locations will be an extension to the agency's existing network configuration at its Fort Lee HQ. The same Cisco proprietary parts are necessary to avoid malfunction or delay and be compatible, with the existing Cisco

equipment at DeCA HQ . In addition, Cisco provides required quality of service (QOS) options not available from other vendor solutions, thus Cisco parts must be used. QOS allows DeCA to control data priorities during the transmission phase. QOS is an integral part of DeCA's VoIP solution.

Award of another brand would lead to the agency's need for a duplication of centrally managed systems (Cisco Works and Cisco Wireless Control System equivalents) thus creating additional initial costs; as well as, additional out-year maintenance costs. This could also significantly increase the risk of task performance failure. DeCA's voice and data network integrates with the DISA network and supports critical communications essential in the operation of support programs for the Warfighter. Utilizing solutions that do not meet DISA's security implementation requirement could put the agency at risk for removal from the DoD network.

DeCA has made a major investment in Cisco products as part of the core infrastructure. Deviation from the Cisco brand degrades standardization and increases the risk of incompatibility and creates functionality issues with existing equipment.

6. FEDBIZOPPS ANNOUNCEMENT/POTENTIAL SOURCES: In accordance with FAR Part 5.202(a) 11 and 13(i), this requirement will be posted with the issuance of the solicitation on the respective contracting agency's website.

7. DETERMINATION OF FAIR AND REASONABLE COST: In accordance with FAR parts 8.404, 12.209, 13.106(2), and 14.408-2, I hereby determine that the anticipated cost or price to the Government for this contract action will be fair and reasonable. The price reasonableness memorandum detailing the Fair and Reasonable Price Determination will be included in the contract file documentation.

8. MARKET RESEARCH: In accordance with DoD guidance, market research indicates that Cisco brand products are available through existing enterprise support initiatives on both the Army CHES (CHES) and the Air Force NETCENTS2 contract vehicles. They are also available through the NASA SEWP GWAC (SEWP) and GSA Advantage. Historical market research pricing reveals that the prices offered on both CHES and NETCENTS2 are significantly higher than pricing offered through SEWP IDIQ contract vehicles. SEWP resellers are able to offer deep discounts above their already established GWAC prices thus offering the Government an additional cost savings. Additionally, an analysis of the market indicates that there are numerous Cisco resellers/partners capable of providing both their products and its maintenance support. DeCA has obtained competitive quotes through successfully soliciting and awarding delivery orders against SEWP IV contract vehicles.

9. ANY OTHER SUPPORTING FACTS: Out-year maintenance support will be consolidated with the agency's existing Smartnet renewal maintenance for its core infrastructure hardware and software applications.

10. ACTIONS TAKEN TO REMOVE BARRIERS TO COMPETITION: DeCA will continue to perform the necessary market research in accordance with the DOD and DECA's

established market research guidebooks for its information technology telecommunications requirements; however, DoD policy has established that for this type of commodity, unless the product(s) are JITC approved (VOIP system) and meet established DoD and public law requirements, competition is limited at best. While this requirement is limited to companies that are able to provide brand name Cisco hardware and software and their maintenance support, market research analysis supports that numerous resellers to include a number of small businesses are available through varying contractual vehicles that have the capability to fulfill this requirement; therefore, there is a high expectation that the agency will receive adequate competition for this requirement.

11. LISTING OF INTERESTED SOURCES: DeCA has identified numerous resellers available through the SEWP venue that have the capability of fulfilling this requirement. There are both small and large business resellers available; however, based on the publication of the Small Business Administration's December 2013 non-manufacturer waiver listing, the NAICS code applicable to this requirement has been identified as available for set-aside for small business concerns. Based on that publication, DeCA will issue and award a competitive delivery order as a 100% small business set-aside.

12. TECHNICAL/REQUIREMENT CERTIFICATION: "I certify that the supporting data under my cognizance which are included in the J&A are accurate and complete to the best of my knowledge and belief."

NAME: Thomas Donnelly SIGNATURE: 

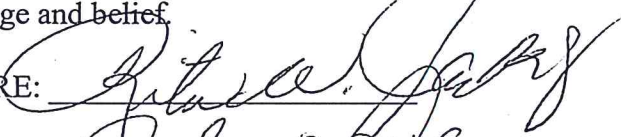
TITLE: Program Manager DATE: 7/9/2014

NAME: Duane Woodfin SIGNATURE: 

TITLE: Program Manager DATE: 7/10/2014

APPROVAL:

CONTRACTING OFFICER CERTIFICATION: "I have reviewed this justification and find it to be accurate and complete to the best of my knowledge and belief."

NAME: Rita W. Jackson SIGNATURE: 

TITLE: Chief, IT Procurement Branch/
Contracting Officer DATE: July 10, 2014

PROCURING ACTIVITY COMPETITION ADVOCATE APPROVAL:

"I have reviewed this justification and find it to be accurate and complete to the best of my knowledge and belief. Since this justification does not exceed \$12.5M and pursuant to the authority of 10 U.S.C. 2304(c)(1) provided that funds are available or will be made available and provided that the services and/or supplies herein described have otherwise been authorized for acquisition, this review serves as approval."

APPROVED BY:

NAME: Ernie Favale SIGNATURE: 

TITLE: Competition Advocate DATE: 7/10/14

**ALL QUESTIONS REGARDING THIS LSJ ARE TO BE REFERRED TO THE
CONTRACTING OFFICER
MS. RITA W. JACKSON (804) 734-8000 x48199**