



**UNITED STATES MARINE CORPS**  
 LOGISTICS DEPARTMENT  
 CONTRACTING DIVISION  
 MARINE CORPS AIR STATION IWAKUNI, JAPAN  
 PSC 561 BOX 1872  
 FPO AP 96310-0019

IN REPLY REFER:  
 4400  
 GEMD  
 09 Jul 09

**JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION AND/OR BRAND NAME**

References: FAR 5.102(a)(6), 6.302-1, 6.303, 6.304, 6.304, 13.106-1(b) and 13.501(a)

The service or material listed on Document number M62613-09-RC-00303 is sole/limited/brand name source and competition is precluded for reasons indicated below. There are no substitutes available for this material.

Restricted to the following source. Provide *original manufacturer's name*. (If a sole/limited/brand name source manufacturer distributes via dealers, *ALSO* provide dealer information.)

Manufacturer:

TOTAL NETWORK SOLUTIONS

Manufacturer POC & Phone Nr.

Charles Hudgens 808-457-3094 Fax: 808-262-1288

Mfr. Address

1 Aarona Pl., Kailua, HI 96734

Manufacturers Dealer/Rep

charles@tnsfederal.com

Dealer/Rep Address/Phone Number

1 Aarona Pl., Kailua, HI 96734 808-457-3094 Fax: 808-262-1288

Description of the item or service required, the estimated cost, and required delivery ~~date~~.

MCASI requires a radio and telephone interoperability system, such as the Cisco IP Interoperability and Collaboration System (IPICS) that will allow the Base Cluster Operations Center (BCOC) to integrate all current radio and telephone communication assets into one system that will use Voice over Internet Protocol (VoIP). The goal is to provide the Operations Center Commander with a summary of options for integration and interoperability applications and systems supporting these two important operation center functions. This system must provide interoperability with HF, UHF, VHF, and telephone systems. The recommended system must leverage existing systems and infrastructure to the maximum extent possible. For example, the Base Commander (BC) would be able to call the BCOC watchstander and have them connect him directly to an aircraft flying above the Air Station using the BC's cellphone and the UHF radio in the aircraft. The Service Provider will identify industry best solutions. This system must also meet current standards for the Marine Corps and must have Joint Interoperability Test Command (JITC) certification and be listed on the DISA approved products list APL. The Cisco IP Interoperability and Collaboration System (IPICS) meets the requirements listed above. The system must allow for interoperability with the Cisco Call Manager system or its equal and the Nortel SL-100 voice switch. September 2009

Specific characteristics of the material or service that limit the availability to a sole/limited/brand name 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.

MCAS Iwakuni requires it's BCOC to be operational and the equipment installed before the end of December 2009 due to operational requirements. TNS is the only vendor contacted that has an existing, proven and reliable system solution that will meet the Marine Corps' and MCASI's requirements within the required timeframe.

The following firms were contacted and have indicated that they cannot provide an item that will meet the needs of the Government.

(Company Name) (Person Contacted) (Date)

(Company Name) (Person Contacted) (Date)

(Company Name) (Person Contacted) (Date)

The requested material or service represents the minimum requirements of the need to the government.

The items listed above are all offered by Total Network Solutions (TNS). MCASI BCOC requires these items be obtained from TNS as no other source will satisfy our requirements. The actual equipment that TNS installs will all be Cisco equipment for which BCOC Marines are specifically trained on in their MOS school. Acquisition of non-Cisco equipment would require BCOC Marines receive additional training. The requiring activity cannot afford, in terms of money and time, to acquire any non-Cisco Systems components due to BCOC personnel's specialized training and familiarity with Cisco equipment. Based on market research and the Military Occupational Specialty trained Marines' specialized knowledge of the required products, there

is no other vendor that can provide a radio and telephone interoperability solution that meets the requirements for seamless operability with existing systems. TNS has been building DoD Operations Centers throughout the world and has developed an innovative series of systems that work seamlessly together. Only TNS can provide and install a Cisco Systems equipment solution that has this unique seamless interoperability with existing BCOC equipment. Additionally, the required item must meet the relevant certification requirements which can take up to five years for vendors to complete. TNS has already completed its required Marine Corps, DoD, and JITC certifications for its IPICS solution and related equipment. Given that all BCOC equipment is Cisco Systems equipment, TNS is the only vendor so uniquely familiar with the Cisco Systems equipment and military specific equipment solutions that the Government will save time and thousands of dollars in support costs by having TNS as the single source for troubleshooting and maintenance.

The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed. Describe the equipment you have now and how the new item/service must coordinate, connect, or interface with the existing system.

The Cisco IP Interoperability and Collaboration System (IPICS) must allow for interoperability with the Cisco Call Manager System which will be installed this year and the Nortel SL-100 voice switch which MCAS Iwakuni currently possesses.

A patent, copyright, or proprietary data limits competition. The proprietary data is: \_\_\_\_\_

These are "direct replacements" parts/components for existing equipment. Identify and briefly describe the existing equipment below:

Other information to support other than full and open competition (sole/limited/brand name source buy): \_\_\_\_\_

I certify that statements checked, and information provided above are complete and correct to the best of my knowledge. I understand that the processing of this sole source/limited/brand name justification precludes the use of full and open competition.

Name GrSgt Doug Dickover Signature [Signature]

Title MMO Activity GEMD H&HS MCAS Iwakuni Date 09 Jul 2009

Buyer's Name Hidetoshi Matsumae

Buyer's Signature [Signature]

Date 30-July-2009

Contracting Officer's Name Hironi Yamaguchi

Contracting Officer Signature [Signature] Date JUL 30 2009

As the legal review for this pending award, I have reviewed the above documentation and do hereby make the determination that it follows in accordance with the justification for other than full and open competition and brand name.

Legal Review's Name \_\_\_\_\_

Legal Review Signature \_\_\_\_\_ Date \_\_\_\_\_