



**DEPARTMENT OF THE NAVY**

**NAVAL INVENTORY CONTROL POINT**

700 ROBBINS AVENUE  
PHILADELPHIA PA 19111-5098

5450 CARLISLE PIKE - PO BOX 2020  
MECHANICSBURG PA 17055-0788

COM & FTS 717- 605-2003  
DSN & EXT 430-2003  
FAX 717-605-4600  
IN REPLY REFER TO:

**LIMITED SOURCE JUSTIFICATION FOR OTHER THAN FULL AND OPEN  
COMPETITION**

1. **IDENTIFICATION OF REQUESTING AGENCY AND CONTRACTING OFFICE:**

- a. Agency Name: Naval Criminal Investigative Service  
716 Sicard Street SE  
Suite 2000  
Washington Navy Yard, DC 20388
- b. Contracting Activity: Naval Inventory Control Point  
5450 Carlisle Pike  
Mechanicsburg, PA 17055-0788

2. **DESCRIPTION OF ACTION BEING APPROVED:**

This limited source justification is for the negotiation and issuance of a GSA schedule order to acquire additional Business Objects Xcelsius software licenses and maintenance in support of the NCIS IT Directorate.

3. **DESCRIPTION OF SERVICES:**

The proposed acquisition is to purchase Business Objects Xcelsius software licenses and maintenance.

4. **IDENTIFICATION OF STATUTORY AUTHORITY:**

This Justification is based upon the authority of the Multiple Award Schedule program is derived from Title III of the Administrative Services Act of 1949 (41 U.S.C. 251, et seq.) and Title 40 U.S.C. 501, Services for Executive Agencies, and implemented in Federal Acquisition Regulation 8.405-6.

5. **UNIQUE QUALIFICATIONS:**

- Business Objects/SAP is the only software compatible with the NCIS IT infrastructure and business intelligence requirements. Using Business Objects/SAP is mandatory and non-negotiable.
- Business Objects/SAP is the current suite in use within the Naval Criminal Investigative Service (NCIS) allowing NCIS to further leverage its current tools and skill sets that have been in use for over 5 years. The replacement costs to switch tools to another vendor suite far exceed the costs of adding the licenses and products proposed for this acquisition.
- Business Objects/SAP is the Business Intelligence Industry's leading vendor as confirmed by Gartner, Forrester and other industry research firms.
- Business Objects/SAP is the only pure-play Business Intelligence vendor on the DON CIO-sponsored DoD Enterprise Software Initiative (ESI) BPA. This BPA leverages the existing GSA Schedule held by EC America (small veteran owned business).

#### 6. DETERMINATION OF BEST VALUE:

Supplies offered on the schedule are listed at fixed prices. Services offered on the schedule are priced either at hourly rates, or at a fixed price for performance of a specific task (e.g., installation, maintenance, and repair). GSA has already determined the prices of supplies and fixed-price services, and rates for services offered at hourly rates, under schedule contracts to be fair and reasonable. Discounts from the published pricing will be sought for any requirement that exceeds the maximum order threshold. This order represents the best value (as defined in FAR 2.101) and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

#### 7. DESCRIPTION OF THE MARKET RESEARCH CONDUCTED:

NCIS has conducted market research of the Business Intelligence Industry and found that:

- Gartner Magic Quadrant for Business Intelligence Platforms released in January 2007 places Business Objects in the top position.
- Gartner Magic Quadrant for Data Quality released in April 2006 places Business Objects in the top position.
- IDC ranks Business Objects as the clear BI tools market leader.
- Intelligent Enterprise recognizes Business Objects as the "Best Business Intelligence Suite".
- Forrester names Business Objects as The Leader in both their Enterprise Reporting Wave and the Leader in Analytic Reporting Wave.

- Business Objects has over 42,000 customers and continued strong growth as evidenced by their calendar year 2006 numbers, and they are the only \$1B+ revenue Business Intelligence vendor in the market.

8. OTHER SUPPORTING DATA:

None

9. ACTIONS TO REMOVE BARRIERS TO COMPETITION:

Current market research will be conducted for any additional follow on requirements.

10. REFERENCE TO APPROVED ACQUISITION PLAN/STRATEGY:

An Acquisition Plan is not required. This acquisition is below the thresholds prescribed in DFARS 207.103 for a written acquisition plan.

The Acquisition plan covering this requirement is attached.

**TECHNICAL AND REQUIREMENTS CERTIFICATION**

I certify that the facts and representations under my cognizance which are included in this justification and which form the basis for this justification are complete and accurate.

Technical Cognizance:

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(Signature) (Name & Title) (Command & Code) (Phone) (Date)

Requirements Cognizance:

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(Signature) (Name & Title) (Command & Code) (Phone) (Date)

**CONTRACTING OFFICER'S CERTIFICATION REQUIRED BY FAR 8.405-6(2)(e)(ix)**

I approve this justification and certify that it is accurate and complete to the best of my knowledge and belief. *(Also represents approval below \$550K)*

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(Signature) (Name & Title) (Command & Code) (Phone) (Date)

**JUSITIFICATION APPROVAL\***  
**REQUIRED BY FAR 8.405-6(f)(1)-(4)**  
*(Required for acquisitions valued above \$550K)*

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(Signature) (Name & Title) (Command & Code)(Phone) (Date)

\*Approval Levels:

- Contracting Officer: Up to \$550,000
- Competition Advocate: \$550,001 to \$11,500,000
- HCA: \$11,500,001 to \$78,500,000
- DASN ACQ (RD&A): over \$78,500,000