



4. IDENTIFICATION OF STATUTORY AUTHORITY:

This acquisition is conducted under the authority 10 U.S.C 2304(d)(1)(B) as implemented by FAR 6.302-1.

5. UNIQUE QUALIFICATIONS:

Teradata, Inc. is the sole vendor able to provide the required brand name hardware and software maintenance and technical support for these IT systems, being the only vendor with access to proprietary knowledge and the levels of experience required by NAVAIR. They are the single source able to provide the required proprietary software licenses. These licenses and orders must be renewed annually to maintain hardware and software currency.

Teradata is the sole vendor able to provide seamless service to NAVAIR as the systems integrator. This includes ongoing maintenance for both the hardware and software that are the components of the NAVAIR IT systems. As the Government's management goals move, as IT security requirements harden, or just day to day operations adjust, it is this sole vendor that is responsible for the answers and solutions when the IT system is at issue. Teradata is the responsible party. There is no room for finger pointing to another vendor. This single point of authority has value. It is this sort of argument that has moved the NAVY to a single NMCI provider for its IT desktops. Teradata certified technicians have been providing their expertise for eight years of active involvement with this program, under various contract vehicles. The efforts described herein cannot be performed by any source other than Teradata without substantial programmatic risk. Establishing a second source would be a lengthy process and such unrecoverable schedule slippage represents an unacceptable risk to the fleet's ability to satisfy ongoing mission requirements.

6. DETERMINATION OF FAIR AND REASONABLE PRICE:

The Contracting Officer anticipates that the price to the Government will be fair and reasonable. A complete analysis of the contractor's prices will be performed in accordance with applicable FAR provisions. Commercial price lists, procurement history and other available pricing information will be reviewed. A determination of fair and reasonable pricing as required by statute and regulation will be made by the Contracting Officer.

7. DESCRIPTION OF THE MARKET RESEARCH CONDUCTED:

The vendor NCR, now named Teradata, is the originator of the NAVAIR DECKPLATE integrated environment. NAVAIR has surveyed in-house functional and technical experts and determined that no additional sources exist which have the requisite

experience. The NAVAIR CIO Technical Team conducted an extensive independent review of current industry benchmarks for large and very large warehouses endorsing the NCR/Teradata solution.

On October 1, 2007 NCR Corporation separated itself into two independent publicly traded companies through the spin-off of its Teradata Data Warehousing business. On July 14, 2008, NCR and Teradata completely separated and Teradata Products are no longer available under the NCR GSA Schedule. Teradata Government Systems LLC now solely provides Teradata maintenance and support.

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:

X 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:

 12/2/2009  
\_\_\_\_\_  
Naval Air Systems Command/Code 6.8.4  
Richard Brewer  
(301) 757-8903

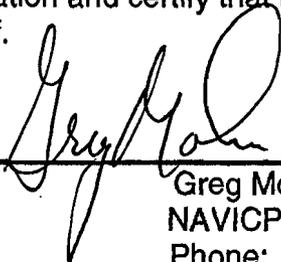
Requirements Cognizance:

 12/2/2009  
\_\_\_\_\_  
Naval Air Systems Command/Code 6.8.4  
Richard Brewer  
(301) 757-8903

**CONTRACTING OFFICER'S APPROVAL/CERTIFICATION**  
**REQUIRED BY FAR 8.405-6**

*(Represents approval if less than \$100K; Certification and approval above \$100K but below \$550K)*

I approve this justification and certify that it is accurate and complete to the best of my knowledge and belief.

 2 Dec 09.  
\_\_\_\_\_  
Greg Mohn /Contracting Officer  
NAVICP Mechanicsburg, Code 0271.A1  
Phone: (717) 605-3786

**REVIEWED FOR LEGAL SUFFICIENCY BY COUNSEL (OVER \$500K)**

N/A

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NAVICP – Mechanicsburg Counsel 008  
(717) 605-2424

**JUSITIFICATION APPROVAL\***  
**REQUIRED BY FAR 8.405-6(b)(3)**  
*(Required for acquisitions valued above \$500K )*

N/A

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NAVICP Competition Advocate

\*Approval Levels:

Contracting Officer: Up to \$550,000  
Competition Advocate: \$5,000,001 to \$10,000,000  
HCA: \$10,000,001 to \$50,000,000  
DASN(RD&A): over \$50,000,000