



DEPARTMENT OF THE NAVY  
NAVSUP FLEET LOGISTICS CENTER NORFOLK  
PHILADELPHIA OFFICE  
700 ROBBINS AVENUE, BUILDING 2B  
PHILADELPHIA, PA 19111-5083

IN REPLY REFER TO

J&A # 13-051

**JUSTIFICATION AND APPROVAL FOR OTHER THAN FULL AND OPEN COMPETITION**

1. **IDENTIFICATION OF AGENCY AND CONTRACTING ACTIVITY:** The requiring activity is the U. S. Naval Academy in Annapolis, MD; the contracting activity is the NAVSUP Fleet Logistics Center Norfolk, Philadelphia Office.

2. **NATURE/DESCRIPTION OF CONTRACT ACTION:** This is a brand name mandatory requirement to be awarded as a new contract to the Cisco dealer/distributor whose quote represents the best value to the Government. The placement of a firm fixed price purchase order is anticipated.

3. **DESCRIPTION OF REQUIRED SUPPLIES/SERVICES:** The proposed acquisition is to support the existing Cisco Campus Area Wireless Network by acquiring replacement items of equipment to replace the current items that have reached the end of their serviceable life. This upgrade of aging equipment components is for an integrated Cisco system run by Cisco Proprietary software. Only Cisco hardware is compatible with the other Cisco equipment that comprises the USNA wireless network. Therefore, Cisco is the only firm that can provide the required system hardware components. To utilize components from any other manufacturer would necessitate the replacement of all of the Cisco hardware and software.

It is intended to acquire the required Cisco hardware components from a Cisco Certified Gold Partner dealer/distributor by issuing a commercial items purchase order under FAR 13.5. A firm fixed price order is anticipated. The total estimated price of the required Cisco upgrade is \$1,710,921 distributed as an initial quantity valued at \$999,896 and option for increase quantity valued at \$711,025.

4. **IDENTIFICATION OF THE JUSTIFICATION RATIONALE AND/OR DEMONSTRATION OF CONTRACTOR'S UNIQUE QUALIFICATIONS:** The statutory authority permitting other than full and open competition is 10 U.S.C. 2304(c)(1), One source or limited sources.

The proposed requirement is to acquire Cisco hardware components to upgrade and replace existing aging components within the Cisco Campus Area Wireless Network at the U.S. Naval Academy. The new hardware will be direct replacements for the current existing Cisco hardware which has reached the end of its serviceable life. Cisco is the only manufacturer able to provide hardware possessing the functional compatibility with the Cisco Campus Area Wireless Network. Therefore, Cisco hardware is the brand name mandatory equipment and no equipment from any other equipment manufacturer can meet the Navy Personnel Command's needs.

5. **DETERMINATION OF THE BEST VALUE:** The NAVSUP Fleet Logistics Center Norfolk, Philadelphia Office Contracting Officer will determine, using the procedures in FAR 13.106-3(a)(2), that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

6. **DESCRIPTION OF MARKET RESEARCH:** The requiring activity and contracting activity have conducted market research among Cisco Certified Gold Partners.

Market research was conducted by surveying the products lists of several Cisco Certified Gold Partners to determine if the required Cisco hardware was available from each of those contractors. It was discovered that there are several Cisco Certified Gold Partner dealers/distributors that have the required Cisco

hardware listed on their products lists. Therefore, this requirement will be fulfilled by placing a solicitation on the NECO web site and awarding a purchase order under FAR 13.5 to the vendor whose quote provides the best value to the Government. The requiring activity certifies that this requirement can be met by commercial items.

**7. ANY OTHER SUPPORTING FACTS: N/A**

**8. ACTIONS TAKEN TO REMOVE BARRIERS TO COMPETITION:** All future requirements will be handled on a case-by-case basis.

**9. CONTRACTING POINT OF CONTACT:** The point of contact at NAVSUP Fleet Logistics Center Norfolk, Philadelphia Office is Dennis Bilger, Code270.2B, at DSN 442-9626, commercial (215) 697-9626 or by e-mail at [dennis.bilger@navy.mil](mailto:dennis.bilger@navy.mil).

