



**DEPARTMENT OF THE NAVY
FLEET AND INDUSTRIAL SUPPLY CENTER NORFOLK
DETACHMENT PHILADELPHIA
700 ROBBINS AVENUE, BUILDING 2B
PHILADELPHIA, PA 19111-5083**

REFER REPLY TO:

LSJ# 15-031

JUSTIFICATION FOR AN EXCEPTION TO FAIR OPPORTUNITY

1. IDENTIFICATION OF AGENCY AND CONTRACTING ACTIVITY: This is a Justification for an Exception to Fair Opportunity. The requiring activity is the Joint Staff (JS) South, J6, Deputy Director for Information Technology Services, Norfolk, VA; the contracting activity is the NAVSUP Fleet Logistics Center Norfolk, Philadelphia Office.

2. NATURE/DESCRIPTION OF CONTRACT ACTION: This acquisition is conducted under the authority of 10 U.S.C 2304(a) through 10 U.S.C. 2304(d). This is a limited source action to be solicited utilizing the National Aeronautics and Space Administration Solutions for Enterprise Wide Procurement (NASA SEWP) and awarded to Cisco, a large business, or Cisco authorized resellers as a new NASA SEWP delivery order. The placement of a firm-fixed price order is anticipated.

3. DESCRIPTION OF REQUIRED SUPPLIES/SERVICES: The proposed acquisition is to procure Cisco brand-name networking equipment that is required for the upgrade of Joint Staff's enterprise networks. It is intended to acquire high-speed networking components such as routers, switches, modules, transceivers, and hardware/software support (SMARTnet support) for the equipment from Cisco or Cisco authorized resellers. The Government estimate for this equipment is \$2,076,659.37. See Attachment 1 for the list of required equipment.

4. IDENTIFICATION OF THE JUSTIFICATION RATIONALE AND/OR DEMONSTRATION OF CONTRACTOR'S UNIQUE QUALIFICATIONS: The statutory authority which permits not providing each awardee a fair opportunity to be considered for each order exceeding \$3,000 issued under a multiple award contract is 10 U.S.C. 2304c, as implemented by FAR 16.505(b)(2).

The limited source items in this procurement are Cisco brand-name networking devices and SMARTnet support for the devices. These networking devices are required to provide connections for users to the Joint Staff Hampton Roads NIPRNET and SIPRNET networks.

Per FAR 16.505(a)(4), the contracting officer must justify restricting consideration to an item peculiar to one manufacturer (e.g., a particular brand-name, product, or a feature of a product that is peculiar to one manufacturer). A brand-name item, even if available on more than one contract, is an item peculiar to one manufacturer. Brand-name specifications shall not be used unless the particular brand-name, product, or feature is essential to the Government's requirements and market research indicates other companies' similar products, or products lacking the particular feature, do not meet, or cannot be modified to meet, the agency's needs.

As explained below, Cisco brand-name networking devices and SMARTnet support for the devices are essential to the Government's requirements and market research indicates other companies' similar products, or products lacking the particular feature, do not meet, or cannot be modified to meet, the agency's needs.

Joint Staff Hampton Roads' existing network infrastructure is comprised of predominately Cisco networking equipment and Cisco brand-name networking devices and SMARTnet support for the devices is essential in order to maintain technical compatibility with existing IT infrastructure. The following features of the required devices in this procurement make it unique to the exclusion of all other similar

items: the network architectures have been designed around Cisco equipment to prevent any interoperability issues; only Cisco provides network devices that support Joint Staff's required capabilities and network protocols; support personnel at Joint Staff Hampton Roads have been certified to operate and maintain this equipment; and many of the equipment items in this purchase are interfaces, modules, or components that will only operate in or connect to Cisco equipment. By continuing to acquire Cisco equipment, new certifications will not be required for IT support personnel, the existing network architectures will not have to be redesigned, and interoperability problems between the new equipment and the current equipment will not exist.

In addition, Cisco hardware and software maintenance (SMARTnet) is required to minimize network downtime. The Joint Staff and its subordinate commands require hardware/software maintenance in order to receive upgrades for Cisco related networking equipment, to receive software bug and vulnerability fixes, to have 24x7x365 access (otherwise referred to as 8/5/NBD (Next Business Day) SMARTnet support), and to have four hour response from the Cisco technical assistance center, which has access to all levels of industry leading technical support engineers.

Also, Joint Staff Hampton Roads requires these networking devices for its mission in order to deliver a sustained information advantage, allow for decisions and actions to be made at the speed of the problem, and ensure the Warfighter receives jointly integrated and effective capabilities necessary to conduct operations. Without these networking devices, Joint Staff Hampton Roads will be unable to consistently provide communication abilities to the Warfighter as existing devices may begin to fail due to hardware issues or become vulnerable to security threats as manufacturers no longer provide software updates for outdated devices.

Thus, Cisco brand-name networking devices and SMARTnet support for the devices are essential to the Government's requirements and market research indicates other companies' similar products, or products lacking the particular feature, do not meet, or cannot be modified to meet, the agency's needs.

5. DETERMINATION OF THE BEST VALUE: NASA SEWP has already determined the prices of supplies, OR fixed-price services, OR rates for services offered at hourly rates, of the contract holders to be fair and reasonable. The SEWP contracts are FAR Part 12 commercial contracts. NASA SEWP received additional discounts from the contractor's listed commercial list price. NASA SEWP conducted a price analysis in accordance with Far 15.305(a)(1) and established reasonableness of proposed prices in accordance with FAR 15.403-1(c)(1)(i)(B). The Fleet and Industrial Supply Center Norfolk, Philadelphia Office Contracting Officer will determine, using the procedures in FAR 16.505, 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. The contracting officer may also seek additional discounts before placing the order.

6. DESCRIPTION OF MARKET RESEARCH: The requiring activity has conducted market research among schedule holders. Research was done based on existing essential networking protocols and capabilities that are currently used in the Joint Staff networks. The research team took these capabilities and protocols and contacted knowledgeable personnel in the network industry to learn what devices would support the requirements. The team reviewed potential vendors' online websites to verify the capabilities of the different device types. The team reviewed Fujitsu's XG2600 (Distribution) switch, Extreme Networks' X460 (Access), X480 (Access/Distribution), and X670 (Distribution) series switches, Juniper's EX3300 (Access), EX4200 (Access/Distribution), EX4300 (Access/Distribution), and EX4500 (Access/Distribution) series switches, and Cisco's 3750X (Access/Distribution), 3850 (Access/Distribution), 4500X (Distribution), 2960S (Access), and 2960X (Access) series switches. By acquiring data communication equipment that supports the listed capabilities, Joint Staff's existing network architectures will not have to be redesigned and interoperability problems between the new equipment and the existing equipment will not exist. The requiring activity certifies that the requirement can be met by a commercial item. The contracting activity conducted market research among NASA SEWP contract holders. The results indicate that the Government's needs may be met by the types of items customarily

available in the commercial marketplace that meet the definition of commercial items as described at FAR Subpart 2.1. The contracting officer will determine, using the procedures in FAR 15.4, that this order represents the best value to meet the Government's needs.

7. ANY OTHER SUPPORTING FACTS: This procurement is available under NASA SEWP and will be solicited and awarded in accordance with FAR Subpart 16.5.

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 Orlando Whitaker, Code 290.2M at DSN 442-9748, commercial (215) 697-9748 or by email at orlando.whitaker1@navy.mil.

CERTIFICATIONS AND APPROVAL

TECHNICAL/REQUIREMENTS CERTIFICATION

I certify that the facts and representations under my cognizance which are included in this Justification and its supporting acquisition planning documents, except as noted herein, are complete and accurate to the best of my knowledge and belief.

Technical Cognizance:

[Signature] BRIAN D JONES 7578368969 9-JUNE-2015
Signature Name (Printed) Phone No. Date

Requirements Cognizance:

[Signature] Cynthia A. Dilley 757-836-8187 9-June-2015
Signature Name (Printed) Phone No. Date

LEGAL SUFFICIENCY REVIEW

I have determined this Justification is legally sufficient.

[Signature] _____ _____ 6/26/15
Signature Name (Printed) Phone No. Date

CONTRACTING OFFICER CERTIFICATION

I certify that this Justification is accurate and complete to the best of my knowledge and belief. To the extent that the LSJ value is between \$150K and \$650K, the Contracting Officer's signature below also represents approval of the LSJ.

[Signature] _____ _____ 6/18/15
Signature Name (Printed) Phone No. Date

CONTRACTING ACTIVITY COMPETITION ADVOCATE REVIEW

To the extent that the LSJ value is between \$650K and \$12.5M, the Competition Advocate's signature below also represents approval of the J&A/LSJ.

[Signature] _____ _____ 18 JUN 15
Signature Name (Printed) Phone No. Date

ATTACHMENT 1

Access Switches			
Part Number	Product Description	Qty	
WS-C3850-24S-S	Catalyst 3850 24 Port GE SFP IP Base	60	
S3850UK9-33SE	CAT 3850 Universal k9 Image	60	
PWR-C1-350AC	350W AC Config 1 Power Supply	60	
CAB-TA-NA	North America AC Type A Power Cable	60	
C3850-NM-2-10G	Catalyst 3850 2 x 10GE Network Module	60	
STACK-T1-50CM	50CM Type 1 Stacking Cable	60	
CAB-SPWR-30CM	Catalyst 3750X and 3850 Stack Power Cable 30 CM	60	
CON-SNT-WSC3854S	SMARTNET 8X5XNBD Cisco Catalyst 3850 24 Port GE SFP IP Base	60	
CAB-SPWR-150CM	Catalyst 3750X and 3850 Stack Power Cable 150 CM - Upgrade	25	
CAB-TA-NA	North America AC Type A Power Cable	30	
STACK-T1-1M	1M Type 1 Stacking Cable	15	
STACK-T1-3M	3M Type 1 Stacking Cable	15	
PWR-C1-350AC/2	350W AC Config 1 Secondary Power Supply	20	
PWR-C1-715AC/2	715W AC Config 1 Secondary Power Supply	10	
WS-C2960X-48TD-L	Catalyst 2960-X 48 GigE, 2 x 10G SFP+, LAN Base	60	
C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	60	
CAB-STK-E-0.5M	Cisco FlexStack 50CM Stacking Cable	60	
CAB-STK-E-1M	Cisco FlexStack 1M Stacking Cable	30	
CAB-STK-E-3M	Cisco FlexStack 3M Stacking Cable	20	
CAB-16AWG-AC	AC Power Cord, 16AWG	60	
CON-SNT-WSC298DL	SMARTNET 8X5XNBD Catalyst 2960-X 48 G	60	
WS-C3850-48T-E	Cisco Catalyst 3850 48 Port Data IP Services	10	
S3850UK9-37E	CAT3850 Universal k9 image	10	
STACK-T1-50CM	50CM Type 1 Stacking Cable	10	
CAB-SPWR-30CM	Catalyst 3750X and 3850 Stack Power Cable 30 CM	10	
CAB-TA-NA	North America AC Type A Power Cable	10	
C3850-NM-2-10G	Cisco Catalyst 3850 2 x 10GE Network Module	10	
PWR-C1-350WAC	350W AC Config 1 Power Supply	10	
CON-SNT-WSC388TE	SMARTNET 8X5XNBD Cisco Catalyst 3850 48 Port Data IP Services	10	
WS-C3850-24T-E	Cisco Catalyst 3850 24 Port Data IP Services	10	
S3850UK9-37E	CAT3850 Universal k9 image	10	
STACK-T1-50CM	50CM Type 1 Stacking Cable	10	
CAB-SPWR-30CM	Catalyst 3750X and 3850 Stack Power Cable 30 CM	10	
CAB-TA-NA	North America AC Type A Power Cable	10	
C3850-NM-2-10G	Cisco Catalyst 3850 2 x 10GE Network Module	10	
PWR-C1-350WAC	350W AC Config 1 Power Supply	10	
CON-SNT-WSC384TE	SMARTNET 8X5XNBD Cisco Catalyst 3850 24 Port Data IP Services	10	
Distribution Switches			
Part Number	Product Description	Qty	
WS-C3850-24S-E	Catalyst 3850 24 Port GE SFP IP Services	12	
S3850UK9-33SE	CAT 3850 Universal k9 Image	12	
PWR-C1-350AC	350W AC Config 1 Power Supply	12	
PWR-C1-350AC/2	350W AC Config 1 Secondary Power Supply	12	
CAB-TA-NA	North America AC Type A Power Cable	24	
C3850-NM-2-10G	Catalyst 3850 2 x 10GE Network Module	12	
STACK-T1-50CM	50CM Type 1 Stacking Cable	12	
CAB-SPWR-30CM	Catalyst 3750X and 3850 Stack Power Cable 30 CM	12	
CON-SNT-WSC3852E	SMARTNET 8X5XNBD Cisco Catalyst 3850 24 Port GE SFP IP Services	12	
WS-C4500X-16SFP+	Catalyst 4500-X 16 Port 10GE IP Base, Front-to-Back Cooling, No P/S	4	
S45XUK9-35-1521E	CAT 4500-X Universal Crypto Image	4	
C4KX-NM-BLANK	Catalyst 4500X Network Module Blank	4	
CAB-US515-C15-US	NEMA 5-15 to IEC-C15 8ft US	8	
C4500X-16P-IP-ES	IP Base to Ent. Services license for 16 Port Catalyst 4500-X	4	
C4KX-PWR-750AC-R/2	Catalyst 4500X 750W AC front to back cooling 2nd PWR supply	4	
C4KX-PWR-750AC-R	Catalyst 4500X 750W AC front to back cooling power supply	4	
CON-SNT-WSC16SFX	SMARTNET 8X5XNBD Catalyst 4500-X 16 Port 10G IP Base, Front-to-Back Cooling, No P/S	4	
WS-C4500X-24X-ES	Catalyst 4500-X 24 Port 10GE Enterprise Services, Front-to-Back Cooling, No P/S	4	
S45XUK9-35-1521E	CAT 4500-X Universal Crypto Image	4	
CAB-US515-C15-US	NEMA 5-15 to IEC-C15 8ft US	8	
C4KX-PWR-750AC-R/2	Catalyst 4500X 750W AC front to back cooling 2nd PWR supply	4	
C4KX-PWR-750AC-R	Catalyst 4500X 750W AC front to back cooling Power Supply	4	
C4500X-16P-IP-ES	IP Base to Ent. Services license for 16 Port Catalyst 4500-X	4	

C4KX-NM-8SFP+
CON-SNT-WSC24EXX

Catalyst 4500X 8 Port 10G Network Module
SMARTNET 8X5XNBD Catalyst 4500-X24 Port 10G Ent. Services

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Routers

Part Number	Product Description	Qty
ISR4451-X-AX/K9	Cisco ISR 4451 AX Bundle with APP and SEC license	1
CON-SNT-ISR4X51-X	SMARTNET 8X5XNBD Cisco ISR 4451 AppX	1
SL-44-IPB-K9	IP Base License for Cisco ISR 4400 Series	1
FL-44-HSEC-K9	U.S. Export Restriction Compliance license for 4400 series	1
FL-44-PERF-K9	Performance on Demand License for 4400 Series	1
PWR-4450-AC	AC Power Supply for Cisco ISR 4450 and ISR4350	1
PWR-4450-AC/2	AC Power Supply (Secondary PS) for Cisco ISR 4450	1
CAB-AC	AC Power Cord (North America) C13 NEMA 5-15P 2.1m	2
MEM-4400-4G	4G DRAM (2G+2G) for Cisco ISR 4400	1
MEM-4400-DP-2G	2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane	1
WAAS-RTU-2500	WAAS and VWAAS Right to Use for 2500 connections	1
MEM-FLASH-8G	8G Compact Flash Memory for Cisco ISR 4450	1
POE-COVER-4450	Cover for empty POE slot on Cisco ISR 4450	2
SL-44-APP-K9	AppX License for Cisco ISR 4400 Series	1
ISRWAAS-RTU-2500	ISRWAAS RTU for 2500 connections	1
NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400	3
SL-44-SEC-K9	Security License for Cisco ISR 4400 Series	1
SM-S-BLANK	Removable faceplate for SM slot on Cisco 290039004400 ISR	2
SISR4400UK9-314S	Cisco ISR 4400 Series IOS XE Universal	1
ISR4431-AX/K9	Cisco ISR 4431 AX Bundle with APP and SEC license	2
CON-SNT-ISR4431A	SMARTNET 8X5XNBD Cisco ISR 4431 AX Bundle with APP and SEC I	2
SL-44-IPB-K9	IP Base License for Cisco ISR 4400 Series	2
FL-44-HSEC-K9	U.S. Export Restriction Compliance license for 4400 series	2
FL-44-PERF-K9	Performance on Demand License for 4400 Series	2
PWR-4430-AC	AC Power Supply for Cisco ISR 4430	2
CAB-AC	AC Power Cord (North America) C13 NEMA 5-15P 2.1m	2
MEM-4400-4G	4G DRAM (2G+2G) for Cisco ISR 4400	2
ISRWAAS-RTU-1300	ISRWAAS RTU for 1300 connections	2
PWR-COVER-4430	Cover for empty 2nd Power Supply slot on Cisco ISR 4430	2
MEM-4400-DP-2G	2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane	2
SL-44-APP-K9	AppX License for Cisco ISR 4400 Series	2
NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400	6
SL-44-SEC-K9	Security License for Cisco ISR 4400 Series	2
MEM-FLSH-8G	8G eUSB Flash Memory for Cisco ISR 4430	2
SISR4400UK9-314S	Cisco ISR 4400 Series IOS XE Universal	2

DWDM Modules

Part Number	Product Description	Qty
15454-CE-MR-10=	Carrier Ethernet card - 10 port Multirate 10/100/1000 Mbps	8
CON-SNT-CEMR10	SMARTNET 8X5XNBD Carrier Ethernet card - 10 prt Multirate	8
15454-XC-VXC-10G=	Cross-Connect Module High Cap. Tributary	8
CON-SNT-XCVXC	SMARTNET 8X5XNBD Cross-Connect Module	8

GBICs & Cables - Unclassified

Part Number	Product Description	Qty
SFP-H10GB-CU1M=	10GBASE-CU SFP+ Cable 1 Meter	48
SFP-H10GB-CU1-5M=	10GBASE-CU SFP+ Cable 1.5 Meter	24
SFP-H10GB-CU2M=	10GBASE-CU SFP+ Cable 2 Meter	24
GLC-SX-MMD=	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	250
GLC-GE-100FX=	100BASE-FX SFP for GE SFP port on 3750,3560,2970,2960	100
SFP-10G-LR=	10GBASE-LR SFP Module	48
SFP-10G-SR=	10GBASE-SR SFP Module	64
ONS-SE-ZE-EL=	SFP - 10/100/1000 Ethernet BaseT Multi-rate Copper RJ45	20
CON-SNT-NSSEZEEL	SMARTNET 8X5XNBD SFP10/100/1000 Et Tmultirate copper rj45	20
ONS-SI-GE-SX=	SFP - 1000BASE-SX Gigabit Ethernet 850nm MM I-TEMP	16
CON-SNT-SIGESX	SMARTNET 8X5XNBD SFP - 1000BASE-SX Gigabit Ethernet 850	16