JUSTIFICATION FOR SOLE SOURCE or BRAND NAME SPECIFIED
(Simplified Acquisitions <$150K)

The service or material listed on N00141116RC16537 is and competition
Document Number Select which is applicable (sole source or brand name)
is precluded for reasons indicated below. There are no substitutes available for this material or service.

Restricted to the following source. Provide original manufacturer or recommended sources that provide brand name. If a sole source manufacturer distributes via dealers, *ALSO* provide dealer information.

Manufacturer: BetterCloud, Inc.

Manufacturer POC: William O'leary

Manufacturer Phone #: 646-259-3855

Mfr. Address: 330 7th Ave,
14th Floor
New York, , NY 10001
City, State Zip

Dealer / Rep / Recommended Source: William O'leary

Dealer / Rep /Recommended Source address: 330 7th Ave,
14th Floor
New York, , NY 10001
City, State Zip

Dealer / Rep /Recommended Source Phone #: 646-259-3855

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

BetterCloud is a cloud-based solutions used to discover instances of potential data leakage events. required delivery of 31-May-2016

- Specific characteristics of the material or service that limit the availability to a sole source / brand name (unique features, function of the item, etc.). Describe in detail why only this suggested source / brand name can furnish the requirements to the exclusion of other sources / brands.

Through our research BetterCloud is the only Cloud based product that seamlessly integrates with the Google Apps platform, provides Data Leakage Prevention monitoring and reporting while simultaneously providing system administration functions through the use of Google Application Programmer Interfaces (API's).

## CHECK & FILL IN ALL APPLICABLE BLANKS BELOW

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

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

We currently use Google Apps for Work platform. BetterCloud is built to work with Google Apps. BetterCloud was tested during a 45 day test window and no incompatibilities were discovered.

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

N/A

☐ These are "direct replacements" parts/components for existing equipment.

☒ Other information to support a sole source / name brand buy:

Through vigorus testing, BetterCloud is recommended to replace our current Cloud based solution (CloudLock) for all matters related to Personally Identifiable Information discovering, auditing and reporting.