

JUSTIFICATION FOR SOLE SOURCE (Simplified Acquisitions <\$150K)

The service or material listed on 1300577689 is sole source and competition is precluded for reasons indicated below. There are no substitutes available for this material or service.

Restricted to the following source:

Manufacturer: *Pitney-Bowes*

Manufacturer POC: *Paul A. Sicilian*

Phone No: *401.632.6027*

Mfr. Address: *Elmcroft Rd, Stamford, CT 06926-0700*

Dealer / Rep: *Same as above.*

Dealer / Rep Address / Phone Nr: *Same as above.*

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

Description: *Purchase of new postal equipment, includes meter-head hardware rental and internet service from Pitney-Bowes for the NAVSUP Fleet Logistics Center Norfolk Mail Processing Sites:*

- (1) NSU Saratoga Springs, NY*
- (2) Naval Station Newport, RI*
- (3) Portsmouth Naval Shipyard, Kittery, ME*
- (4) Naval Weapons Station, Colts Neck, NJ*
- (5) Naval Submarine Base Groton, CT*

Period of Performance (Equipment Rental, Internet Service): *15 Sep 2016 to 14 Sep 2017*

Est. Cost: *\$71,092.40*

Required Delivery Date: *As Soon As Possible*

The requested equipment will be utilized in support of the Consolidated Mail Facility located in Naval Station Newport, RI and the other postal facilities listed above in processing official mail in support of Fleet operations in the Northeast region.

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

All existing mail processing equipment at the five (5) mail processing sites are Pitney-Bowes equipment. The existing software and hardware are exclusively from Pitney-Bowes. To date, there are no known sub-contractors, subsidiary companies, or other 3rd-party vendors authorized by the OEM/Pitney Bowes that can provide the requested postal machines, lease the required meter heads plus internet service to the government. The requested equipment is part of a larger assembly (a multi-site system) proprietary to Pitney Bowes. Market research indicated that one other company (Neo-Post) can provide loosely similar products and services; however, this would require a total replacement of all existing postal machines (software, hardware, and peripheral equipment) and re-training of entire NAVSUP, Fleet Logistics Center Norfolk Postal Staff in the five (5) Northeast area sites to be implemented. This would be cost prohibitive, impractical and not in the best interest of the Navy. The estimated cost to replace this equipment is extremely excessive in terms of capital investment for the government and many man hours of retraining employees. This would also require a gap in service - an "unacceptable" interruption of the mail service for the said sites.

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

X 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.

The requested Postal Equipment, Meter-Head Hardware Rental and Internet Service must be seamlessly compatible with the existing Pitney-Bowes equipment/system owned by the government for interface and sustained continuity of operations. No other vendor or company known to date can satisfy this government need.

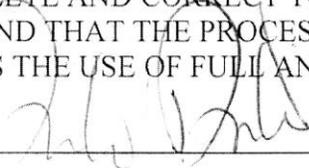
X A patent, copyright or proprietary data limits competition.

The proprietary data is owned and maintained by Pitney Bowes.

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

N/A Other information to support a sole source buy:

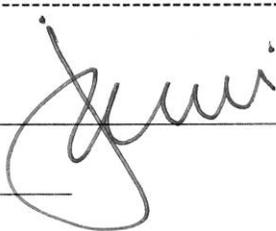
I CERTIFY THAT STATEMENTS CHECKED, AND INFORMATION PROVIDED ABOVE,
ARE COMPLETE AND CORRECT TO THE BEST OF MY KNOWLEDGE. I
UNDERSTAND THAT THE PROCESSING OF THIS SOLE SOURCE JUSTIFICATION
PRECLUDES THE USE OF FULL AND OPEN COMPETITION.

Signature: 

Title: *Mr. Donald J Darling Jr.*

Activity: *NAVSUP FLC Norfolk 405.5*

Date: *7/13/16*

Contracting Officer Signature: 

Date: *7/13/16*

SAP Sole Source