

JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION – BRAND NAME

Upon the basis of the following justification, I as Contracting Officer hereby approve use of the other than Full and Open competition for the proposed contractual action pursuant to the authority of 10 USC 2304(c)(1), only one responsible source and no other supplier or servicing activity will satisfy agency requirements, as implemented by FAR 6.302-1.

1. Contracting Activity

Naval Postgraduate School
Department of Contracting and Logistics
1 University Circle
Monterey, CA 93943

2. Description of the Action Being Approved

This brand name justification covers the procurement of wireless infrastructure-as-a-service (IAAS) from Brocade. This justification for other than full and open competition will be posted at the Government wide Point of Entry.

3. Description of Supplies/Services

Brocade Wireless Network Subscription enables NPS to provide a fully supported wireless network infrastructure on a subscription basis and provides the flexibility to expand, contract, and refresh the wireless network infrastructure as required.

NPS wireless infrastructure has been maintained as a capital expenditure using a typical lifecycle management approach. This has led to the gradual acquisition of equipment by varying vendors, which has created complexity in the architecture and management. This complexity contributes to a growing operational challenge in ensuring NPS meet DoD and DoN security requirements.

In addition, vendors interpret IEEE standards in different ways, sometimes causing interoperability problems within the mix of equipment. Wireless coverage at NPS is incomplete and signal strength varies from location to location.

Capacity planning for wireless services represents a challenge in light of the growing wireless demands imposed by the “bring your own device” era with students and faculty using two to three separate wireless devices, and the increasing demand for video and convergent communications. A subscription service enables NPS to scale capacity as needed, based on demand metrics rather than annual estimates.

Given the DoD-wide budget constraints and the need to modernize and simplify the NPS wireless network while enhancing network security, NPS requires a comprehensive wireless system improvement that seamlessly integrates with NPS current network infrastructure.

4. Statutory Authority Permitting Sole Source

FAR 6.302 -- Circumstances Permitting Other Than Full and Open Competition.

NAVSUPINST 4200.85D, Encl (1)
Office of Contracting and Logistics Management
Revised 10/12/2012

- 6.302-1 -- Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements.

5. Rational Justifying Use of Cited Statutory Authority

NPS has stringent security requirements that require a security policy-based separation of services that are available on wireless from those that are available via our wired infrastructure. The NPS network is architected on Brocade equipment, and Brocade's wireless offering is optimized for this architecture and requires no additional professional services engagement for integration.

Brocade is the only vendor to offer a subscription service without a multi-year commitment. The service includes direct support, which enables NPS to meet specific needs and scale with growing environments. There is no term commitment or penalty for returning the equipment at any time.

NPS engineers are trained and well versed in the use of Brocade furnished wireless equipment. Purchasing a wireless solution from a different vendor would impose additional training requirements for which funding is currently not available. Lack of training would expose the government to additional implementation and security risks.

6. Description of Efforts Made to Solicit Offers from as Many Offerors as Practicable

ITACS made no effort to solicit offers.

7. Determination of Fair and Reasonable Cost

Costs will be determined fair and reasonable at time of award by the Contracting Officer and based on previous contracts and similar contracting efforts.

8. Market Research

Other vendors offer lease options with three year terms that could provide similar functionality, but we would be locked into one solution that cannot be easily scaled for a minimum of three years.

The Brocade solution scales well and the contract can be terminated with 60 days notification without penalty.

The Brocade service includes periodic system improvements, whereas a lease solution does not include system upgrades. In a traditional lease, upgrades can only be obtained at additional cost requiring contract modification.

Market research was conducted by consulting government databases, industry journals, and by attending conferences, webinars and conducting research online. Research was conducted by SME's and the Director of Cyberinfrastructure.

9. Other Facts Supporting Use of Other Than Full and Open Competition

NPS network infrastructure is based on Brocade equipment. The Brocade Wireless Network Subscription service is optimized for this network.

10. Actions to Remove Barriers to Future Competition

Competition is currently available among Brocade resellers.

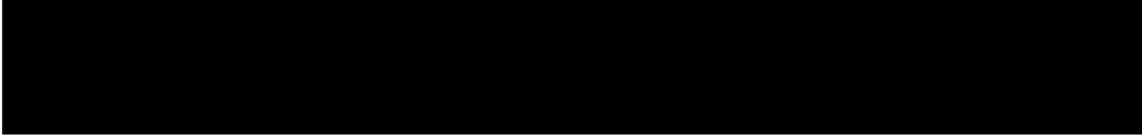
When other vendors enter the marketplace with wireless IAAS pay-as-you-go services, this service could be competed after the switching costs have been evaluated.

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 and Requirement Cognizance:



CONTRACTING OFFICER CERTIFICATION

To the extent that the LSJ value is between \$2,500 and \$150K for services and between \$3K and \$150K for products, the Contracting Officer's signature below also represents approval of the J&A/LSJ.

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

