



DEPARTMENT OF THE NAVY  
NAVSUP FLEET LOGISTICS CENTER SIGONELLA  
DET NAPLES, ITALY  
PSC 817 BOX 50  
FPO AE 09622-0050

J&A Number: 15-035

JUSTIFICATION AND APPROVAL  
FOR USE OF SOLE SOURCE

1. Contracting Activity.

The requiring activity is Commander, U.S. Navy Europe, Commander, U.S. Navy Africa, Commander, U.S. Navy Sixth Fleet (CNE-CNA-C6F), NSA Naples, Italy; the POC for C6F-N6 is Mr. Walter Laysa and can be reached at DSN 314-626-1935 or commercial +39-081-568-1935. The contracting activity is NAVSUP Fleet Logistics Center Sigonella (FLCSI) Site Naples. The point of contact for FLCSI is Mr. Joseph Freeman and can be reached at DSN 314-626-4210 or commercial +39-081-568-4210.

2. Description of the Action Being Approved.

Approval is sought to award a sole source contract to SWiCA Conference Technology for the replacement, installation, and maintenance services of video teleconference (VTC) and briefing system for three VTC Suites at the CNE-CNA-C6F Headquarters, to include the Fleet Conference Facility (FCF).

3. Description of Supplies/Services.

The requirement consists of: (a) procurement of new, upgraded hardware equipment; (b) installation, programming, and integration of new hardware equipment into the existing audio-visual system; (c) contractor-provided systems operation training; and (d) three-year warranty and service maintenance agreement to include technical repair and support for modernization and upgrade of the VTC suites in the FCF and other conference rooms at CNE-CNA-C6F. The FCF is the premier Video Teleconference (VTC) and secure briefing space for the Commander of Naval Forces Europe, Naval Forces Africa, Commander of Sixth Fleet, and other high-ranking U.S. and Foreign Government officials. The required supplies/services are as follows:

- (a) New, upgraded hardware equipment to include digital audio-video systems, projectors, widescreen, digital controllers, rack accessories, and associated wiring and interconnecting equipment.
- (b) The digital modernization and upgrade: contractor will install and integrate a state of the art system of intercoms, translation, and voting functions, along with key functional customized systems that will remain in the FCF.
- (c) The contractor will provide operational training and documentation to CNE-CNA-C6F and Naval Computer and Telecommunications Station (NCTS), Naples designated personnel upon completion of the upgrade installation and acceptance testing.
- (d) The contractor will provide a three (3) year warranty, and on-site Service Maintenance Agreement (SMA) for routine and preventative maintenance. The SMA will be for a one year base period with two one-year option periods. In addition, the contractor will provide same-day technical repair and support via email, telephone, or VTC; or on-site troubleshooting within 72 hours of notification of a failure (all responses on Central European Time Zone). The warranty will cover any labor and travel expense for troubleshooting and repair.

The estimated cost for the requirement is approximately \_\_\_\_\_ and will be funded by Fiscal Year 2015 Operation and Maintenance, Navy (O&MN). The required delivery date for this project is 120 days after contract award.

4. Statutory Authority Permitting Other Than Full and Open Competition.

The statutory authority for this acquisition permitting other than full and open competition is 41 U.S.C. 1901, "(Only one responsible source)," as implemented by FAR 13.501(a)(1)(ii).

5. Rationale Justifying Use of Cited Statutory Authority.

SWiCA Conference Technology installed, configured, and maintained the current CNE-CNA-C6F Wire-One Tandberg secure video teleconferencing system infrastructure for use by Commander, 6<sup>th</sup> Fleet and other senior high-ranking dignitaries for high level conference and secure communications with their foreign counterparts across the theater of operations. This requirement is to upgrade the current system by replacing failing audio-video system with backward compatible equipment that is also capable of supporting future system expansion. Three locations throughout the C6F Headquarters (HQ) require replacement and upgrade of existing, obsolete equipment. The equipment at those locations must then be integrated into the existing VTC suites, transport systems, and the VTC Bridge infrastructure to enable full functionality across the HQ. This integration will require updates to the programming of the NetLinx Master Controller, whose source code is owned by SWiCA. The source code is vital to the interoperability and overall functionality of the VTC infrastructure and components. This enables the central control station to integrate and interface with software protocols of the voting stations, video presentation, and the Defense Collaboration Service (DCS). Although various solutions to the programming issue were considered (e.g. a new vendor buys the source code from SWiCA; reverse engineer the programming code; or have a new vendor replace the entire secure VTC system), these were not cost-effective measures at this time.

In addition to the installation/integration of the new hardware system, a SMA encompassing 24/7 hours of system service support and a 72-hour on-site (Naples, Italy) response time for system failure is required. Based on our market research, there are companies that can provide the hardware and installation services, but they will not be able to provide the required SMA and/or the required response time for systems failure. The SMA is not severable from the procurement and installation requirements because the contractor servicing the system must be knowledgeable of the system's configuration in order to rapidly troubleshoot and correct system failures. Therefore, in order to provide continuity of service and maintain responsiveness for providing expedient support, the need to extend maintenance to the same vendor is a must.

Finally, SWiCA possesses the experience working with secure classified video conference facilities within US military commands and has completed several high visibility projects in support of the European Command (EUCOM) activities. The functionality and reliability of the FCF is vital and integral to the operational capabilities of CNE-CNA-C6F. SWiCA is the only company capable to fully integrate the required system upgrade with the security design of the Wire-One Tandberg VTC system and can expeditiously deliver and provide required technical support in the European Time Zone. The standardization of the VTC suites also allows the operators to operate the VTC equipment in ALL and any conference room that is being used because of the standardized equipment and software used. Members operating the conference rooms are very familiar with the standardized equipment that SWiCA currently provides.

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

Members of technical and contracting teams conducted market research to determine the availability of hardware, software, and SMA throughout the European region. Based on information gathered, several OCONUS vendors are able to offer the system hardware and software, including installation; but are not able to offer the required SMA with an on-site response time requirement based on the geographical location. Therefore, the activity has determined that only the current contractor is capable of meeting the Navy's requirements at this time.

A synopsis of this planned contract has not been published. In accordance with FAR 5.202(a)(12), a synopsis is not required when the contract action is by a Defense agency and the proposed contract action will be made and performed outside the United States and its outlying areas, and only local sources will be solicited.

7. Determination of Fair and Reasonable Cost.

The Contracting Officer has determined the anticipated cost to the Government of the supplies and services covered by this J &A will be fair and reasonable.

8. Actions to Remove Barriers to Future Competition.

For the reasons set forth in Paragraph 5, if another potential source emerges, the contracting activity will assess whether competition for future requirements is feasible.

9. CONTRACTING POINT OF CONTACT

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**TECHNICAL/REQUIREMENTS COGNIZANCE**

LAYSA.WALTER.R.  
1180243913  
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DN: cn=U.S. Government, ou=DoD, ou=PKI,  
ou=USN, c=LAYSA.WALTER.R.1180243913  
Date: 2015.09.18 07:55:45 +02'00'

Signature

WALTER LAYSA  
Name (Printed)

DSN: 626 1935  
Phone No.

18 September 2015  
Date

**LEGAL SUFFICIENCY REVIEW**

I have determined this Justification is legally sufficient.

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Date: 2015.09.18 09:38:27 +02'00'

Signature

LISA WOOD  
Name (Printed)

DSN: 626 4148  
Phone No.

18 September 2015  
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 J&A/LSJ value is between \$150K and \$650K, the Contracting Officer's signature below also represents approval of the J&A/LSJ.

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Signature

CORY PRICE  
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18 September 2015  
Date