

**LIMITED SOURCE JUSTIFICATION  
FOR SCANTRON iNSIGHT 150 IMAGE SCANNERS**

1. The procurement request for two (2) Scantron Corporation iNSIGHT 150 Image Scanners is a limited source action to be awarded via GSA Schedule Number GS-35F-0278K. The placement of a firm, fixed price contract to Scantron Corporation, Attn: Federal Sales, 1313 Lone Oak Road, Eagan, MN 55121, is anticipated.

2. Limited to the following source(s).

Manufacturer: Scantron Corporation, Inc.

Ordering Address:

Attn: Federal Sales,  
1313 Lone Oak Road,  
Eagan, MN 55121

Payment Address:

P.O. Box 93090,  
Chicago, IL 60673

Manufacturer POC & Phone #: Naomi Brown, Account Executive, Government Sales  
301-765-5049

[naomi.brown@scantron.com](mailto:naomi.brown@scantron.com)

3. Identification of the justification rationale. The statutory authority permitting the restriction of schedule contractors to fewer than that required to be considered in FAR 8.405-1 or 8.405-2 is the Federal Property and Administrative Services Act of 1949 (41 U.S.C. 501), as implemented by FAR 8.405-6. The justification for limiting sources is as follows: Scantron Corporation is the only manufacturer of the iNSIGHT 150 Image Scanner. Presently Naval Education and Training Professional Development Center (NETPDC), Navy Advancement Center (NAC), Code N32, has one iNSIGHT 150 and one iNSIGHT 70 Image Scanner, both of which were purchased in July 2009 and are reaching the end of their useful life cycle. These scanners are the only equipment currently used by the Navy to process the enlisted advancement answer sheets (in excess of 250,000 annually) for the entire Navy. The scanners simultaneously perform optical mark recognition (OMR) and answer sheet digital image functions during a single scan. Answer sheets are received and processed during set cycles each year, and it is critical that all answer sheets for each cycle are scanned according to and within the timeframes of strictly defined schedules. The existing scanners use ScanTools 8.3 Software, and the NAC uses the associated ScanTools 8.3 Software Development Kit (designed specifically to work with the Scantron iNSIGHT 150 Scanner) to provide customized error handling routines used to process the advancement exam answer sheets. To establish this capability using some other scanning hardware/software system would require a significant amount of reprogramming time, if the capability even existed. Market research conducted by the requestor on the GSA website indicates that Scantron is the only vendor through which the iNSIGHT 150 Scanner can be procured.

4. Description of the item or service required, statement that the requested material or service represents the minimum requirements of the government, the estimated cost, and required delivery date or performance period. This requirement is to procure two (2) iNSIGHT 150 OMR/Imaging scanners, each with Transport Printer, Bar Code Reader, and ScanTools Plus Applications Development/Score software, along with associated freight, on-site installation, 90-day warranty, and twelve (12) months hardware/software support and on-site maintenance. These scanners meet the minimum requirements of the government, and are critical to the NAC's ability to provide important data to the Chief of Naval Operations, Chief of Navy Personnel, and Commander Navy Reserve Forces on rank ordering of candidates for advancement purposes and other issues that affect the advancement of enlisted personnel. The total cost of procurement is \$257,708.88. The date required is 09/30/2016.

5. Specific characteristic of the material or service that limit the availability to this/these source(s) (unique features, function of the item, etc.). Describe in detail why only this/these suggested source(s) can furnish the requirements to the exclusion of other sources. Provide a description of the market research conducted among schedule holders and the results OR a statement of the reason market research was not conducted. These are not the normal desktop scanners. The iNSIGHT 150 scanner is designed for heavy-duty high speed scanning operations. The scanning speeds exceed 7,000 sheets per hour in the OMR mode and 3,500 sheets per hour in the image mode. A complex network of software and computer controls executes the scanner programs and sorts data outputs. The ScanTools 8.3 Software, with the associated ScanTools 8.3 Software Development Kit, is being utilized to provide customized error handling routines required to effectively process the advancement exam answer sheets. The iNSIGHT 150 helps the NAC streamline the data collection process and ensures command goals are met, including the: capture and process accurate answer sheet data, efficient capture of digital images, increase in accuracy and speed in data collection process; reduction in hours necessary to process/and store data and answer sheets; and ability to simultaneously scan both sides of double-sided answer sheets, which reduces the required scanning time by half. Market research conducted on the GSA website indicates that Scantron is the only vendor through which the iNSIGHT 150 Scanner can be procured. This equipment is proprietary; Scantron is the sole-source provider of Scantron scanning equipment.

6. Other information to support a limited source buy. The iNSIGHT 150 scanner has been used by the NAC to effectively process enlisted advancement exam answer sheets since 2009. This is a proven product that can be anticipated to continue to meet performance requirements so that every Sailors' answer sheet is scanned and imaged correctly and accurately, and ensure that advancement results can be published in a timely manner.

