

JUSTIFICATION FOR BRAND NAME (Simplified Acquisitions <\$100K)

The service or material listed on requisition is Brand Name Mandatory and competition is precluded for reasons indicated below. There are no substitutes available for this material or service.

Restricted to the following source. Provide *Original Manufacturer's* name. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer: **Extron Electronics**
2500 N. Raleigh Boulevard
Raleigh, NC 27604
Sales/Tech Support: +800.633.9876
sales-usa@extron.com

1. Description of the items required, the estimated cost, and required delivery date.

Extron 7" Tabletop TouchLink TouchPanel 800x480 Color Display
Extron IPL250 IP Link Control Processor
Extron Six Input HDCP Compliant Scaling Presentation Switcher



Delivery date: No later than 31 October.

2. Form and Function of equipment impacts training costs. EWTGLANT has 90 instructors which will require training on the new system. Table 1 below depicts training costs for a single standard system and for a non-standard system. It will take an average of 10 hours for the instructors to be trained to achieve proficiency. The costs to train our instructors on a single standard system are significantly less than the non-standard system. * Costs in column eight indicate refresher and turnover training costs. As you can see by the data, non-standard form and function costs exceed standard by \$34,200 in initial training and by \$11,400 annually thereafter using a 27% instructor turnover rate annually. The government achieves a distinct and quantifiable advantage with the standard system of \$54,200.

Items 2.b. through 2.c below discuss qualitative and quantitative technical advantages that support adoption of the standard system using Extron components and are in addition to the specific cost savings demonstrated in table 1 and paragraphs 2.a.

Instructors	Man-hours to train Standard System	Man hours to train non-standard System	Cost per man hour in salary	Cost to train standard System	Cost to train non-standard System	Initial train up Cost Range	Annual refresher and unit turnover training costs
90	900	1,800	\$38	\$34,200	\$68,400	\$34,200-\$68,400	\$11,400-\$22,800

Table 1: Training costs for system orientation demonstrate significant savings for standard system

**Cost for man-hour for instructors: Our instructors range in grade from Military E5 – O6 and civilians from GS 9 - GS 13. I will used a median salary of \$44 per hour for military (O4 no benefits salary only). For civilian, \$32 per hour (GS-11 w COLA) or an average of \$38 per hour.*

a. Existing equipment that is an integral part of the classroom training system totals \$20,000. Combining the training costs with the costs to train new personnel yields a first year advantage of \$54,200 in favor of the standard system over the non-standard. This is a significant savings to the Navy and EWTGLANT.

b. EWTGLANT is working to standardize classrooms so that each classroom has identical equipment and instructors can teach in any classroom and know how to operate all equipment.

c. EWTGLANT is in the process of procuring an A/V Maintenance Service contract. The contract will be less costly if the vendor need only be certified to work on one brand of controller. The service contract currently includes only Extron brand controllers in all EWTGLANT classrooms and auditoriums.

3. CHECK & FILL IN ALL APPLICABLE BLANKS BELOW

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.

See #2 above.

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

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

Other information to support a brand name mandatory 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 BRAND NAME JUSTIFICATION PRECLUDES THE USE OF FULL AND OPEN COMPETITION.

Print Name: Regan R. King

Title: MOVES Officer

Signature: Regan R. King

Date: 8 July 2015

Activity: EWTGLANT, N9

E. DIEGES
Contracting Officer

13-JULY-2015