



2) Sunk cost for paid SmartNet subscription service. SmartNet subscription was paid for under DISA Contract HC0128-14-D-003 POP 6/18/2016 – 6/17/2017 for \$18,301.35 Firm Fixed Price. A similar service will have to be put in place to support the alternative switches. Assuming that the price is the same, an additional \$18,301.35 will be required to be added to the procurement.

Based on above analyses, the total additional cost that will be incurred is \$35,461.35. It is not expected to recover these costs from competition. Computation as follows:

|  |                        |
|--|------------------------|
| Retraining/certification = \$4,290.00/tech x 4 techs | = \$17,160.00          |
| New support/service                                  | = \$18,301.35          |
| TOTAL  | = \$35,461.35 Estimate |

- b. Unacceptable delays in fulfilling the agency's requirements. (See 10 U.S.C. 3304 (b)(2)) or 41 U.S.C. 253 (d)(1)(B).)

Procurement of other than CISCO Network Switch Model WS-C3650-48PS-E to replace end-of-lifecycle (EoL) network switches will cause unacceptable delay with TTGP's Network Accreditation schedule.

The current TTGP CISCO switches in use are identified as EoL in 2016. Replacement switches CISCO Network Switch Model WS-C3650-48PS-E are required for the TTGP Networks to meet the minimum accreditation standards and to reduce the likelihood of vulnerability to network attacks. TTGP must submit its Network Accreditation package prior to November 24, 2016 (i.e. the network accreditation expiration date) to be able to maintain its Authority To Operate (ATO). It takes about three months to develop the package, and the switches must already be in place, configured, scanned, and patched before the process starts. This schedule can be met if CISCO switches are procured because swapping it with the existing EoL CISCO switches is much more time efficient as all the technical elements (i.e. compatible operating system/software, CISCO SmartNet support, and 4 CISCO CCNA certified Technicians) required are already in place.

An alternative switch using a different operating system will require an additional six months for training and certification of technicians (i.e. training and testing for certifications depends on provider company/contractor schedule and the Cyber-security Workforce guidelines). Once the technicians are certified on the alternative switches, it is expected that it would require an additional 2 weeks to install, configure and research/correct vulnerabilities. Therefore, procurement of other than CISCO Network switches will add about six and a half more months to the "replacement of switches" process before the three month package development can begin. This schedule will not meet the network accreditation expiration date of November 24, 2016 and is therefore unacceptable.

Non-accreditation means TTGP would be forced to shut off the network, preventing it from conducting in-house training or Fleet Synthetic Training (FST). Without TTGP conducting training, deployed and deploying strike groups, amphibious ready groups, and Ballistic Missile Defense ships will operate at reduced warfare readiness, jeopardizing efficiency and safety of personnel and equipment.

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

A Request for Information (RFI) was posted on NECO/FBO from 23 to 26 of May 2016 in accordance with DFARS PGI 206.302-1 to determine: a) if any other brand can meet or exceed the requirement; and b) the possibility of a small business set-aside. The Government received two capability statements in response to the RFI: one from [redacted] a Small Business (SB), and another from [redacted], a Large Business. [redacted] did not address the "other brand" issue and did not provide proof of CISCO product authorized distributorship, and is therefore deemed not capable. [redacted] provided capability statement that proposed an "equal" product – the [redacted]. The switch was determined to be a viable replacement product for CISCO Catalyst 3650-48PS-E Network Switch. However, for reasons described in paragraph 5 above, TTGP decided to proceed with the brand-name sole source CISCO Catalyst 3650-48PS-E Network Switch procurement.

Review of CISCO's website reveals a number of "partners" (i.e. authorized distributors) based in California. Six out of the list of partners were randomly selected and examined to determine the possibility of set-aside. Result is as follows:

|                  |
|------------------|
| Large Business   |
| Medium Business  |
| Small Business   |
| – Small Business |

GSA Advantage was also reviewed and 1 distributor – ( ), a Small Business was found.

Based on the results of the RFI, the CISCO Website and the GSA Advantage reviews, there are at least 3 CISCO partners that are Small Businesses that are capable of meeting the requirement. Since there is no expectation to receive 2 or more offers from an 8(a), HUBZone, SDVOSB, or WOSB concerns, a 100% Set Aside to Small Business (SB) is recommended.

7. Determination of Fair and Reasonable Cost. The Contracting Officer has determined that the anticipated cost to the Government of the supplies covered by this J&A will be fair and reasonable.

8. Description of the Market Research Conducted. As described in paragraph 6, the RFI was posted via NECO/FBO from 23 to 26 May 2016. Additionally, the Government reviewed the CISCO and the GSA Advantage websites.

9. Actions to Remove Barriers to Future Competition. For the reasons set forth in Paragraph 5, NAVSUP FLC San Diego has no plan at this time to compete future contracts for the types of supplies covered by this document. However, should the situation change in the future, and that the procurement of equal product will not cause technical issues, or add costs and significant time delays in the fulfillment of the requirement, NAVSUP FLC San Diego will compete the requirement.

10. Contracting Point of Contact. POC Isabelito M. Cabana, NAVSUP FLC San Diego, Code 220; Phone 619-556-6834; Email: [isabelito.cabana@navy.mil](mailto:isabelito.cabana@navy.mil).

