

## JUSTIFICATION FOR BRAND NAME PROCUREMENT < \$150K

<b>PO Number:</b>		
The effort listed on this form is for: <b>(please mark one):</b>	<input checked="" type="checkbox"/> Supply	<input type="checkbox"/> Service
The material and/or service listed on this form is <b>(please mark one):</b>	<input type="checkbox"/> Sole Source	<input checked="" type="checkbox"/> Brand Name

**Restricted to the following source or manufacturer:**

- Manufacturer/Source: Furuno USA
- POC and Phone Number: [REDACTED] is the Furuno USA sales representative for technical support, but DOES NOT handle direct sales. There are multiple vendors for Furuno equipment listed in the market research. Any of the vendors listed in the market research would be appropriate for an award of this brand name requirement.
- Address: 4400 NW Pacific Rim Blvd, Camas, WA 98607

**Description of the item(s) or service(s) required and the estimated cost(s):**

**Base Package:**

Item#	MFG Name	MFG Part#	Description	Qty	U/I	Unit Price	Ext Price
	Furuno brand	FMD-3200BB	ECDIS unit including accessories	1			
	Furuno brand	HUB3000	High speed network hub	1			
	Furuno brand	HUB100	Low speed network hub	1			
	Furuno brand	MC3000S	Serial sensor adapter	1			
	Furuno brand	MC3010A	Analog sensor adapter	1			
	Furuno brand	MC3020D	Digital sensor adapter, input	1			
	Furuno brand	MC3030D	Digital sensor adapter, output	1			
	Furuno brand	MD550	Multi-Distributor, NMEA 0183	1			
	Furuno brand	000-154-054	6 pin NMEA cable	10			
	Furuno brand	000-154-028	7 pin NMEA cable	6			
	Furuno brand	BR500	Bridge Watch Alarm	1			
	Furuno brand	GP170	Satellite Compass	1			
	Furuno brand	001-163-190-10	Satellite Compass cable, 50 meters	1			
						<b>Total</b>	

**Option1, RADAR package:**

Item#	MFG Name	MFG Part#	Description	Qty	U/I	Unit Price	Ext Price
	Furuno brand	FAR-2117BB	RADAR electronics unit and included accessories	1			
	Furuno brand	XN-20AF	RADAR antenna, open array, 6.5 foot	1			
	Furuno brand	RJB-001	Junction Box	2			
	Furuno brand	RW-9600	RADAR cable, 15 m	2			
	Furuno brand	CBL-2X7-200	RADAR cable, 125 m	1			

**Option2, VDR package:**

Item#	MFG Name	MFG Part#	Description	Qty	U/I	Unit Price	Ext Price
	Furuno brand	VR7000	Voyage Data Recorder	1			

1. List the Required Delivery Date (RDD) or Period of Performance (POP):  
June 15, 2016
  - It is expected that the vendor will deliver the base package within 45 days of award.
  
2. Specify characteristics of the material or service that limit the availability to a sole source/brand product (unique features, function of the item, etc.). Describe in detail why only this brand can furnish the requirements to the exclusion of other sources/brands.
  - a. There is already Furuno brand equipment installed in EEMS. Remaining with the Furuno brand will allow components already built to function with existing new tools being purchased in this acquisition.
  - b. The reference installation from each manufacturer calls for a homogeneous deployment of like-branded equipment. In order to establish a baseline laboratory in keeping with published reference diagrams we intend to reflect this homogeneous deployment in our first reference system.
  - c. For our broader purpose of establishing a security baseline for commercial maritime systems, we require a configuration that represents a significant market share of the worldwide marine electronics market. The use of Furuno equipment in the configuration requested will lead to a reference system in the CCW EEMS that reflects a significant market share of international shipping. Thus, any assertions we make about security in our lab will have broad and meaningful applicability to shipping worldwide.
  - d. Finally, we intend to continue to grow the EEMS infrastructure to include other brand names and other reference installation architectures which will increase competition in future installments of equipment.
  
3. Indicate if the requested material or service represents the minimum requirements of the Government.  
  
Yes
  
4. Indicate if the material or 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.

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  - a. The Naval Postgraduate School (NPS) currently has the Furuno brand Automatic Identification System (FA-150 model) installed in the CCW EEMS. This unit has two interfaces; Ethernet and serial NMEA. NPS needs to examine both of these interfaces, but the Ethernet can only be connected to other Furuno devices. Therefore, Furuno brand equipment in the base package is necessary to examine both interfaces of equipment already installed in the lab.
  
5. Does a patent, copyright or proprietary data limit competition?
 

No
  
6. Are the items "direct replacement" parts/components for existing equipment? If so, provide the information about the Next Higher Assembly (NHA)/equipment which the replacement parts are going into (e.g., description, model, part number, Original Equipment Manufacturer (OEM), etc.).
 

No
  
7. Provide any additional information to support a brand name procurement. The rationale must justify "either" substantial duplication of cost to the Government that is not recovered through competition or unacceptable delays in fulfilling the mission of the agency.
  - a. Accepting bids for other brand names would limit the utility of the government research results, and unnecessarily constrict the capability to support U.S. Navy interests.
  - b. The intent of EEMS research is to understand the implementation and security of underlying electronics protocols, firmware and design architecture. Therefore, equivalent functionality between two brand names is not sufficient since the underlying implementation to achieve equivalent functionality is dramatically different between brands.

**TECHNICAL OR REQUIREMENTS CERTIFICATION**

I CERTIFY THAT THE STATEMENTS CHECKED, AND INFORMATION PROVIDED ABOVE ARE COMPLETE AND CORRECT TO THE BEST OF MY KNOWLEDGE. I UNDERSTAND THAT THE PROCESSING OF THIS SOLE SOURCE/BRAND NAME SOLE SOURCE JUSTIFICATION PRECLUDES THE USE OF FULL AND OPEN COMPETITION.

Printed Name: [REDACTED]	Signature: [REDACTED]
Title: [REDACTED]	Date: 19 April, 2016

**CONTRACTING OFFICER APPROVAL:**

[REDACTED]	[REDACTED]
[REDACTED]	Date: 4/21/2016