

DCSO-B

Justification for Other than Full and Open Competition  
(Brand-Name)

Blue Coat Web Proxy Appliances and Incidental Support Software and Services

(1) Identification of the agency and the contracting activity, and specific identification of the document as a "Justification For Other Than Full and Open Competition."

Requiring Agency:

Defense Logistics Agency  
Defense Logistics Information Service  
ATTN: DLIS-J6B-TAT  
74 N. Washington Avenue  
Battle Creek, MI 49037-3084

Contracting Activity:

Defense Logistics Agency  
Contracting Services Office-Battle Creek  
ATTN: DCSO-B  
74 N. Washington Avenue  
Battle Creek, MI 49037-3084

(2) Nature and/or description of the action being approved.

Two each, Netcach web proxy servers have reached the end of their technical lifecycle and require replacement. This transaction includes hardware, supporting software licenses and installation services.

(3) A description of the supplies or services required to meet the agency's needs (including the estimated value).

Two each, Netcach web proxy servers have reached the end of their technical lifecycle and require replacement. This transaction includes hardware, supporting software licenses and installation services. The Government's estimated dollar value ranges between \$200,000.00 and \$225,000.00.

(4) An identification of the statutory authority permitting other than full and open competition.

10 U.S.C. 2302 (c)(1). Only one responsible source and no other supplies or services will satisfy agency requirements.

(5) A demonstration that the proposed contractor's unique qualifications or the nature of the acquisition requires use of the authority cited.

The requirement for a web proxy appliance is unique and functionally stringent. Of the two OEM reviewed only Bluecoat meets the government's requirements.

(6) A description of efforts made to ensure that offers are solicited from as many potential sources as is practicable, including whether a notice was or will be publicized as required by Subpart 5.2 and, if not, which exception under 5.202 applies.

In an effort to maximize competition among all technically qualified sources, the instant acquisition will be issued on an unrestricted using the solicitation procedures of FAR Parts 12 and 13 and FEDBIZOPS as the solicitation venue.. All technically qualified, responsible parties will be encouraged to reply to the FEDBIZOPS notice.

(7) A determination by the contracting officer that the anticipated cost to the Government will be fair and reasonable.

The anticipated, all-inclusive, total cost of is expected to be fair and reasonable as adequate price competition {as defined at FAR 15.403-3(b)(1)} is expected to occur.

(8) A description of the market research conducted (see Part 10) and the results or a statement of the reason market research was not conducted.

A market research was conducted indentifying two OEM who could possible supply the needed equipment. 1) IronPort and 2) BlueCoat.

(9) Any other facts supporting the use of other than full and open competition, such as: an explanation of why technical data packages, specifications, engineering descriptions, statements of work, or purchase descriptions suitable for full and open competition have not been developed or are not available.

After an in-depth analysis IronPort was unable to deliver a hardware and software solution. Hence, leaving BlueCoat.

(10) A listing of the sources, if any, that expressed, in writing, an interest in the acquisition.

Four sources have expressed an interest in the instant acquisition. The identities of the four prospective sources are included in the purchase order file and are protected here under 5 U.S.C. 552 (b)(4).

(11) A statement of the actions, if any, the Agency may take to remove or overcome any barriers to competition before any subsequent acquisition for the supplies or services required.

The OEM only sells through authorized resellers. The government can't control the OEM distribution channels or how the OEM chooses to sell his product. Therefore the government solicits aforementioned products and services from the authorized resellers.

(12) Evidence which forms the basis of and supports this sole source (brand name) justification is hereby certified by the DLIS-J6B-TAT program office as technically accurate and complete.

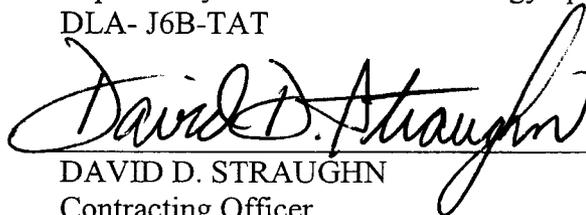
(13) This justification is accurate and complete to the best of the Contracting Officers knowledge and belief.

DATE: 4-21-09



Sharon Johnson  
Supervisory Information Technology Specialist  
DLA- J6B-TAT

DATE: APR 23 2009



DAVID D. STRAUGHN  
Contracting Officer  
Contract Services Office – Battle Creek  
J-7, Acquisition Management Directorate