

(June 2012)

**LIMITED SOURCES JUSTIFICATION AND APPROVAL
for Orders or BPAs established under Federal Supply Schedules**

Solicitation No.: R12PD80902

Project Name: CISCO Catalyst Equipment

In accordance with FAR 8.405-6, the proposed contractual action is pursuant to the statutory authority under the Multiple Award Schedule Program [Title III of the Federal Property and Administrative Services Act of 1949 (41 U.S.C. 251, et seq.) and Title 40 U.S.C. 501, Services for Executive Agencies].

1. **Agency and Contracting Activity.** Department of the Interior, Bureau of Reclamation, Acquisitions Operations Group, Denver Office
2. **Nature/Description of Action.** As mandated by the Department of the Interior, all Bureaus are to give first consideration to use FedBid Reverse Auction Services. This acquisition will be issued on FedBid and will be for a firm fixed price, small business set-aside for GSA Cisco Authorized Gold Partner Schedule Holders. Fiscal Year 2012 funding is being used to fund this acquisition.
3. **Description of Supplies/Services.** The primary purpose of this purchase is to provide high availability of the data network in Denver by adding high speed 10G data connections in building 67 in constructing a redundant, load balancing, and backup high speed 10G data connection network. This includes upgrading our existing building 67 floors data closets 3750 switches with 10G high speed capabilities. This solution is to alleviate congestion problems at time with the network traffic when network connections utilize full 1G bandwidth. This upgrade also provides redundant power supply thus minimizing the need of shutting down switches and maintaining high availability of LAN switches. This configuration also provides room for expansion as more information is being transferred across the LAN data network. All items must be delivered on or before October, 30, 2012 with the first shipment on or before September 25, 2012

The following are the item descriptions and the Government's estimated cost that was based on the previous order:

Description	Cost per unit	Units	Total
Catalyst 3750X 48 Port Full PoE IP Base	\$ 8,090.00	73	\$ 587,650.00
CAT 3750X IOS Universal With Web Base Dev Mgr	\$ -		\$ -
Catalyst 3K-X 1100W AC Secondary Power Supply	\$ 862.50	73	\$ 62,962.50

(June 2012)

Catalyst 3K-X 10G Network Module option PID	\$ 1,437.50	73	\$ 104,937.50
Cisco StackWise 50CM Stacking Cable	\$ -		\$ -
Catalyst 3750X Stack Power Cable 30CM	\$ -		\$ -
AC Power Cord for Catalyst 3K-X (North America)	\$ -		\$ -
Catalyst 3K-X 1100W AC Power Supply	\$ -		\$ -
SMARTNET 8X5XNBD Catalyst 3750 48 Port Full PoE IP Base	\$ 539.00	73	\$ 39,347.00
10GBASE-LRM SFP Module	\$ 744.62	146	\$ 108,714.52
			\$ 903,611.52

4. Authority/Justification Rationale and Demonstration of Contractor's Unique Qualifications.

a. The following exception applies to this acquisition.

(FAR 8.405-6(b)(1))- Brand name specifications shall not be used unless the particular brand name, product, or feature is essential to the Government's requirements, and market research indicates other companies' similar products, or products lacking the particular feature, do not meet, or cannot be modified to meet, the agency's needs.

b. Justification. Cisco switches have been chosen by the Bureau of Reclamation (Reclamation) as the standard data communications LAN Switch. All Regions and the Denver Office are required to use them to ensure compatibility of hardware, software and security. This equipment will seamlessly integrate with Reclamation's existing network infrastructure thus minimizing training and implementation time required by Reclamation's IT staff. Using Cisco Gold Partners ensures the highest quality product as these companies must go through an application and review process by Cisco prior to obtaining a Gold certification. This eliminates the potential for receiving inferior parts and equipment such as knock offs and black market products.

5. Best Value Determination.

Price Reduction: This acquisition will be posted on FedBid as mandated by the Department. Since this is a reverse action website, all offerors are allowed to lower bids as deemed appropriate.

6. Description of Market Research. Market Research was conducted by the Contract Specialist on August 23, 2012. The Cisco website was used to identify several contractors that can provide the Cisco catalyst and smartnet equipment. FedBid was also used to identify several Cisco Authorized GSA Schedule Agents, many of which are

(June 2012)

small businesses. Based on this information, it was determined that FedBid was a viable option for soliciting this requirement.

7. **Any Other Supporting Facts.** Cisco has a strict policy regarding its equipment and the services that are provided in support of the equipment. If other than the brand name equipment is used with Cisco equipment, the warranty for all of the Cisco equipment will be void in accordance with Cisco's warranty agreement. Therefore, if any of the equipment needs to be serviced, Reclamation would incur the additional costs for the repair and/or replacement of the equipment. Even the maintenance of the equipment that is covered under a separate contract would be void if other than Cisco equipment. Additionally, Cisco requires that the maintenance be provided by a company that is also one of their certified partners. All of these Cisco requirements are to ensure that their equipment meets the level of standards that Cisco has implemented to ensure that the equipment and services are provided by reputable companies and to ensure that inferior products and services are not provided.
8. **Actions Taken to Remove Barriers to Competition.** Reclamation will continue to review other products as they are offered on the open market to see if there are other solutions to the compatibility and the quality issues for these types of products.