

Date: **August 19, 2013**

SUBJECT: Justification For Other Than Full and Open Competition – **DriveCam a driver risk management system**

Dear Prospective Quoter:

The Embassy of the United States of America in Gaborone, Botswana has a requirement for a contractor to provide **DriveCam a driver risk management system**. The Embassy Plans to award a purchase order to DriveCam International. The estimated cost is \$\$61,513. This Justification For Other Than Full and Open Competition (JOFOC) does not commit the American Embassy to make any award. The Embassy may cancel this JOFOC or any part of it.

Please submit all questions by phone or emailed to the below e-mail address on or before August 30, 2013, 4:30pm.

Direct any questions regarding this request for quotations to the Embassy Contracting Office telephone #: **3953982** or email: **malabolat@state.gov** during regular business hours.

**From: Sakeena Smith, Deputy ADMO, CDC**

**To: GSO Procurement Section, U.S. Embassy Gaborone**

**JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION  
(OVERSEAS CONTRACTING ACTIVITIES)**

1. I request that the Embassy use other than full and open competition for the acquisition of DriveCam a driver risk management system. The estimated cost \$61,513.

2. Indicate how the supplies or services required meet your agency need, as well as the proposed contractor's unique qualifications:

DriveCam makes drivers more safe and efficient and protects them from wrongful blame. Their expertise in engaging drivers and their coaches helps to build confidence and success. DriveCam does not simply provide us with mounds of data they also clarify the causes of fleet risk, focus our team on priorities, and track accountability to results.

DriveCam creates an innovative approach thru the use of video to identify the behavioral causes of poor driving thus affording us complete visibility to risk in our fleet.

Video will allow the agency to identify and correct the causes of poor driving and protects our drivers in the event of a no-fault collision. Video reveals root cause behaviors and is a powerful tool that enable more meaningful coaching and interaction with drivers. Knowing the actual causes of poor driving is critical to developing predictive analytics.

DriveCam's proprietary video and data analysis provides a complete profile of drivers and their driving. Procurement through another source would require CDC to engage with multiple vendors to provide training for data analysis and interpretation. The data would come in from different sources and have to be combined into one system in order to obtain accurate data on the driving history of the organization as a whole.

**3. Circumstances permitting other than full and open competition (check any that apply):**

**X 41 USC253(c)(1), FAR 6.302-1, Only one responsible source and no other supplies/services will satisfy agency requirements**

- Unique/innovative research proposals
- Follow-on contract for the continued development of a major system or specialized equipment that if awarded to another source would cause substantial costs to the government or unacceptable delays.

- The existence of limited rights in data, patent rights, copyrights, processes or raw materials make the supplies or services available from only one source
  - Utility services (monopoly's)
  - Agency standardization programs
- Unusual and compelling urgency**
- Delay in the award of the contract would result in serious injury, financial or other, to the Government.
- International Agreement**
- Acquisition will be reimbursed by a foreign country that requires (in an official written direction) the product to be obtained from a particular firm
  - Acquisition is for services/supplies to be performed in the sovereign territory of another country and the terms of a treaty or agreement specify or limit sources.
- Authorized or required by statute**
- Federal Prison Industries (UNICOR)
  - Qualified Nonprofit Agencies for the Blind or other Severely Disabled
  - Government Printing and Binding
  - Sole source awards under the 8(a) Program
  - Robert T. Stafford Disaster Relief and Emergency Assistance Act
  - Sole source awards under the HUBZone Act of 1997
  - Sole source awards under the Veterans Benefits Act of 2003
- National Security**
- Disclosure of agency needs would compromise the national security unless the agency is permitted to limit the number of sources from which it solicits bids or proposals.
- Public Interest**
- Agency head (Secretary of Defense, Secretary of the Army, etc.) determines it is not in the public interest for the particular acquisition concerned.

4. Please describe any efforts you have made to locate other sources for the mentioned supplies/services, and actions you have taken to make this acquisition open to competition:

Vendor websites; communication with government agencies utilizing similar or the same service

DriveCam is currently on the GSA Schedule. #GS-35F-0623S

5. Have any sources expressed an interest in this acquisition?    Yes    XNo

If yes, please list:

**6. Certifications**

**I certify that this justification is accurate and contains complete data necessary to support the recommendation for other than full and open competition**

<i>20 Aug 2013</i>	<i>Jakeena Smith</i>	<i>CDC</i>
<b>Date</b>	<b>Name</b>	<b>Requesting Office</b>

<b>Date</b>	<b>Name</b>	<b>Contracting Officer</b>