

**CONTRACTING OFFICER DETERMINATION**

**DESCRIPTION OF PROGRAM:** Video Teleconference Suite

Authority: FAR 13.106-1(b)(1)(i) Brand Name

Amount:

**Prepared by:**

Name: Omar Perez Phone: 011-57-312-444-6754  
Title: Director, Radar Program Office Date: 22 Aug 13  
Email: omar.perez@tcsc.southcom.mil

**Procuring Contracting Officer:**

Name: Annabelle Miller Phone: 011-57-1-275-4227  
Title: Contracting Officer Date: 23 Aug 13  
Email: annabelle.miller@tcsc.southcom.mil

**Technical/Requirements Representative:**

Name: Omar Perez Phone: 011-57-312-444-6754  
Title: Director, Radar Program Office Date: 22 Aug 13  
Email: omar.perez@tcsc.southcom.mil

**Management Representative:**

Name: CPT Eric Alonso-Bernal Phone: 011-57-1-275-5370  
Title: AFMIS Asst Ops Officer Date: 22 Aug 13  
Email: eric.alonsobernal@tcsc.southcom.mil

Reviews: I have reviewed this justification and find it adequate to support other than full and open competition.

**Local Small Business Specialist N/A**

Name: \_\_\_\_\_  
Signature: \_\_\_\_\_

DSN:  
Date:

**Legal Counsel**

Name: Major Mark Leavitt  
Signature: 

DSN:  
Date: 8/22/13

**Office Chief**

Name: Robert R. Devisser  
Signature: 

DSN: 011-571-275-4228  
Date: 08/22/13

**410<sup>th</sup> CSB Principal Assistant Responsible for Contracting N/A**

Name: \_\_\_\_\_  
Signature: \_\_\_\_\_

DSN:  
Date:

**CONTRACTING OFFICER DETERMINATION**

Polycom HDX 6000 Series Media Center Video Teleconference (VTC) Suite  
Including Required Cables, Microphones, Mounting Hardware, and Warranty

1. **CONTRACTING AGENCY:** Regional Contracting Office - Bogota
2. **DESCRIPTION OF ACTION:** The action is to procure two (2) video teleconference (VTC) suites, Model Polycom HCX 6000 Media Center. One VTC suite will be installed in the Military Group (MILGP), Air Force Mission (AFMIS) in Bogota Colombia, and the other will be installed in the Military Group (MILGP) J5, Bogota, Colombia.
3. **DESCRIPTION OF SUPPLIES/SERVICES:** The requirement is to procure two (2) video teleconference suites (Model Polycom HCX 6000 Media Center) ; one (1) for the Air Force Mission (AFMIS) and one (1) for MILGP J5. The VTC suites will provide telecommunications services in support of the MILGP mission in Colombia. The VTC suites will be the Polycom HDX 6000 Series including required cables, microphones, mounting hardware and one (1) year service plan.
4. **AUTHORITY CITED:** This action is authorized under the provisions of FAR 13.106-1(b)(1)(i) Brand Name. Under the Federal Acquisition Streamlining Act of 1994 (FASA), simplified acquisitions are excepted from the general requirement that agencies obtain full and open competition through the use of competitive procedures when conducting procurements. (See 41 U.S.C. §§ 253(a)(1)(A),(g)(1), & (g)(4). Part 13 of the FAR establishes procedures for simplified acquisitions, which are designed to promote efficiency and economy in contracting, and, importantly, to avoid unnecessary burdens for agencies and contractors. To facilitate these objectives, FASA only requires that agencies obtain competition to the maximum extent practicable. 41 U.S.C. § 427(c); FAR § 13.104. One might note that a Contracting Officer need not prepare a document citing OTHER THAN Full and Open Competition in an acquisition the statutory basis for which does not require the agency to seek Full and Open Competition in the first place.
5. **REASON FOR AUTHORITY CITED:** Although there may be many VTC suites that should be able to provide the services required, only the Polycom HDX 6000 Series (or older models of the same) have been approved by the United States Southern Command (USSOUTHCOM) for connecting to their networks. In this case, the network is the Non-classified Internet Protocol Router Network (NIPRNET). USSOUTHCOM is the MILGP higher headquarters and in fact oversees and provides policy for all telecommunications in their area of responsibility (AOR). The USSOUTHCOM AOR is South America, Central America, and the Caribbean.
  - a. **Background:** The MILGP in Bogota Colombia is geographically dispersed. The location where the AFMIS is located is a complex of several buildings commonly known as the National Administrative Center [Centro Administrativo Nacional (CAN)]. Within the CAN complex, there exists only one NIPRNET VTC suite in the Army Mission. There are also VTC suites at the US Embassy in Bogota, Colombia which requires travel by vehicle from the CAN.

This is a very low VTC ration to support the diverse mission on a daily basis. This purchase would allow more video teleconferences to occur improving mission success rates and reduce travel costs.

b. **Alternatives:** There are alternative units that may fulfill the function of the Polycom HDX 6000 Series VTC. However, this is the only model that USSOUTHCOM has approved due to security and compatibility reasons and standardization issues.

c. **Justification:** The Polycom VTC suite is the unit approved by USSOUTHCOM for connecting to their network due to security and compability reasons as well as standardization issues. The command has standardized their VTC deployments to ensure compatibility and ease of maintenance. Seeking a new VTC suite to install on the network would require a long lead time to gain all the certification before it can be connected to the network without any guarantee that it will approved by SOUTHCOM.

d. **Prior Acquisitions:** Based on my research, all VTC suites connected to the USSOUTHCOM network for Colombia have been the Polycom HDX 6000 Series, or older models of the same. These were procured and provided by SOUTHCOM.

e. **Impact:** Not acquiring the VTC suites will impact the mission negatively since meetings will require additional travel time and increase costs.

6. **EFFORTS TO OBTAIN COMPETITION:** The requirement will be competed among authorized dealers/resellers. The solicitation will be posted on ASFI/FBO and the local U.S. Embassy – Bogota contracting website.

7. **ACTIONS TO INCREASE COMPETITION:** The Radar Program Office (RPO) in the Air Force Mission (AFMIS) in Bogotá, Colombia will stay current on possible cases to see if USSOUTHCOM will approve new models for connecting to their network. This may be a factor when the VTC suites have reached the end of their life cycle.

8. **MARKET RESEARCH:** Market research was done within the last three months through internet research and conversations with possible vendors and personnel that install, maintain, and operate the VTC suites already in existence in the Military Group (MILGP) in Bogota, Colombia. Based on my conversations, the Polycom HDX 6000 Series (or older models of the same) are the only units approved for connection the network.

9. **INTERESTED SOURCES:** Two prospective offerors have been identified as follows:

**10. OTHER FACTS:**

- a. Procurement History: None
- b. Acquisition data availability: N/A
- c. Unusual and compelling urgency: N/A
- d. Subcontracting Competition: N/A

11. TECHNICAL/REQUIREMENTS CERTIFICATION: I certify that the supporting data under my cognizance included in this Justification are accurate and complete to the best of my knowledge and belief.

Name: Omar Perez Signature: [Signature]  
Title: Director, Radar Program office Date: 22 Aug 13

12. MANAGEMENT REVIEW/APPROVAL: The requirement herein described is a valid requirement for the activity named in this Justification. The technical and requirements information contained in this Justification represent the minimum needs of the Government. The only way to satisfy this requirement is by limiting the competition as described herein.

Name: Capt Eric Alonso-Bernal Signature: [Signature]  
Title: AFRES Assistant Ops Officer Date: 22 Aug 13

13. FAIR AND REASONABLE COST DETERMINATION: I hereby determine that the anticipated price for this contract action will be fair and reasonable. The techniques identified at FAR 15.404-1(b) will be used to ensure award will be at fair and reasonable prices. The Independent Government Cost Estimate (IGCE) will primarily be an analysis of the contractor's proposed cost, if needed. Additionally, the techniques identified at FAR 15.404-1(c)(2)(iii) will be used to further ensure award will be at fair and reasonable prices. IAW 15.403-1(c)(3), certified cost or pricing data is not required because the action is for commercial items. However, the action may require the request for other than cost or pricing data on to support the price reasonableness determination, i.e., previous items sold, adequacy of sales data for price, or the reliance on prior prices paid by the government.

Name: Annabelle F. Miller Signature: [Signature]  
Title: Contracting Officer Date: 23 Aug 13

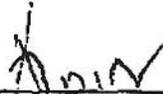
14. PROCURING CONTRACTING OFFICER CERTIFICATION: I certify that this Justification is accurate and complete to the best of my knowledge and belief.

Name: Annabelle F. Miller Signature: [Signature]  
Title: Contracting Officer Date: 23 Aug 13

410<sup>th</sup> CSB Control No.

Approval

Based on the foregoing justification, I hereby approve the procurement of two (2) Polycom HCX 6000 Media Center on an other than full and open competition basis pursuant to the authority of FAR FAR 13.106-1(b)(1)(i) Brand Name, subject to the availability of funds, and provided that the supplies herein described have otherwise been authorized for acquisition.

Signature:   
Name: Annabelle F. Miller  
Title: Contracting Officer  
Agency: RCO-Bogota

Date: 23 Aug 13