

SOLE SOURCE JUSTIFICATION FOR SIMPLIFIED ACQUISITIONS
FAR Part 12.102, 12.201- Simplified Procedures
Statutory Authority 41 U.S.C. 1910

1. Identification of the agency and the contracting activity:

In accordance with Federal Acquisition Regulation (FAR) 12.201 Simplified Procedures and 12.102 Restricting Competition the Office of Global Acquisition proposes to award a purchase order on the basis of other than full and open competition with **Janus et Cie** who provides products supplied by American vendors, most of which are made in the USA, for the Department's officially designated representational residences, as specified by OBO/ACDC/RDF. The total estimated cost is **\$311,244.66**. OBO/ACDC/RDF maintains a current resource library of more than 400 American vendors.

2. The nature and/or description of the action being approved.

The action requiring approval is a new contract for a purchase order. Per FAR 12.102 (a) I certify that only one source **Janus et Cie**, is available. This is the basis for decision to sole source to the one company.

3. A description of the supplies or services required to meet the Department's needs.

The Office of Residential Design & Furnishings (RDF) has the requirement to provide interior design and support for the Department's officially designated representational residences which includes Chief of Mission, Deputy Chiefs of Mission, and Consuls General Residences worldwide. Each residence's interior design, furniture, furnishings, and lighting is uniquely curated to fit the unique architecture, artistic, and cultural diplomatic aspects of this representational residence by the OBO/ACDC/RDF interior designer. The type and specificity of the residential products offered by the vendor as researched, selected, and designed by the OBO/ACDC/RDF interior designer are not available on GSA Schedule.

OBO/ACDC/RDF has identified **Janus et Cie** specified in this purchase request for the level of quality, durability, and unique customization best suited for this specific residence, and offered only by this company. The selected items have been uniquely curated and coordinated to suit the architectural details of the residence, climate conditions, current lighting levels, fit and layout based on functional requirements of the space, level VIP guests, the existing conditions of the **Chief of Mission's Residence in Riyadh, Saudi Arabia**, and high-end aesthetic interior design solutions that elevate the cultural and diplomatic image of the United States. This vendor's products are proven to withstand the type of occupancy and use for this representational residence which demands high quality and durability given the frequency of representational events, and the current OBO/ACDC/RDF replacement cycles. The total cost of this purchase request is **\$311,244.66**.

4. **An identification of the statutory authority permitting other than full and open competition:**

This new contract is permitted in accordance with Federal Acquisition Regulation (FAR) 12.201 Simplified Procedures and 12.102 Restricting Competition and Statutory Authority 41 U.S.C 1901

5. **A demonstration that the proposed contractor's unique qualifications or the nature of the action requires use of the authority cited.**

Janus et Cie is uniquely qualified for the nature of the acquisition, for it allows our designers to meet the functional and aesthetic design plan for **furniture**, selected specifically for the representational residence in **Riyadh, Saudi Arabia**.

6. **A description of the efforts made to ensure that offers are solicited from as many potential sources as is practicable.**

In selecting these items, extensive market research was conducted by the OBO/ACDC/RDF interior designer who has verified the validity and unique product solution as provided by **Janus et Cie**. Past performance and availability of specific material design elements from other similar vendors was considered in every evaluation. The selected products exemplify the exceptional standards of quality and aesthetic distinction required for representational residences. An extensive evaluation process was conducted, during which numerous vendors and their offerings were rigorously compared for value, durability, functional suitability, and visual harmony with the unique character of the **Chief of Mission's Residence in Riyadh, Saudi Arabia**. These final selection(s) were determined to be the most appropriate solution, ensuring they not only meet but enhance the residence's distinguished environment and support its representational mission.

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

This procurement price will be fair and reasonable based on extensive market research for **furniture**, completed by OBO/ACDC/RDF professional interior designers and subject matter experts, as validated and approved by the OBO/ACDC/RDF Office Director, and previous purchases. The CO has verified that only one source is available to meet the requirements, this is the basis for the decision to sole source to this specific company.

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

See point #6.

9. **Any other facts supporting the use of other than full and open competition such as:**

None.

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

None.

11. **A statement of any actions the agency will take to remove or overcome any future barriers to competition before any subsequent acquisition for the supplies or services required.**

Procurement of representational furniture, furnishings, lighting, and interior design materials does not lend itself to advertising or competition because selection is based wholly on the unique architectural style and details of a specific residence, quality, climate, cultural and diplomatic, and often historical requirements. The Office of Residential Design and Furnishings (OBO/ACDC/RDF) maintain a vast library of residential products for consideration and market research, widely used by domestic and international designers, and which are not sold via GSA Schedule. In addition to the in-house library that includes catalogs and material samples, RDF staff frequently discovers new U.S. vendors for consideration via social media advertisements and arranges for vendors to visit the office to make new or updated product presentations to the interior design staff. Additionally, the interior design staff seeks new vendor resources each year by attending the biannual interior design trade show at High Point Market, and other various trade shows and professional organizations related to interior design, across the country.

CERTIFICATIONS

TECHNICAL AND REQUIREMENTS CERTIFICATION

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

SIGNATURE:

Sharon T
Kroszkewicz

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Digitally signed by
Sharon T

Kroszkewicz

Date: 2026.07.21

19:34:00 -04'00'

Sharon T. Kroszkewicz, Office Director
Residential Design & Furnishings
OBO/ACDC/RDF

Date

CONTRACTING OFFICER CERTIFICATION

I certify that this submission is accurate to the best of my knowledge, and that it contains complete information necessary to enable other officials to make an informed recommendation for approval or disapproval. *(Ref: 13.106-1(b)(1)(i) Soliciting from a single source)*

SIGNATURE:

Charlotte R. Cameron/Alaina N. Wooten
Contracting Officer
Global Acquisitions
GA/AM/DMS/FAC/FMP

Date

SIGNATURE:

N/A: Under \$900K

John W. Cox
Attorney Advisor
Office of the Legal Advisor

Date