

Justification for an Exception
to Fair Opportunity Under RFO 16.507-7(b) – Brand-Name

- 1. Contracting Activity:** RCO-HI, 413th Contracting Support Brigade, Wheeler Army Airfield
- 2. Description of Action:** Replacement of End of Life Network Hardware. Utilizing Army Operations and Maintenance funds not to exceed [REDACTED].
- 3. Description of Supplies/Services:** Cisco network bulk and distribution switches.
- 4. Authority Cited:** 41 U.S.C. 1901 IAW RFO 12.102(b).
- 5. Reason for Authority Cited:** Cisco is the ONLY brand that is compatible with required ancillary equipment including but not limited to TACACS servers, Security Exchange Protocols Servers and Comply to Connect appliances.
- 6. Efforts to Obtain Competition:** Action is a brand name restriction, 100% small business set-aside and posted on CHES for competition amongst small businesses.
- 7. Market Research:** Market research conducted through CHES using detailed salient characteristics returned only Cisco Catalyst 9200 and 9300 series equipment, and no other manufacturers provided solutions meeting the required specifications. The CHES response included exclusively Cisco C9200/9300 series switches and supporting equipment, indicating that Cisco was the only vendor able to meet the government's stated technical requirements at the time of the inquiry. Additionally, current communication in use is manufactured by Cisco. Installing Cisco switches ensures compatible architecture.

The Army Pacific network relies on Cisco based architectures with established IPv6 routing, automation, and security implementations. Introducing non-Cisco platforms would create significant IPv6 interoperability issues across the enterprise due to tightly integrated Cisco-specific behaviors and configurations, resulting in network instability and additional redesign efforts. Based on these interoperability constraints and the results of market research, Cisco remains the only manufacturer capable of meeting the Army Pacific network's minimum technical requirements.
- 8. Other Facts:** An RFQ was posted by the requiring activity to support their market research quotes. Their efforts yielded multiple responses supporting that this procurement can be provided by multiple small businesses.
- 9. Technical Certification:** I certify that the supporting data under my cognizance, which are included in the justification, is accurate and complete to the best of my knowledge and belief.

[REDACTED]

- 10. Fair and Reasonable Cost Determination:** I hereby determine that the anticipated cost to the Government for this contract action will be fair and reasonable. This acquisition is being conducted through CHES, the Army's designated enterprise source for IT products and

services, under a 100% small-business set-aside.



11. Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief.

