

**JUSTIFICATION AND APPROVAL FOR OTHER THAN FULL AND OPEN
COMPETITION**

SUBMERSIBLE ULTRAVIOLET NITRATE ANALYZER (SUNA)

1. Contracting Agency and Activity. The Department of the Interior, United States Geological Survey Reston Acquisitions Branch, Reston, VA, plans to contract on a sole source basis. This document sets forth the justification and approval as required by FAR 13.106-1(b)(1).

2. Nature of Action Being Approved. The requested procurement is for award of a new firm fixed price contract to HACH Hydromet. The estimated delivery time is 3 months or less and is a single award. This procurement is for a single award with no options

3. Description of Supplies or Services. The U.S. Geological Survey (USGS), Water Resources Division, Hydrologic Instrumentation Facility (HIF), requests award of a non-competitive procurement to Hach Hydromet for the purchase of 1 Satlantic Submersible Ultraviolet Nitrate Analyzer (SUNA). This equipment will be delivered to, and used by the San Diego, CA WSC.

Specifically, this order includes:

1 EACH, #ASY-NTR-00085, SUNA V2, 10mm PATHLENGTH, WITHOUT HYDROWIPER

1 EACH, #OPT-NTR-00002, FRESHWATER CALIBRATION

1 EACH, #OPT-NTR-00006, SDI-12 ENABLE OPTION

1 EACH, #ASY-CAB-00254, USB PROGRAMMING CABLE

1 EACH, ASY-CAB-00284, UNDERWATER CABLE, 5m, RS-232/SDI-12

1 EACH, #BOX-PEL-00008, PELICAN 1700, SHIPPING CASE

1 EACH, #ASY-NTR-00077, SUNA V2 FLOW CELL, 10mm

1 EACH, #OPT-NTR-00005, INTERNAL LOGGING

1 EACH, #ASY-NTR-00085, SUNA V2, 10mm PATHLENGTH, WITHOUT HYDROWIPER

1 EACH, #OPT-NTR-00002, FRESHWATER CALIBRATION

1 EACH, #OPT-NTR-00006, SDI-12 ENABLE OPTION

1 EACH, #ASY-CAB-00254, USB PROGRAMMING CABLE

1 EACH, ASY-CAB-00284, UNDERWATER CABLE, 5m, RS-232/SDI-12

1 EACH, #BOX-PEL-00008, PELICAN 1700, SHIPPING CASE

1 EACH, #ASY-NTR-00077, SUNA V2 FLOW CELL, 10mm

1 EACH, #OPT-NTR-00005, INTERNAL LOGGING

This water quality equipment is used to provide real-time nitrate calculations in estuarine and fresh water environments without the use of chemicals. It operates unattended for extended periods of time.

4. Estimated Dollar Value. The estimated value of this procurement is \$43,894.00.

5. Statutory Authority. The proposed action may be awarded on a sole source basis in accordance with: FAR 13.106-1(b)(1) "Only One Source Reasonable Available"

6. Rationale Supporting Use of Citation in No. 5. Only one responsible source and no other supplies or services will satisfy the agency requirements. HACH Hydromet is a distributor for Satlantic, which is the original equipment manufacturer of the required equipment. Satlantic maintains proprietary data rights to the equipment and has no known authorized resellers. The required equipment is of a highly specialized nature and integrates into several other systems in the USGS which includes interfacing from RS-232 to SDI-12 (a communications protocol for environmental sensors and data acquisition systems). Purchase of another manufacturer's equipment would require serious modification to existing infrastructure to include writing new computer code or programs to integrate another manufacturer's equipment into the aforementioned systems. This modification of the existing infrastructure would not only cause serious delays in the procurement process due to stringent test requirements but also represents a substantial duplication, estimated to be tens of thousands of dollars of the government's cost.

Use and interfacing of another product(s) would require the following effort: (1) the equipment would have to be tested and proven to meet the manufacturer's and USGS specifications. (2) users would have to be trained on how to use and calibrate the new systems, (3) users would then have to integrate the product into the aforementioned USGS systems, (4) new decoding programs would have to be re-written to take the data output from the new system and convert it to an output that is acceptable for entry into the USGS National Water Information System (NWIS) for data consistency purposes, and (5) users would have to be trained on how to maintain the equipment and perform periodic maintenance inspections. The delays associated with testing the new equipment, receiving training, and interfacing the equipment into the existing infrastructure would be significant, at least 6-9 months.

We request to sole source this requisition to HACH Hydromet as a distributor for Satlantic as it is the only known source for this equipment that can meet equipment specifications and integration requirements in the area of real-time nitrate calculations to interface with existing equipment.

7. Other Information. HACH Hydromet is an authorized dealer for Satlantic manufactured equipment. Satlantic is the proprietary manufacturer of the equipment and they possess the technical knowledge and patents covering the intricate designs of the instrumentation and any accessory items associated with their instruments. The Government's request is to sole source this requirement to HACH Hydromet, as it will provide a continuity of equipment and standardization of repair parts to an existing infrastructure. The requested equipment runs on existing programs and will require no modification to programs in order to function seamlessly, saving the government time and money that would be required to integrate a similar product from another vendor.

Acquisition History:

<u>Award Number</u>	<u>Date</u>
G13PX00173	1/31/13
G13PX00270	3/8/13
G13PX00183	4/10/13
G13PC00021	4/18/13
G13PX00823	5/23/13
G13PX00809	6/3/13

No other manufacturer can offer equipment that meets both the stringent measurement requirements written by the USGS and the integration requirements of the existing infrastructure.

It is estimated that the cost for retraining employees on a new system as well as replacing existing equipment would be tens of thousands of dollars.

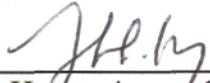
8. The Efforts to Identify Additional Sources Including the Market Research Conducted.

Several Vendors manufacturing similar equipment were contacted. No other company makes compatible equipment to HACH Hydromet (Satlantic) at this time. Market research will be conducted with each future acquisition to identify vendors with compatible equipment.

9. Future Plans to Permit Competition. To promote competition, HIF continually tests new devices as they become available on the market. HIF routinely attends vendor conferences, trade shows, meetings, and conferences where vendors are present. HIF also attends local Business and Procurement Expositions in order to make vendors aware of USGS needs and business opportunities. HIF encourages vendors to develop and submit products that meet USGS requirements. In addition, HIF promotes visits from vendors to demonstrate and provide information about their products.

10. Recommendation Program Office

Based on the above, I recommend this acquisition be conducted on a sole source basis and certify that the above statements are true and correct.



Frank S. Henry, Assoc. Chief, HIF

8-5-13

Date

11. Certifications from the Contracting Officer

- a. The contracting officer must include a determination that the anticipated cost to the Government will be fair and reasonable with a short statement for the basis of that determination. Prices will be determined fair and reasonable by comparison with previous awards made for similar or same item.
- b. This justification is accurate and complete to the best of my knowledge and belief.

Contracting Officer

Date

12. Concurrence by Competition Advocate > \$25,000 (DIAPR 2008-10 Enhancing Competition)

Jennifer Farrell, Bureau Competition Advocate

Date