

The U.S. Geological Survey intends to make a non-competitive award to Hach Hydromet located in Loveland, Colorado for Satlantic Submersible ultraviolet Nitrate Analyzer and accessories, to be delivered to USGS Kansas Water Science Center, 4821 Quail Crest Place, Lawrence, Kansas. within 30 days of award.

There are no option periods.

HACH Hydromet is the only 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 communication protocol for environmental sensors and data acquisition systems).

In accordance with FAR 5.207, all responsible sources may submit a bid, proposal or quotation which shall be considered by the agency, however, THIS NOTICE IS FOR INFORMATIONAL PURPOSES ONLY. THIS IS NOT A REQUEST FOR COMPETITIVE PROPOSALS. The Government intends to award this requirement noncompetitively in accordance with FAR 13.106-1(b)(1).

Email responses to hnair@usgs.gov or fax to 703-648-7899. Emailed responses are preferred.

The NAICS code is 334513 The size standard is 500 employees.

The anticipated award date of the contract is 08/26/2013. The anticipated contract will be firm fixed-price. A vendor must be registered at <http://www.ccr.gov> to be awarded the contract.

5. Statutory Authority. The proposed action may be awarded on a sole source basis in accordance with: FAR 6.302-1, Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements.

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.

[Redacted Signature]

8-6-13
Date

11. Certifications from the Contracting Officer

- a. The contracting officer has determined that the anticipated cost to the Government will be fair and reasonable on the basis of the discounted prices offered by the vendor.
- b. This justification is accurate and complete to the best of my knowledge and belief. It includes a 15% discount available for Hydrologic Instrumentation Facility orders.

[Redacted Signature]

Contracting Officer

Date

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

[Redacted Signature]

Jennifer Farrell, Bureau Competition Advocate

Date

The U.S Geological Survey (USGS) considers employee signatures to be Personal Protected Information, and therefore all employee signatures have redacted. By posting this document, the Contracting Officer attests all appropriate signatures have been obtained