

Justification and Approval
For
Other Than Full and Open Competition

1. Contracting Agency: Defense Human Resource Activity- Procurement Support Office
4800 Mark Center Drive, Alexandria, Virginia, 22350.

2. Authority Cited:

10 U.S.C.2304(c)(1), FAR 6.302-1 -- Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements –BRAND NAME.

3. Description of Supplies and Services:

The Computer/Electronics Accommodations Program (CAP) Office requires four Varidesk Cube Corner 48s, three Dual Monitor Arms for Varidesk, one Varidesk Cube Corner 36, two Varidesk Cube Plus 40s, and one Varidesk Exec 48 for Federal Government employees with disabilities. These items will address various dexterity-related conditions that can be accommodated by alternating between sitting and standing at an employee's workstation.

4. Description of Action:

A firm fixed price contract is planned for this one time acquisition. FY16 Operating and Maintenance (O&M) funds are available in the total estimated amount of \$ [REDACTED].

5. Reason for Authority Cited:

a. The Rehabilitation Act Amendments of 1973, as amended, Title VI – Employment Opportunities for Individuals with Disabilities requires assisting employers in understanding and meeting the requirements of the Americans with Disabilities Act of 1990 (42 U.S.C. 21101 et seq.) as the Act relates to employment of individuals with disabilities. These products are required by federal employees with dexterity-related disabilities which can be accommodated via alternating between standing and sitting during the workday. The Varidesk products in this requirement are the only products that meet the specific ergonomic and technical requirements of each federal employee being accommodated.

b. For each product, other brand name alternatives were evaluated:

1. CAP customers with dexterity limitations who would benefit from an adjustable workstation to fit their changing needs throughout the day have requested The Varidesk Cube Corner 48. The customers' current office spaces are cubicles designed to have computers and monitors in the corner of the cubicle. The corner provides the most space

for use of a computer. The Varidesk Cube Corner 48 workstation was specifically designed to fit in a standard cubicle office space. The TaskMate 6200 is a comparable product that can be adjusted similarly to the Varidesk Cube Corner 48; however, the TaskMate does not fit the space requirement for cubicle style office space. Workrite offers a Banana Board with Pinnacle Arm, which can be used in conjunction with the Poise monitor arms to provide similar features of height adjustability to the Varidesk Cube Corner 48, but this requires a minimum of three different pieces of equipment to accomplish the same task. Even though this system also uses the current desk space it will not fit into the customer's current work space. The Varidesk Pro is another similar product; however, this workstation is designed to be positioned in the center, left or right on a standard desk work surface, whereas the Varidesk Cube Corner 48 was specifically designed to fit in a corner of a cubicle, which is necessary for individuals whose office space is a cubicle. The Varidesk Cube Corner 48 is the only sit-stand workstation that can offer all the features required by the customer and also will be able to fit into the current office space.

2. The Dual Monitor Arm for Varidesk is a monitor arm specifically designed to attach two monitors to a Varidesk sit to stand system. It attaches to the Varidesk system by clamping onto the back edge of the unit and allowing the user to adjust the height, angle, tilt and layout of each monitor to get them into the best ergonomic position possible. The Workrite Poise PA2000 monitor arm is a comparable product; however, this item only has a 12 inch height range. The Dual Monitor Arm for Varidesk has a 20.5 inch height range and is specifically designed to work with the Varidesk sit to stand workstations. The Articulated Dual Monitor Arm (6912) is another comparable product. This is specifically designed to work with a sit to stand workstation and provides tilt and angle adjustments. However, this is designed to work with a TaskMate sit to stand workstation and not the Varidesk. Additionally, the height is set to a static level and cannot be adjusted independently from the workstation once the mounting block is set. The Dual Monitor Arm for Varidesk is specifically designed to work for individuals with two monitors and will utilize the Varidesk system as a sit to stand workstation. The VuRyser 8800 Flat Screen Monitor Riser is another comparable product. Instead of mounting the monitor directly to an arm, it uses one inch stackable units to raise and lower the monitor to the desired level. However, this item does not allow additional articulation, tilt or pivot beyond what each monitor stand will allow. Additionally, the monitors simply sit on these units, so there isn't a great deal of stability when used with a sit to stand system that raises and lowers throughout the day. The Dual Monitor Arm for Varidesk is the only product that has the required adjustability in height, pivot, and tilt and is compatible with a Varidesk sit to stand system.
3. The CAP customer with a dexterity limitation, who would benefit from an adjustable workstation to fit his changing needs throughout the day, requires a Varidesk Cube Corner 36. The customer's current office space is a cubicle designed to have computers and monitors in the corner of the cubicle. The corner provides the most space for use of a computer. The Varidesk Cube Corner 36 workstation was specifically designed to fit in a standard cubicle office space. The Varidesk Cube Corner 48 is a comparable product that is also designed to fit into a cubicle area; however, the Varidesk Cube Corner 48 is too

wide for the customer's desk area. The TaskMate 6200 is a comparable product that can be adjusted similarly to the Varidesk Cube Corner 36; however, the TaskMate does not fit the space requirement for the customer's cubicle style office space. Workrite offers a Banana Board with Pinnacle Arm, which can be used in conjunction with the Poise monitor arms to provide similar features of height adjustability to the Varidesk Cube Corner 36, but this requires a minimum of three different pieces of equipment to accomplish the same task. Even though this system also uses the current desk space it will not fit into the customer's current work space. The Varidesk Pro is another similar product; however, this workstation is designed to be positioned in the center, left or right on a standard desk work surface, whereas the Varidesk Cube Corner 36 was specifically designed to fit in a corner of a cubicle, which is necessary for individuals whose office space is a cubicle. The Varidesk Cube Corner 36 is the only sit-stand workstation that can offer all the features required by the customer and also will be able to fit into the current office space.

4. Varidesk Cube Plus 40 was specifically requested by the CAP customers whose disabling condition will not allow them to sit for extended periods of time. These customers require a flat, extended work surface to do work on throughout the day and to work with multiple, heavier weight monitors. So, the customers will need to utilize this surface while standing to work, as well as when they are seated. The Dual Kangaroo Sit to Stand System is a comparable product. It is a unit that holds two monitors, it has a platform for a keyboard and mouse and allows the user to sit or stand while using the computer. It has 16.5 inches of height adjustability. The Dual Kangaroo does not have a flat and usable surface that can be used from a standing position like the Varidesk Cube Plus 40. It also does not have an extended worksurface and can hold up to 35lbs of weight. These are all requirements of this CAP customer; therefore, the Dual Kangaroo system will not work for them. The TaskMate 6100 Height Adjustable Workstation is another similar product. This item supports the user's monitor, keyboard and mouse. The unit plugs into the wall and uses electrical power to raise and lower the unit by pushing a single button when the user wants to change between seated and standing positions. The TaskMate 6100 also has built in document holders. It does, however, have a protruding keyboard tray that must stick out from the edge of the desk surface. Because the design of this product is to allow the user to have the keyboard tray lower than the worksurface, there is no way to get the tray under or over the desk. These CAP customers work in limited space and cannot have anything protruding into the work area. This space is used for seating, when needed and other duties are performed in that area that couldn't be accomplished if there was a keyboard tray sticking out from the edge of the desk. The Varidesk Cube Plus 40 provides the height adjustability required by these CAP customers, without the feature that would force the keyboard and mouse to protrude from the edge of the desk. The Ergotron Workfit-S Dual with Worksurface+ (33-349-200) is another similar product. This sit to stand solution has over 20 inches of height adjustability and the worksurface can adjust separately from the keyboard tray. However, this item is also designed to have the keyboard tray hang over the edge of the desk and is fixed in that position. Because it clamps to the front edge of the desk, there will always be space taken by the unit after installation. The CAP customers require all of the limited space provided to them and cannot fit in the space if there is anything protruding off the edge of the desk. The

Varidesk Cube Plus 40 is the only piece of equipment without a protruding keyboard that meets the requirements of these customers. It is the only item that will allow the CAP customers to perform their essential job functions in their work area by providing the required height adjustability, an extended flat surface that can be utilized when in a seated and standing positions, the capacity to hold larger, heavier or multiple monitors and the absence of a protruding keyboard tray that would take up space in their work area.

5. Varidesk Exec 48 is required by a CAP customer whose condition will not allow them to sit for an extended period of time. It is currently the only device on the market that can accommodate this customer's height and condition. A comparable product is the Varidesk Pro Plus. This product is similar to the Exec 48 in that it comes with a keyboard and mouse tray and can support multiple monitors. However, in comparison to the Exec 48, it can only support up to 35 lbs and only extends to a height of 18" above the worksurface. This CAP customer requires the keyboard to be at least 20" above the surface of the desk to accommodate their height. The Exec 48 can extend up to 23" above the surface of the desk. The Dual Kangaroo is another comparable device. This device is sit-to-stand workstation that allows you to adjust your monitors and keyboard tray separately. However, it can only be extended 16.5" above the desktop, making it unfit for this particular CAP customer. The Ergotron WorkFit-S Dual with Worksurface+ is another similar product. This sit-to-stand workstation also comes with a keyboard tray and can support dual monitors up to 24". However, it does not have the worksurface space that is required for this customer to work on hard copy documents while performing essential job functions. The Varidesk Exec 48 is the only product that has the unique features of being fully assembled upon arrival, being equipped with a keyboard/mouse tray that can extend up to 23" above the desktop, and have sufficient workspace for hard copy documents to meet the customer's needs.

c. Market research indicates that these specific products are the only ones that will meet each customer's individual needs taking into account their disability conditions and the physical requirements of their workspace.

6. Effort to Obtain Competition: Competitive quotes will be sought directly from vendors from whom these products are available. These items were previously procured via a Government Purchase card; however, due to the number of Varidesk items requested in this CAP order (#88007), the requirement has exceeded the micro-purchase threshold and now requires this to be acquired through other means.

7. Effort to remove barriers to/increase competition: For future requirements, the CAP office will conduct a thorough review of the marketplace to ensure that any/all barriers to competition are removed so that competition can be obtained to the maximum extent practicable.

8. Market Research: Research was conducted via the, historical data, internet and direct contact with vendors for pricing information. Market research identified three small businesses that can fill this requirement.

9. Interested Sources: 1) Premier & Companies, 460 West 34th Street, 5th Floor New York, New York 10001. 2) Florida Reading & Vision Technology, Inc. 650 N. Andrews Ave. #15 Ft. Lauderdale, FL 33311. 3) Varidesk, LLC, 117 Wrangler Dr. Ste 100 Coppell, TX 75019.

10. Other Factors: Executive Order 13164 requires all Federal agencies to establish procedures on handling requests for reasonable accommodation for civilian employees; to include wounded service members. The CAP office time frame for processing an approved request is not later than 30 business days from the date of the request. As a result delivery for this acquisition is not later than 20 days after the date of award.