

Justification and Approval

for

Limited Sources, Use of Multiple Award Schedule – Brand Name

1. Contracting Agency: Defense Human Resource Activity- Procurement Support Office
4040 N Fairfax Dr Suite 120 Arlington, VA 22203

2. Authority Cited: 41 U.S.C. 251, *et seq.* and Title 40 U.S.C. 501, FAR 8.405-6 – Limited Sources – Brand Name, Multiple Award Schedule Program.

3. Description of Supplies and Services: The Defense Travel Management Office (DTMO) has a requirement to purchase Adobe Acrobat 9 Standard. Adobe Acrobat 9 Standard is a software suite that's Ideal for people who prepare and share PDF documents. Acrobat 9 Standard is the world's leading PDF writer and is designed to meet the needs of today's business.

Adobe Acrobat 9 standard allows users to: reliably create and distribute PDF documents and forms; combine content in a single PDF file (e.g. assemble documents, spreadsheets, presentations, e-mail, and web pages in a single compressed PDF file); review documents and provide input with familiar commenting tools (e.g. sticky notes); password-protect documents; set permissions to control printing, copying, or changes; and apply digital signatures to ensure authenticity.

Adobe Acrobat 9 standard helps ensure users can reliably and consistently view, print and work with PDF documents obtained from others; avoid risk of unintentional disclosure of sensitive or confidential information; and efficiently review documents from external vendors, customers and partners.

The previous Adobe licenses (62) were purchased under a contract with Cape Fox Professional Services, which has ended. The purchase price was \$8,565.63. As for past performance, the software was purchased, installed, and has worked flawlessly in our environment.

The following table shows what is needed:

Item Description	Mfr Part No.	Qty
Adobe CLPG 4.x Acrobat Std 9 MP Upg F/Std Lvl 2	54026280RT	62
Adobe CLPG 4.x Acrobat Std 9 MP Lvl 2	54026197RT	83
Adobe CLPG 4.x Acrobat MLP Upg Plan 1 Yr/12 mo	09946063R4	145
Adobe CLPG 4.x Acrobat Std 9 MP Media DVD Nact	22002413DG	1

4. Description of Action: A firm fixed price award is anticipated and the estimated cost is \$15,151.76.

5. Reason for Authority Cited: Adobe Acrobat 9 Standard is proprietary software made only by Adobe. A substantial duplication of cost to the Government that is not expected to be recovered through competition, or Unacceptable delays in fulfilling the agency's requirements. (See 10 U.S.C. 2304(d)(1)(B)). The DTMO would incur unnecessary expense to uninstall the current Adobe Acrobat software and redeploy new software across the organization.

Adobe Acrobat is currently being used within the DTMO environment and has proven to be an effective software suite in helping manage DTMO business operations. Many years of historical documentation was created using Adobe Acrobat and there are unknown compatibility issues with accessing these historical documents with a different brand of software. This procurement is an upgrade from Adobe Acrobat 7 to Adobe Acrobat 9. Adobe Acrobat 9 provides great capability and compatibility with other organizations across the DoD Enterprise. Failure to upgrade and maintain Adobe licensure could potentially cause compatibility issues with other DoD organizations and adversely affect DTMO operations. In order to realize efficiencies in cost, schedule, and performance, the DTMO requires the upgrade and renewal of these software licenses. The previous Adobe licenses (62) were purchased under a contract with Cape Fox Professional Services, which has ended. The purchase price was \$8,565.63. As for past performance, the software was purchased, installed, and has worked flawlessly in our environment.

The Government's minimum need is to have the most recent version of Adobe Acrobat with all of the embedded features to be compatible with the rest of the Federal Government and industry.

6. Effort to Obtain Competition: Adobe Acrobat 9 Standard is proprietary software. The DTMO uses Adobe Acrobat for development, management, security, and communication of PDF files. Others may sell the contract, but software is directly from Adobe regardless of where it is purchased. Since Adobe is the only one that can provide this, it excludes competition.

7. Effort to remove barriers to/increase competition: There will be no barriers to future competition. Any future requirements will be evaluated on their own merit and, to the maximum extent practicable, shall be procured using full and open competition.

8. Market Research: After conducting market research, it has been determined that Adobe Acrobat 9 Standard is proprietary software. Adobe is ranked the number one computer software company in America's Most Admired Companies 2010 (Fortune, 2010). In 2008, the current PDF 1.7 specification was approved as the basis for the ISO 32000 document standard. Adobe is an active member of the PDF standards working groups, including the PDF 1.7 ISO 32000, PDF/E, PDF/A and PDF/X committees. Adobe Reader and Adobe Flash Player combined are installed on more than 600 million internet-connected desktops and devices worldwide.

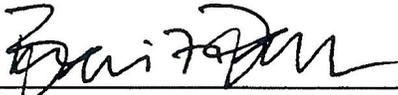
GSA Advantage was used to find Adobe's GSA resellers; CDW Government (Strategic Sourcing BPA), Insight Public Sector, and Dell Marketing L.P. Divine Imaging is a small, disadvantaged, woman owned business. Emergent is an environmentally conscious company and an Adobe Authorized License Center; they are categorized as a small business. Both PC Mall Gov and CDW Government are other than small businesses. CDW-G has a contract with DoD allowing for reduced pricing on Adobe software.

9. Interested Sources: N/A

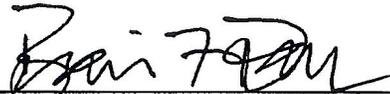
10. Other Factors: N/A

TECHNICAL AND REQUIREMENTS CERTIFICATION (FAR Subpart 6.303-1(b) and DARS Subpart 6.303-1(b)). I certify that the facts and representations under my cognizance which are included in this justification and which form a basis for this justification are complete and accurate.

TECHNICAL COGNIZANCE:

Signature:  703-696-6981 09/01/10
Brian Dean, Contracts Branch Chief, DTMO Phone Date

REQUIREMENTS COGNIZANCE:

Signature:  703-696-6981 09/01/10
Brian Dean, Contracts Branch Chief, DTMO Phone Date

CONTRACTING OFFICER CERTIFICATION (FAR Subparts 6.303-1(a), 6.303-2(a)(12))
I certify that this justification is accurate and complete to the best of my knowledge and belief.
Since this effort exceeds \$100K but does not exceed \$550K, this certification serves as
APPROVAL (FAR Subpart 6.304(a)(1)).

Signature: 
Vicki A. Liedel PSD 703-646-7668 15 Sep 10
Printed/Typed Name and Title Organization Phone Date

ALL QUESTIONS REGARDING THIS JUSTIFICATION FOR OTFAOC ARE TO BE REFERRED TO BRIAN DEAN, DEFENSE TRAVEL MANAGEMENT OFFICE, BRIAN.DEAN@DTMO.PENTAGTON.MI, 703-696-6981.