

## Limited Sources Justification and Approval (J&A)

Contracting Activity:	AFLCMC/PZITB
Purchase Request / Local ID Number:	TBD
Program / Project (and PE, if applicable):	Gartner IT Executive CIO Signature Licenses
Program Type (PEO or Other Contracting):	Other Contracting
Authority:	Multiple Award Schedule Program (FAR 8.405-6)
Estimated Contract Cost (including options):	

### Description of Limitation:

The Air Force Research Lab (AFRL) has a requirement for the procurement of Gartner IT Executive: CIO Signature licenses. The specific quantities and licenses requiring renewal and support are detailed below:

Line Item	Item Description	Unit	Qty
0001	Gartner Executive Programs Leadership Team Plus — Team Leader	Ea	1
0002	Gartner Executive Programs Leadership Team Plus — Partner Team Member	Ea	1
0003	Gartner Executive Programs Leadership Team Plus — Delegate Team Member	Ea	1

Date	Program Manager [Redacted] [Redacted] [Redacted]	[Redacted] [Redacted] [Redacted] [Redacted] [Redacted] [Redacted] [Redacted]
Date	[Redacted] [Redacted] [Redacted] [Redacted]	Signature 11/26/18 [Redacted]

### I. Contracting Activity.

This is a justification for other than full and open competition in accordance with 10 USC 2304(c), as implemented by FAR 8-405-6(a)(1)(i)(B), Only one source is capable of providing the supplies or services required at the level of quality required because the supplies or services are unique or highly specialized.

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### II. Nature and/or description of the action being processed.

This is a requirement for the procurement of Gartner IT Executive: CIO Signature licenses. The specific quantities and licenses requiring renewal and support are detailed below:

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0001	Gartner Executive Programs Leadership Team Plus — Team Leader	Ea	1
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The cost of this procurement is [REDACTED] and is based on a quote from the GSA vendor, Gartner, Inc under GSA Schedule Contract number GS-35F-5014H.

### III. Description of the supplies/services required to meet agency needs.

The IT Executive license includes access to information technology research papers written by Gartner subject matter experts (analysts) on topic areas such as information technology market findings, admission to specific Gartner information technology/Chief Information Officer training conferences, webinars on specific information technology topics, and ad hoc customer-defined teleconferences with IT analysts. The license also provides access to Gartner's unique Peer Connect, a private online peer networking community that includes more than [REDACTED], including at least [REDACTED]. Peer Connect is a private portal reserved for IT end users and Gartner Subject Matter Experts only (no IT vendors) and is a capability unique to Gartner.

### IV. Identification of the justification/rationale for limiting sources and demonstration of the contractor's unique qualifications to provide the required supply/service.

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Gartner has an unrivaled quantity of documents in their online research database and analysts available to answer questions. This will provide AFRL/RQ access to the research results and expert analysts to meet AFRL's requirements. Gartner's main competitor, Forrester, is more focused on consulting and longer term projects than research and doesn't have as many analysts as Gartner who are readily available for one-on-one teleconferences to answer questions. Gartner's focus on research and providing access to analysts is required to meet AFRL/RQ needs. Also, customer reviews indicate that Gartner research is much more detailed than competitors such as Forrester and IDC, and the detail provided in Gartner reports is essential for making accurate technology and business decisions as required by AFRL/RQ. Additionally, Gartner hosts exclusive conferences annually with more attendees than competitors, and provides unique informational Webinars and local analyst briefings and networking events that no other firm has the ability to provide, which will provide critical insight on emerging technologies, and provide the opportunity to connect with peers and share best practices. Access to Gartner resources is estimated to result in a cost savings of approximately [REDACTED] for AFRL/RQ by reducing man-hours currently required to do research on technology and business process trends. The reduced man-hours and cost savings were calculated as follows: The Gartner services will be used to research approximately [REDACTED] topics per year which are currently being researched by government personnel. Each topic takes an average of [REDACTED] which is [REDACTED]. The average hourly rate of the people doing the research is about [REDACTED]. So, [REDACTED] saved by using Gartner research products and services. Additionally, the increased interaction with peers and expert analysts provided by Gartner, along with the comprehensive research database, will lead to improved accuracy of decisions and improved business processes and metrics which will lead to additional cost savings and will save hundreds of man-hours due to increased process efficiency and reduced schedules for implementing new technology.

Gartner is the employer of the subject matter experts (analysts) that develop the reference research information, hold the analyst telecons and webinars, and participate in the Gartner conferences. In addition, Gartner is the only provider of its IT Executive reference services that assigns an experienced subject matter expert in the Senior Leader's role to deliver contextualized insight and advice against a set service deliver plan. These services are not available for purchase through any other resellers or dealers. Therefore, Gartner is uniquely qualified to meet AFRL/RQ's requirements.

### V. Determination by the ordering activity Contracting Officer that the order represents the best value consistent with FAR 8.404(d).

Mandated by FAR 8.404(d), the Multiple Award Schedule (MAS) shall be awarded via GSA contracts. The primary statutory authorities for the MAS program are Title III of the Federal Property and Administrative Services Act of 1948. This effort will be determined fair and reasonable through price analysis and negotiation.

### VI. Description of the market research conducted and the results, or explain why market research was not conducted.

Market research was conducted in accordance with FAR Part 10. Market research was performed to determine if any practical sources could meet these requirements. Market research was conducted through extensive research on the internet to identify competitors and compare products, and to analyze customer reviews. Additionally, interviews were conducted with numerous government executives who required similar services to determine why those executives and managers chose to purchase Gartner products and services instead of competitors' products and services. Government executives interviewed included the AFRL Deputy Chief Information Officer, the AFRL Materials Directorate Chief Data Officer, and the Army Research Laboratory Chief Information Officer who all chose to acquire Gartner products and services. Additionally, the market research revealed that the Air Force has established an AF-wide contract so all AF organizations can purchase Gartner's unique products and services. The contract is called "Gartner - IT Research and Advisory" managed by AFLCMC/HICA; however, the AF-wide contract will not meet AFRL/RQ requirements because the Gartner products needed are not on the contract and the Period of Performance will not meet RQ's needs. In this circumstance, the market research showed that the only source that can meet the requirements for the Gartner IT Executive: CIO Signature license is the sole source manufacturer, Gartner, Inc. Supporting documentation has been obtained from Gartner, Inc. to confirm that they are the exclusive worldwide manufacturer, sole source supplier, and that there

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are currently no reseller or distributor agreements in place for the requested Gartner IT Executive: CIO Signature license. The Gartner IT Executive: CIO Signature licenses are annual/term licenses; therefore, renewal licenses must be procured annually to remain active.

In accordance with FAR Subpart 8.004 Use of Other Sources, the use of GSA Federal Supply Schedules was given first consideration as an acquisition vehicle to satisfy this requirement. A review of GSA Advantage determined that the requested renewal licenses are readily available under the GSA Multiple Award Schedule (MAS) Program. A review of the GSA Schedules determined that this requirement can be fulfilled under GSA Schedule 70 General Purpose Commercial Information Technology Equipment, Software, and Services Special Item Number (SIN) 132 52 Electronic Commerce and Subscription Services. Therefore, this requirement will be procured under the Multiple Award Schedule (MAS) Program under the authority of FAR Subpart 8.405-6(a)(1)(i)(B) Only one source is capable of providing the supplies or services required at the level of quality required because the supplies or services are unique or highly specialized. The requested procurement of the Gartner IT Executive: CIO Signature licenses are available from Gartner, Inc. under GSA Schedule Contract number GS-35F-5014H.

Gartner, Inc. is the sole source for Gartner IT Executive: CIO Signature software. Gartner, Inc. provided a written statement verifying that they are the only authorized source and that Gartner, Inc. does not have any authorized distributors or resellers.

Gartner, Inc.  
56 Top Gallant Road  
Stamford, CT 06902-7700

### VII. Other facts supporting the justification.

N/A

### VIII. Actions the agency may take to remove or overcome any barriers that led to the restricted consideration before any subsequent acquisition for the supplies or services.

In an effort to remove or overcome such a barrier to competition in the future, the market will be scanned frequently for new companies and products that could satisfy the government's requirements. The AFRL/RQ engineering staff coordinates regularly with equipment manufacturers and vendors, to keep current on technology. Vendor and trade magazines are scanned for new, open technologies that can satisfy future infrastructure requirements. As an integration lab, the agency will continually revisit the hardware and software equipment currently being used and will research for technology manufacturers and products that will be in the Government's best interest for future replacement equipment at the agency's site and at sites the agency supports. As technology evolves over time and equipment reaches its end of life, each technology and equipment is re-evaluated for its ability to support mission critical requirements and provide the best value to the Government... Since there is a continual revisit by the agency for the present equipment, if/when alternatives to the requested equipment become available, they will be reviewed for approval to use.

### IX. Certification by the Contracting Officer:

As evidenced by my signature above, I have determined this document to be both accurate and complete to the best of my knowledge and belief.

### X. Certification by the technical/requirements personnel.

As evidenced by my signature above, I certify that any supporting data contained herein, which is my (our) responsibility, is both accurate and complete.