

**USTRANSCOM JUSTIFICATION FOR
OTHER THAN FULL AND OPEN COMPETITION (BRAND NAME)**

13-17

ARIS SOFTWARE FOR THE DEFENSE PERSONAL PROPERTY SYSTEM

1. CONTRACTING ACTIVITY.

United States Transportation Command, DPO Support Division, USTRANSCOM/TCAQ-DPO, 508 Scott Drive, Building 1900W, Scott AFB IL 62225-5357.

2. NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED.

Defense Personal Property System (DPS) Program Management Office (PMO) requires ARIS software licenses and maintenance support. This action will result in a firm-fixed price delivery order with a cost reimbursable CLIN for travel under NASA Solutions for Enterprise-Wide Procurement (SEWP) IV's multi-award Government-Wide Acquisition Contract (GWAC).

3. DESCRIPTION OF THE SUPPLIES/SERVICES REQUIRED TO MEET THE AGENCY'S NEEDS.

ARIS is a component of the Software AG's Business Process Management Suite (BPMS) that provides the technology framework for process-based requirements analysis. ARIS is a COTS software modeling tool used to design and map business processes, document and analyze IT architectures, and integrates with Software AG's business process development and execution tool, webMethods, to complete the BPMS. The ARIS procurement includes licenses, installation and 3 years of maintenance for the following software components: ARIS IT Architect, ARIS Business Designer, ARIS Defense Solution, ARIS Business Server, webMethods Integration, and ARIS Process Governance for Release Cycle Management.

The total estimated dollar value is

The period of performance is 1 May 2013 – 30 Apr 16.

4. STATUTORY AUTHORITY PERMITTING OTHER THAN FULL AND OPEN COMPETITION.

FAR 13.501(a) Sole Source (including Brand Name) Acquisitions.

5. DEMONSTRATION THAT THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS OR THE NATURE OF THE ACQUISITION REQUIRES USE OF THE AUTHORITY CITED

Per FAR 13.501(a) consideration is restricted to a particular brand name. The purchase of ARIS is essential to the Government's requirements and market research indicates other companies'

similar products cannot meet or cannot be modified to meet the agency's needs in a cost-effective or timely manner.

The DPS PMO requires the ARIS software because it provides the capability to create business process models using the industry standard, Business Process Modeling Notation (BPMN). The use of BPMN is a critical requirement to complete DPS Increment III, the next increment of software development. As the PMO develops the business process flows using ARIS, the process models will be given to the development contractor. The developer will import the process models into the webMethods BPMS tool and create the IT implementation. ARIS integrates seamlessly with webMethods BPMS without manual conversions which promotes efficiencies and optimizes valuable resources.

Gartner, Inc., in the article "Magic Quadrant for Business Process Analysis (BPA) Tools," identified Software AG as a leader in BPA tools for automating business processes (2011). Gartner emphasized Software AG strengths and stated that "ARIS integration into the wider Software AG product suite, such as webMethods, will make it of particular interest to organizations looking for a complete BPA, BPM [Business Process Management] and SOA [Service Oriented Architecture] solution, or for a strong modernization partner. Further, Gartner described that "ARIS Process Governance automates the enforcement of process-related governance, including policies, role and responsibility definition, change notification, and workflow."

The tight integration of ARIS and webMethods enables full support for Model-to-Execute (M2E) and automated process governance to cover all BPM lifecycle stages (design, model, execute, monitor, optimize).

Software AG's M2E makes the logical process model a shared deliverable between business and IT by linking the business processes defined in ARIS to the execution processes in webMethods.

Software AG's M2E Process Governance capability covers all BPM lifecycle stages along three views, each targeting specific stakeholders: business view (captured in ARIS), logical view (shared between ARIS and webMethods), and execution view (executed in webMethods); and enables the automation of process governance tasks to ensure changes to business and execution (IT) processes are always synchronized and traceable and are compliant to defined process change management policies, roles, and responsibilities.

Other BPMS products may offer similar M2E and process governance capabilities as a complete BPM product suite. However, no BPA tool other than ARIS can be used to augment webMethods to provide the M2E and process governance capabilities comparable to Software AG's offering.

Additionally, Forrester Research, Inc., in the March 2013 article, "The Forrester Wave™: BPM Suites, Q1 2013," noted that, "Software AG was the only vendor to provide full support for 'model-to-execute,' allowing process models to be shared and updated between Software AG's full-featured business process analysis environment (ARIS) and its full-featured business process development environment (webMethods)."

6. DESCRIPTION OF EFFORTS MADE TO ENSURE THAT OFFERS ARE SOLICITED FROM AS MANY POTENTIAL SOURCES AS IS PRACTICAL

A review of the GSA Advantage! website revealed only one vendor capable of providing ARIS software – Software AG. A review of the NASA SEWP IV GWAC revealed two vendors capable of providing ARIS software – immixGroup and Worldwide Technologies. A review of the open market via the internet did not reveal ARIS resellers.

To maximize competition for this effort, an RFQ, along with this justification, will be posted to NASA SEWP using the SEWP online Quote Request Tool. All contract vendors listed under Group D will be solicited to provide fair opportunity.

7. DETERMINATION BY THE CONTRACTING OFFICER THAT THE ANTICIPATED COST TO THE GOVERNMENT WILL BE FAIR AND REASONABLE

This determination will be made through review of competitive pricing. Based on this approach, the Contracting Officer anticipates that a fair and reasonable price will be obtained. Additionally, market research revealed that competition will best be supported by issuing the solicitation on NASA SEWP. NASA SEWP has already determined the prices of supplies and fixed-priced services under schedule contracts are fair and reasonable and represent the best value and lower overall cost alternatives to meet the Government's needs.

8. DESCRIPTION OF THE MARKET RESEARCH CONDUCTED AND THE RESULTS OR A STATEMENT OF THE REASONS MARKET RESEARCH WAS NOT CONDUCTED:

This requirement will be classified under NAICS code 511210, Software Publishers. Per DFARS 208.7403 a search was conducted on the ESI website. No Software AG ARIS Software vendors were identified. A search on GSA Advantage! revealed that Super AG (GS-35F-5054H), a large business, is the only available vendor on GSA that provides ARIS. A search of NASA SEWP for ARIS Software identified two authorized resellers under contract group D (other than small businesses) – immix Technology Inc and World Wide Technology, Inc. Internet searches did not identify any open market ARIS resellers.

9. ANY OTHER FACTS SUPPORTING THE USE OF OTHER THAN FULL AND OPEN COMPETITION.

N/A

10. A LISTING OF SOURCES, IF ANY, THAT EXPRESSED AN INTEREST IN THE ACQUISITION:

None.

11. A STATEMENT OF ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS TO COMPETITION BEFORE MAKING ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES REQUIRED:

The DPS PMO requires business process modeling tools to support DPS Increment III software development through FY18. Annually, the PMO will review and consider other modeling tools as new COTS modeling tools and capabilities become available in the commercial marketplace.

12. CONTRACTING OFFICER'S CERTIFICATION.

I certify that the data supporting the recommended use of other than full and open competition is accurate and complete to the best of my knowledge and belief.

WILLIAM A. SCHLECKSER
Contracting Officer

27 March 2013
DATE

13. TECHNICAL/REQUIREMENTS PERSONNEL CERTIFICATION.

I certify that the data supporting the recommended use of other than full and open competition is accurate and complete to the best of my knowledge and belief.

TIMOTHY W. KNAPP
DPS Program Integration

27 Mar 2013
DATE