

JUSTIFICATION REVIEW DOCUMENT
FAR Part 6 Justification and Approval
for Other than Full and Open Competition

Program/Equipment: Salesforce Software Licenses, Maintenance, Advisory and Outcome-Based Professional Services

Authority: Title 10 United States Code 3204(a)(1) as implemented in Federal Acquisition Regulation 6.302-1(a)(2), Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements

Amount: [REDACTED]

Prepared by:

Contracting Officer:

Technical:

Requirements:

Controlled by: Army

Reviews: I have reviewed this justification and find it adequate to support other than full and open competition.

Program Executive Officer:

[REDACTED] [REDACTED]
[REDACTED] [REDACTED]
[REDACTED] [REDACTED]
[REDACTED] [REDACTED]

Legal Advisor:

[REDACTED] [REDACTED]
[REDACTED] [REDACTED]
[REDACTED]

Advocate for Competition

[REDACTED] [REDACTED]
[REDACTED] [REDACTED]
[REDACTED] [REDACTED]

Senior Contracting Official

[REDACTED] [REDACTED]
[REDACTED] [REDACTED]

FAR Part 6 Justification and Approval for Other than Full and Open Competition

1. Requiring Activity: Program Executive Office (PEO) Enterprise, 9350 Hall Road, Fort Belvoir, VA 22060.

2. Contracting Activity: U.S. Army Contracting Command – Rock Island (ACC-RI), Rock Island Arsenal, Rock Island, IL 61299-8000.

3. Description of Action: This action requests approval to raise the ceiling for the procurement of Salesforce Products and Services from [REDACTED] and convert the agreement into a Decentralized Indefinite Delivery, Indefinite Quantity (IDIQ) contract. Unlike the current Enterprise Agreement (EA), this IDIQ will be available to the entire Department of War (DoW), not only limited to just Army. The IDIQ structure will provide flexibility to issue delivery orders for Salesforce Software Licenses, Maintenance, Advisory and Outcome-Based Professional Services as needed to support the evolving requirements of the DoW as a whole. The revised ceiling of [REDACTED] reflects anticipated growth and scalability needs over the next ten years as this effort will be expanded to support the DoW, not just the Army as an individual organization. The planned contract is a Firm-Fixed-Price (FFP) IDIQ. Funding will be determined at the order level.

In addition to the approval for raising the ceiling and the conversion to a decentralized IDIQ, PEO Enterprise and ACC-RI request that this J&A cover all software maintenance, software renewal subscriptions, SaaS renewals, advisory, and outcome based professional services at the ordering activity level up to the dollar amount specified in this J&A [REDACTED]. This action will reduce the administrative efforts across the DoW by eliminating the need to develop separate J&As for Salesforce Product and Service renewals. While the EA consolidates the procurement of existing Salesforce licenses and services, it is important to note that any new Salesforce licenses and services not covered under the original ceiling and not previously competed will still require a separate J&A at the ordering activity level. This ensures that all acquisitions align with competition requirements and are justified based on specific operational needs.

The IDIQ structure will consist of one 5-year base ordering period and one 5-year optional ordering period. The Period of Performance will be defined at the order level.

The current Salesforce EA (W519TC-25-C-0037), was awarded to Computable Insights, LLC, Commercial and Government Entity (CAGE) [REDACTED], a wholly owned subsidiary of Salesforce, on 27 June 2025. The contract has a current ceiling of [REDACTED]. This EA is limited to the Army only. Over [REDACTED] organizations that use Salesforce licenses have been identified within the DoW. As the Salesforce EA stands today, it cannot satisfy the vast needs of the DoW for Salesforce licenses. Therefore, the EA will be converted to a decentralized IDIQ open to the DoW consisting of one 5-year base ordering period and one 5-year optional ordering period, thus the ceiling will need to be raised to satisfy this conversion. This solution allows each individual organization to tailor their software purchase to their own individual needs and procure the products as

the needs arise. Additionally, outcome based professional service SKUs will be added to the ordering catalog. [REDACTED]

[REDACTED] An Acquisition Plan

Waiver was approved for the Army EA [REDACTED].

4. Description of Supplies/Services: The DoW requires continued and expanded access to Salesforce Software Products and Services to support the overall DoW needs. The IDIQ contract will allow scalability to address future requirements, including additional Salesforce Software Licenses, Maintenance, Advisory and Outcome-Based Professional Services. The IDIQ structure will allow the Government to negotiate prices at the order level and issue delivery orders as needed, ensuring cost efficiency and operational flexibility.

The IDIQ contract will include the following Salesforce capabilities (to include those -based services only available through Salesforce directly):

[REDACTED]

Direct procurement from Salesforce is the only feasible method to satisfy the Government's requirements [REDACTED]

[REDACTED] While Salesforce licenses are currently accessed through multiple existing contracts, these arrangements continue to be fragmented and do not provide

the comprehensive, centrally managed licensing and support structure necessary to meet the Army's evolving needs. Salesforce is the sole provider of its proprietary low-code license platform and advisory and outcome-based services.

Because this effort requires the outcome-based services in addition to the low code application development platform, Salesforce is the only responsible source capable of meeting the Government's full requirement.

The Army previously established an Army-wide EA, direct award to Salesforce to consolidate all of Army Salesforce purchases.

the Army received an overwhelming interest and inquiries from other DoW agencies about Salesforce license purchases. Therefore, it has been determined to be in the best interest of the DoW to convert this EA to a decentralized IDIQ so that ceiling prices may be negotiated at the base award, and further savings can be negotiated and tailored at the order level for the DoW as a whole.

The IDIQ contract will have one 5-year base ordering period and one 5-year optional ordering period, with a total estimated ceiling of [REDACTED]. The Government based the quantities on current and projected quantities, then taking into account an average of [REDACTED] increase year over year for the first 5-years against the cost for escalation and unknown growth. Then [REDACTED] for the optional 5-years. The estimated value is based on the Independent Government Estimate (IGE) created by the Government in November 2025.

**W519TC-25-C-0037 began 27 June 2025.*

Base Ordering Period – 5 Years		Ceiling Estimate
FY26	27 Jan 2026 – 26 Jun 2026	
FY27	27 Jun 2026 – 26 Jun 2027	
FY28	27 Jun 2027 – 26 Jun 2028	
FY29	27 Jun 2028 – 26 Jun 2029	
FY30	27 Jun 2029 – 26 Jun 2030	
Total Base Ceiling Estimate:		
Optional Ordering Period – 5 Years		
FY31	27 Jun 2030 – 26 Jun 2031	
FY32	27 Jun 2031 – 26 Jun 2032	
FY33	27 Jun 2032 – 26 Jun 2033	
FY34	27 Jun 2033 – 26 Jun 2034	
FY35	27 Jun 2034 – 26 Jun 2035	
Total Option Ceiling Estimate:		
OVERALL Ceiling Estimate:		

5. Authority Cited: Title 10 United States Code 3204(a)(1) as implemented in Federal Acquisition Regulation 6.302-1(a)(2), Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements.

6. Reason for Authority Cited:

a. Background: Direct procurement from the OEM, specifically through the establishment of a DoW-wide IDIQ EA, is the only feasible method to satisfy the Government's requirements. While Salesforce software is currently accessed through multiple existing contracts, these arrangements are fragmented and do not provide the comprehensive, centrally managed licensing and support structure necessary to meet the Army's evolving needs.

This EA includes recent direction from leadership prioritizing direct engagement with OEMs like Salesforce to leverage volume discounts, streamline support, and ensure consistent application of security updates and best practices. A DoW-wide IDIQ EA with Salesforce will consolidate these disparate contracts, optimize licensing costs, and provide a scalable, secure, and fully supported platform for the DoW's low-code no-code automation initiatives

Notably, while Salesforce formerly only distributed its tailored Government products through distributors and resellers, Salesforce confirmed through direct engagement its capability to support direct sales to the Government. Acquiring Salesforce products directly from the OEM is the most cost-effective and efficient method for both Salesforce and the Government. This direct procurement approach is projected to yield significant cost savings – estimated at [REDACTED] per procurement – by eliminating pass-through costs typically implemented by distributors and resellers.

The Army was previously able to negotiate [REDACTED] for its Salesforce products and advisory services on the current EA, and ACC-RI aims to extend these benefits to the entire DoW by eliminating the excessive pass-through costs of distributors and resellers. This transition will lead to substantial pass-through cost savings, more streamlined procurement processes, and reduced administrative burdens. Establishing a decentralized IDIQ contract for the DoW, with an increased ceiling, is in the best interest of the Government.

Salesforce as the OEM is also the only entity capable of meeting the Government's entire requirement. While resellers do exist, the resellers are only capable of providing the Salesforce product (which is subject to Salesforce's discretion). Here though, the Government requires more than just the Salesforce product—it requires the low code application development platform along with the outcome-based professional service SKUs for inclusion in the ordering catalog.

Critically, these outcome-based SKUs are not offered by Salesforce resellers.

DoW requires the Salesforce platform to support critical mission functions including workflow automation, business process management, and enterprise application development. Salesforce is the sole provider of its proprietary low-code automation platform. Opening and broadening the scope of the Army EA to include the DoW via an IDIQ eliminates reseller markups while ensuring uninterrupted access to Salesforce's proprietary technology and support. Salesforce has been a cornerstone of the Army and DoW's operations, streamlining processes, improving decision-making, and enhancing service delivery. This action is essential to ensure continuity of operations, maintain existing capabilities, and address future requirements.

Salesforce is embedded in numerous Government systems such as the Army's Accessions Information Environment (AIE) system, which is the Army's largest user of Salesforce. AIE is the DoW's initiative to modernize how it recruits, onboards, and manages future service members. It's a massive undertaking aiming to improve the entire accession process – from initial interest to becoming a fully integrated member of the armed forces.

This is a large-scale IT Platform and migration would include: platform development, system integration, security compliance, training and implementation. All of which could take years to accomplish.

[REDACTED]

[REDACTED]

[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]

[REDACTED]

These delays would directly impact mission-critical objectives in several ways:

- **Disruption to Recruiting:** A transition period marked by system instability, data issues, or user confusion would directly slow down the Army's ability to recruit and process new service members, impacting military readiness.
- **Operational Inefficiency:** Running two parallel systems during the transition or dealing with a new, unproven system would introduce significant inefficiencies. The current system benefits from standardization, which would be lost, leading to duplicated effort and process confusion.
- **Increased Risk:** Any large-scale IT project carries inherent risks of failure, security breaches, or major cost overruns. Given the sensitivity of the data and the criticality of the mission, these risks are amplified. Introducing a new, unproven system would expose the DoW to these risks unnecessarily.

Therefore, the "delays" mentioned in the paragraph are not just minor setbacks but represent a multi-year, high-risk, and costly undertaking that would disrupt the Army's fundamental recruitment and onboarding operations. Given these factors, retaining the Salesforce platform is the lowest risk, most cost-effective and efficient solution to meet the Army and DoW requirements without disruption. Fundamentally, it is essential to retain the Salesforce product to ensure standardization and interoperability with existing Government equipment and software across the enterprise.

The proprietary nature of Salesforce Software Products and Services necessitates a sole-source procurement directly from the OEM, Salesforce.

While resellers do exist, the resellers are only capable of providing the Salesforce product (which is subject to Salesforce's discretion). Here though, the Government requires more than just the Salesforce product—it requires the low code application development platform along with the outcome-based professional service SKUs for inclusion in the ordering catalog that only Salesforce can fully provide because it relies on access to an understanding of the Salesforce software platform to deliver services that satisfy the Government's requirements.

Critically, these customized outcome-based SKUs are not offered by Salesforce resellers.

Converting this EA to a sole-source IDIQ contract directly to Salesforce will:

1. Substantially reduce duplication of costs that cannot be recovered through competition.
2. Avoid unacceptable delays in fulfilling the Army's requirements.
3. Save per procurement in pass-through costs typically added by distributors/resellers, resulting in potential savings of up to *.
4. Facilitate the addition of outcome-based professional service SKUs, enhancing flexibility and responsiveness to specific organizational needs.

* The potential savings of up to represent a direct recovery of funds that would otherwise be spent on redundant administrative layers and reseller profit margins inherent in the current procurement model. This figure is not merely a waived fee but a

comprehensive avoidance of layered "pass-through costs," which include the reseller's corporate overhead, contract management personnel, business development expenses, and the profit margin added to every transaction. By establishing a direct IDIQ contract, the Army/DoW bypasses this entire inefficient value chain and engages directly with the technology provider, Salesforce. This streamlined "source-to-service" approach ensures that the vast majority of taxpayer funds are allocated to the actual software and services that support the warfighter, rather than being diverted to sustain an unnecessary intermediary, thereby maximizing the Government's purchasing power and enhancing fiscal stewardship.

In accordance with the Army Federal Acquisition Regulation Supplement (AFARS) 5139.101-90(a)(1), the Army's Computer Hardware, Enterprise Software and Solutions (CHESS) program and DoD Enterprise Service Initiatives programs are the mandatory sources for commercial IT hardware and software purchases. CHESS contracts provide IT products and services that comply with U.S. Army Network Enterprise Technology Command, Army and DoD policy and standards. Purchasers of commercial hardware and software must satisfy their IT requirements by utilizing the Joint and Enterprise License Agreements (J/ELA), DoD Enterprise Software Initiative (ESI) agreements, and/or CHESS contracts first, regardless of dollar value or financial appropriation.

The decision to initially pursue and now continue a direct EA with Salesforce deviates from the standard procurement pathways of CHESS, JELA, and ESI. This determination was made after a thorough market analysis indicating that utilizing mandatory sources introduced unnecessary costs associated with reseller margins AND did not provide a full scope of Salesforce Products and Services the Government needs. Our assessment demonstrates that a direct relationship with Salesforce will result in:

- Reduced overall acquisition costs by eliminating reseller markups which will result in substantial savings of [REDACTED] over the life of the EA.
- Streamline the procurement process by having direct engagement with the OEM will simplify contract negotiation, licensing management, and technical support.
- Enhance relationship management: A direct partnership fosters a stronger relationship with the OEM which will facilitate improved responsiveness to Army requirements and access to future product enhancements.

The consolidation of Salesforce Software Products and Services will enable application systems to maintain full functionality, as well as avoid the risk of negatively impacting DoW missions and remain compliant with all DoW cybersecurity policies.

- b. Alternatives: Below is a discussion of alternatives considered. Each alternative is analyzed to demonstrate why it is not viable or in the best interest of the Government, ultimately supporting the justification for the proposed action

A. Suspension of Contract Support: [REDACTED]

[REDACTED] Loss of continuity in services would negatively impact mission-critical operations, including

[REDACTED]

[REDACTED] Suspension of contract support is not viable as it would jeopardize the Army's ability to meet its mission objectives and cause unacceptable delays and costs.

B. Use of In-House Resources: The PEO Enterprise lacks the specialized expertise and capacity to independently maintain, support, and enhance the Salesforce platform. Developing and retaining such expertise would require substantial investments in training, personnel, and infrastructure, far exceeding the cost of direct procurement from Salesforce. Additionally, relying on in-house resources would divert personnel from core mission functions, further reducing operational efficiency.

C. Conducting a Competitive Acquisition: A full and open competitive acquisition would be excessively time-consuming and would not yield the cost savings achievable through direct procurement from the OEM. This is based on historical prices that were competed as compared to the pricing Salesforce has established on the current EA through direct engagement. The Salesforce platform's proprietary technology and unique capabilities are not readily replicable, or even available, by other vendors. All of the services required for the IDIQ require access to and knowledge of Salesforce proprietary software offerings. The only way to obtain the necessary requirements from an entity other than Salesforce would be to conduct a wholesale transition to a different underlying capability. Even if viable alternative solutions were identified, [REDACTED]—they would lack the necessary functionality, integration capabilities.

[REDACTED]

[REDACTED] Competing this requirement would only allow for competition between resellers as Salesforce is not currently part of any IDIQ contract, which increases the cost by [REDACTED], as there is only one OEM of Salesforce software licenses and support.

[REDACTED]

D. Extension of the Current Contract: Extending the current contract would involve continuing the existing EA for just the Army, without raising the ceiling or converting it to an IDIQ structure. The current contract ceiling is insufficient to meet the DoW's anticipated growth and scalability needs over the next ten years. Extending the current contract would limit flexibility in ordering additional licenses and services, resulting in inefficiencies and potential disruptions to operations. The EA structure does not provide the flexibility needed to address evolving requirements, such as increased demand for licenses and enhanced services. The EA is limited to just the Army. The Government requires a solution that is DoW wide.

[REDACTED]

[REDACTED] Extending the current contract is not

acceptable as it would not address the Government's long-term requirements for scalability, flexibility, and cost efficiency. Current funding system constraints will still remain.

E. Establishing a Noncompetitive Contract with a Different Vendor: Establishing a noncompetitive contract with an alternative vendor is not viable due to the lack of comparable solutions. No other vendor offers a platform with the same level of compatibility, scalability, functionality, and proven performance within the Government. Attempting to implement a different platform would necessitate significant and costly system modifications, data migration, and user retraining, resulting in substantial duplication of costs and operational risks.

Preferred Alternative: Approval of the Justification

- **Description:** Raising the ceiling and converting the EA into a DoW-wide IDIQ contract ensures flexibility, scalability, and cost efficiency while maintaining continuity of services.
- **Analysis:**
 - The IDIQ structure allows the DoW as a whole to execute delivery orders as needed, providing flexibility to address evolving requirements. It allows for tailored solutions for each organization.
 - Raising the ceiling ensures the Government can meet anticipated growth and scalability needs over the next ten years.
 - Direct procurement from Salesforce eliminates pass-through costs added by distributors/resellers, resulting in significant cost savings.
 - The proprietary nature of Salesforce Software Products and Services necessitates a sole-source procurement to ensure continuity of operations and avoid unacceptable delays.
 - This justification supports the procurement of outcome-based SKUs that are not available from any other source. Resellers do not have the option to sell this product to the Government. This is retained by Salesforce only.
- **Conclusion:** Approval of the justification is the most viable, schedule and cost-effective alternative to support the DoW's mission objectives and operational requirements.

- c. Impact if not approved: Disapproval of the justification to raise the ceiling and convert the EA into a DoW-wide IDIQ contract would result in significant duplication of cost, unacceptable delays, and harm to the Government's mission. The Army alone would lose up to in cost savings by procuring through distributors or resellers, face in reengineering costs to transition the to a new platform, and experience inefficiencies in fulfilling evolving requirements without the flexibility of an IDIQ structure.

Additionally, transitioning to alternative

solutions would

Approval of the justification is essential to ensure continuity of services, operational efficiency, cost-effectiveness, and the Army's ability to meet mission objectives.

7. Efforts to Obtain Competition: In accordance with Army Federal Acquisition Regulation Supplement (AFARS) 5139.101-90(a)(1), efforts were made to assess the potential for competition and solicit offers from as many potential sources as was considered for this effort at the time of the EA Award and are still applicable today; however, the cost savings by awarding a contract directly to the OEM was so substantial that no other avenue was in the best interest of the Government. Distributors and resellers add pass-through costs and additional time without providing additional value, making direct procurement from Salesforce the most cost-effective and efficient option. A request for information #522015 was posted to ITES-SW2 from 27 February 2025 through 03 March 2025, which resulted in responses from three (3) large businesses, all of which were distributor or resellers. Another RFI was posted to SAM.gov on 11 April 2025. We have received two responses, but these companies are not even resellers of Salesforce products; these companies work with the third parties. Therefore, no value is added from their responses as any distributor/reseller has added pass-through costs within their offers.

- a. Effective competition: N/A – Sole Source to, Computable Insights, a wholly-owned subsidiary of Salesforce. This allows for requirements to be met without cost uplifts, mirroring a direct award to Salesforce.
- b. Subcontracting competition: Market research indicates that no Small Business Concerns currently offer the complete range of Salesforce products and services necessary to fulfill the requirements of this effort. Therefore, a Small Business Subcontracting Plan (FAR 52.219-9) will not be included in the resulting contract. The prime contractor will still be encouraged to pursue subcontracting opportunities with qualified small businesses where applicable, but the specialized nature of this requirement limits those opportunities.

Further research was conducted in November 2025 to locate pricing or historical data regarding the outcome-based professional services provided by Salesforce. Our team reviewed the GSA and CHES catalogues. However, no information was found as these services are proprietary to Salesforce and not authorized to be sold by resellers.

8. Actions to Increase Competition: The Government will continue to conduct market research to identify potential alternatives and evaluate cost savings opportunities. If future market conditions allow for competitive procurement, the Government will reassess its approach. Salesforce products have successfully met the Government's requirements thus far under the EA; therefore, it is determined that converting the EA to a decentralized IDIQ for the DoW will continue to provide cost savings, reliable software to the Government.

The "Actions to Increase Competition" cited within the previously approved J&A, Control No: JA-25- stated: The Government will continually conduct

market research to ascertain any changes in the marketplace that would enable future actions to be competed without restriction.” In addition, the Government stated: “The Government will continue to post RFI’s and evaluate if distributors/resellers costs have reduced. The Government will re-evaluate data/costs received. If the Government determines that the Salesforce licenses can be procured at a lower cost through a distributor/reseller in the future, the Government will then consider seeking competition. The current network architecture is constantly being evaluated as needs change. The Government will continue to search the marketplace to determine if alternative solutions or vendors exist.” As detailed within paragraph 9. Market Research below, the Government conducted thorough Market Research in an attempt to identify potential alternatives and evaluate them for possible cost savings opportunities, however these efforts have not yielded, to-date, a potential alternative that is both cost-effective and able to successfully perform the Government’s requirement without the risk of significant and unacceptable delays, as described in Section 6 above.

9. Market Research: In accordance with AFARS 5139.101-90(a)(1), the Army’s CHES program, under PEO Enterprise, is the mandatory source for commercial IT hardware and software purchases. Market research conducted from February to April 2025 confirmed that Salesforce is the only vendor capable of meeting the Army’s requirements. Further review of historical pricing data, GSA published price list, and CHES catalogues took place in November 2025 and confirmed that direct procurement of the full scope of Salesforce products and services direct from the OEM will meet the broader DoW requirements. The evaluation demonstrated that Salesforce is positioned to meet the DoW’s operational needs through its low-code automation platform and robust integration capabilities. No other responding vendor demonstrated the full scope of required functionality and integration.

From 27 February 2025 to 14 April 2025, PEO Enterprise conducted market research to determine the availability of Salesforce. A CHES RFI #522015 was released to all 28 ITES-SW2 vendors, and responses were received from

however, these responses were from companies that work with third parties. These companies are not authorized themselves to sell Salesforce; therefore, adding no value. No other responding vendor demonstrated the full scope of required functionality and integration. These vendors, while capable of providing general IT support services, are primarily resellers of Salesforce solutions and do not possess the OEM capabilities or the direct integration expertise necessary to deliver a fully integrated solution. The resellers offerings would necessitate reliance on Salesforce for the core functionality and integration, negating the benefits of a competitive acquisition and failing to address the Army’s requirement for a comprehensive, directly supported platform.

Further, and most importantly, none of the resellers can meet the full requirement, and in particular, the outcome-based services. Only Salesforce can provide the outcome-

based SKUs as noted earlier in this document.

The market research confirmed that this requirement falls within the commercial item's definition, as it is customarily used by the general public and has been sold, leased, or licensed to the public.

Alternative products would not provide the necessary software and support, security measures,

Critically, market research revealed that all identified alternatives function solely as resellers, prioritizing product markup over dedicated customer support and long-term partnership. Resellers lack the in-house expertise to provide dedicated Government support, perform necessary customizations, or offer value-added services beyond basic product resale. This reliance on reselling significantly limits their ability to address the Government's unique requirements and introduces substantial implementation risks. Achieving a comparable level of functionality with these alternatives would necessitate significant customization and integration efforts, incurring substantial costs and potentially delaying deployment. Furthermore, the lack of a direct relationship with the OEM through these resellers could hinder timely resolution of technical issues and limit access to critical product updates and roadmap information, ultimately increasing the total cost of ownership and potentially impacting mission effectiveness.

Overall, the market research confirms that Salesforce's software remains the only currently available solution demonstrably capable of meeting the Government's stringent requirements with minimal disruption and risk. Ongoing market surveillance will continue to monitor emerging technologies and potential shifts in the vendor landscape, with a particular emphasis on identifying solutions that may offer comparable functionality at a lower total cost of ownership.

10. Interested Sources: To date, no other sources have written to express interest.

11. Other Facts:

- a) Procurement History. Award of the existing contract W519TC-25-C-0037 created an Enterprise Agreement for Salesforce. There is no other procurement history applicable for this EA.

Contract Number	Contractor	Procurement Method	Amount (est.)	Period of Performance
W519TC-25-C-0037	Computable Insights, LLC	Other than Full and Open Competition / Direct Sole Source / Authority: FAR 6.302-1(a)(2)		27 June 2025 – 26 June 2030 (Revised 26 March 2026)

- b) Other facts. N/A.

12. Technical Certification: I certify that the supporting data under my cognizance, which are included in the justification, are accurate and complete to the best of my knowledge and belief.

[REDACTED]
[REDACTED]; PEO Enterprise

13. Requirements Certification: I certify that the supporting data under my cognizance, which are included in the justification, are accurate and complete to the best of my knowledge and belief.

[REDACTED]
[REDACTED] - Digital Market; PEO Enterprise

14. Fair and Reasonable Cost Determination: I hereby determine that the anticipated price/cost to the Government for this contract action will be fair and reasonable. This determination will be made using price analysis utilizing the IGE and historical pricing data of similar items. Certified cost or pricing data will not be required based on the fact that the commercial exception under FAR 15.403-1(b)(3) applies.

[REDACTED]
[REDACTED]

15. Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief.

Approval

Based on the foregoing justification, I hereby approve the broadened scope and raised ceiling to [REDACTED] for the procurement of Salesforce Software Licenses, Maintenance, Advisory and Outcome-Based Professional Services in support of the Department of War as a decentralized IDIQ. Award is on an other than full and open competition basis pursuant to the authority of Title 10 U.S.C. §3204(a)(1) as implemented in FAR 6.302-1(a)(2), Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements. This effort will consist of one base 5-year ordering period and one 5-year optional ordering period. The approval is subject to availability of funds, and provided that the products and support herein described have otherwise been authorized for this acquisition.

Date: 22 JAN 2026