U.S. Consulate Hermosillo
M/GSO Procurement Section

JUSTIFICATION AND APPROVAL FOR OTHER THAN FULL AND OPEN COMPETITION (OVERSEAS CONTRACTING ACTIVITIES)

1. I recommend that US Consulate General Hermosillo use other than full and open competition for the acquisition of Dedicated Internet services for its NEN (Non-Enterprise Network) formerly known as DIN (Dedicated Internet Network). The estimated cost is $19,000.00 USD

2. Nature and/or description of the action being approved.
   The U.S. Consulate General in Hermosillo seeks to renew dedicated Internet services for its NEN operations at the NCC (New Consulate Compound), for the period of 07/18/2026 through 07/17/2027.

3. Description of the services required to meet US Consulate Hermosillo needs.
   The US Consulate General requires reliable dedicated Internet services for the NCC NEN that can be included in our array of redundant circuits and by an ISP different than the one providing Secondary OpenNet circuit.

4. Identification of the statutory authority permitting other than full and open competition:
   Only One Responsible Source (FAR 6.302-1)
   Citation: 41 U.S.C. 253 (c)(1).

5. Demonstration of contractor's unique qualifications.
   TOTALPLAY is the only ISP with proprietary infrastructure that will provide reliable, technically compliant Internet services and expeditious technical support for our current range of circuit vendors.

6. A description of efforts made to ensure that offers are solicited from as many potential sources as is practicable.
   Other available vendors in the area include MetroCarrier, Telmex and AXTEL. However, post has replaced all circuits formerly provided by AXTEL because of bad performance. Using TELMEX is always inconvenient in terms of Support, Invoicing and adherence to SOWs and PO terms. And despite its poor customer service limitations, Metrocarrier is already our current provider for our VNET Secondary via DTSPO.

7. A determination by the Contracting Officer that the anticipated cost to the Government will be fair and reasonable.
   The provided quote by TOTALPLAY is within market limit costs. TELMEX quote for a similar circuit was $20,325 USD.

8. A description of the market survey conducted and the results or a statement of the reasons a market survey was not conducted.

TOTALPLAY has provided services at current Consulate building for several years and considers Post a VIP client, which allows them to provide better cost and quality of service over the years.

9. Any other facts supporting the use of other than full and open competition.
   We have worked with TOTALPLAY in the past. Customer service and technical support have been excellent. Since TOTALPLAY has already installed infrastructure necessary for Internet services at the NCC, technical steps are reliable and will include less steps to make a new redundant circuit happen.

10. A listing of sources, if any that expressed, in writing, an interest in the acquisition.
    No vendor wrote a letter to express interest.

11. A statement of the actions, if any, the agency may take to remove or overcome any barriers to competition before any subsequent acquisition for the supplies or services required.
    Actions to enhance competition are difficult as GOM regulations make it difficult for other companies to invest in telecommunications.

TECHNICAL CERTIFICATIONS

I certify that this justification is accurate and contains complete data necessary to support the recommendation for other than full and open competition.

Aberlich, Jeremiah (AberlichJJ@state.gov)
06/26/2026 19:01 GMT

Date

Jeremiah Aberlich
Hermosillo DT Chief

CONTRACTING OFFICER CERTIFICATION

I certify that this submission is accurate, and that it contains complete information necessary to enable other officials to make an informed recommendation for approval or disapproval.

Moore, Forest (MooreFC@state.gov)
06/26/2026 19:06 GMT

Date

Chad Moore
Contracting Officer