

## ITEM OPPORTUNITY SYNOPSIS

<b>Scouting Number:</b>	2024-151
<b>Name of the item to be scouted:</b>	Thermal Imaging Camera
<b>State item to be used in:</b>	Texas
<b>Describe the Item:</b>	
<b>Please describe the item application/the end use of the item.</b>	Region 6 purchase of thermal imaging camera comparable to FLIR Gx320 ( <a href="https://www.flir.com/products/flir-g-series/">https://www.flir.com/products/flir-g-series/</a> )
<b>Supplier Information:</b>	
<b>Type of Supplier Being Sought (select from the list below):</b>	
Manufacturer	x
Contract Manufacturer	
Distributor	
Other (Please Specify)	
<b>Reason for Scouting Submission (select from the list below)</b>	
2nd Supplier	x
Price	
Re-Shore	
Past supplier no longer available	
New Product Startup	
BABA	
Other (Please Specify)	
<b>Summary of Technical Specifications and Performance Requirements:</b>	
<b>Describe the manufacturing processes (elaborate to provide as much detail as possible)</b>	Mechanical / Electronic Assembly
<b>Provide dimensions / size / tolerances / performance specifications of the item</b>	All listed features are critical to the inspectors using these cameras in the field. • Has Q-mode, leak quantification built into the camera to quantify leak images in the field. • Has a Focal plane array (FPA), cooled InSb • Can use 2 different lenses with the following fields of view: 24°x18° (23mm) and 14.5°x10.8° (38mm) • Is certified intrinsically safe under the ANSI standard. ASI-12.12.01-2013 Class 1 Div 2 • Spectral Range of 3.2–3.4 μm • Real-time non-radiometric Recordings: MPEG4 • Recording time of up to 60 minutes per clip • Ability to switch between IR video and integrated visible video • Temperature range of –20°C to +350°C (–4°F to +662°F) with temperature accuracy of +/- 1C between and 0-100C and +/-2% of reading for temperature above 100C • Camera may be carried by hand and have self-contained video recording capability • GPS data stored with each image • Data stored on a removable SD card • On camera built in widescreen display to share image(s) with multiple personnel • 640 x 480 pixel rotatable touchscreen LCD display • Has a tiltable OLED viewfinder at 800x400 pixels • Has an extended warranty for service and parts of up to 2 additional years.
<b>List required materials needed to make the product, including materials of product components, if applicable</b>	Various
<b>Are there applicable certification requirements?</b>	
Yes	
No	x
Please explain:	
<b>Are there any applicable regulations that apply to the production of this item?</b>	
Yes	
No	x
Please explain:	
<b>Are there any other standards / requirements?</b>	
Yes	
No	x
Please explain:	
<b>NAICS CODES:</b>	
NAICS 1	334516 Analytical laboratory instrument manufacturing
NAICS 2	

<b>Additional Comments:</b>	
<b>Additional technical comments:</b>	EPA is aware of at least five authorized distributors.
<b>Volume and Pricing:</b>	
<b>Estimated Potential Business Volume (i.e. #units per day, month, year):</b>	One-time Purchase
<b>Estimated Target Price/Unit Cost Information:</b>	\$119,369.00
<b>Delivery Requirements:</b>	
<b>When is it needed by? (Immediate, 30 days, 6 months, etc.)</b>	45 Days After Award
<b>Describe packaging requirements (i.e. individually/group packaging, etc.)</b>	No specific packaging requirements identified.
<b>Where will this item be shipped?</b>	Houston, TX 77099-4303
<b>Additional Comments:</b>	
<b>Is there other information you would like to include?</b>	Environmental Protection Agency, U.S. - Office of Air and Radiation (OAR) - Region 6 Additional market research was performed by competing under Unison Marketplace Auction 1173758. <a href="https://marketplace.unisonglobal.com/fbweb/fbobuyDetails.do?token=HoEbqVZgF1rJlJ1P%2BcX7A8REOmkoikLxYAAAAAHeAAgAgTFCGg%2FFzzqQbJAAyVXBA00r">https://marketplace.unisonglobal.com/fbweb/fbobuyDetails.do?token=HoEbqVZgF1rJlJ1P%2BcX7A8REOmkoikLxYAAAAAHeAAgAgTFCGg%2FFzzqQbJAAyVXBA00r</a>

# SNAP Brand Name Justification

1. **Agency:** Environmental Protection Agency  
**Contracting Activity:** Simplified Need Acquisition Program (SNAP)  
**Purchase Request Number:** PR-R6-24-00322  
**Original Equipment Manufacturer (OEM):** Teledyne
  
2. **Description of the action:** This is a simplified acquisition pursuant to the SNAP program reverse auction process through the Unison Marketplace. Due to the nature of this action, it is necessary to purchase a brand name supply or service as described below. This brand name requirement is available from two or more sources; this IS NOT a sole source procurement.
  
3. **Description of the supplies or services required to meet the agency’s needs:**

ITEM DESCRIPTION	PART NUMBER
FLIR Camera Gx320 14,5°	10401-0101
Lens 24° 3-5µm Manual Focus w. case	T300686
4 Year Limited Parts and Labor Extended Warranty for GF-Series Cameras	4YW-LPL-WG1

**Estimated total value: \$119369.00**

4. **Statutory Authority:** This is a Brand Name acquisition, pursuant to the requirements of FAR 8.405-6 and FAR 13.106-1(b)(1), in accordance with [41 U.S.C.1901](#). This requirement meets the *Items Peculiar to One Manufacturer exception FAR 8.405-6(b)* and *Brand Name exception FAR 13.106(b)(1)(i)*, for purchases not exceeding the simplified acquisition threshold.
  
5. **Describe how the manufacturer’s unique qualifications or the nature of the acquisition requires of the authority cited** (select and describe all that apply):
  - Due to proprietary, copyright, or patented nature of this procurement, only OEM parts and equipment can be used with current EPA equipment or systems.  
  

Click or tap here to enter text.
  
  - Only OEM certified technicians are authorized to conduct preventative maintenance and services due to proprietary, copyright, or patented nature of the EPA owned equipment.  
  

Click or tap here to enter text.
  
  - Only the OEM is capable of integrating with the current EPA owned equipment and/or software.

EPA recently completed a large procurement of the FLIR Gx320 cameras for all regions in the Enforcement Divisions. Region 6's Enforcement Division also received these cameras in the procurement. This procurement for the Air and Radiation Division will allow for interchangeable parts and accessories with our Enforcement Division. Furthermore, Region 6 has institutional knowledge of the camera which allows for within agency preventive maintenance and in-field repairs and troubleshooting.

Due to the nature of the competitive environment being strictly limited to the specifications of the requirement, no other sources will fulfill the requirement. No other Optical Gas Imaging Camera (OGI) camera has onboard Quantification Mode. The FLIR Gx320 is the only intrinsically safe camera with that feature on the market today. The Gx320 is the only camera on the market which has quantification of the detected leak within the camera software. Also, unlike the FLIR, other OGI cameras do not have a pixel temperature display in the image, therefore the camera operator cannot measure the emissivity (apparent temperature) of objects or VOCs.

The FLIR Gx320 camera has the following specifications. No competing product has all of these features. All listed features are critical to the inspectors using these cameras in the field.

- Has Q-mode, leak quantification built into the camera to quantify leak images in the field.
- Has a Focal plane array (FPA), cooled InSb
- Can use 2 different lenses with the following fields of view: 24°x18° (23mm) and 14.5°x10.8° (38mm)
- Is certified intrinsically safe under the ANSI standard. ANSI-12.12.01-2013 Class 1 Div 2
- Spectral Range of 3.2–3.4 μm
- Real-time non-radiometric Recordings: MPEG4
- Recording time of up to 60 minutes per clip
- Ability to switch between IR video and integrated visible video
- Temperature range of –20°C to +350°C (–4°F to +662°F) with temperature accuracy of +/- 1C between and 0-100C and +/-2% of reading for temperature above 100C
- Camera may be carried by hand and have self-contained video recording capability
- GPS data stored with each image
- Data stored on a removable SD card
- On camera built in widescreen display to share image(s) with multiple personnel
- 640 x 480 pixel rotatable touchscreen LCD display
- Has a tiltable OLED viewfinder at 800x400 pixels
- Has an extended warranty for service and parts of up to 2 additional years.

Use of non-OEM supplies or services will void the OEM warranty or guarantees.

Click or tap here to enter text.

The current software or subscription is protected by copyright and other intellectual property law. No other software or subscription is compatible with current EPA equipment or systems.

Click or tap here to enter text.

Other: Click or tap here to enter text.

## 6. Describe the efforts made to ensure that offers are solicited from as many potential

**sources as practicable:** The SNAP program first solicits to GSA and SEWP small business entities. If no responses are received, the set-aside is removed and opened to all GSA and SEWP contract holders. If no responses are received from the fully opened FAR 8 solicitation, the solicitation is moved to open market small businesses. Lastly, if no open market small business responses are received, the set-aside is removed to full and open competition.

**7. The contracting officer determines that the anticipated cost to the Government will be fair and reasonable because a complete analysis of all costs using audits, commerciality, previous history, or other appropriate means will be fully utilized prior to award.**

**8. A description of the market research conducted (see [part 10](#)) and the results:**

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Online Web Search                            | <input type="checkbox"/> GSA Advantage Search                                    |
| <input checked="" type="checkbox"/> Authorizes Resellers List                    | <input type="checkbox"/> NASA SEWP Search  |
| <input type="checkbox"/> Other: <a href="#">Click or tap here to enter text.</a> | <input type="checkbox"/> Other: <a href="#">Click or tap here to enter text.</a> |

**9. Any other facts supporting this brand name justification, such as data, estimated cost, or other rationale as to the extent and nature of the harm to the Government:** Although this is restricted to one manufacturer, there are many vendors, even small businesses, identified during market research that are authorized 3<sup>rd</sup> party resellers of Teledyne.

**10. A listing of the sources that have expressed, in writing, an interest in the acquisition:**

Teledyne, Global Test Supply, Eagle Environmental Services

**11. The Contracting officer certifies that the justification is accurate and complete to the best of their knowledge and belief.**