CCRI-TFS-C

MEMORANDUM FOR RECORD

SUBJECT: Sole Source Justification for Datadog Information Technology (IT) Support (Pilot)

Army Contracting Command - Rock Island (ACC-RI), on behalf of the Enterprise Cloud Management Agency (ECMA), has a requirement for the Datadog Software/IT Support Pilot, which provides cloud training and implementation services. This acquisition is for 5 interactive guided session sets that will assist and support ECMA tenants through their setup, configuration, and deployment of services; advise on implementation strategies and best practices; and develop solutions, such as automation workflows, integration strategies, and scaling deployment methodologies, for the configuration and implementation of services based on ECMA's environment and business objectives. Each of the 5 interactive guided session sets includes 10 individual sessions, providing a total quantity of 50 individual sessions.

This task order will be a noncompetitive Firm-Fixed-Price Task Order awarded awarded to Carahsoft Technology Corp. (Carahsoft), CAGE: 1P3C5, 11493 Sunset Hills Road, Suite 100, Reston, VA 20190. The estimated value is [redacted] This task order will have a 12 month period of performance.

ACC-RI will execute this action under General Services Administration (GSA) Multiple Award Schedule (MAS) No. 47QSWA18D008F, Cloud and Cloud-Related IT Professional Services, Special Item Number 518210C. The projected award date is May 29, 2026, using Fiscal Year 2026 Operations and Maintenance, Army (OMA) funds. An acquisition plan is not required because this procurement does not meet the threshold at Defense Federal Acquisition Regulation Supplement (DFARS) 207.103(d)(i)(B).

Comprehensive market research was conducted from 12 March 2026 to 13 May 2026 to identify qualified vendors. The research included issuing Request for Information (RFI) #565069 to all contract holders on the mandatory-use Army Computer Hardware, Enterprise Software and Solutions (CHESS) Information Technology Enterprise Solutions - Software 2 vehicle, followed by an RFI to all vendors on the GSA MAS schedule. The results conclusively demonstrated that only one source is capable of meeting the Government's requirement.

Of the 28 CHESS vendors, 23 submitted "no-bid" responses, and 5 did not respond. The primary reason cited by respondents was that they were not authorized resellers of Datadog training and professional services. A review of the non-responding vendors confirmed they also lacked authorization. An RFI was subsequently issued via the GSA MAS, resulting in responses from nine vendors, allof small businesses. A thorough technical review, as documented in the Market Research Report (MRR) dated 19 May

2026, determined that none of the vendors were capable of fulfilling the requirement. Key disqualifying factors included a lack of an official partnership with Datadog, an inability to provide the integrated implementation services, and proposing unacceptably long lead times (e.g., 60-90 days).

Based on these market research results, the contracting officer determined that a direct, sole-source award to Carahsoft through its GSA MAS is the only viable and most advantageous approach for the Government.

This decision is made in accordance with the Revolutionary Federal Acquisition Regulation ([FAR] Overhaul [RFO]) 16.507-6(b)(2) and procedures at General Services Administration Acquisition Manual 538.7104-3(b)(1)(ii): Only one source is capable of providing the products, services, or solution required at the level of quality required because the products, services, or solutions are unique or highly specialized. RFO 16.507-7(b) discusses restricting competition for a brand name. This is supported by the following:

- OEM Control: The market research confirms that Datadog, the Original Equipment Manufacturer (OEM), maintains strict control over who is authorized to deliver official training and professional integration services for its platform. The universal "no-bid" response from CHESS vendors, explicitly citing a lack of authorization, serves as definitive proof of this control. The MRR identifies Carahsoft as the sole authorized source capable of providing these OEM-certified training and advisory services to ECAM via its GSA MAS Schedule.

- Inherently Specialized Training Services: This requirement is specifically for highly specialized training and implementation advisory services, not commercial-off-the-shelf software. The sessions, which include advising on enterprise best practices and developing custom automation and scaling methodologies for ECMA, require OEM-certified engineers with deep, knowledge of the Datadog architecture. The nine other GSA vendors evaluated lacked the OEM certification and bundled expertise required to train ECMA personnel effectively during the pilot program.

- Unacceptable Risk of Unauthorized Instructors: The Datadog platform is intended to monitor critical cloud infrastructure for ECMA. Utilizing an uncertified or unauthorized vendor to provide training and implementation advice introduces an unacceptable technical risk. Incorrect configuration strategies taught by unauthorized personnel could lead to severe operational vulnerabilities, integration failures, and mission degradation. Carahsoft, as the authorized conduit for Datadog professional services, possesses the verified past performance and OEM reach-back required to execute this training successfully and securely.

Conclusion & Recommendation

Based on the foregoing justification as documented in the comprehensive market research, the procurement of the Datadog pilot interactive guided sessions for cloud training and implementation services using an exception to fair opportunity pursuant to the authority of RFO 16.507-6(b)(2) and RFO 16.507-7(b), subject to availability of funds, and provided that the services or supplies herein described have otherwise been authorized for acquisition. This approach is the most advantageous method for the Government, ensuring the timely and successful delivery of the required specialized training services in full compliance with the streamlined GSAM and RFO regulations.

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Contracting Officer