Global Acquisitions
U.S. DEPARTMENT of STATE

JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION

SECTION 1: IDENTIFICATION OF THE AGENCY AND THE CONTRACTING ACTIVITY

Department of State Contracting Activity	☒ INL/SAO/IM
Requiring Activity	INL/Panama

SECTION 2: NATURE AND/OR DESCRIPTION OF THE ACTION BEING APPROVED

Approval is requested to award of a new contract on a sole source basis to Cellebrite for the supplies and/or services described in Section 3 on behalf of the Requiring Activity.

The order type would be a Firm-Fixed-Price (FFP) purchase order.

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

The products requested and services are:

Line #	Description	QTY	Unit of Measure
1	Cellebrite Inseyets Online Pro. Includes: S-UFD-20-003 Inseyets Pro UFED Subscription & S-UFD-20-006 Inseyets Pro PA Subscription / B-CNR-05-001 / 1-Year Term / 10 Renewals & 10 New Licenses	20	EA - each
2	Upgrade to Cellebrite Inseyets Online Pro. Includes: S-UFD-20-003 Inseyets Pro UFED Subscription & S-UFD-20-006 Inseyets Pro PA Subscription / B-CNR-05-003 / 1-Year Term / Upgrade and Renewal	1	EA - each
3	Cellebrite Inseyets Online Unlimited Unlocks - Number of Sites: 1 / S-AIS-20-002 / 1-Year Term	1	EA - each
4	Upgrade to Cellebrite Inseyets Offline Standalone. Includes: S-UFD-15-110 Inseyets offline UFED Subscription & S-UFD-20-006 Inseyets Pro PA Subscription / B-CNR-07-003 / 1-Year Term	1	EA - each
5	Cellebrite Pathfinder AIO 500 Extractions - Includes: S-UFD-17-044 Pathfinder / B-ANY-05-002-500 / 1-Year Term / Licence Renewal	1	EA - each
6	UFED Dongle KitHardware / F-KAS-00-001	10	EA - each
7	Cellebrite InsEYEts Kit - Contains cables, connectors, & other accessories hardware / F-KAS-05-000	10	EA - each
8	Cellebrite InsEYEts Upgrade Kit - Adds incremental cables, connectors, & other accessories hardware / F-UFD-06-005	2	EA - each
9	Cellebrite Touch Getac K120 Kit - Contains cables, connectors, & other accessories hardware / F-UFD-07-010	7	EA - each
10	Shipping Charges from Vendor to Delivery Location	1	SV - service

Period of Performance: 1 (one) year. The estimated value for the entire period of performance is [redacted].

SECTION 4: IDENTIFICATION OF THE STATUTORY AUTHORITY PERMITTING OTHER THAN FULL AND OPEN COMPETITION

This statutory authority permitting other than full and open competition is 41 U.S. Code 1901 as implemented by FAR 12.000; see also FAR 12.102(b).

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

Cellebrite provides certified licenses and equipment for extracting information from digital devices. In past years, U.S. Embassy Panama's INL Section donated a significant number of Cellebrite-brand devices to the Government of Panama. These devices support specialized units within Panamanian law enforcement in identifying transnational criminal organizations and seizing illicit drugs.

These devices now require software updates and license renewals. End users are already trained and proficient in this specific brand of hardware and software. Procuring equivalent software from another manufacturer would not serve the best interest of the U.S. Government, as it would be incompatible with existing Cellebrite equipment—resulting in additional costs for new devices and retraining.

Cellebrite also maintains proprietary rights over the technology, licensing, and technical support services necessary to ensure compatibility, continuity, and effective operation of existing digital forensic and investigative workflows.

Justification for Sole Source to Cellebrite

This is not merely a brand-name requirement, but a sole source requirement to Cellebrite, based on the operational considerations below.

Effective management of this program requires direct, uninterrupted access to manufacturer-level technical support, licensing administration, and training. Based on programmatic experience, procurement through an intermediary reseller introduces the following considerations:

1. **Technical Support Continuity** – Direct engagement with the manufacturer ensures access to the full depth of technical expertise required to support specialized forensic operations without added communication layers.

2. **License Administration** – Direct licensing management reduces the risk of administrative gaps in renewal tracking, user access, and upgrade coordination—functions critical to maintaining continuous law enforcement capability.
3. **Response Time for Technical Issues** – Direct manufacturer support minimizes the time needed to resolve technical issues, which is essential given the operational nature of this equipment's use in active investigations.
4. **Training and Implementation** – Manufacturer-delivered training and implementation support ensures end users receive the most current and specialized instruction directly from the source of the technology.
5. **Contract Administration** – Direct engagement with Cellebrite simplifies communication and accountability, providing clear lines of responsibility and direct access to subject matter experts.
6. **Overall Value** – Direct procurement from the manufacturer ensures the most favorable pricing and reduces the potential for added costs associated with intermediary markups or extended issue-resolution timelines.

SECTION 6. DESCRIPTION OF EFFORTS TO ENSURE THAT OFFERS WERE SOLICITED FROM AS MANY POTENTIAL SOURCES AS IS PRACTICABLE, INCLUDING WHETHER A NOTICE WAS OR WILL BE PUBLICIZED AS REQUIRED BY FAR SUBPART 5.1 AND, IF NOT, WHICH EXCEPTION UNDER FAR 5.101(B) APPLIES

No notice of this proposed contract action was publicized on SAM.gov, as the requirement is for a brand-name proprietary item available only from Cellebrite, Inc., and publication would not have served to increase competition given that no other source can independently supply this proprietary technology, licensing, and support.

SECTION 7. DETERMINATION BY THE CONTRACTING OFFICER THAT THE ANTICIPATED COST TO THE GOVERNMENT IS FAIR AND REASONABLE

Because this is a sole-source action, the Contracting Officer will evaluate the offered price for reasonableness rather than conduct a competitive price comparison among multiple offerors. This evaluation will be performed by comparing Cellebrite's proposed price against the Independent Government Cost Estimate (IGCE) and against historical prices paid on prior Cellebrite requirements, to confirm the price is fair and reasonable prior to award.

By signing this justification, the Contracting Officer determines that the price to the Government is expected to be fair and reasonable.

SECTION 8. DESCRIPTION OF THE MARKET RESEARCH CONDUCTED (SEE PART 10) AND THE RESULTS OR A STATEMENT OF THE REASON A MARKET RESEARCH WAS NOT CONDUCTED

Market research was conducted during May and June 2026. Research methods included a review of information from past procurements awarded through the General Services Office (GSO) at U.S. Embassy Panama City, a review of vendor and contract information available on SAM.gov, and general internet research on available sources and technologies.

This research confirmed that Cellebrite digital forensics equipment, software, and licenses can be obtained either directly from the manufacturer, Cellebrite, Inc., or through authorized resellers, including [redacted] and [redacted] No Federal Supply Schedule (FSS) contracts, Government-Wide Acquisition Contracts (GWACs), multi-agency contracts (MACs), or other multiple-award instruments were identified that would independently fulfill this requirement outside of these Cellebrite-authorized channels; the underlying product remains proprietary to Cellebrite regardless of the contracting vehicle used. The AbilityOne Program and other required sources were also considered and determined not to offer products or services capable of meeting this requirement, as AbilityOne does not provide comparable digital forensics technology.

INL Panama has prior experience procuring similar Cellebrite products through resellers. That experience revealed consistent post-award challenges, including the need for extensive follow-up and tracking to ensure timely license activation and responsive technical support. Given the increased complexity of this requirement—driven by the high volume of licenses involved—these reseller-related risks are expected to be magnified.

Based on this market research, and following consultation with the Contracting Officer, INL Panama has determined that sole-source acquisition directly with Cellebrite, Inc. is the most appropriate approach to reliably fulfill the requirement and best serves the interest of the U.S. Government.

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

No additional facts beyond those identified above are relevant to this determination. The justification for sole-source acquisition to Cellebrite, Inc. is fully supported by the technical compatibility requirements, proprietary rights considerations, prior operational experience with resellers, and market research findings detailed in the preceding sections of this document.

SECTION 10. LISTING OF SOURCES, IF ANY, THAT EXPRESSED A WRITTEN INTEREST IN THE ACQUISITION

To date, no other sources have submitted a written expression of interest in fulfilling this requirement.

Explanation of Other Sources Considered and Rejected (FAR 6.302-1)
As detailed in the market research findings above, authorized resellers of Cellebrite products—including [redacted] and [redacted]—were identified and considered as potential sources. However, these resellers do not independently satisfy the Government's requirement because:

- The underlying technology, software, and licensing remain proprietary to Cellebrite, Inc., regardless of which entity processes the transaction;
- Resellers are not the original source of technical support, license administration, or training, and ultimately depend on Cellebrite for these functions;
- Prior experience procuring through resellers resulted in post-award challenges, including delays in license activation and extended timelines for resolving technical issues—risks that would be magnified given the higher volume of licenses required under this action; and
- No Federal Supply Schedule, GWAC, multi-agency contract, or other multiple-award vehicle was identified that offers an equivalent, independently competed source for this proprietary technology.

Accordingly, only Cellebrite, Inc., as the manufacturer and proprietary rights holder, can reliably and directly meet the Government's requirement for continuity, compatibility, and effective post-award support. This supports the determination that Cellebrite, Inc. is the only responsible source capable of satisfying the agency's needs under FAR 6.302-1.

SECTION 11. 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

For the reasons set forth in the Sole Source Rationale above, INL Panama, has no plans at this time to compete future contracts for the types of supplies/services covered by this document. Cellebrite, Inc. maintains proprietary rights over the technology, software, and licensing required to support the Government's existing digital forensics equipment, and no technical data package or performance specification currently exists that would allow another source to independently and reliably meet this requirement without compromising compatibility with fielded equipment.

If another potential source emerges—for example, a vendor offering compatible or interoperable digital forensics technology—INL Panama, will assess whether competition for future requirements is feasible at that time.

SECTION 12. CERTIFICATIONS

All reviews and approvals should be completed in the order listed unless otherwise authorized or required.

TECHNICAL AND REQUIREMENTS CERTIFICATION

I certify that the facts and representations under my cognizance which are included in this Justification and its supporting acquisition planning documents, except as noted herein, are complete and accurate to the best of my knowledge and belief.

Technical Cognizance:

[redacted]

Requirements Cognizance:

[redacted]

CONTRACTING OFFICER CERTIFICATION (FAR 6.104-1(a)(12))
I certify that this submission is accurate to the best of my knowledge, and that it contains complete information necessary to enable other officials to make an informed recommendation for approval or disapproval.

SIGNATURE:

_____ _____

[redacted]