

**DETERMINATION AND FINDINGS**  
**FOR**  
**SOLE SOURCE**

**AGENCY:** Office of Contracting & Procurement (OCP)  
**CONTRACT NO.:** CW55307  
**CONTRACTOR:** Dun & Bradstreet (D&B)  
**CAPTION:** Dun & Bradstreet- Supplier Risk Manager (SRM)

**FINDINGS**

**1. AUTHORIZATION:**

D.C. Official Code § 2-354.04; PPRA 404; 27 DCMR § 1304, 1700, 1701 and 2005.2.

**2. MINIMUM NEED:**

The District of Columbia's Office of Contracting & Procurement (OCP) has a need for a contractor to provide an application that generates comprehensive financial data analyses/reports that contain the most accurate, current and complete company information.

The application shall provide pertinent financial data that demonstrates the financial capability and resources of the prospective contractor. As mandated per the Procurement Practice Reform Act of 2010 and the DC Municipal Regulations, the District shall make purchases from and award contracts only to responsible contractors, a prospective contractor who demonstrates the adequate financial resources to perform the contract, or the ability to obtain those resources.

To aid the District in vetting potential responsible contractors for perspective work with the District of Columbia, the procurement professionals shall use financial data, as appropriate, to support determinations of responsibility. Since 2003 the District has utilized the proposed contractor's tool.

**3. ESTIMATED FAIR AND REASONABLE PRICE:**

The estimated fair and reasonable price to provide the required services for FY's 18 –20 is \$69,355.00, for the multi-year agreement.

**4. FACTS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:**

- Since 2003, as of part established standard operating procedures, OCP has utilized Dun & Bradstreet financial data reports as an element or tool for evaluating/reviewing all vendors who want to conduct business with the District, as a standard for determining contractor's responsibility.
- The District utilizes D&B specifically for their financial analysis capabilities, as one of the elements in determining vendor responsibility, that include, DUNSRight - a patent-pending process for collecting and enhancing data, which includes over 2,000 separate automated and manual checks to maximize the integrity of the data. DUNSRight also includes five quality drivers that work sequentially to aggregate, standardize and enrich the data:

Global Data Collection, Entity Matching (D&B's proprietary method for integrating collected data), the D-U-N-S Number, Corporate Linkage and Predictive Indicators.

Specifically, D&B's Predictive Indicators use statistical analysis to predict future performance. These predictive indicators combine the analytical capabilities of a dedicated team of experienced PhD's (who build the underlying predictive models) with unique D&B data capabilities, including industry-specific knowledge, financial and payment information on numerous private companies and extensive historical information for modeling and trend analysis purposes.

Another essential D&B tool utilized by the District is the Predictive Scoring feature (Financial Stress Score (FSS)), which helps predict a business's potential for failure. Available only through D&B, the FSS is generated and maintained using the D-U-N-S Number and D&B's unique global data collection infrastructure. This capability enables D&B to track the changes in the FSS and proactively send the District notifications of these changes.

- Regarding market research and reasonableness, Dun & Bradstreet is the only vendor that offers the unique financial tools and features, like those mentioned above, which best meets the District's needs for comprehensive financial data analyses, providing sufficient information to assist District personnel in satisfying the applicable rules, regulations and requirements for responsibility.

As a basis for reasonableness, the quoted price for the multi-year agreement was determined to be fair and reasonable by OCP via an in-depth cost/price analysis of Dun & Bradstreet's procurement history with the District, as well as a comparison to the existing agreement with the District.

**5. CERTIFICATION BY CONTRACTING OFFICER:**

I hereby certify that the above findings are true, correct and complete.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Todd Allen  
Contracting Officer, Government Operations

**DETERMINATION**

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive process under either Section 402 or 403 of the District of Columbia Procurement Practice Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code §2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the Sole Source method of procurement

\_\_\_\_\_  
Date

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George A. Schutter III  
Chief Procurement Officer for the Office of Contracting and Procurement