

## SOURCE SELECTION SENSITIVE

### Justification and Approval (J&A) for Other Than Full and Open Competition

Was a J&A approved for the preceding acquisition where that acquisition required a J&A? ☐ Yes ☒ No

Is this a new or amended J&A Document? ☒ New ☐ Amended (Prior to Award Only!)

Is this a Bridge Action as defined at [AFFARS 5302.101](#)? ☐ Yes ☒ No

Dollar Value of this Acquisition: ☒ ≤ \$750K ☐ > \$750K and ≤ \$15M ☐ > \$15M and ≤ \$100M ☐ > \$100M

Contracting Activity: 355 Contracting Squadron

Purchase Request (if available) / Local ID Number: F1PT5F3009AW02

Program / Project (and PE, if applicable): Mobile Target Training

Program Type (PEO, Enterprise, of Operational): Operational

Authority:  
6.302-1 – 10 USC 3204(a)(1), Only One Responsible Source - No Other Supplies or Services Will Satisfy Agency Requirements

Estimated Contract Cost (including options): \$ [REDACTED] J&A Type: ☐ Class ☐ Individual

COORDINATION ( [AFFARS 5306.304\(a\)](#) )

APPROVAL ( [AFFARS 5306.304\(a\)](#) )

Date	Contracting Officer	Signature
02 Aug 2023	Zachary Goit	GOIT.ZACHARY.M.1522647043
	355 CONS/PKB, 520-228-1846	647043
		<small>Digitally signed by GOIT.ZACHARY.M.1522647043 Date: 2023.08.02 08:32:48 -07'00'</small>

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**I. Agency and Contracting Activity.**

Department of the Air Force, Air Combat Command, 355th Contracting Squadron, Davis Monthan AFB (DMAFB).

**II. Nature and/or description of the action being approved.**

The 55 RQS requires Mobile Target Live Fire Training. This new contract will be a firm-fixed price (FFP). The intent of this requirement is to train with an autonomous target(s) that include self-navigation, decision-making capabilities, and response to dynamic situations with higher levels of autonomy, allowing for more realistic and complex training scenarios. Deviation from this type of target would not allow for the required advanced level of training.

**III. Description of supplies/services required to meet agency needs.**

Target Requirements and Crew Qualifications: Training must include threat presentation with live fire targets and training platforms using reactive behavior scenarios with triggered responses. Targets must be self-propelled, trackless, re-usable mobile platforms. Mobile targets must be able to move along pre-planned routes and react independently. Mobile targets must be able to travel a minimum of 20 MPH. The contractor shall provide two self-propelled, re-usable targets. The targets must register weapon impacts. The contractor must provide enough system operators to make serviceable the targets available for use at the same time throughout the length of the training. At no point will there be fewer than two mobile serviceable targets available for use simultaneously during each training event. Mobile targets shall be unmanned, remotely controllable from a minimum distance of 1 nautical mile, able to navigate unimproved dirt roads and rough terrain, and able to steer in any direction. Targets shall utilize long-range wireless networking systems to transmit scoring data, telemetry, and full-motion video in real time. Mobile targets must support carriage of expendable three-dimensional targets, such as a mid-sized pickup truck or equal. Targets must have reactive behavior and/or present an artificial thermal signature to aid in target recognition and acquisition via a forward-looking infrared (FLIR) system. After each event, targets must be able to reset to the starting point or drive to the operator without the need for crews to drive onto the range, unless the vehicle's movement capability has been damaged or failed. The main carriage unit for the mobile target must be re-usable and tolerate up to .50 caliber ball and tracer impacts from weapons employed as close as 250 meters.

Deliverables. The contractor shall provide the following:

Two (2) serviceable mobile, self-propelled targets with qualified system operations to support four (4) days of aerial gunnery for up to ten (10) hours per day, per training session. Contracted operators will need to coordinate with unit to have accomplished all preparations to operate targets prior to the first training day. This may include coordination to arrive at the range up to 2 weeks prior to start date, with range and unit approval, in order to ensure targets are fully operational.

**IV. Demonstration that the contractor's unique qualifications or the nature of the acquisition requires use of the authority cited above.**

Market research began on 04 April 2023, a sources sought was posted on 09 June 2023 and market research was completed on 07 July 2023. Market research revealed that Pratt & Miller is currently the only vendor who possesses the unique qualifications to meet the unique needs of the government for this training. Other vendors contacted can provide mobile target training, but cannot provide the specific training required to meet the PWS. The other vendors also do not currently have the capability to procure or otherwise obtain the ballistic impact capability or the ability to traverse the terrain at Gila Bend. This was confirmed by 355 CONS when a sources sought was posted with no responses as well as conversations with the vendors that initially indicated that they were interested and capable.

There are no data rights required for this effort.

The training for Mobile Target Live Fire training is required in order for the user to meet their specified readiness requirements.

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**V. Description of efforts made to ensure that offers are solicited from as many potential sources as practicable, including whether a notice was or will be publicized as required by subpart 5.2 and, if not, which exception under FAR 5.202 applies.**

In accordance with FAR Part 8.002, a review of all mandatory and recommended sources was accomplished to include: internal sources, such as FPDS, KT Fileshare, CON-IT and SAM.gov. These internal sources returned the 4 previous contracts awarded. This included a contract from Davis-Monthan AFB FA487720P0035 which was also awarded to Pratt and Miller as well as FA487720P0175 which was awarded to a small business, Compusult as a sole source due to the original awardee backing out before signing the contract and the compressed time table did not allow for resolicitation. The Air Forces strategic sources, Federal Prison Industries, AbilityOne, Unicor and GSA were also utilized. All of these queries did not result in any confirmed sources that could satisfy this requirement. Furthermore, 355 CONS performed market research to include review of similar contracts, contacting industry experts in mobile target live fire training, and Government subject matter experts. This research did not yield any identified sources of competition. IAW DFARS PGI 206.303-2(b)(i), a sources sought was also posted with no responses.

This acquisition will require a Notice of proposed Contract Action (NOCA) IAW FAR 5.201. The NOCA will be posted to SAM.gov no later 26 Jul 2023. The USAF will continue to monitor the market to see if another contractor or business obtains MI-24 HIND helicopter training material, and are able perform the same service.

**VI. Determination by the Contracting Officer that the anticipated cost to the Government will be fair and reasonable.**

355 Contracting will complete a price analysis through reviewing the past contracts for the same or similar service previously provided. When comparing three previous contracts (W911SG11P0378 \$490,444.00, FA487720P0035 \$367,000.00, W52H0908D0401 \$442,060.00) to our current effort, the price percentage increase average is 12.963%. The inflation rate has fluctuated in the past few years, ranging anywhere from 1.24% to 9.06% and wages have increased anywhere from 1.2% to 6% in the same time frame. The Government Cost Estimate was between 12% to 15%, given the current market conditions. Therefore, the previous price comparisons combined with the other Government cost estimate factors stated, the contracting officer fully expects to be able to determine that the anticipated cost to the Government will be fair and reasonable IAW FAR 13.106-3.

**VII. Description of the market research conducted and the results, or a statement of the reasons market research was not conducted.**

Market research efforts included contacting commercial vendors that supplied mobile target training capable of meeting this requirement; however, only one was found capable of providing the required Mobile Target Live Fire training required by the government. The companies that were contacted during market research were Pratt and Miller, Marathon Targets, and Compusult. Each vendor explained that they provide mobile target live fire trainings. However, two vendors identified that they do not possess the ability to either traverse the unaltered terrain at Gila Bend or could not survive the caliber ammunition to be used during training. A sources sought was posted to the GPE 09 June 2023 and returned no other companies interested or capable in meeting the governments requirement.

As previously stated, 355 CONS has awarded two previous renditions of the Mobile Target Live Fire training, FA487720P0035, FA487720P0175. When the market research was conducted for each of these previous efforts, only one source was identified that was capable of fulfilling the requirement, first Pratt and Miller after full and open competition and then Compusult after full and open competition which resulted in the awardee selected backing out prior to signing the contract, leaving Compusult as the only vendor capable of providing the service. 355 CONS has reached out to the 55th RQS and its training experts to see if they were aware of any other capable vendors. The training subject matter experts at the 55th were not aware of any other capable vendors offering this type of training.

**VIII. Any other facts supporting the use of Other Than Full and Open Competition.**

355 CONS will continue to monitor the Mobile Live Fire Target training market through requests for information and sources sought to see if any other vendors acquire Mobile Live Fire Targets capable of meeting the governments needs. If 355 CONS is made aware of any Mobile Live Fire Target training that

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becomes available, we will reach out to those companies in order to assess their capabilities to meet the needs of the government.

**IX. List of any sources that expressed, in writing, an interest in the acquisition.**

Pratt and Miller, Compusult, and Marathon Targets.

**X. A statement of the actions, if any, the agency may take to remove or overcome any barriers to competition before any subsequent acquisitions for the supplies or services required.**

The unit will continue looking for additional vendors via the Internet, previous acquisition history research, and known sources. The agency will continue to pursue the most advantageous method of procurement and sources to meet the needs at a fair and reasonable price.

**XI. Certification by the Contracting Officer.**

As evidenced by my signature above, I certify that this justification is accurate and complete to the best of my knowledge and belief.

**XII. Certification by the technical/requirements personnel.**