

Security Marking (select from the drop-down list)

Sole Source (Including Brand Name) Justification - Simplified Procedures for Certain Commercial Items

NOTE: If a Justification was approved for the preceding acquisition, a copy of the approved Justification for the predecessor action must be included in the staff package for approval of the instant Justification. This applies to Justification staff packages that are submitted for review and approval at a level above the contracting officer. The predecessor Justification will be used as a reference document by the approving official.

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

Is this a Bridge Action as defined in the [AF Bridge Action Reduction Plan](#)? ☐ Yes ☒ No

Funding level for this acquisition: [REDACTED]

Contracting Activity: 4th Contracting Squadron

Purchase Request / Local ID Number: F2MTRP3198AW01

Program / Project (and PE, if applicable): 352nd SWTS - Skydio X2D

Program Type (PEO or Other Contracting): Other Contracting

Authority: ☒ AFFARS 5313.501 - 10 U.S.C. 3572, Implementation of Simplified Acquisition Procedures (41 U.S.C. 1901)

☐ AFFARS 5313.501 - 10 U.S.C. 3403, Special Emergency Procurement Authority (41 U.S.C. 1903)

[REDACTED] Justification Type: ☐ Class ☒ Individual

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

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

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I. Contracting Activity.

4th Contracting Squadron, 1570 Wright Brothers Ave, Seymour Johnson AFB, NC 27531

II. Nature and/or description of the action being processed.

This requirement is a new firm-fixed price purchase order.

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

The requirement is a brand name procurement of the Skydio X2D drone. The 352nd SWTS requires the capability offered by this specific drone, details of the specific capabilities can be found in section V.

IV. Statutory authority permitting other than full and open competition.

FAR 13.501(a)(ii) Prepare sole source (including brand name) justifications using the format at 6.303-2, modified to reflect that the procedures in FAR subpart 13.5 were used in accordance with 41 U.S.C.1901 or the authority of 41 U.S.C.1903

V. Demonstration that the contractor's unique qualifications or nature of the acquisition requires the use of the authority cited above (applicability of authority).

The Skydio X2D Platform is designed and assembled in the USA and is Trade Agreement Act (TAA) and National Defense Authorization Act (NDAA) compliant. Therefore, it is designated as a US Air force Non-COTS list/Blue-UAS (dated Aug 2022) that is authorized to conduct Force Protection operations. The platform aligns with AFSOC line Units SUAS Inventory of having Skydio 2XD which allows members to maintain training continuity and alleviate the costs and resources to train on different platforms once arriving at operational squadrons. It has the established approved frequency ranges from the Network Enterprise Center-Fort Liberty Spectrum Management Office, for authorized use at sUAS training locations.

Product wise, the Skydio X2D is designed with a ruggedized airframe, visible/IR strobe lights, and has a 12MP color camera, and FLIR 320x256 thermal sensor. System security includes a AES-256 wireless encryption. The media is secured with an encrypted SD card with physical security key.

Skydio 2XD also has the following unique specifications:

1. 360 degree collision avoidance and Intelligent flight autonomy. Other units do not have this capability and it is vital as it will prevent mishaps or accidents.
2. More user friendly flight and control system. Other systems are more complex and difficult to setup and fly.
3. Included training. The training falls under the approved "Air Force Vendor Training Approval "AFSOC approves Skydio to provide vendor training on the Skydio X2D SUAS to Air Force commands using the reviewed and approved curriculum.
4. Low illumination avoidance awareness for GPS-based night flying.
5. Rigid and durable. This is not the case with more fragile drones on the Non-COTS/Blue-UAS list.
6. Man-packable. The one of the few on the Non-COTS/Blue-UAS list that is Man-packable, which means it is able to fold down into a configuration to easily fit in a small backpack/cargo pocket. This is essential in the Unit's mission.

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VI. Description of efforts made to ensure that offers are solicited from as many potential sources as practicable.

An intent to sole source was posted to SAM.Gov on Aug 03, 2023. The intent to sole source expired Aug 07, 2023 12:00 pm EDT with no responses from the commercial market stating they could do it. After further research with Skydio, their sales staff informed that any vendors can request quotation from SkyDio. It has many distributors of both large and small vendors, but their preferred vendor is ADS, Inc. is a small business. This shifted the acquisition strategy to allow competition among all small business vendors. Brand name acquisition approach with small business set aside. Skydio is also a small business in the referenced NAICS so there are not concerns regarding the Non-Manufacturer rule being applicable to this procurement.

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

In order to determine a fair and reasonable price the government will use acquisition history, any catalog price list, and request vendor sales receipts if necessary.

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

After surveying the market and speaking with Skydio directly it has been determined that any source can provide this Brand Name requirement as distributor or reseller.

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

N/A

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

No others were found.

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

The Government will continue to monitor the market as well as maintain awareness of any enterprise wide tools put in place to see if other hardware/training can meet the requirement without eliminating efficiencies gained by the Skydio X2D. The future acquisitions regarding Skydio X2D will be scrutinized as this one was to ensure the accuracy of the above information.

XII. Certification by the Contracting Officer.

As evidenced by my signature above, I have determined this document to be both accurate and complete to the best of my knowledge and belief.

XIII. Certification by the technical/requirements personnel.

As evidenced by my (our) signature(s) above, I (we) certify that any supporting data contained herein, which is my (our) responsibility, is both accurate and complete.

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