



Department of Energy
Savannah River Operations Office
Contract Management Division
P.O. Box A

Aiken, South Carolina 29802

Justification for Other than Full and Open Competition
Department of Energy (DOE) OSSES
Orders Over the Micro-purchase Threshold and
Under the Simplified Acquisition Threshold
AUTHORITY: FAR 6.302-1 and 41 U.S.C 3304

Requisition: 23EM001086

1. Identification of Agency/Contracting Activity.

The Department of Energy (DOE) Savannah River Site (SRS) OSSES operations, plans to contract with Escal Institute of Advanced Technologies, Inc by means other than full and open competition. DOE-SR Office of Acquisition Management will execute the action.

2. Description of supply or service.

The proposed acquisition is to secure a training voucher for Systems Administration, Audit, Network, and Security (SANS) training. This training is only available from Escal Institute of Advanced Technologies, Inc. Estimated contract value is \$ [REDACTED].

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

<input checked="" type="checkbox"/>	FAR 6.302-1	Only One Responsible Source
<input type="checkbox"/>	FAR 6.302-2	Unusual and Compelling Urgency
<input type="checkbox"/>	FAR 6.302-3	Industrial Mobilization
<input type="checkbox"/>	FAR 6.302-4	International Agreement
<input type="checkbox"/>	FAR 6.302-5	Authorized or Required by Statute
<input type="checkbox"/>	FAR 6.302-6	National Security
<input type="checkbox"/>	FAR 6.302-7	Public Interest

4. Contractor's qualifications or nature of the acquisition.

There are many factors that demonstrate why SANS is the only source capable of satisfying the agency requirements.

Immersive Hands-On Training: SANS provides in-depth hands-on labs designed to educate and test a student's abilities to execute various tasks.

Proprietary Instructional Material: SANS develops their own proprietary course material, to include textbooks and hands on labs, that is often viewed as an industry standard. This material is more beneficial than offerings from other vendors because SANS owns the material they distribute and can update their curriculum more often. This ensures their courses remain up to date and relevant to current IT/Cyber practices.



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Certified Instructors: SANS instructors are required to go through a rigorous program to become a certified instructor. All SANS instructors must be certified in the courses they teach (achieving an 85% or better score on the exam), must have taken a live version of the course (in person or vLive online), participate in the SANS mentor program, and participate in a trial period by teaching in SANS community courses. In addition to the program requirements, all SANS instructors must be active practitioners in the area(s) they intend to teach, thus ensuring all knowledge shared with their classes are relevant to current IT/Cyber practices.

SANS-unique Events: SANS is unique by pairing many of their training events with relative industry events. In addition to providing world-class training courses, SANS also provides vendor expos to expose students and organizations to emerging technologies either by demonstrations or lunch-and-learns during their training events.

SANS also host networking events to promote knowledge sharing among private and public-sector organizations. This type of opportunity is integral to DOE-SR maintaining pace with the industry.

At the larger SANS events, SANS hosts their periodic "NetWars" event, which is a suite of hands-on, interactive learning scenarios that enable information security professionals to develop and master the real-world, in-depth skills they need to excel in their field. This event is often tied to the SANS training courses.

Exclusive Training Provider for GIAC: SANS is the only cyber security training vendor who aligns with and provides training for the industry best information security certifications provided by the Global Information Assurance Certification (GIAC) program.

Variety of Training Offerings: SANS offers multiple training methods allowing DOE-SR to provide adequate IT/Cyber training while still being able to work around the lack of travel funds or the availability of the employee. Offerings include live in person, live online, online/on-demand (self-paced), or hosted at DOE-SR.

Agency Experience: SANS has been a training vendor for IT/Cyber training for DOE and its contractors for years. SANS currently has a voucher contract with other DOE organizations and the DOE sub-agency, NNSA.

Voucher Program: SANS provides a beneficial voucher program that allows an organization to pre-pay for their annual training requirements while also providing a mechanism to effectively manage its training funds. SANS voucher program also provides a current rate of 10% for funding incentives to be added to the voucher. The SANS voucher carries no restrictions to training offerings.

5. FedBizOpps announcement/potential sources: Intent to sole source notice will be posted on FedBizOpps to allow for potential vendors to submit capability information.



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6. Determination that the anticipated cost will be fair and reasonable:

The Contracting Officer will make a determination that the price is deemed fair and reasonable prior to award.

7. Market Research:

Market research via GSA Advantage and commercial market has indicated there are no other vendors that are able to provide compatible hardware. Market Research was conducted by checking offerings on the GSA IT 70 Schedules for IT Training services and did not find any company offering a combination of the targeted cyber security training with associated custom labs, the rigor placed behind certifying instructors, and alignment with the industry standard for cyber security certifications from GIAC. We also looked for information available on the vendors' publicly available websites.

Organizations looked at for comparison are:

- New Horizons Computer Learning Centers, Inc.
- TASC Management Corporation
- Global Knowledge LLC
- Applied Computer Training and Technology, Inc

While these organization provide similar services to SANS, it should be noted that SANS provides excellent custom designed training and labs that aren't available to any other vendor. Many other vendors providing training services simply purchase publicly available text in bulk and teach the material exactly as designed.

8. Any other supporting facts: National Security Agency meet the technical requirements and are certified by NSA.

9. Efforts to overcome future competition barriers:

Market research was conducted, and previous history indicated that there are no other companies who can provide this product. Searches will be conducted as this requirement is presented to ensure that no additional vendors are found.



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10. Technical Statement:

Each justification shall include evidence that any supporting data that is the responsibility of technical or requirements personnel (e.g., verifying the Government's minimum needs or schedule requirements or other rationale for other than full and open competition) and which form a basis for the justification have been certified as complete and accurate by the technical or requirements personnel.

TECHNICAL/REQUIREMENTS PERSONNEL CERTIFICATION

I certify that this information is current, accurate and complete to the best of my knowledge and belief.

Lewann M. Belton

PRINTED NAME

LEWANN BELTON

Digitally signed by LEWANN

BELTON

Date: 2023.04.04 15:02:56 -04'00'

Director, Cyber and Information Technology

POSITION TITLE SIGNATURE

Date

CERTIFICATION

I certify that this information is current, accurate and complete to the best of my knowledge and belief.

Marie Garvin

Digitally signed by Marie Garvin

Date: 2023.04.06 07:57:49 -04'00'

Contracting Officer

Date