



**DEPARTMENT OF THE NAVY**  
NAVAL AIR WARFARE CENTER AIRCRAFT DIVISION

IN REPLY REFER TO:  
J&A\_12\_22721

JUSTIFICATION AND APPROVAL  
FOR USE OF OTHER THAN FULL AND OPEN COMPETITION

1. Contracting Activity.

Naval Air Warfare Center Aircraft Division (NAWC-AD) Lakehurst, NJ

2. Description of the Action Being Approved.

This Justification and Approval (J&A) authorizes and approves the procurement of brand name Motorola amplifiers. The Special Communications Requirements (SCR) Division Naval Air Warfare Center Aircraft Division (NAWCAD) St. Inigoes has been tasked by the White House Communications Agency (WHCA) to upgrade the Washington Area System (WAS) Very High Frequency (VHF) Land Mobile Radio (LMR) network. The WAS is a mission critical communications system that is used to support the President of the United States, Senior White House Staff, and the United States Secret Service. As part of this effort, the SCR Division is responsible for procuring amplifiers to upgrade the Motorola GTR 8000 Radio. This action will be awarded on a fixed price basis.

3. Description of Supplies/Services.

The WHCA project requires an upgrade to their existing Motorola GTR 8000 radios. The upgrade will integrate the existing GTR 8000 radios with an amplifier capable of putting out 350 Watts of power. The increased output power of the radio will be certified and supported by Motorola, Inc. This Limited Source J&A is valid for the item as specified below. There will be a total of thirty-seven (37) GTR 8000 radio upgrades procured under the following description:

P/N: RLMBFR 8000; Description: Motorola brand 350 WATT UPGRADE TO 100 WATT VHF GTR 8000;  
QTY 37

See Appendix A for Estimated Dollar Value

4. Statutory Authority Permitting Other Than Full and Open Competition.

10 U.S.C. 2304(c)(1), Only one responsible source and no other supplies or services will satisfy agency requirements.

5. Rationale Justifying Use of Cited Statutory Authority.

This procurement is in accordance with FAR 6.302-1 (a) (2) (ii) (A). NAWC-AD SCR Division has previously purchased the current GTR 8000 Radios through Motorola under Contract# N6833511F0045.

SCR has been tasked with upgrading the output power of the radios. The Motorola amplifier, P/N: RLMBFR 8000, is the only known equipment available that will upgrade the Motorola GTR 8000 radio with an amplifier capable of putting out 350 watts of power. It is not practical for any other vendor to perform this upgrade because the data required to engineer a solution is proprietary to Motorola for the GTR 8000. Purchasing that information, or attempting to reverse-engineer a solution, would result in substantial costs that would not be recouped via competition.

Award to any other source would result in substantial duplication of cost to the Government that is not expected to be recovered through competition. If an alternative source is selected for this requirement, the Government will incur significant, unrecoverable costs that would include nonrecurring engineering services to modify the current design and alternative solutions to meet user functional requirements of approximately \$500k.

6. Description of Efforts Made to Solicit Offers from as Many Offerors as Practicable.

A market search of the GTR 8000 Radio upgrade revealed that Motorola is the manufacturer. Although Motorola has many authorized distributors, this upgrade for the GTR 8000 Radio has not been released publicly. However, per Motorola, one authorized distributor exists: Aviation Systems Engineering Company, Inc (ASEC). ASEC is a small, veteran owned business. Searches were completed through GSA Advantage and FEDSTOCK. Neither FEDSTOCK nor GSA Advantage were able to provide this equipment. Since Motorola is the sole manufacturer of the required amplifiers, it is in the Government's best interest to limit the competitive field to the OEM and all authorized distributors.

A synopsis was posted to the FedBizOps website on 18 July 2012. The synopsis closed on 02 August 2012. An inquiry was received on 25 July 2012 regarding the frequency range/bandwidth for the required amplifier and the Government responded by stating that the Government will be using Motorola proprietary software to adjust, test, and monitor the radio power output. The data required to engineer those functions is proprietary to Motorola; and therefore, a third party non-integrated amplifier would not be acceptable. No further inquiries were received.

7. Determination of Fair and Reasonable Cost.

In accordance with FAR 15.402, the Contracting Officer shall ensure that the price negotiated for this acquisition is fair and reasonable. An independent government estimate has been provided for this effort. The Contractor shall submit a formal price proposal with other than cost or pricing data and sufficient information to support the accuracy and reliability of the estimate.

The proposal will be reviewed by experienced technical personnel at SCR, cost analysts and the contract specialist. The Contracting Officer will utilize cost and price analysis in accordance with FAR 15.404-1, including a review of historical data, as the basis for negotiating a fair and reasonable price.

8. Actions to Remove Barriers to Future Competition.

For the reasons set forth in paragraph 5 and 6, NAVAIR has no plan at this time to compete future contracts for the equipment described in this document. If another potential source emerges, NAVAIR will assess whether competition for future requirements is feasible.

Appendix A

Estimated Dollar Value in Thousands

	FY12	FY13	FY14	FY15	FY16	FY17	FY18	Total
Total								

CERTIFICATIONS AND APPROVAL

TECHNICAL/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 Signature] Phone No. [Redacted] Date [Redacted]

LEGAL SUFFICIENCY REVIEW

I have determined this Justification is legally sufficient.

\_\_\_\_\_  
[Redacted Signature] Phone No. [Redacted] Date [Redacted]

CONTRACTING OFFICER CERTIFICATION

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

\_\_\_\_\_  
[Redacted Signature] Phone No. [Redacted] Date [Redacted]

APPROVED

Upon the basis of the above justification, I hereby approve the solicitation of the proposed procurement(s) described herein using other than full and open competition, pursuant to the authority of 10 U.S.C. 2304(c)(1), Only one responsible source and no other supplies or services will satisfy agency requirements.

\_\_\_\_\_  
[Redacted Signature] Date [Redacted]