



DEPARTMENT OF THE NAVY
NAVAL AIR WARFARE CENTER AIRCRAFT DIVISION

IN REPLY REFER TO:
J&A_14_23966

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

1. Contracting Activity.

Naval Air Warfare Center Aircraft Division (NAWCAD) Lakehurst, NJ

2. Description of the Action Being Approved.

This Justification and Approval authorizes and approves the issuance of a firm fixed price contract on a sole source basis with Motorola Solutions, Inc., Columbia, MD (Cage Code: 78205) for a quantity of twenty-six (26) Integrated Rackmount Chassis (P/N DSDCBL1). Each Integrated Rackmount Chassis will include a quantity of twenty (20) High Level Data Link Control (HDLC) Synchronous to Asynchronous (Sync-to-Async) converters (P/N: DQHSAA01). This procurement is in support of the NAWCAD Special Communications Requirements (SCR) Division at St. Inigoes, Maryland who has been tasked by the White House Communication Agency (WHCA) to upgrade the existing Washington Area System (WAS) Very High Frequency (VHF) Land Mobile Radio (LMR) network.

3. Description of Supplies/Services.

The WHCA VHF LMR network has an existing capability to use telephone lines to connect ("Dial-Up") base station radios at trip sites to the LMR Travel System Hubs. The WAS LMR System 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. In FY13, the WHCA procured the Motorola-TXM-2000 radio to replace their legacy ASTRO X mobile radios and to supplement existing Motorola PDR-3500 travel base stations. The WHCA has a requirement to dial-in a combination of legacy PDR-3500 radios and the new TXM-2000 radios to the Motorola Astro-Tac 3000 comparators located in the Travel System Hubs.

This firm fixed price contract will include the procurement of twenty-six (26) Motorola Integrated Rackmount Chassis (P/N DSDCBL1). Each Integrated Chassis shall include twenty (20) HDLC Sync-to-Async converters (P/N: DQHSAA01). Technical support of twenty (20) hours shall also be included to assist SCR with issues that may arise upon installation of the Integrated Chassis (by SCR) into the WHCA WAS LMR System.

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.

The interface between the Motorola TXM-2000, PDR3-500 radios and the Motorola Astro-Tac 3000 comparators is proprietary to Motorola and requires a Motorola approved solution to ensure interoperability amongst these three Motorola devices. The existing Travel System Hubs are equipped with V.32 synchronous modem nests, which are interoperable with the legacy Motorola PDR-3500 radio and its synchronous V.32 modem. The Motorola TXM-2000 is equipped with an asynchronous modem and is not directly interoperable with the V.32 synchronous modems in the Travel System Hubs; thus necessitating the need for this requirement. The Motorola Integrated Chassis equipped with the Sync-to-Async Converter Cards as discussed above, is the only solution capable of interfacing the Motorola TXM-2000 radios to the AstroTAC-3000 Comparators.

The interface specification between the Motorola TXM-2000 and Astro-Tac 3000 comparator has not been published by Motorola. Without the interface specification it is not feasible for the Government to write a specification to be able to competitively procure an interoperable HDLC Sync-to-Async converter. Also, without the interface specification the Government cannot effectively evaluate other vendor's products for interoperability within the existing WAS LMR Motorola system. The use of another vendor's HDLC Sync-to-Async converter creates the risk that the interface between the TXM-2000 and Astro-Tac 3000 Comparator would not work reliably across the existing V.32 synchronous modems; which may result in dropped radio connections across the link and non-functional radios each time the connection drops.

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

Market research was conducted utilizing various methods to obtain current information regarding availability, price and costs. Government technical experts conducted an on-line search using "HDLC Sync-to-Async converters" via FEDSTOCK, GSA Advantage and internet search engines such as Yahoo.com and Google.com. The search revealed that there are other manufacturers of same or similar equipment such as DCBnet, East Coast Datacom, Inc., Microgate Systems Ltd., Harris Corporation, Relm Communications, Tait Communications and EF Johnson Communications. However, converter equipment provided by these manufacturers will not be able to interface with or be interoperable with existing Motorola TXM-2000 radios and the AstroTAC-3000 Comparators. Motorola confirmed that it is the sole distributor and manufacturer of the required integrated Chassis to the Government technical experts at SCR. Therefore, Motorola Solutions is the only known source capable of meeting the WHCA program requirements.

This requirement was synopsisized in accordance with FAR 5.201 on 07 March 2014. The synopsis remained open for fifteen (15) days and the Government received no inquiries or challenges to the synopsis posting.

7. Determination of Fair and Reasonable Cost.

In accordance with FAR 15.402, the Contracting Officer shall ensure that all supplies and services provided under this contract are procured at a fair and reasonable price. An independent government estimate has been provided for this effort. The Contractor will submit a formal price proposal with other than cost or pricing data and sufficient information to support the accuracy and reliability of the estimate. Proposals will be reviewed by experienced technical analysts, cost analysts and contract specialists with the aid of necessary field pricing support. The Contracting Officer will utilize 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 this Motorola Solutions Sync-to-Async equipment as described in this document. If another potential source emerges, NAVAIR will assess whether competition for future requirements is feasible.