

Technical Documentation

J&A Number: **10-063, Alignment and Technology Engineering Support**

J&A Template: One Source v1F

**Justification for Other than Full and Open Competition**

**6.302-1 Only one responsible source and no other supplies or services will satisfy agency requirements.**

T1. J&A Description:

J&A Number: **10-063**

Acquisition Name: **Alignment and Technology Engineering Support**

T2. Technical Point of Contact:

(b)(6)

**WHAT** is being acquired?

T3. Concisely describe the nature of this acquisition (i.e. What the item or service is and what function it will perform):

This acquisition is for alignment and technology engineering support to the Naval Air Warfare Center Weapons Division (NAWCWD). The outcomes to be achieved are the continued assessment and improvement of NAWCWD's operational excellence, and to provide objective, third party assessments for the Weapons Division (WD) including the Commanding Officer (CO), Executive Director (ED), and other executives. This includes support of existing, in production data collection and data collection systems, ongoing implementation of recommendations, new data collection, analysis, process improvement proposals and process improvement support.

T4. The estimated total dollar amount, including options, of this action is:

**\$ 4,921,870.00**

T5. This J&A approves the following type of action(s): (Coordinate with PCO)

Single action

- **New Cost Plus Fixed fee type New Contract Action**

Class of actions. If this is a Class J&A, it covers actions through **When**.

- **New Cost Plus Fixed fee type Select Action Type**



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**WHO is the only source?**

**T7. Lone Star Aerospace, Inc** is the only source that can provide the above supplies or services and no other supplies or services will satisfy the program's requirements.

**WHY is the source above the only one that can fulfill the requirement?**

In accordance with Title 10 U.S.C 2304(c)(1) as cited in FAR 6.302-1, "Only one responsible source and no other supplies or services will satisfy agency requirements."

**T8. Only the specified source can provide the above described supplies or services due to: (Select from the following).**

**Insufficient Technical Data and / or Rights:** The Government does not possess adequate data and / or the rights necessary to competitively award this requirement.

- Explain why the technical data is necessary for this acquisition:

- Does the Government possess all the technical data required to competitively award this requirement?

Yes

- If Yes, explain why the Government does not possess sufficient data rights to competitively award this requirement:

- Could the necessary rights to the data be purchased?

Yes, the necessary rights could be purchased for an estimated \$

This amount was determined by

This amount is economically unfeasible due to

No, explain:

No

- If No, explain why the Government does not possess sufficient technical data to competitively award this requirement.

- If No, could the necessary technical data and rights be purchased?

Yes, the necessary data and rights could be purchased for \$

This amount was determined by

This amount is economically unfeasible due to

No, explain:

**Special Tooling:** Only the referenced source has access to special tooling which is necessary to fulfill this requirement.

- Explain why the special tooling is necessary for this acquisition:

- Could the necessary special tooling be purchased?

Yes, the necessary tooling could be purchased for an estimated \$

This amount was determined by

This amount is economically unfeasible due to

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No, explain:

Substantial Duplication of Cost (for follow-on actions only): The above source is deemed to be the only source available because an award to a source other than the original provider would result in a substantial duplication of cost which would not be recovered through competition.

- An estimated \$ **2,300,000.00** worth of work would be duplicated.
- Explain in detail how this amount was determined.

**This amount of \$2,300,000 was determined by compiling the costs associated with the work completed by Lone Star Aerospace, Inc. (LSA) under task orders 0091, 0094, 0099 and 0108 of contract N68936-06-D-0001 and task orders 0046 and 0068 under contract N68936-09-D-0040. It is estimated that about \$2.3M of the total spent to date with LSA would have to be expended to get another source and NAWCWD personnel up to speed, as well as the cost to conduct a new competitive procurement. Even if new data were collected from this point forward, any new data collected without the context of this existing information would be of much less value to the Government than created by this context. The duplication of more than 100 interviews with NAVAIR employees, customers, and suppliers would also be a burden on these individuals, including the cost and time to re-conduct these interviews. The cost is not included in the estimate above.**

Unacceptable delay of work (for follow-on actions only): The above source is deemed to be the only source available because an award to a source other than the original provider would result in an unacceptable delay in fulfilling the Government's requirements.

- Going to another source would create a delay of
- Explain in detail how this delay estimate was determined.
- Explain in detail how the Government would be unable to meet its requirements by this delay.
- Describe the specified source's ability to provide the needed supplies / services within the necessary timeframe.

Other:

- Specify why only the stated source can provide the above supplies or services.

**Only LSA is conducting similar work for other NAVAIR organizations, which provides economies of scale that would be lost with any other source. Although this is a secondary consideration, it has the potential to be material over the life of the effort.**

**Going to another source would create a delay of 12-24 months in the availability of data, analysis and services to the new WD CO. A gap of 6-12 months in deployment of NAWCWD's customer satisfaction measurement system and a gap of 6-12 months in support of**

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**NAWCWD's Strategic Planning Process (SPP). This delay is based on estimating the time it would take to conduct a competitive procurement and the time it would take for a new source to get up to speed. This estimate is based on the experience of working with LSA and similar suppliers.**

**Additionally, an Enterprise Gap Analysis (EGA) conducted by LSA, identified a number of needed improvement efforts, some of which are currently underway. Disruption of these improvements would cause financial impacts to NAWCWD and would leave NAWCWD unable to meet commitments made to customers and employees regarding performance gap closure.**

**LSA possesses an existing body of data on NAWCWD performance from surveys, benchmarking, interviews and other data collection efforts. LSA possesses the current understanding of both the data and the data repositories. Additionally, LSA has interviewed more than 100 NAVAIR employees, customers and suppliers. They possess a unique body of knowledge regarding the operation and performance of NAWCWD and other NAVAIR units. As a result of these efforts, LSA has helped to identify areas where NAWCWD has the opportunity to improve. Key areas such as customer satisfaction are beginning to produce actionable results, leading to real improvement. LSA is providing systematic information collection, analysis, reporting and recommendations. LSA's work has identified about 12 gaps at NAWCWD and is enabling the command to make progress in closing the most critical ones.**

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**Background** (Additional information)

T9. Is there a supporting acquisition planning document for this program?

Yes

- If Yes, is the supporting acquisition planning document current?  
(ensure legal counsel has a copy of the latest document)

Yes, it is current as of 4-1-2010

No, explain:

- If Yes, is this J&A consistent with the content of the supporting acquisition planning document, including MOPAS?

Yes, it is consistent.

No, explain:

No

- If No, why is there not a supporting acquisition planning document?

A supporting acquisition planning document is not required in accordance with DFARS 207.103 (d)(i).

Other, explain:

T10. Market Research and / or Survey:

Performed

- Describe the research and / or survey that was conducted:
- **Market research identified that much of the work that LSA provides is similar to work provided by other firms. Of the firms identified LSA is the only identified small business providing this kind of support. Other providers are large businesses. However, LSA provides blended business process improvement and strategic analysis; whereas based on the market research the other firms can provide process improvement or strategy analysis, but they don't generally deliver both. LSA, by design provides both services seamlessly and does so with the same contractor staff, providing smoother, less expensive support, with reduced demand for meetings with NAWCWD executives. Additionally, the other firms doing this kind of work use processes designed around their own (billable) staff. LSA uses processes that provide NAWCWD the opportunity to use our own people, helping NAWCWD grow internal strategy and business process expertise. Additionally, LSA resources typically have more experience in strategy and government work. Moreover, LSA uses seasoned operating professionals with extensive business and government experience. Other firms are prone to use a higher ratio of inexperienced people supervised by a few accomplished executives.**
- **Based on market research, the Government has confirmed that LSA possesses a significant body of research data which is aligned with the kind of business NAWCWD does. Currently, the Government does not know of a source of similar data. As a result of this market research, the Government has determined that in order to avoid delay and significant duplication of costs, a competitive environment does not exist and that LSA is the only source who can provide the service at**

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this time.

Not Performed

- No market research or survey was conducted due to:

T11. Follow-on Contract Information: (Required for all actions)

Will this requirement be acquired again?

Yes

- If Yes, what is being done to remove barriers to competition?

Nothing, explain:

Actions such as: **LSA is working with NAWCWD's Information Technology (IT) organization supporting internal NAWCWD development of customer satisfaction data collection tools. The proposed procurement will complete this hand over and knowledge transfer.**

**The Strategic Planning Process team is working to reduce dependence on LSA inputs. A significant reduction in LSA effort has already been achieved in this portion of the EGA.**

**LSA has provided at no cost, some of their tools to local small businesses, which provide meeting management for NAWCWD. These tools are decision making tools for facilitating group meetings. Executive leadership has held conversations about LSA loaning the Government the evaluation/beta versions to possibly consider buying the real tool later, however, this would not be done under this contract. NAWCWD's personnel are more productive when these tools are used to help frame structured, disciplined deliberations. As a result, specific work products are generated allowing NAWCWD leadership to make decisions based on detailed recommendations. LSA has transferred (at no cost) some proprietary analysis tools to other sources allowing NAWCWD to do business with other sources for some portions of the support, if NAWCWD so chooses.**

**The two barriers to obtaining and utilizing future Embedded Market Forecasters (EMF) data are 1) buying the data and 2) the barrier of having skilled staff to interpret the data. Regarding skilled staff, the Government is exploring the means necessary to cross train NAWCWD's personnel to be able to mine existing EMF data, and has negotiated NAWCWD rights with LSA to access historical EMF data. However, NAWCWD would need to buy LSA support to cross train NAWCWD personnel. Additionally, with regards to the price barrier, NAWCWD is considering joining a benchmarking consortium, which might avoid or reduce some of the cost of access to the EMF data. Whether this means is practical or desirable remains to be seen. However, NAWCWD has the choice to purchase the EMF data if desired.**

- If Yes, will it be competed in the future?

No, explain:

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**Yes, on Current and future actions should be complete by FY15, however, even when these efforts are complete it is possible that Lone Star will still represent the only viable source for some portions of contemplated work.**

No, this is a one time buy.

No, this a final buy.

Is this for a follow-on requirement?

Yes

▪ If Yes, is the previous J&A attached?

Yes

No, explain:

No



