

**JUSTIFICATION FOR SOLE SOURCE**  
 (Simplified Acquisitions <\$150K)  
 NAVSUPINST 4200.85D, ENCL [1]

**DOCUMENT NUMBER:**  
 R30215-5232-R001

The service or material listed herein is sole source and competition is precluded for reasons indicated below. There are no substitutes available for this material or service.

**Restricted to the following source.** Provide manufacturer/vendor name. (If sole source manufacturer distributes via dealers, *also* provide dealer information.)

1. MANUFACTURER COMMUNICATION and MANAGEMENT PROFESSIONALS			8. DEALER REPRESENTATIVE Dr. Glenn S. Pfau		
2. POINT OF CONTACT Dr. Glenn S. Pfau	3. PHONE NUMBER (703) 971-7837		9. POINT OF CONTACT Dr. Glenn S. Pfau	10. PHONE NUMBER (703) 626-0588	
4. STREET 6210 Elati Court			11. STREET 6210 Elati Court		
5. CITY Alexandria	6. STATE VA	7. ZIP CODE 22310	12. CITY Alexandria	13. STATE VA	14. ZIP CODE 22310

15. ESTIMATED COST 	16. REQUIRED DELIVERY DATE <b>ASAP</b>	17. STATUTORY AUTHORITY CITED OR OTHER REFERENCE SAP NON-COMPETITION [FAR 13.106-1(b)]
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18. **REQUIRED** - DESCRIPTION OF THE ITEM OF SERVICE REQUIRES

These courses provide advanced communication skills to be more concise, clear, confident and memorable when giving briefs and move listeners to action. This course will also teach human neurophysiology to eliminate barriers to communication, such as, accents, stutter, shuffle, meander, and otherwise fail to communicate effectively.

"Developing Effective Briefing Skills" is designed primarily for military leaders, managers and technical professionals who find it necessary to communicate and make presentations in conjunction with their job-related responsibilities. Such presentations might take the form of: making a technical presentation, briefings to internal customers, presenting information to a regulatory agency, briefings to external customers, meeting the press, teaching or training, demonstrations, speeches, leading group discussions, or any other form of talk that requires self-confidence, clear organization, and effective delivery.

"Projecting a Positive Professional Image" is a presentation/training course, designed primarily for supervisors/managers/executives, technical personnel, or other professionals, who must make a favorable impact on those in which they come in contact in order to complete the mission. The course focuses on basic principles of image development and enhancement. It reviews and demonstrates techniques for projecting an image that commands respect, and for positively interacting with others—both within and outside the organization. It includes the skills required to exercise a more professional influence on others, to assertively help them to reach a decision, and to resolve conflict situations in a diplomatic and decisive manner.

19. **REQUIRED** - SPECIFIC CHARACTERISTICS OF THE MATERIAL OR SERVICE THAT LIMIT THE AVAILABILITY TO A SOLE SOURCE [UNIQUE FEATURES, FUNCTION OF THE ITEM, ETC.]. DESCRIBE IN DETAIL WHY ONLY THIS SUGGESTED SOURCE CAN FURNISH THE REQUIREMENTS TO THE EXCLUSION OF OTHER SOURCES

CMP Training is significantly adapted to meet the communication needs of the EOD Leader/Manager. CMP Training is the only vendor with experience in training this target group. Experience includes: the Navy SEAL commands—including 13 years as the only communication trainer for Naval Special Warfare Development Group/Dam Neck, VA; Naval bases at Patuxent River, MD; Navy Base at China Lake, CA.; SEALS and other Navy Commands at Little Creek/Virginia Beach, VA; SEAL and other Navy commands at Coronado/San Diego; Naval Riverine Group at Stennis Space Center, Stennis, MS. Other military commands include: 10 years as the primary briefings trainer for Cherry Point Marine Base, Havelock, NC; three years for the SOCOM, U.S. Army/JRTF—Joint Reconnaissance Targeting Force, Arlington, VA; several years for the Army and Air Force at Fort Bragg, NC; eight years for the U.S. Air Force at the National Reconnaissance Office, Chantilly, VA; Special Operations Command South, Homestead ARB, Florida.

20. IF APPLICABLE -  THE REQUESTED MATERIAL OR SERVICE REPRESENTS THE MINIMUM REQUIREMENTS OF THE GOVERNMENT. [IF CHECKED, ENTER EXPLANATION OR MINIMUM REQUIREMENTS BELOW]

21.  These are direct replacement parts or components for existing equipment (Check if applicable)

22. *IF APPLICABLE* – THE MATERIAL OR SERVICE MUST BE COMPATIBLE IN ALL ASPECTS (FORM, FIT, FUNCTION) WITH EXISTING SYSTEMS PRESENTLY INSTALLED/PERFORMING. DESCRIBE THE EQUIPMENT/FUNCTION YOU HAVE NOW AND HOW THE NEW ITEM OR SERVICE MUST COORDINATE, CONNECT, OR INTERFACE WITH THE EXISTING SYSTEM

N/A

23. *IF APPLICABLE* – A PATENT, COPYRIGHT, OR PROPRIETARY DATA LIMITS COMPETITION. THE PATENT, COPYRIGHT, OR PROPRIETARY DATA IS:

CMP Training utilizes copyrighted material, as well as proprietary instructional media that is designed specifically and for Navy Special Warfare groups, to include unique training for Explosive Ordnance Disposal (EOD) Units.

24. *OPTIONAL* - OTHER INFORMATION TO SUPPORT A SOLE SOURCE BUY:

I CERTIFY THAT STATEMENTS CHECKED, AND INFORMATION PROVIDED ABOVE, ARE COMPLETE AND CORRECT TO THE BEST OF MY KNOWLEDGE. I UNDERSTAND THAT THE PROCESSING OF THIS SOLE SOURCE JUSTIFICATION PRECLUDES THE USE OF FULL AND OPEN COMPETITION.

SAP Sole Source