



Sole-Source Intent to Award Justification

Request Information	
Date of Request: 06-24-26 (mm-dd-yy)	
Entity Information	
State Entity Name: City of Valdosta	
State Entity Code (5-Digit Code): 66249	
Procurement Officer (APO / CUPO): Teresa Davis	
APO / CUPO e-Mail Address: tadavis@valdostacity.com	Telephone: 229-259-3521
Request Submitted By	
Name: Teresa Davis	
Title: Purchasing Agent	
e-Mail Address: tadavis@valdostacity.com	
Telephone: 229-259-3521	
Request Details	
Sole-Source – A purchasing situation in which the procurement is available from only one source. The announcement must be posted to the GPR in accordance with the Georgia Procurement Manual, Section 2.3.2.2.	
Identify efforts made to locate other possible sources.	
The Police Department conducted market research to identify manufacturers and suppliers capable of providing an armored rescue vehicle meeting the Department's operational requirements.	
The Department reviewed armored rescue vehicle platforms currently marketed to law enforcement agencies and evaluated available information regarding vehicle capabilities, crew capacity, ballistic protection, mobility, maintenance support, interoperability, and suitability for tactical operations.	
Supplier / Source Name: Lenco Armored Vehicles	Telephone: 518-527-1553
Supplier / Source Contact: Dan Besemer	
Scope of Work	
Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated value of the open contract to include the estimated quantity X unit price (if the exact quantities are not known).	
The City is purchasing a Bearcat -G3 tactical vehicle for our Police Division. The total cost is \$433,239.00 with a quantity of 1.	

For Commodities, Complete the Following: (For justifying a Sole Source/Sole Brand)

Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the state entity needs).

BearCat G3 Armored Rescue Vehicle

Description of Need

The Police Department requires an armored rescue vehicle (ARV) capable of supporting tactical operations, active threat incidents, hostage rescue situations, barricaded



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suspects, high-risk warrant service, officer rescue operations, and civilian evacuation under hostile conditions. The vehicle must provide ballistic protection, transport tactical personnel and equipment, and operate effectively within the geographic and operational environment of the Department's jurisdiction.

Unique Features and Operational Requirements

After evaluating available armored rescue vehicle platforms, the Department has determined that the BearCat G3 is the only vehicle that meets all operational requirements without substantial modification.

The BearCat G3 provides:

- Ballistic protection necessary to safely transport officers and civilians during active threat and high-risk incidents.
- Capacity to transport a full tactical team along with mission-essential equipment.
- Maneuverability suitable for urban, suburban, and rural environments encountered within the Department's service area.
- A commercially supported platform with an established history of deployment among law enforcement agencies nationwide.
- Configurations specifically designed for law enforcement tactical operations, including emergency rescue and rapid deployment missions.
- Proven reliability, maintenance support, training resources, and readily available replacement parts.

Standardization and Interoperability

The Department seeks to maintain operational consistency with regional law enforcement partners and nationally recognized tactical response practices. The BearCat platform is widely utilized by law enforcement agencies throughout the United States and has become an established standard for armored rescue operations.

Use of the BearCat G3 will:

- Promote interoperability during mutual aid responses and regional tactical operations.
- Minimize operator training requirements.
- Allow implementation of established tactics, techniques, and procedures.
- Reduce operational risk associated with adopting an unfamiliar platform.

Cost Effectiveness

Although other armored vehicles exist within the marketplace, alternative platforms would require additional evaluation, customization, training, equipment integration, and maintenance planning before achieving equivalent operational capability.

The BearCat G3 is available in a configuration that satisfies the Department's requirements upon delivery, reducing implementation costs and deployment timelines.

Sole Source Determination

Based upon the Department's review, the BearCat G3 possesses a combination of operational capability, law-enforcement-specific design, personnel capacity, proven field performance, support infrastructure, and interoperability benefits that are not available from other manufacturers in a single commercially available platform.

Accordingly, the Department has determined that the BearCat G3 represents the only source capable of meeting all identified operational requirements and requests approval for sole-source procurement.

Letter from Original Equipment Manufacturer (required): ☒ Attached



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Exclusive Capability

Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source.

- Existing compatibility with current SWAT equipment, communications systems, weapon mounts, rescue tools, and operational procedures.
- Proven performance and reliability with a substantial track record among law enforcement agencies nationwide.
- Specific chassis, payload capacity, crew capacity, maneuverability, or protection levels that directly support departmental mission requirements.
- Standardization with neighboring agencies or regional mutual-aid partners already operating BearCat platforms, improving interoperability during joint operations.
- Availability of manufacturer-supported training, maintenance, warranty support, and replacement parts.
- Reduced transition time and training costs because personnel are already familiar with the BearCat platform.

To Be Used for State Entity Records Only

☐ PeopleSoft / Team Georgia Marketplace REQ ID#:

GPR Bid #:

Number of Protests:

Outcome:

☐ Awarded Sole-Source

☐ Issued PO / Contract

☐ Not Awarded / Competitively Bid

Bid Number: