Department of the Air Force: Justification for Other Than Full and Open Competition

For use when a justification and approval as described in RFO 6.104 is required, to include restricting competition under Part 12 for acquisitions valued over SAT.

CERTIFICATIONS: CO certification serves as J&A approval ≤ $10M

Date	Contracting Officer (RFO 6.104-1(12))	Signature
24 June 2026	ERIC L. MOSS AFDW/PKF / (850) 684-4265	MOSS.ERIC.LASHAUN Digitally signed by MOSS.ERIC.LASHAUN DN: c=US, o=U.S. Government, ou=DoD, ou=PKI, ou=USAF, cn=MOSS.ERIC.LASHAUN
I certify that this justification is accurate and complete to the best of my knowledge and belief.		

COORDINATION

APPROVALS (RFO 6.104-2(a) Table 6-1 & R-DFARS 206.104-72 Table 206.1)

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I. Agency and Contracting Activity (RFO 6.104-1(a)(1)):

Air Force District of Washington (AFDW)
HQ USSF Enterprise Support Division (PKF)
1500 West Perimeter Rd., Joint Base Andrews, MD 20762

II. Nature and/or description of the action being approved (RFO 6.104-1(a)(2)):

A Enterprise Leadership Seminar that aims to teach participants the leadership elements of enterprise and business approaches within the context of the Department of the Air Force and the military as a whole.

III. Description of supplies/services required to meet agency needs (RFO 6.104-1(a)(3)):

The Air Force, through the Force Development Integration Division (AF/A1D1), has established the Senior Leader Development (SLD) program to provide targeted, purposeful developmental education opportunities for senior leaders across the Department of the Air Force (DAF). These offerings are part of a structured portfolio of courses and learning experiences designed to support continuous professional growth at the senior leadership level.

One such offering, the Enterprise Leadership Seminar (ELS), provides a collaborative, interactive learning environment intended to enhance leadership effectiveness through the application of business acumen to contemporary DAF challenges and initiatives. The ELS is designed to deepen participants' understanding of the DAF enterprise and broaden their perspectives on its "business" functions and operating environment.

Participants engage in facilitated dialogue on current and emerging DAF challenges while building professional networks with other senior leaders across the Department. The curriculum addresses topics including strategic planning and execution, innovation, decision-making at the individual and organizational levels, negotiation and collaboration strategies, leading organizational change, fostering high performance through motivation, and ethical leadership considerations. Throughout the program, participants are encouraged to critically examine assumptions and apply data-informed decision-making, sound business practices, and proven leadership methodologies to enterprise-level challenges.

IV. Statutory Authority Permitting Other Than Full and Open Competition (RFO 6.104-1(a)(4)):

RFO 12.201-1 Simplified Procedures, 41 U.S.C. 1901

V. Rationale for Use of Authority (RFO 6.104-1(a)(5)):

In September 2019, the University of North Carolina (UNC) demonstrated a unique capability to meet the Department of Defense's requirements for senior contracting leader development. Under Contract N00189-19-D-Z033, the Department of the Navy awarded a competitive IDIQ contract to UNC to design and deliver a tailored curriculum supporting DoD contracting leadership development objectives.

UNC's delivery model combines in-person executive seminars with hybrid formats that include pre-recorded modules and live instructor-led sessions, providing flexible and scalable delivery methods adaptable to operational constraints and varied learning environments. Course development and periodic updates under this effort are intended to reduce and mitigate risks associated with evolving mission requirements, changes in industry practice, and advancements in acquisition and financial management, while sustaining relevant and advanced development of knowledge, skills, and abilities for senior leaders.

Collaboration between UNC and SAF/AQC supports continuous refinement of course content and delivery to ensure alignment with Department of the Air Force (DAF) mission-focused business leadership objectives. SAF/AQC retains discretion regarding participation of additional acquisition workforce members in course development, updates, or related activities across DoD and other Government organizations.

A targeted market review of comparable academic institutions, including 15 additional accredited universities, found that while similar executive education programs exist, they do not provide the same level of tailored content focused on DoD contracting leadership requirements. UNC's program uniquely integrates advanced financial and business concepts such as interpretation of financial statements, Securities and Exchange Commission filings, competitive market dynamics, capital markets, time value of money principles, and budgeting considerations, all applied in the context of defense acquisition and negotiation strategy.

Accordingly, to satisfy the requirement to train Senior Officials within the Headquarters U.S. Space Force (HQ USSF), UNC - Chapel Hill is identified as the only source capable of providing the required services at the necessary level of quality without duplication of existing curriculum or associated development costs.

VI. Integrated Market Analysis and Efforts to Solicit Competition (RFO 6.104-1(a)(6), (8), and (10)):

Market research indicates that commercially available, off-the-shelf enterprise leadership courses exist; however, these offerings are generally designed for corporate environments and do not fully address Air Force and Space Force mission-specific leadership and operational requirements. In accordance with FAR Part 5 synopsis requirements, a Notice of Intent to Award a Sole Source Contract will be posted on SAM.gov to promote transparency and inform industry of the Government's intent while documenting the continuing need for a tailored curriculum solution.

VII. Determination of Fair and Reasonable Cost (RFO 6.104–1(a)(7)):

The Contracting Officer is responsible for evaluating, determining, and documenting the anticipated contract cost/price is fair and reasonable in accordance with RFO Subpart 15.4, Contract Pricing.

VIII. Any Other Facts Supporting the Justification (RFO 6.104-1(a)(9)):

N/A

IX. Actions to Overcome Barriers to Competition (RFO 6.104-1(a)(11):

The Government remains commitment to conducting thorough market research aimed at identifying emerging trends and needs. Additionally, it will continue to meticulously evaluate a wide array of programs offered by accredited educational institutions. This comprehensive approach ensures that the Government stays abreast of developments in both the market and academia, enabling it to make informed decisions and allocate resources effectively to meet the evolving demands.