FEDERAL BUREAU OF INVESTIGATION
FINANCE AND FACILITIES DIVISION | PROCUREMENT SECTION
Justification and Approval (J&A) for Other than Full and Open Competition

JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION IN ACCORDANCE WITH 41 U.S.C. 3304 (A) (1)

[redacted]

[redacted]

Estimated Contract Dollar Value: $10,000,000.00

1. Identification of the agency and contracting activity.

The U.S. Department of Justice (DOJ), Federal Bureau of Investigation (FBI), Facilities Acquisition Unit (FAU), has prepared this Justification and Approval (J&A) for Other than Full and Open Competition for the procurement of GM Chevrolet Suburban Shield vehicles.

2. The nature and/or description of the action being approved, i.e., sole source, limited competition, establishment of a new source, etc.

This is a justification for other than full and open competition pursuant to **FAR 6.302-1 – Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements**.

The Government intends to award a sole source contract to:

GM Defense LLC
30745 Louis Chevrolet Road
Warren, MI 48093-1817

For the procurement of armored Chevrolet Suburban Shield vehicles configured to meet executive protection and mission-specific requirements.

3. A description of the supplies or services required to meet the agency's needs.

The contractor shall provide:

- Armored Chevrolet Suburban Shield (fully integrated OEM-based platform)
- Ballistic and blast protection meeting [specify level, e.g., NIJ Level B6/B7]
- OEM-integrated drivetrain, suspension, and electrical systems

- Factory-supported maintenance and warranty
- Custom interior executive transport configuration

Contract Type: Indefinite Delivery/Indefinite Quantity (IDIQ)

Ordering Period: Five (5) years from date of award

Minimum Quantity: 1 vehicle (guaranteed minimum)

Maximum Quantity: 20 vehicles / Ceiling $10,000,000.00

Delivery: Delivery schedules will be established at the task/delivery order level. Specific delivery dates are not known at the time of contract award and will be defined in individual orders issued during the ordering period.

4. The statutory authority permitting other than full and open competition.

The statutory authority permitting other than full and open competition is 41 U.S.C. 3304(a)(1), as implemented by Federal Acquisition Regulation (FAR) Subpart 6.302-1, entitled "Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements."

5. Demonstrate the unique qualifications of the proposed contractor or the nature of the action requiring the use of the authority.

GM Defense LLC is the only responsible source capable of meeting the Government's requirement for armored Chevrolet Suburban Shield vehicles with OEM engineering, safety systems, and warranty support.

The Government has previously procured armored vehicles through third-party upfitters [redacted]. While such vendors can provide armored conversions, these modifications typically require significant alterations to the vehicle's engine, transmission, suspension, and electrical systems to accommodate the added weight and performance demands of armor. These alterations frequently result in:

- **Voiding or limiting the OEM warranty**, eliminating manufacturer-backed support for critical vehicle systems
- **Degradation of vehicle reliability and performance**, particularly in powertrain and braking systems
- **Increased lifecycle costs and downtime** due to non-standard parts and lack of OEM service support
- **Elevated safety risk**, as modifications may impact crashworthiness, airbag deployment systems, and electronic stability controls

Because these modifications are performed outside of OEM engineering authority, the resulting vehicles cannot be certified or supported by GM Defense as fully compliant with original design and safety standards.

In contrast, procurement directly from GM Defense ensures:

- **OEM engineering integration**, where armoring and performance requirements are incorporated without compromising vehicle design integrity
- **Retention of factory warranty coverage**, including drivetrain and safety systems
- **Validated safety performance**, including crashworthiness and proper functioning of onboard safety technologies
- **Reliable lifecycle support**, including access to certified parts, diagnostics, and nationwide service infrastructure

Critically, no third-party vendor can provide an armored Chevrolet Suburban Shield vehicle with OEM warranty and engineering validation intact, as only the OEM has the authority and capability to integrate such modifications without voiding system-level certifications.

Accordingly, GM Defense LLC is the only responsible source capable of delivering vehicles that meet the Government's mission-critical requirements for safety, reliability, warranty support, and lifecycle sustainment, and no other supplies or services will satisfy the agency's needs without introducing unacceptable technical and operational risk.

6. **A description of efforts made to ensure that offers are solicited from as many potential sources as is practicable, including whether a notice was or will be publicized as required by Subpart 5.2 and, if not, which exception under 5.202 applies.**

In accordance with FAR Parts 5 and 10, the Government conducted comprehensive market research to identify all potential sources capable of meeting the requirement.

Efforts included:

- Review of commercially available armored vehicle providers, including third-party upfitters [redacted] and similar vendors
- Examination of alternative armored SUV platforms offered by other manufacturers
- Assessment of General Services Administration (GSA) contract vehicles and other Government-wide acquisition contracts (GWACs)
- Informal industry engagement and evaluation of vendor capabilities for armored vehicle integration

These efforts confirmed that, while multiple vendors are capable of providing armored vehicle conversions, no source other than the Original Equipment Manufacturer (GM Defense LLC) can provide an armored Chevrolet Suburban Shield vehicle that maintains OEM engineering integration and warranty coverage. Third-party up-fitters require substantial modification to critical vehicle systems, which introduces unacceptable performance, safety, and life-cycle risk and fails to meet the Government's minimum requirements.

Based on the results of the Government's market research to date, no other sources are currently known to be capable of fulfilling the requirement without unacceptable risk to safety, warranty, and lifecycle support.

Accordingly, the Contracting Officer has determined that soliciting offers from additional sources is not practicable, and award will be made on a sole source basis.

7. The anticipated dollar value of the proposed acquisition, including options if applicable, and a determination by the Contracting Officer that the anticipated cost to the Government will be fair and reasonable.

The anticipated dollar value of the proposed acquisition is not to exceed $10,000,000.00 inclusive of all orders issued under the contract. The contract will be structured as a five (5) year Indefinite Delivery/Indefinite Quantity (IDIQ) vehicle consisting of one (1) base year and four (4) option years.

Due to the IDIQ nature of the contract, exact quantities and delivery schedules will be established at the order level; however, the total value of all orders, including options, will not exceed the stated ceiling.

The Contracting Officer has determined that the anticipated cost to the Government will be fair and reasonable based on the following:

- **Historical Pricing:** Comparison to prior Government purchases of armored vehicles with similar protection levels and configurations
- **Independent Government Cost Estimate (IGCE):** Developed using current market data, historical contract pricing, and escalation factors
- **Market Research:** Analysis of commercially available armored vehicle solutions and OEM pricing structures
- **Price Analysis Techniques (FAR 15.404-1):** Evaluation of proposed pricing, including comparison to catalog/pricing data (if available), and assessment of cost drivers such as armoring level, customization, and integration requirements

Additionally, pricing for individual delivery orders will be evaluated at the time of issuance to ensure continued price reasonableness throughout the life of the contract.

Based on these factors, the Contracting Officer concludes that the anticipated contract value represents a fair and reasonable cost to the Government for the required supplies and associated services.

8. A description of the market research conducted and the results.

Market research conducted in accordance with FAR Part 10 included:

- Review of GSA schedules and existing contract vehicles
- Requests for information to armored vehicle vendors
- Analysis of commercial armored vehicle offerings

Conclusion: No alternative sources can meet the requirement without substantial compromise to mission, safety, or lifecycle support.

[redacted]

10. A listing of any sources that expressed a written interest in the acquisition.

The Government will publish a Notice of Intent to Sole Source on SAM.gov in accordance with FAR 5.201 and 5.203. Any responses received will be evaluated to determine whether additional sources are capable of meeting the requirement.

11. A statement of any actions the agency may take to remove or overcome any barriers to competition, if subsequent acquisitions are anticipated.

The Government recognizes the importance of promoting full and open competition to the maximum extent practicable. For this requirement, the primary barrier to competition is the necessity for OEM-integrated armored vehicles that retain full manufacturer warranty, safety certification, and engineering integrity, which currently limits viable sources to the Original Equipment Manufacturer.

For any future acquisitions, the Government will take the following actions to assess and, where possible, reduce barriers to competition:

- **Ongoing Market Research:** Continuously monitor the armored vehicle industry to identify any new OEM-authorized integrators or alternative manufacturers capable of providing armored vehicles with full warranty retention and validated safety performance.
- **Industry Engagement:** Conduct Requests for Information (RFIs), sources sought notices, and industry days to encourage vendors to demonstrate capabilities that may meet the Government's requirements without reliance on a single OEM source.
- **Requirements Review:** Periodically reassess minimum requirements to determine whether any specifications can be refined or broadened without compromising mission needs, safety, or lifecycle support.

- **Evaluation of OEM Partnerships:** Assess whether additional OEMs or authorized partners enter the market with the capability to provide fully integrated armored vehicles meeting Government standards.
- **Acquisition Strategy Review:** Prior to future procurements, reevaluate contract structure and acquisition approach to determine whether competition can be introduced at either the vehicle or integration level.

Despite these efforts, if future market conditions remain unchanged and no additional sources are identified that can meet the Government's requirement for OEM-supported armored vehicles without warranty compromise, the Government may continue to rely on the authority at FAR 6.302-1.