Sole Source (Including Brand Name) Justification - Simplified Procedures for Certain Commercial Items

NOTE: *If a Justification was approved for the preceding acquisition, a copy of the approved Justification for the predecessor action must be included in the staff package for approval of the instant Justification. This applies to Justification staff packages that are submitted for review and approval at a level above the contracting officer. The predecessor Justification will be used as a reference document by the approving official.*

Is this a new or amended J&A Document? ☐ New ☒ Amended (*Prior to Award Only!*)

Is this a Bridge Action as defined in the AF Bridge Action Reduction Plan? ☐ Yes ☒ No

Funding level for this acquisition: ☐ [redacted] ☒ [redacted]

Contracting Activity: 18 CONS/PKA

Purchase Request / Local ID Number: F2H3A25139AW01

Program / Project (and PE, if applicable)**:** Fire Station Alerting and Alarm (FSAA) System

Program Type (PEO or Other Contracting)**:** N/A

Authority: ☒ DAFFARS 5313.501 - 10 U.S.C. 3572, Implementation of Simplified Acquisition Procedures (41 U.S.C. 1901)

☐ DAFFARS 5313.501 - 10 U.S.C. 3403, Special Emergency Procurement Authority (41 U.S.C. 1903)

Estimated Contract Cost (including options)**:** [redacted] **Justification Type:** ☐ Class ☒ Individual

COORDINATION (DAFFARS 5306.304(a))

Date	Project Lead / Program Mgr / Requiring Activity	Signature
15 Apr 2026	PATRICK WALSH, SSgt, USAF 18 CES/CEF	WALSH.PATRICK.MATTHEW.1462872158 Digitally signed by WALSH.PATRICK.MATTHEW.1462872158 Date: 2026.04.15 16:52:51 +09'00'

Date	Contracting Officer	Signature
16 Apr 2026	GAVIN CAMPBELL, SrA, USAF 18 CONS/PKA / 315-634-3402	CAMPBELL.GAVIN.RIAN.1547244440 Digitally signed by CAMPBELL.GAVIN.RIAN.1547244440 Date: 2026.04.16 09:47:49 +09'00'

Date	Local Legal Reviewer	Signature
16 Apr 2026	KENNETH McKAY 18 WG/JA / 315-634-4920	MCKAY.KENNETH.B.1092405016 Digitally signed by MCKAY.KENNETH.B.1092405016 Date: 2026.04.16 16:02:24 +09'00'

APPROVAL (DAFFARS 5306.304(a))

Date		Signature

Sole Source (Including Brand Name) Justification - Simplified Procedures for Certain Commercial Items

I. Contracting Activity.

Department of the Air Force
18 CONS/PKA
Unit 5199, Bldg. 95
Kadena Air Base, Japan
APO, AP 96368

II. Nature and/or description of the action being processed.

The 18th CES/Fire & Emergency Service Flight (CEF) has requested the acquisition of a Fire Station Alerting and Alarm (FSAA) Command/Control System for Fire Stations 1, 2, 3, and 4. The action being processed is a new award and is anticipated to be a firm fixed-price contract.

III. Description of supplies/services required to meet agency needs.

The FSAA system must meet International Building Code (IBC), International Existing Building Code (IEBC), the National Fire Protection Association's National Electric Code (NFPA 70), and any applicable federal codes and ordinances. The system must include redundant dispatch center hardware, manual/backup alerting, speakers, system health monitoring, alarm notifications, system acknowledgments, logging, GUI security, zone based alerting, text-to-speech options, and station zoning audio and light zones.

The FSAA System acquired through this purchase will allow for a quicker, more precise response to emergency situations. The 18th CES/CEF is currently limited to manual LMR notification and response mapping, severely limiting response efforts in situations where concurrent issues are taking place and increasing response times. This FSAA System will provide a fully integrated solution, syncing all four fire stations. This will allow for real-time personnel tracking, automated dispatching, station specific alerting, and more automated response mapping.

Listed below is a description of the brand name requirement.

Equipment:
1. 4 each Mach Alert Fire Station Alerting Equipment, each consisting of: 2 Mach Alert Servers, 2 ACE3600 Dispatch Station Configurations, 2 ACE3600 Station Controllers, 4 SmartSwitch Gateway, 115 Light Strips, 54 Zone Selector Switches, 21 LED Controllers, 4 Turnout Timer Displays, and supporting ancillary equipment.
2. Server/Router Equipment (Backhaul): 4 MPLS Routers, 11 Juniper 24-Port Switches
3. 4 each Video Surveillance Systems, each consisting of: 4 FIPS NVR6s, 50 Cameras/Channels, 4 Four-Monitor Workstations, 8 1000ft Cat6 Cables, and 4 RJ45 Connectors
4. Spillman Flex Computer Aided Dispatching System w/ Mobile C2 Display Units: E911 Software, Licenses for 5 Dispatch Locations, 5-Year Support w/ Warranty, 4 Ruggedized Laptops for Mobile C2 w/Mounts, 3 Touchscreen Tablets for C2 Display w/ Mounts
5. VESTA 911 Work Station (Primary Dispatch): 1 VESTA Workstation
6. Primary/Alternate Dispatch Furniture and Display Units: 5 Display Boards, 5 Custom Dispatch Position Furniture
7. Command Central Aware C2 Software: Software (5-Year Subscription), 5 Dispatch Locations, 500 Subscriber Integration, 5 CAD/Avigilon
8. Uninterrupted Power Supply (UPS) Primary Dispatch Center: 1 20KVA x/ 5x EBM UPS to support backhaul at primary dispatch

Services:
1. Installation at All Four Fire Stations
2. Factory Staging and On-Site Functional Configuration
3. System Acceptance Testing
4. Systems Integration Across All Stations
5. Grounding System Installation and Verification
6. Equipment Warehousing
7. As-Built Drawings Development

IV. Statutory authority permitting other than full and open competition.

10 U.S.C. 3572, Implementation of Simplified Acquisition Procedures (41 U.S.C. 1901)

V. Demonstration that the contractor's unique qualifications or nature of the acquisition requires the use of the authority cited above (applicability of authority).

Motorola is the only brand name with the unique qualifications required to meet the Government's minimum need for a single, fully integrated Command, Control, and Emergency Dispatch System. The nature of the acquisition is such that only the Original Equipment Manufacturer (OEM) can provide the required supplies and services due to the following specific and insurmountable barriers:

Proprietary Ownership and System Integrity: The Government’s existing mission-critical infrastructure—including the ASTRO 25 radio network, MCC 7500 dispatch consoles, and associated system software—is proprietary to Motorola Solutions. The source code, Application Programming Interfaces (APIs), and software licensing keys required for seamless integration are not released to third-party vendors. The use of any non-Motorola equipment would violate the Government’s existing warranty and support agreements. Motorola has confirmed it will not certify, support, or warranty the operational integrity of its life-safety network if unauthorized third-party hardware or software is connected, as this poses an unacceptable risk to system stability and security.

Computer-Aided Dispatch (CAD): The required Spillman FLEX CAD is the only system designed by the OEM to integrate directly with the existing VESTA 911 system at the dispatch locations. A competing CAD system would require a separate, non-integrated workstation, defeating the core requirement of reducing workflow steps and improving response times.

Situational Awareness: The Command Central Aware software provides real-time location tracking of fire units by leveraging the proprietary Motorola LMR radio network. No other vendor has the rights, licenses, or technical ability to "listen" to the Motorola radio network and interpret the location data.

Video Surveillance: The required Avigilon Unity Video hardware and software is uniquely designed to integrate into the existing system used by the 18th Security Forces Squadron (18 SFS). This allows dispatchers to view and control 18 SFS feeds locally, a critical force-protection requirement. Alternative video solutions would not integrate with the existing architecture and would require additional hardware and costly annual licensing.

Lack of Authorized System Integrators: While individual commodity components may be available through resellers, the critical service of integrating the multiple proprietary subsystems (alerting, CAD, video, radio) into a single, functional, and warrantied system can only be performed by certified technicians.

A brand name will be the procurement method due to the specifications of this requirement.

VI. Description of efforts made to ensure that offers are solicited from as many potential sources as practicable.

In accordance with FAR Subpart 8.002, each mandatory source was reviewed: the requiring agency, Air Force strategic sources, Federal Prison Industries, Inc., AbilityOne, and GSA Advantage. While research did show that GSA Advantage provides as a commodity a portion of the equipment to be delivered and installed, none of these sources are capable of providing all required equipment or fulfilling the integration required of this acquisition.

A Sources Sought was posted to SAM.gov from 17 March 26 to 24 March 26. The sources sought defined the requirement using brand-specific verbiage and received seven (7) responses from contractors confirming interest in this requirement.

Based on this research, it is in the best interest of the Government to solicit this requirement as a brand name acquisition.

VII. Determination by the Contracting Officer that the anticipated cost to the Government will be fair and reasonable.

Competition often allows for a lower cost and based on the responses received, is reasonably expected.

The anticipated cost will be determined fair and reasonable based on price comparison between vendors.

VIII. Description of the market research conducted and the results, or a statement of the reasons market research was not conducted.

Initial market research through mandatory sources revealed that while some commodity-level components are available via GSA, no source is capable of providing the full, integrated solution required. To overcome barriers to competition and definitively test the market, a Sources Sought was posted to SAM.gov from 17 March 26 to 24 March 26 under notice ID FA527026Q0006. The notice clearly stated the Government's restrictive requirement that any proposed solution must be fully and seamlessly interoperable with the existing, named proprietary systems (Avigilon, MCC 7500, Motorola LMR).

The market research yielded seven (7) responses.

IX. Any other facts supporting the use of Other Than Full and Open Competition.

Technical Interoperability with Existing Government-Furnished Equipment (GFE):

- Fact: The 18th CES/CEF dispatch centers operate on an installed base of Motorola Radio Dispatch Consoles. This GFE is not being replaced under this acquisition and represents a significant capital investment by the Government.
- Technical Requirement: The new alerting system is not a standalone capability; it is an enhancement that must be deeply integrated with the existing Motorola consoles to function. Dispatchers must be able to trigger alerts, receive incident data, and manage communications directly from their existing consoles. This requires access to Motorola's proprietary application programming interfaces (APIs) and software development kits (SDKs).
- Conclusion: Only Motorola and its authorized partners can guarantee access to these proprietary interfaces. Attempting to use a non-certified product would require a third-party vendor to reverse-engineer the interface, which presents an unacceptable risk of system instability, data loss, and catastrophic failure during an emergency. For a life-safety system, such risk is not permissible.

Unacceptable Duplication of Costs:

- Fact: If the Government were to select a non-Motorola-certified solution, it would be unable to integrate with the existing radio consoles.
- Impact: This would force the Government to abandon its current, functional GFE and procure an entirely new radio dispatch console system from the new vendor.
- Conclusion: This would result in the direct and unnecessary duplication of costs, estimated to be in the hundreds of thousands of dollars, to replace Government property that is not at the end of its service life. Additional duplicated costs would be incurred for personnel retraining and establishing new maintenance/spares contracts.

Unacceptable Delays in Fulfilling the Agency's Urgent Needs:

- Fact: The current alerting system is failing, and a replacement is urgently required to protect base personnel and assets. The turnkey solution specified in the Performance Work Statement is designed for rapid, proven implementation.
- Impact: Forcing a non-certified vendor to develop a custom integration with the

Motorola consoles would transform this procurement into a lengthy and high-risk developmental project. Such an effort would require an indeterminate timeline for engineering, testing, and troubleshooting, delaying the fielding of a reliable system by an estimated 9-12 months or more.

- Conclusion: This delay is unacceptable given the documented deficiencies of the current system and the immediate need to restore reliable alerting capability.

Within the last two years, J&A's have been issued for the purchase of Motorola equipment and accessories requirements. The unique related technology and associated vendor-specific features have created a significant barrier to competition. Motorola has advanced features that are now functional standards of practice that are available on other vendors' equipment. However, several key factors of using Motorola that enhance mission readiness, such as integration with other units current systems, are not available on competing vendor's equipment.

X. List of any sources that expressed, in writing, an interest in the acquisition.

[redacted] all responded during market research, showing interest in this requirement.

XI. A statement of the actions, if any, the agency may take to remove or overcome any barriers to competition before making subsequent acquisitions for the supplies or services required.

Due to the nature of this requirement and the need for interoperability between different units, a clear action to overcome barriers to competition is not currently known.

XII. Certification by the Contracting Officer.

As evidenced by my signature above, I have determined this document to be both accurate and complete to the best of my knowledge and belief.

XIII. Certification by the technical/requirements personnel.

As evident by our signatures above, we certify that any supporting data contained herein, which is our responsibility, is both accurate and complete.