Justification and Approval (J&A) *for* Other Than Full and Open Competition

Was a J&A approved for the preceding acquisition where that acquisition required a J&A? ☐ Yes ☒ No

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

Is this a Bridge Action as defined at DAFFARS 5302.101? ☐ Yes ☒ No

Dollar Value of this Acquisition: ☐ ≤ $750K ☐ > $750K and ≤ $15M ☒ > $15M and ≤ $100M ☐ > $100M

Contracting Activity: Air Force Installation Contracting Center (AFICC)

Purchase Request (if available) / Local ID Number: **To Be Determined**

Program / Project (and PE, if applicable): **Engineering Land Survey Equipment Standardization**

Program Type (PEO, Enterprise, of Operational): **Other Contracting - Air Force Category Management of Cat #4, Facilities and Construction**

Authority:

6.302-1 – 10 USC 3204(a)(1), Only One Responsible Source - No Other Supplies or Services Will Satisfy Agency Requirements

Estimated Contract Cost (including options): **$** 69,528,195.46 J&A Type: ☒ Class ☐ Individual

!! Provide estimated cost of all contracts.

COORDINATION (DAFFARS 5306.304(a))

Date		Signature
28 Apr 2025	Director, Operations Col Clifford Theony AFCEC/CO/523-6102	THEONY.CLIFFORD.M.1030901459 Digitally signed by THEONY.CLIFFORD.M.1030901459 Date: 2025.04.28 15:19:30 -05'00'
13 Mar 2025	Contracting Officer James Garred 772 ESS/PKD/523-6287	GARRED.JAMES.DONALD.1210650306 Digitally signed by GARRED.JAMES.DONALD.1210650306 Date: 2025.03.13 11:18:27 -05'00'
13 Mar 2025	Local Legal Reviewer Karen White AFIMSC/JAQ/523-6575	WHITE.KAREN.SUE.1157422550 Digitally signed by WHITE.KAREN.SUE.1157422550 Date: 2025.03.13 12:47:13 -05'00'
18 Mar 2025	Chief of the Contracting Office (COCO) Lt Col William Barrett 772 ESS/CC/969-8772	BARRETT.WILLIAM.FRANCIS.1277540181 Digitally signed by BARRETT.WILLIAM.FRANCIS.1277540181 Date: 2025.03.18 10:20:18 -05'00'
	Director of Policy & Acquisition Support Michael Talbott AFICC/KP/787-5529	TALBOTT.MICHAEL.M.1258453596 Digitally signed by TALBOTT.MICHAEL.M.1258453596 Date: 2025.03.26 09:24:00 -04'00'

APPROVAL (DAFFARS 5306.304(a))

Date		Signature
06 May 2025	LANCE R. FRENCH, Brig Gen, USAF Commander, AF Installation Contracting Center AFICC/CC/787-3517	FRENCH.LANCE.R.1086945564 Digitally signed by FRENCH.LANCE.R.1086945564 Date: 2025.05.06 15:02:46 -04'00'

Justification and Approval (J&A) *for* Other Than Full and Open Competition

I. Agency and Contracting Activity.

Agency: United States Air Force
Contracting Activity: AFICC, 772 Enterprise Sourcing Squadron/PKD
139 Barnes Drive, Panama City, FL, 32403

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

The United States Air Force (USAF) has a requirement to limit land survey equipment procurements to Trimble Inc brand equipment, software, and training in order to complete a technical refresh of existing CONUS/OCONUS equipment and all Unit Type Code (UTC) kits over the next seven years. Trimble brand land survey equipment can be procured among authorized distributors, which will maintain competition.

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

This brand name class J&A covers land survey equipment purchases from fiscal year 2025-2031. Land survey purchases during this time are stated below. These expected quantities are based on the Air Force Civil Engineer Center (AFCEC) seven year acquisition strategy and sustainment plan. Acquisition strategy and sustainment for all active duty installations, training sites, formal schoolhouses, and UTC requirements is predetermined based on the seven year equipment refresh cycle maintained by AFCEC. The value of the land survey equipment demand is estimated to be $69,528,195.46. The methodology used to calculate the estimated value is historical costs plus 3% inflation.

- (qty: 403) Trimble R12i GNSS Rover Survey System Kits to include; carbon fiber range pole, battery pack, R12i GNSS survey receiver, controller bracket, extended service warranty package, training, and GNSS antenna.

- (qty: 208) Trimble S7 Robotic Total Station Kits to include; tripod, tribrach, carbon fiber range pole, battery pack, tracking prism, extended service warranty package, training, and S7 optical survey instrument.

- (qty: 208) Trimble SX12 Robotic Total Station Kit to include; tripod, tribrach, carbon fiber range pole, battery pack, tracking prism, extended service warranty package, Trimble Field Link, training, and SX12 optical survey instrument.

- (qty: 113) Trimble TDL 450H - 35W Radio System Kit to include; tripod, tribrach, cables, long and short range antennas, extended service warranty package, and TDL 450 Radio instrument.

- (qty: 394) Trimble TSC7 Survey Controller Kit to include; controller bracket, extended service warranty package, Trimble Access, hard case, and TSC7 Survey Controller.

- (qty: 200) Trimble TSC7 Survey Controller Hard Case.

- (qty: 129) Auto Level to include; extended service warranty package.

- (qty: 24) Trimble Grader Robotic Total Station Survey Kit to include; TD510 or TD540 display, carbon fiber pole, mounting brackets, cables, CB460 control box, dual masts, slope sensors MS996 or 976 GNSS Smart Antenna, MS956 GNSS Modular Receiver, Zephyr 3 Antenna, SNM941 Connected Site Gateway, SNR On-Machine Radio, LR410 Laser Receiver, Trimble Earthworks, training, and extended service warranty package.

- (qty: 24) Trimble Dozer Robotic Total Station Survey Kit to include; TD510 or TD540 display, carbon fiber pole, mounting brackets, cables, CB460 control box, dual masts, slope sensors MS996 or 976 GNSS Smart Antenna, MS956 GNSS Modular Receiver, Zephyr 3 Antenna, SNM941 Connected Site Gateway, SNR On-Machine Radio, LR410 Laser Receiver, Trimble Earthworks, training, and extended service warranty package.

- (qty: 24) Trimble Paver Infrastructure Robotic Total Station Survey Kit to include; Robotic total station, TD510 or TD540 display, carbon fiber pole, mounting brackets, cables, CB460 control box, slope sensors MS996 or 976 GNSS Smart Antenna, MS956 GNSS Modular Receiver, Zephyr 3 Antenna, SNM941 Connected Site Gateway, SNR On-Machine Radio, LR410 Laser Receiver, Trimble Earthworks, training, and extended service warranty package.

- (qty: 208) Trimble X9 Scanner Survey Kits to include; carbon fiber range pole, battery pack, GNSS survey receiver, controller bracket, extended service warranty package, training, and X9 survey instrument.

- (qty: 175) Trimble Business Center (TBC) Suites to include; Trimble Business Center with extended service warranty package.

- (qty: 110) Trimble Virtual World suites to include; Trimble Virtual World with extended service warranty package.

- (qty: 18) Trimble Survey Training to include; manufacturer provided training for Trimble R12i, Trimble S7 Robotic Total Station, Trimble SX12 Robotic Total Station, Trimble Grader Robotic Total Station Survey Kit, training, and Trimble X9 Scanner Survey Kit with each delivery order.

- (qty: 24) Trimble Transmitter Laser PS930 to include; tripod, tribrach, and extended service warranty package.

This equipment is utilized by over 4,000 Airmen across Active Duty, Guard, and Reserve components. Approval of this J&A will empower the USAF to integrate its own equipment within the joint force, enhancing interoperability with existing systems and infrastructure. This equipment plays a critical role in supporting home stations, overseas operations, and deployed missions within a joint environment. It serves several key functions including:

1. Infrastructure Mapping & Planning - The equipment collects GPS data for essential base infrastructure, including roads, buildings, utility lines, and base boundaries. This information supports construction cost estimates, contract planning, long-term base development (5-year plans), real property easements, and emergency response route optimization.

2. Airfield Operations & Aviation Safety - It enables precise positioning of aircraft approach sensors, airfield lighting, obstruction identification, glide slope path assessments, and other vital functions that enhance airfield operations in CONUS, OCONUS, and deployed environments.

3. Expeditionary Construction Support - RED HORSE units utilize this equipment for planning, developing, and executing construction projects, including buildings, roads, and airfields.

4. Mission Planning & Operational Assessments - The equipment is instrumental in developing drop zones, landing zones, and conducting aircraft suitability assessments. The data collected is crucial for senior leaders, providing actionable insights that drive investment decisions, infrastructure expansion, and mission platform development.

The purchase of Trimble land survey equipment is a commercial item procurement. In terms of Intellectual property, the Government only orders technical data needed for the operation and maintenance of the equipment that is customarily provided to the public.

IV. Demonstration that the contractor's unique qualifications or the nature of the acquisition requires use of the authority cited above.

This is a brand name only requirement in accordance with FAR 6.302-1(c). Acquisition of any other brand of land survey equipment, other than Trimble, would result in a substantial duplication of cost to the Government that is not expected to be recovered through competition and unacceptable delays in fulfilling the Government's

requirements. Only Trimble's land survey equipment can meet the Government's minimum requirements for the following reasons:

Mission compatibility is achievable exclusively with Trimble brand equipment, aligned with current USAF training timelines, mission requirements, and wartime task standards. This is due to the proprietary software and integration capabilities unique to Trimble systems already in use by the USAF. Trimble equipment is not inter-operable with other brands because the data and information within these systems cannot be shared or processed by other proprietary software. Similarly, other survey systems are unable to interface with Trimble systems, ensuring secure and consistent functionality within the established framework.

If a manufacturer other than Trimble can supply survey equipment to accomplish a similar survey, the data would still be unusable without additional software and training. This concept is similar to how manufacturers such as Apple and Microsoft operate with proprietary systems that are incompatible with one another. Each brand of survey equipment only interfaces with its own software and equipment, and a change in one survey component would necessitate the replacement of the entire inventory. This would result in significant mission delays, degraded joint interoperability, reduced wartime readiness, and millions in training costs.

Trimble equipment has been in use within the USAF since 2000 across CONUS and OCONUS locations within Prime BEEF and RED HORSE Squadrons. Prime Beef Civil Engineering units focus on establishing, operating, and maintaining, airbases; while Red Horse are Rapid Engineer Deployable Heavy Operational Repair Squadron Engineers, providing heavy construction and repair support in remote, high threat environments. This longstanding integration ensures compatibility with mission requirements, as outlined in DAFI 10-210 and AFI 10-209, and aligns with AF Installation Investment Strategy (I2S) and Revitalize Civil Engineer Squadrons (RCES) objectives. Trimble equipment is the baseline for USAF technical training pipelines, advanced courses, and contingency training programs, ensuring that Airmen are prepared for both peacetime and wartime operations.

Deviating from the currently fielded inventory or future Trimble survey equipment procurements would incur a 3.5-year delay in mission capability to train all active-duty installations on a new GNSS survey system. The USAF would also face a 1-year delay to establish new training site curriculum, course generation, and retraining for a staff of 28 instructors at 8 training locations.

Additionally, the USAF currently has Trimble assets with an estimated value of $65.3M in use at training sites, Prime BEEF and RED HORSE UTCs, and across CONUS/OCONUS installations. Procurement of any other brand of survey equipment would be incompatible with these existing assets and result in a significant duplication of costs as the entire USAF inventory of land survey equipment would have to be immediately replaced to ensure interoperability.

These delays and costs would prohibit the USAF (3E5X1 career field) from accomplishing all assigned wartime, garrison infrastructure sustainment, disaster response, and other contingency-related missions. Interoperability across the USAF, Navy, Army, and Marine Corps is critical to joint mission success, as outlined in JP 3-34 “Joint Engineering Operations.” USAF deviation from Trimble equipment would hinder collaboration during deployments in AFCENT, USAFE, AFRICOM, and PACAF commands. Since 2018, Trimble equipment has been integral to joint military construction, ensuring compatibility across all branches of the U.S. military. The Navy, Army, and Marine Corps currently field over 1,369 Trimble GNSS survey equipment items, valued at $33M. Deviating from Trimble equipment would delay joint service collaboration by 5 years, degrade interoperability, and incur a total of $221M to retrain and re-equip all services with a different brand of survey equipment.

Due to the proprietary nature of land survey equipment and software, only Trimble can meet the needs of the USAF. Acquisition of any other brand of land survey equipment, would result in substantial duplication of costs to the Government and unacceptable mission delays because it would be incompatible with existing equipment owned by the Government and require re-training for all service members.

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V. Description of efforts made to ensure that offers are solicited from as many potential sources as practicable, including whether a notice was or will be publicized as required by subpart 5.2 and, if not, which exception under FAR 5.202 applies.

As part of the Governments on-going market research, in July 2024, a sources sought notice was posted to SAM.gov for 39 days. The notice requested information regarding vendors capability to provide equipment that is compatible and able to operate/interface with the existing USAF Trimble brand equipment. At the time of this J&A approval, the notice did not produce information that definitively demonstrated there are alternative compatible products. Three vendors responded to the sources sought notice: Trimble Inc, Promethean General Contractors, and Hexagon US Federal. Both Trimble and Promethean responded to the notice with Trimble brand equipment. Only one sources sought response provided an alternative brand of land survey equipment for consideration. Hexagon responded to the notice with Lecia Geosystems survey equipment. However, additional follow up research demonstrated that the Lecia system was not fully inter-operable with the existing Trimble equipment due to the proprietary nature of these types of systems.

A synopsis of proposed contract action, in accordance with FAR 5.2, will be posted, as required, before any applicable contract actions are taken under this J&A.

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

Based on market research, IAW FAR 15.404-1(b)(2)(i), the contracting officer expects fair and reasonable pricing will be established through adequate competition including small business distributors. Contracting activities will be required to make individual determinations of price fair and reasonableness IAW FAR 13.106-3(a) (simplified acquisitions) or FAR 15.403-3(C)(1) (commercial acquisitions) prior to award. Additionally, contracting activities will attempt to prioritize and maximize small business distributors where they exist.

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

This Class J&A is for commercial off the shelf equipment. Market research was conducted by issuing a sources sought notice on SAM.gov as addressed above in section V. Additional market research was completed through Internet searches by reviewing previous awards for the same or similar Trimble brand equipment. Contract Action Reports from the Federal Procurement Data System revealed several vendors (including small business) have provided Trimble land survey equipment to the Government.

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

The USAF is required to use the brand name only justification because the acquisition of Trimble land survey equipment is essential for maintaining mission readiness, interoperability, and cost efficiency. The proprietary nature of Trimble systems ensures seamless integration with existing equipment and software, avoiding delays in mission execution and additional training costs.

Since 2000, prior AFCEC acquisitions of Trimble land survey equipment have been made through the Defense Logistics Agency (DLA). However, ordering through DLA incurs significant service fees in addition to the cost of the equipment. Establishing this J&A will allow the USAF to procure the required equipment and avoid unnecessary additional fees.

Implementation of this J&A will standardize and refresh aging equipment, maximize existing training programs, and avoid additional costs associated with retraining and curriculum development. The best business decision for the taxpayer and the Air Force mission is to approve this Trimble brand name J&A, ensuring readiness, interoperability, and mission success.

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The category management team completed an analysis in 2025 and found that 89% of the USAF civil engineering land survey equipment (CELSE) is Trimble brand. Since the USAF will be leveraging investments that it has already made, it should not drive any significant changes or cause notable disruption in the commercial market. The USAF only represents 0.4% of Trimble's total sales, so to extrapolate across the industry, the USAF is a very small CELSE customer in general.

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

See Section V above.

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

The Government will continue to conduct market research to determine if new technology exists that meets the compatibility requirements and allows for increased competition. Additional Requests for Information/Sources Sought and engagement with industry will take place to give any interested vendor further opportunity to provide survey equipment that meets all requirements.

XI. Certification by the Contracting Officer.

As evidenced by my signature above, I certify that this justification is accurate and complete to the best of my knowledge and belief.

XII. Certification by the technical/requirements personnel.

As evidenced by my (our) signature(s) above, I (we) certify that any supporting data contained herein, which is my (our) responsibility, is both accurate and complete.