Justification for Other than Full and Open Competition
Bureau of Land Management
FAR 6.103-1

Motorola Smart Connect

1. Identification of the agency and the contracting activity.

Bureau of Land Management (BLM), California State Office, Division of Support Services, Telecommunications Branch, Sacramento, California.

2. The nature and/or description of the action being approved.

The Bureau of Land Management California (BLM-CA) seeks approval to award a sole-source contract for the procurement of Motorola Smart Connect. This solution is required to support interoperability between the existing land mobile radio (LMR) base and repeater infrastructure and broadband/IP-based communications for mission-critical operations.

BLM-CA currently operates Motorola subscriber units in support of field operations. Motorola Smart Connect is required to ensure seamless integration with these subscriber units, maintain operational continuity, and support system reliability while preserving the health and safety of field-going employees and the public.

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

The Motorola subscriber units are currently being used by BLM - CA. This purchase request is to features to the existing subscriber units. These additions include the flowing:

- SOFTWARE LICENSE TDMA.
- ADD: SMARTCONNECT.
- ADD: WI-FI CAPABILITY.
- SmartConnect-FEDRAMP
- MANAGED ZONE CORE - PASS THROUGH - INITIAL YEAR

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

IAW FAR 6.103-1- Only one responsible source and no other supplies or services will satisfy agency requirements.

5. A statement demonstrating the unique qualifications of the proposed contractor or the nature of the action requiring the use of the authority.

BLM-CA Law Enforcement currently operates Motorola subscriber units in support of field operations. Motorola Smart Connect is required to ensure seamless integration with these subscriber units, maintain operational continuity, and support system reliability while preserving the health and safety of field-going employees and the public.

6. A description of efforts to ensure that offers were solicited from as many potential sources as is practicable.

Market research was conducted to identify potential sources capable of meeting the agency's requirements. This research determined that no other vendors offer a solution compatible with existing Motorola subscriber units that meets BLM-CA operational requirements without extensive system modification or equipment replacement.

Due to the proprietary nature of Motorola Smart Connect and its exclusive compatibility with Motorola subscriber units, competition was determined to be impracticable under FAR 6.103-1.

7. Cite 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 Independent Government Estimate (IGE) for this acquisition is $ $433,696.00 for a base plus four option years.

8. A description of the Market Research (MR) conducted and the results or a statement of the reason MR was not conducted.

Market research confirmed that no other vendors offer a solution that provides certified interoperability with Motorola subscriber units and supports the required LMR-to-broadband integration without extensive modifications.

Discussions with industry representatives validated that Motorola Solutions is the only responsible source capable of meeting the agency's technical, operational, and security requirements.

9. Any other facts supporting the use of other than full and open competition such as:

There are no additional factors beyond those described above supporting the use of other than full and open competition.

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

No other vendors expressed written interest or demonstrated the ability to meet the BLM-CA requirements.

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

Due to the proprietary nature of Motorola subscriber units and Smart Connect, no reasonable actions are available to remove barriers to competition for this requirement.

Use of an alternative vendor would void existing warranties, eliminate manufacturer support, and require replacement of existing equipment at significant additional cost to the Government.

Certification

The information contained in this Justification for Other than Full and Open Competition is certified accurate and complete to the best of my knowledge and belief.

_____ _____

Doug Carter Date
Title of the Requestor

_____ _____

John Cabral Date
Contracting Officer