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REDACTED

JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION

Contract No. 19TU1526D3003 | RFQ No. 19TU1526Q3003

Contracting Activity	U.S. Department of State, U.S. Embassy Ankara, General Services Office - Procurement
Awardee	BTO BILIMTUR TURIZM ORGANIZASYON VE TICARET ANONIM SIRKETI | UEI ZGK9JW7V41A1
Authority	41 U.S.C. 3304(a)(2); RFO 6.103-2; corresponding legacy FAR 6.302-2 - Unusual and Compelling Urgency
Contract Structure	Single-award IDIQ | $10,000 minimum guarantee | $1,100,000 maximum ceiling | No option periods

This document is a public-release, redacted copy of the approved J&A. Operationally sensitive, personally identifiable, contractor-proprietary, and source-selection information has been withheld. The signed, unredacted original is maintained in the official contract file.

No substantive legal authority, approval, or acquisition rationale has been altered.

SECTION 1: IDENTIFICATION OF THE AGENCY AND THE CONTRACTING ACTIVITY

Department of State Contracting Activity	Overseas Post - U.S. Embassy Ankara, General Services Office / Procurement
Requiring Activity	General Services Office (GSO) / Motor Pool Section, U.S. Embassy Ankara

SECTION 2: NATURE AND/OR DESCRIPTION OF THE ACTION BEING APPROVED

Approval is requested to limit the number of sources solicited and to award a single-award indefinite-delivery, indefinite-quantity (IDIQ) commercial services contract to BTO BILIMTUR TURIZM ORGANIZASYON VE TICARET ANONIM SIRKETI, Ankara, Türkiye, UEI ZGK9JW7V41A1, for the vehicle rental and driver support services described in Section 3.

This action supports U.S. Embassy Ankara official transportation requirements for the NATO Summit in Ankara, Türkiye. Contract No. 19TU1526D3003 will be awarded under RFQ No. 19TU1526Q3003.

REDACTED - DETAILED OPERATIONAL DATES AND MOBILIZATION TIMING

The contract type is IDIQ with firm-fixed, all-inclusive daily rates, pre-priced overtime/extended-service rates, and ordered coordinator-shift rates. The minimum guarantee is US$10,000.00 and the contract maximum is US$1,100,000.00. The contract contains no option periods. This is an individual J&A, not a class J&A.

SECTION 3: DESCRIPTION OF SUPPLIES/SERVICES REQUIRED TO MEET THE AGENCY'S NEEDS

The Government requires high-volume vehicle rental and driver support services for official movements in Ankara, Türkiye. Services include vehicles with drivers, limited no-driver vehicles when ordered, dispatch coordination, fleet supervision, vehicle replacement capability, communications, fuel, insurance, maintenance, and administrative support.

REDACTED - EXACT LOCATIONS, ROUTES, VEHICLE QUANTITIES, SURGE CAPACITY, DISPATCH STAFFING, OVERTIME ESTIMATES, ROSTERS, AND ACCESS-CONTROL DETAILS

All services must be performed in accordance with the contract Schedule, Statement of Work / Performance Work Statement, quality controls, driver duty/rest controls, roster and access requirements, and invoice-support requirements.

SECTION 4: IDENTIFICATION OF THE STATUTORY AUTHORITY PERMITTING OTHER THAN FULL AND OPEN COMPETITION

This acquisition is conducted under the authority of 41 U.S.C. 3304(a)(2), as implemented for Department review purposes by FAR/RFO 6.103-2, Unusual and Compelling Urgency, and corresponding legacy FAR 6.302-2 where that numbering remains in use. Under this authority, full and open competition need not be provided when the Government's need is of such unusual and compelling urgency that the Government would be seriously injured, financially or otherwise, unless the agency is permitted to limit the number of sources solicited.

This is the best-fit authority for this procurement. The requirement is driven by a fixed operational window, a short and non-repeatable mobilization period, and a high-volume transportation mission that must be in place before official movements begin. Delay to conduct full public competition would seriously injure the Government by compressing or preventing required mobilization, readiness, coordination, inspection, dispatch setup, and replacement planning.

REDACTED - DETAILED VETTING, ACCESS, ROSTER, SECURITY-COORDINATION, AND PRE-PERFORMANCE PREPARATION PROCESSES

Security and protective-support concerns are material supporting facts for limiting dissemination and controlling the source pool. They are not used as a substitute for the national-security authority. The national-security authority was considered but is not cited as the primary authority because the Government can describe its minimum vehicle-rental need at an unclassified level.

This action is limited to the minimum event-support period and ceiling needed for the requirement. The contract contains no option periods, the ordering/performance period is less than one year, and no separate exceptional-circumstances determination is required. This is a limited-source action, not a finding that only one source exists. The Government solicited as many capable sources as practicable under the circumstances and received four quotations.

SECTION 5: DEMONSTRATION THAT THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS OR THE NATURE OF THE ACQUISITION REQUIRES USE OF THE AUTHORITY CITED

This J&A is based on the nature of the acquisition and the serious operational injury that would result from delaying award, not on a conclusion that BTO is the only transportation company in the marketplace. BTO is the apparent successful offeror because it submitted the lowest complete, full-scope, technically acceptable quotation and was determined responsible after limited competition.

- Fixed, mission-critical event window. Required vehicles, personnel, coordination, communications, insurance, and replacement resources had to be ready before official movements began. A delayed award would reduce the time available for readiness activities and create serious risk to the Government transportation mission.
- High-volume and short-window mobilization. The requirement was beyond routine vehicle rental and required a contractor or contractor-controlled network capable of immediate mobilization.

REDACTED - EXACT FLEET, STAFFING, DISPATCH, SURGE, DRIVER-REST, AND REPLACEMENT QUANTITIES OR METHODS

- Security-sensitive performance. The work supported official U.S. Government movements involving controlled locations and access information. Wider public dissemination of detailed operational needs before the event would have increased protective-support, access-control, and mission-coordination risk.

REDACTED - PROTECTED MOVEMENT CATEGORIES, CONTROLLED LOCATIONS, ROUTES, ROSTERS, AND ACCESS INFORMATION

- Limited but meaningful competition. The Contracting Officer and requiring activity solicited firms believed capable of performing the requirement in the available timeframe. Four providers responded, satisfying the requirement to solicit as many sources as practicable under the circumstances.
- BTO capability and price. BTO provided the lowest complete all-inclusive quotation, accepted the RFQ structure, and was determined eligible and responsible.

REDACTED - DETAILED PRIOR PERFORMANCE, OFFICIAL-VISIT EXPERIENCE, AND INTERNAL RESPONSIBILITY CHECK INFORMATION

The nature of the acquisition therefore requires use of the unusual-and-compelling-urgency authority. Waiting for full and open public competition would materially increase the probability of inadequate resources and failure to meet official transportation requirements.

SECTION 6: DESCRIPTION OF EFFORTS TO ENSURE THAT OFFERS WERE SOLICITED FROM AS MANY POTENTIAL SOURCES AS IS PRACTICABLE

The Contracting Officer and requiring activity solicited quotations from as many sources as practicable under the time, security, and operational constraints. RFQ No. 19TU1526Q3003 was issued to firms believed capable of performing the requirement, and four quotations were received and reviewed.

REDACTED - IDENTITIES OF UNSUCCESSFUL OFFERORS AND DETAILED SOLICITATION DISTRIBUTION INFORMATION

A SAM.gov/GPE public synopsis was not issued. The requirement was subject to applicable Department publicizing restrictions for protective-support requirements. Separately, FAR 5.202(a)(2) supports not submitting a synopsis where the proposed action is made under unusual-and-compelling-urgency conditions and compliance with the publicizing time periods would seriously injure the Government.

REDACTED - PROTECTIVE-SUPPORT DETAILS, MOVEMENT INFORMATION, ROSTERS, LOCATIONS, SCHEDULES, AND SUPPORT METHODS

The limited competition obtained was adequate for price and capability analysis and provided meaningful market information while protecting mission-sensitive details and avoiding unacceptable delay. Any post-award J&A availability or release action must be screened for contractor proprietary data and security-sensitive information before public release.

SECTION 7: DETERMINATION BY THE CONTRACTING OFFICER THAT THE ANTICIPATED COST TO THE GOVERNMENT IS FAIR AND REASONABLE

The Contracting Officer has determined that the anticipated price to the Government is fair and reasonable based on competitive quotation comparison, normalized unit-price analysis, review of pricing completeness, review of exceptions, comparison to the RFQ estimated quantities and contract maximum, and the separate Determination of Fair and Reasonable Pricing / Responsibility Determination prepared for the contract file.

Offeror	Quotation status	Evaluated / quoted amount	Price reasonableness observation
BTO BILIMTUR TURIZM ORGANIZASYON VE TICARET ANONIM SIRKETI	Full-scope apparent successful quotation	US$1,100,000.00 maximum IDIQ ceiling	Lowest complete, all-inclusive, technically acceptable quotation; contractor determined responsible.
[REDACTED]	[REDACTED]	[REDACTED]	Unsuccessful offeror information withheld from the public copy.
[REDACTED]	[REDACTED]	[REDACTED]	Unsuccessful offeror information withheld from the public copy.
[REDACTED]	[REDACTED]	[REDACTED]	Unsuccessful offeror information withheld from the public copy.

REDACTED - UNSUCCESSFUL OFFEROR PRICES, DETAILED COMPARATIVE EVALUATION, UNIT-PRICE BREAKDOWNS, AND PROPRIETARY PRICING INFORMATION

The price analysis demonstrates that BTO is the lowest complete, full-scope, technically acceptable quotation. No certified cost or pricing data is required because price reasonableness is established through price analysis and competition. The responsibility determination further supports that BTO is eligible and responsible.

SECTION 8: DESCRIPTION OF THE MARKET RESEARCH CONDUCTED AND THE RESULTS

Market research was conducted during the acquisition-planning period by the requiring activity and contracting office. The market research considered prior official-visit transportation experience, operational lessons from similar support, commercial rental and chauffeur providers, prior post relationships, and the final quotations received under RFQ No. 19TU1526Q3003.

REDACTED - DETAILED VETTING, ACCESS, ROSTER, TAX, REPLACEMENT, CANCELLATION, AND AUDIT-CONTROL PROCEDURES

Market research showed that the available market could support the requirement through vendors with significant fleet-sourcing capability, subcontractor or partner networks, qualified drivers, local regulatory knowledge, and event dispatch capacity. Quotations confirmed that several firms could offer all or portions of the requirement, and BTO provided the lowest complete quotation without material exceptions to the full RFQ structure. The market research therefore supports limiting the source pool for this urgent event while preserving as much competition as practicable.

SECTION 9: ANY OTHER FACTS SUPPORTING THE USE OF OTHER THAN FULL AND OPEN COMPETITION

- The harm from delay was operational and mission-related. Timely award was necessary to complete fleet sourcing, personnel and vehicle readiness actions, coordination, inspection, dispatch setup, and replacement planning before the fixed operational window.

REDACTED - DETAILED SECURITY CONSEQUENCES, ACCESS-DENIAL SCENARIOS, DRIVER/PLATE INFORMATION, AND OPERATIONAL VULNERABILITIES

- The requirement is security-sensitive but is not justified under the national-security exception. The Government can describe the minimum vehicle-rental need in unclassified terms; therefore, this J&A uses unusual and compelling urgency as the primary authority.
- The limitation is not caused by lack of advance planning or funding delay. It results from a fixed international event schedule, evolving movement requirements, access and readiness lead times, and the need for immediate operational readiness once final requirements are known.

- The IDIQ structure mitigates risk. It establishes a clear ceiling, minimum guarantee, firm-fixed unit rates, documented ordering, all-inclusive pricing, quality controls, and invoice-support requirements without committing the Government to unused quantities.
- The award to BTO will not create an ongoing monopoly or restrict future requirements. This is a one-time, event-based, short-window requirement with no option periods. Future recurring requirements can be addressed through earlier market research, broader competition, or a pre-competed local transportation vehicle if justified.

SECTION 10: LISTING OF THE SOURCES, IF ANY, THAT EXPRESSED, IN WRITING, AN INTEREST IN THE ACQUISITION

Four sources expressed written interest or submitted quotations in response to RFQ No. 19TU1526Q3003.

Source	Written interest / quotation	File disposition
BTO BILIMTUR TURIZM ORGANIZASYON VE TICARET ANONIM SIRKETI	Complete quotation submitted.	Apparent successful offeror; lowest complete, all-inclusive, technically acceptable quotation; contractor determined responsible.
[REDACTED - UNSUCCESSFUL OFFEROR]	Quotation submitted.	Unsuccessful offeror information withheld from the public copy.
[REDACTED - UNSUCCESSFUL OFFEROR]	Quotation submitted.	Unsuccessful offeror information withheld from the public copy.
[REDACTED - UNSUCCESSFUL OFFEROR]	Quotation submitted.	Unsuccessful offeror information withheld from the public copy.

The non-selected sources were not rejected because they were incapable of providing any transportation service; rather, the award recommendation is based on BTO complete scope coverage, price advantage, responsibility, and acceptance of the contract structure.

SECTION 11: STATEMENT OF ACTIONS THE AGENCY MAY TAKE TO REMOVE OR OVERCOME BARRIERS TO COMPETITION BEFORE ANY SUBSEQUENT ACQUISITION

This is a one-time, event-based requirement. No recurring follow-on requirement is presently known. For future high-volume official transportation requirements, Embassy Ankara may take the following actions to maximize competition and reduce reliance on limited-source urgency procedures:

- Start market research and vendor outreach earlier when event details are known sufficiently in advance.
- Maintain a list of locally licensed and internationally capable vehicle-rental and chauffeur providers with documented fleet capacity, dispatch capability, SAM/UEI status, insurance, and past performance.
- Consider a pre-competed local multiple-award IDIQ, blanket purchase agreement, or standing official-visit transportation vehicle if recurring requirements justify the administrative effort.
- Continue refining the statement of work, daily trip record, driver duty/rest record, roster template, and invoice-support package based on lessons learned from this acquisition.
- Use broader public dissemination and longer response times for future requirements when security and mission-timing restrictions do not prohibit or materially impair full and open competition.

These actions are prospective only and cannot remove the fixed-date, security-sensitive, high-volume event constraints applicable to this requirement.

SECTION 12: CERTIFICATIONS

The signed, unredacted original contains the required certifications and legal-sufficiency review. Signature images and digital-certificate metadata have been withheld from this public copy.

Role	Name	Title	Approval date
Technical Cognizance	Phong C. Ngo	Presidential Travel Office Director	June 10, 2026
Requirements Cognizance	Can Gunduz	Motorpool Supervisor	June 12, 2026
Legal Sufficiency Review	John W. Cox	Attorney Adviser	June 15, 2026

Role	Name	Title	Approval date
Contracting Officer Certification	Anthony Chang	Contracting Officer	June 11, 2026
Desk Officer Review	Lucy Rosenthal	A/GA Desk Officer	June 11, 2026

SECTION 13: APPROVALS

The signed, unredacted original contains the Competition Advocate approval. The signature image and digital-certificate metadata have been withheld from this public copy.

Approval role	Name / title	Approval date
Competition Advocate	Anna Urman, Competition Advocate, Bureau of Global Acquisitions	June 17, 2026

Head of the Contracting Activity and Senior Procurement Executive approvals were not required for the approved dollar range; the Competition Advocate was the final approving official.

END OF PUBLIC RELEASE COPY - The signed, unredacted J&A and supporting acquisition records are maintained in the official contract file.