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]

Contracting Activity: 17 Contracting Squadron/PKB

Purchase Request / Local ID Number: TBD

Program / Project (and PE, if applicable)**:** 17 SFS Target Retrieval System

Program Type (PEO or Other Contracting)**:** Not Applicable

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	Signature
01 Apr 2026	[redacted]	[redacted]

APPROVAL (DAFFARS 5306.304(a))

Date	Contracting Officer	Signature
01 Apr 2026	Mouhamed Sarr, SrA, USAF 17CONS/PKB / 325-654-5164	SARR.MOUHAMED[redacted] Digitally signed by SARR.MOUHAMED[redacted] Date: 2026.04.01 08:14:43 -05'00'

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I. Contracting Activity.

The contracting activity is the 17th Contracting Squadron/ PKB.

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

This is a request to process a sole-source, firm-fixed-price action to procure a complete upgrade of the indoor firing range target retrieval system for the 17th Security Forces Squadron (SFS) Combat Arms Training and Maintenance (CATM) section. The proposed contractor is Action Target, the Original Equipment Manufacturer (OEM) of the entire existing range system. This justification is prepared in accordance with RFO 6.103-1, "Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements."

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

The requirement is for a replacement of the existing target retrieval system. The contractor, Action Target, shall provide all supplies, shipping, labor, and services required for the project. This includes, but is not limited to: the removal and disposal of the existing system; the installation of fourteen (14) new wireless target retrievers on a 25-meter track system; a master control unit and touch screen controls for system operation; lighted target trolleys with new target clamps and protectors; and integrated cameras for each lane. The total cost is inclusive of all components, delivery to Goodfellow AFB, and full installation services.

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

The statutory authority permitting other than full and open competition is 10 U.S.C. 3204(a)(1), as implemented by the RFO at 6.103-1, "Only one responsible source and no other supplies or services will satisfy agency requirements.

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

The use of the cited authority is required due to both the contractor's unique qualifications and the inherent nature of the acquisition, which directly align with FAR 6.103-1(c)(2).

1. Contractor's Unique Qualifications: Action Target is uniquely qualified as the Original Equipment Manufacturer (OEM) of the entire, fully integrated firing range system installed at Goodfellow AFB in 2009. They possess exclusive proprietary knowledge of the engineering, control software, and safety interlocks that bind the target retrieval system to the range's other critical components. Furthermore, as the incumbent maintenance provider since 2008 and current contract holder until 2027, they have unparalleled, site-specific experience and a proven performance record with the 17th SFS. Their specialization in manufacturing systems to meet specific Air Force Courses of Fire further distinguishes them from any other potential source.

2. Nature of the Acquisition: This acquisition is for a follow-on upgrade to highly specialized equipment. It is not for a standalone item, but for a component of a larger proprietary ecosystem. Awarding to another source would force them to interface with Action Target's proprietary equipment, voiding the Government's warranty on its multi-million dollar installation. As detailed in the market research section, no other vendor's product meets the end user's requirements or can integrate without introducing unacceptable risks and costs. Per FAR 6.103-1(c)(2), this situation would result in:
* (i) Substantial duplication of cost to the Government: A full rip-and-replace by another vendor would cost over [redacted] versus a targeted OEM upgrade saving nearly [redacted]
* (ii) Unacceptable delays in fulfilling the agency's requirements: A full replacement would double the mission-critical downtime from two weeks to four, directly degrading the 17th SFS's readiness.

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

Market research was conducted to identify potential sources, despite the recognized proprietary nature of the existing system. The 17th SFS CATM section performed extensive online research and identified only

one company, [redacted], whose system appeared to potentially meet the technical requirement for traversing targets. However, after three separate requests for a price quote, [redacted] failed to respond, rendering them a non-responsive source.

As further due diligence, peer-to-peer research was conducted. The 17th SFS CATM section contacted Hill AFB, which operates a similar indoor range, and confirmed they recently awarded their own target retrieval system upgrade contract to Action Target, setting a precedent for this type of acquisition.

The results of this market research confirm that no other responsible vendor is able to meet the end user's full requirements. Action Target is the only identified source capable of providing the required equipment and services.

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

The quotation that will received as a result of our future Request for Quotation will be evaluated and price will be determined fair and reasonable before award.

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

Market research was conducted through multiple avenues. Online research identified one potential source, [redacted], which proved non-responsive after three inquiries. An unsolicited quote was received from Inveris Training, but their proposed stationary system was deemed technically unacceptable. Additionally, peer-to-peer research with Hill AFB confirmed a precedent for awarding this type of upgrade to Action Target on a sole-source basis. The conclusive result of this research is that no other responsible source exists that can meet the Government's mandatory technical requirements

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

Several additional facts solidify the necessity of a sole-source award. Action Target has provided a proprietary letter for this system, confirming the exclusive nature of their technology. The entire range, including the bullet trap, deceleration chamber, dust collection units, screw conveyor, and target retrieval system, is managed by their integrated Target Master Control software. This single software platform is the brain of the range; it monitors functionality, ensures safety interlocks are active, and provides diagnostics. Attempting to install a third-party retrieval system would sever it from this master control, rendering integrated operation and monitoring impossible.

The financial implications beyond the initial purchase are substantial. Action Target is currently under a maintenance contract until 2027. Awarding to another vendor would force the creation of a separate maintenance contract, adding a recurring cost of approximately [redacted] per year. More significantly, it would require a complete rip-and-replace of all functional, proprietary equipment to ensure system compatibility. This would force the Government to incur over [redacted] in unnecessary costs to remove and replace equipment that is not part of this requirement, representing a massive duplication of cost and waste of taxpayer funds.

In contrast, the OEM upgrade path saves the Government nearly [redacted] in upfront costs, avoids the additional [redacted] annual maintenance burden, and cuts the mission-critical installation downtime in half. Finally, the Government has a documented, successful 15-year relationship with Action Target, who has flawlessly fulfilled all contract and warranty terms since 2009, establishing them as a proven and reliable source.

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

Action Target: The proposed vendor, who provided a complete and technically compliant quote for the required traversing target system.

[redacted] Submitted a quote via email for [redacted] Their proposed system was determined to be technically unacceptable as it was for a stationary target system, which does not meet the Government's mandatory requirements.

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.

We will continue conducting market research and reviewing new methods of providing agile and efficient contracting support through innovative approaches.

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 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.