

JUSTIFICATION AND APPROVAL TO PROCURE USING OTHER THAN FULL AND OPEN COMPETITION

1. Identification of Agency and Contracting Activity

This Justification and Approval (J&A) for Other Than Full and Open Competition is executed by the U.S. Department of Veterans Affairs, Strategic Acquisition Center - Frederick, MD on behalf of the Veterans Affairs Acquisition Academy (VAAA) Facilities Management School (FMS).

2. Nature/Description of Action

The proposed acquisition is for a 12-month, firm-fixed price (FFP) contract with one 12-month option period. This effort is to provide highly specialized maintenance trades training to VA Medical Centers (VAMC) maintenance personnel working in industrial plants and large building facilities such as Veterans Affairs Medical Center (VAMC) and other VA owned or leased facilities.

3. Description of Supplies/Services

The proposed action is to provide face-to-face, highly specialized and critical training for maintenance personnel working in industrial plants and large building facilities, such as a VAMC. Instructional services for the following courses shall be provided.

1. Chilled Water Systems,
2. Generators and Emergency Power,
3. Steam Systems Maintenance Safety and Optimization,
4. Arc Flash Electrical safety NFPA 70E,
5. HVAC Workshop - Air Conditioning and Boilers EPA 608,
6. Water Treatment for Boilers Chillers and Cooling Towers, and
7. Plumbing and Pipefitting for Plants and Buildings

The contractor shall present Commercial off the Shelf (COTS) training to a maximum of 25 students per class. No development of training is expected. Each training course will be offered four times per period of performance. All training shall be held at the VAAA in Frederick, MD.

The contractor shall provide instructors and all instructional materials (workbooks, textbooks, study guides) as well as personal protective equipment and any other equipment specific to a particular course, when required. In addition, the contractor shall provide a laptop with VGA style video output for instructor access to training materials. The contractor shall also supply a CD/DVD containing presentation material that will be uploaded to the Veterans Affairs Acquisition Academy (VAAA) Learning Management System.

The contractor shall administer pre and post tests for all courses and report improvement as a result of conducted training.

The total estimated value of this requirement, including all options and travel, [REDACTED]

4. Identification of Statutory Authority

The statutory authority permitting other than full and open competition for this acquisition is 41 U.S.C. 3304(a)(1) as implemented by Federal Acquisition Regulation (FAR) Subpart 6.302-1 entitled, "Only One Responsible Source and No Other Supplies or Services Will Satisfy Agency Requirements."

5. Demonstration of Contractor's Unique Qualifications

The courses required for this acquisition are highly specialized and critical for maintenance personnel. The training is required by Public Law 111-308 and addresses the core competencies of building operations and maintenance, energy management, sustainability, water efficiency, safety (including electrical safety), building performance measures, and construction management.

Market research was conducted, as outlined in section 8 below, and resulted in identification of only one vendor who could conduct all seven training classes without development of some or all of the training content.

American Trainco is the only identified source who has all seven required training classes commercially available. Since American Trainco already has courses developed, this will ensure that training begins quickly, without requiring development, and will enable VAAA FMS to proceed with its September 2014 training schedule.

In addition, by contracting with American Trainco, there will be a single contractor, ensuring a consistent teaching methodology and more efficient use of Government resources.

Sole sourcing to American Trainco will ensure not only timely launch of the training, but a single contractor, resulting in consistent training methodology.

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

Market research was conducted, as detailed in Section 8 below. The effort did not yield any additional sources that can meet all of the Government's requirements. There is no fully responsive competition for this acquisition. In accordance with FAR 5.301, the justification will be published within 14 days after task order award.

7. Determination of Fair and Reasonable Prices

No award shall be made until the Contracting Officer determines the costs to the Government to be fair and reasonable. This determination will be based on sources such as comparison of other contracts for the same or similar services.

8. Description of Market Survey

Market research was conducted by the Director of Operations, Facilities Management School between March 1, 2014 and July 9, 2014. Initially, this included interviews with industry via teleconference. Knowledgeable individuals from following organizations were contacted and provided feedback; BOMI International, RedVector, Montgomery College Workforce Development and Continuing Education, NTT Training, National Association of Power Engineers, and Lewellyn Technology.

The Federal Supply Schedule 874-4 (Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration Learning Management, Internships) was reviewed, using GSA Advantage.

A Google Internet search was performed using the key words: Facilities Maintenance Training, Chilled Water Systems Training, Generators and Emergency Power Training, Steam Systems Maintenance Safety and Optimization Training, Arc Flash Electrical safety NFPA 70E Training, Air Conditioning and Boilers Training, Water Treatment for Boilers Chillers and Cooling Towers Training, Plumbing and Pipefitting for Plants and Buildings Training.

A search of Federal Procurement Data Systems (FPDS) was performed. This was an effort to identify Facilities Maintenance training that had been previously performed for the Department of Veterans Affairs. The search identified American Trainco. American Trainco's capabilities were reviewed via American Trainco's website and it was determined that this vendor demonstrates experience providing training for all the required areas listed in Section 3, above.

No sources, other than American Trainco were identified.

On 06/18/2014 a Request for Information was posted to the Government point of entry, FedBizOpps, requesting information from small business vendors who had the required training capabilities. Four vendors responded by the closing date of 06/23/2014. None of the four responders had the capability to train in all seven required areas. Two of the responders had no trades training for maintenance, one had capabilities in five of seven areas and one had capabilities in four of seven areas. All the vendors responding to the RFI would have to develop some, if not all, of the training classes. The following vendors responded to the RFI.

- Avisar
- Chubb Consulting Group
- GP Strategies
- C2 Technologies, Inc.

American Trainco is uniquely qualified to provide the wide array of highly specialized maintenance training courses commercially as required for VA maintenance personnel, and is a responsible source.

9. Other facts supporting the use of other than full and open competition

It is critical that all training classes are conducted by one contractor to ensure continuity of training methodology and to facilitate the most efficient use of Government resources. In some cases, class attendees may be attending more than one class during one week, to save in travel expenses. This is much easier to coordinate when only one contractor is involved. In addition, with only one contractor, lessons learned from each class can easily be applied to all other classes. It is also critical that the selected contractor already has training courses developed and ready to go so that the training schedule is uninterrupted.

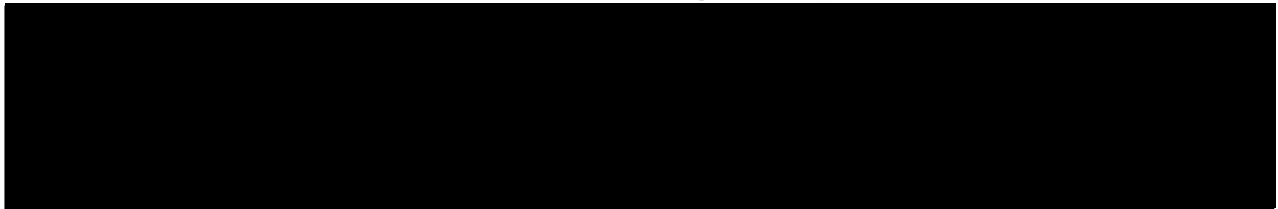
10. Actions Taken to Remove Barriers to Competition

All future requirements will be handled on a case-by-case basis.

CERTIFICATIONS

12. Technical Representative Certification

I certify that the all technical supporting data which form the basis of this justification is accurate and complete to the best of my knowledge and belief.



13. Procuring Contracting Officer Certification

Pursuant to (FAR 6.303-2(b)(12)), I certify that this justification is accurate and complete to the best of my knowledge and belief.

