

JUSTIFICATION AND APPROVAL  
FOR EXCEPTION TO FAIR OPPORTUNITY  
SOLE SOURCE

1. Contracting Activity: Department of Veterans Affairs  
Office of Acquisition Operations  
Strategic Acquisition Center – Frederick (SAC-F)  
321 Ballenger Center Dr., Suite 125  
Frederick, MD 21703
2. Description of Action: This proposed action is for a firm-fixed-price delivery order to procure professional services for an instructor to teach the Armorer's Course in the support of the mission of the VA Law Enforcement Training Center (LETC).
3. Description of Supplies or Services: The proposed action is to acquire professional services for an instructor to teach the Armorer's Course for the Beretta 92D VA approved firearm. The course will consist of 16 hours and class size shall be approximately 30 students. The course curriculum shall be taught in accordance with Beretta specification and by a Beretta certified instructor. The course curriculum shall cover firearm repair, firearm safety, maintaining and cleaning of the firearm, firearm re-assembly and inspection of the firearm.
4. Statutory Authority: The statutory authority permitting an exception to fair opportunity is Section 41 U.S.C. 4106(c) as implemented by the Federal Acquisition Regulation (FAR) Subpart 6.302-1 (a)(2)(i)(A)(B) entitled, "Only one awardee is capable of providing the supplies or services required at the level of quality required because the supplies or services ordered are unique or highly specialized."-
5. Contractor's Unique Qualifications: Beretta was contacted in an attempt to gather the names of qualified sources. The Beretta representative confirmed that only one source is certified to conduct the Armorer class off-site, that source is Mr. Vanderscoff.

Efforts to Obtain Competition: This will be publicized in accordance with FAR 5.1(a)(2) via GSA eBUY. A request for quote (RFQ) sources sought notification was published to eBUY, schedule 84 SLIN 426 6 (released to 35 vendors), July 30, 2015 with responses due August 4, 2015. No responses were received.

6. Determination of Fair and Reasonable Costs: A comparison to both past costs and costs for similar services has been conducted and a determination has been made that the costs associated with this service are considered to be fair and reasonable.

7. Market Research Conducted: A review of Beretta's website indicates that training may either be obtained at the Beretta facility in Accokeek, MD or in the field. For in-field course requests the only firearms instructor listed by Beretta as being able to provide is Mr. Vanderscoff.

An internet search was conducted using key words Beretta Armorer Training. This search produced one result. The results shows that Mr. Vanderscoff is the primary Beretta certified instructor for this training.

A sources sought was published to GSA Advantage, opened on 7/30/2015 and closed on 8/4/2015. Sources sought was published under Schedule/SIN- 84: 426 6 and sent to 35 vendors. No responses were received as a result.

A search of VET Biz was performed using NAICS code 611710 (Educational Consultants). The search resulted in 363 matches. Reviewing the websites and ascertaining the supplier capabilities, it was determined that this service was not available from a certified SDVOSB.

8. Any Other Factors: There are no other factors applicable to this acquisition as there is only one responsible source.

9. List of Sources: Vanderscoff, C.R.  
640 Verbenia Drive  
Satellite Beach, FL 32937  
Phone: 321-777-5453  
email: cvanderscoff@berettausa.com  
Contract# 212V-1001

10. Efforts to Overcome Barriers to Competition: In order to remove or overcome barriers to competition in future acquisitions for this requirement, the agency will work with the program office to perform additional market research so that other solutions may be considered. Efforts are limited and will remain to be limited based on the list of available certified instructors approved for in-field training by Beretta.

11. Procuring Contracting Officer Certification: I certify that this justification is accurate and complete to the best of my knowledge and belief. As this contract action does not exceed \$700,000,, the certification below required by FAR 6.303-2(b)(12) serves as approval of this action.

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Kimberly McLaughlin  
Contracting Officer

Date: 10/22/2015