

**DEPARTMENT OF VETERANS AFFAIRS**  
**Office of Acquisition Operations**  
**Strategic Acquisition Center - Frederick**  
**5202 Presidents Court, Suite 103, Frederick, MD 21703**

**MEMORANDUM**

TO: Contract File 36C10X19C0049

FROM: Allen L. Smith, Contracting Officer

SUBJECT: Award Decision/9mm Ammunition Training, Duty and Frangible Ammo Memorandum

DATE: 09/18/2019

CC: Dante Ruiz, Contract Specialist

**I. Purpose of Acquisition:**

The proposed action is for a sole source contract for 9MM ammunition for the VA Law Enforcement Training Center (LETC) associated with providing student training and conducting student and staff qualifications with the Beretta 9MM 92 D handgun, the Sig Sauer P229 handgun and the Sig Sauer P239 handgun. The VA-LETC requires 9MM ammunition Training, Duty and Frangible Ammunition for training students. The contractor shall deliver to VA-LETC, 2200 Fort Roots Drive, North little Rock, AR 72114.

**II. Acquisition Background:**

- This requirement was initiated on September 18, 2019 (36C10X19C0049).
- The estimated overall cost for this acquisition is \$1,777,205.00
- Funding was provided on 2237 No. 212-20-1-1726-0001.
- The contract type will be a firm fixed price contract with options.

**III. Evaluation and Award:**

Based on a Government request, A2Z Supply Corp. submitted rough magnitude pricing that appeared to represent a fair price that would benefit the Agency and taxpayer.

The program office was then notified about the interested vendor and evaluated A2Z Supply Corp proposed solution (proposed ammunition). The program office found that A2Z supply Corp proposal was technical acceptable and indicated to desire to proceed with a Sole Source of the contract award to A2Z Supply Corp. This is an SDVOSB Sole Source supported by Justification and Approval for other than Full and Open Competition in accordance with FAR 6.302-5 – Authorized or required by statue, prepared and approved under the Vets First Statutory Authority.

A2Z supply Corp is a VIP-verified SDVOSB, is a small business in the System for Award Management (SAM), and is confirmed as being vendorized.

**Price Analysis:**

An official request for pricing was sent to A2Z supply Corp, to which is replied with formal pricing in the total amount of \$1,777,205.00.

Contracting conducted a price analysis on September 12, 2019. Based on historical prices, a comparison to Market Research pricing, and the Government's IGCE, the Contracting Officer determined that A2Z Supply Corp's price is fair and reasonable. The table below displays A2Z Supply Corp's overall Pricing compared the IGCE.

<b>A2Z supply Corp</b>	<b>\$1,777,205.00</b>
<b>IGCE</b>	<b>\$2,317,650.00</b>

When looking at the unit prices, these were also determined fair and reasonable. See below for comparisons.

Base period pricing is as follows:

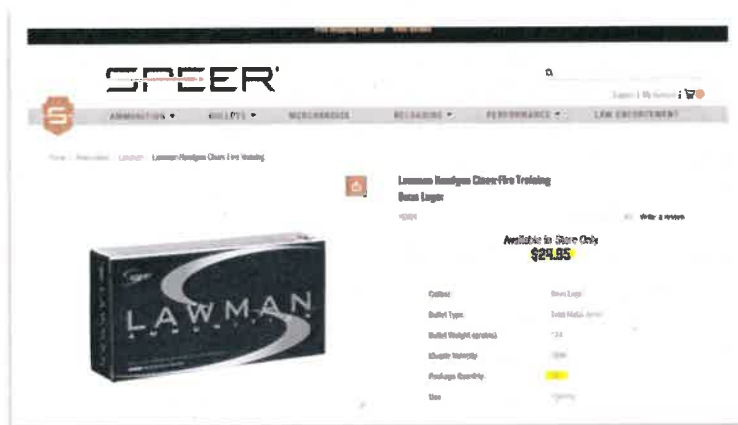
**B.2 PRICE/COST SCHEDULE**

**Base Period Performance: October 1, 2019-September 30, 2020**

ITEM NO.	DESCRIPTION OF SUPPLIES/SERVICES	QTY	UNIT PRICE	AMOUNT
0001	Speer Lawman Clean Fire Ammo 124gr Training Ammo 1000 rounds per case 53824	1500	\$272.00	\$408,000.00
0002	Sinter Fire 9MM 100gr. Frangible Copper Lead Free 1000 round per case SF9100GL	290	\$432.00	\$125,280.00
0003	Duty Ammunition - Federal Premium Tactical HST 9mm 124 Grain Hollow Point. 1,000 rounds per case. Part Number: P9HST1	125	\$298.00	\$37,250.00
0004	Speer Lawman 9mm 124 grain TMJ Ammo, 1,000 rounds per case. 53651	208	\$260.00	\$54,080.00
<b>Base Period Total</b>				<b>\$624,610.00</b>

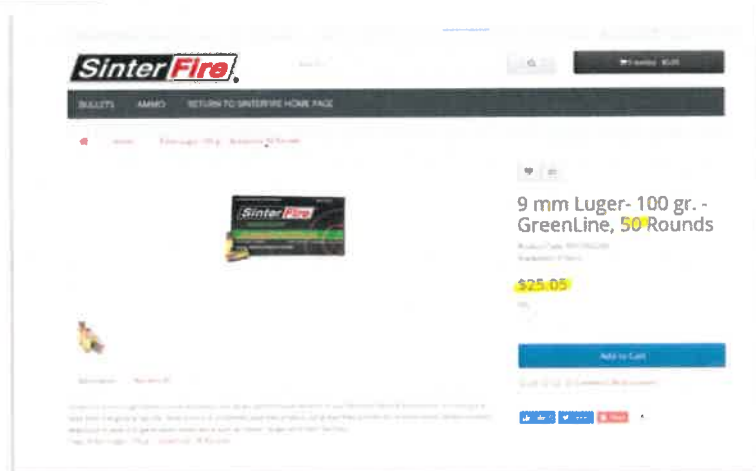
Below reference pricing was pulled directly from an internet search from commercial supplier sites:

**CLIN 0001**



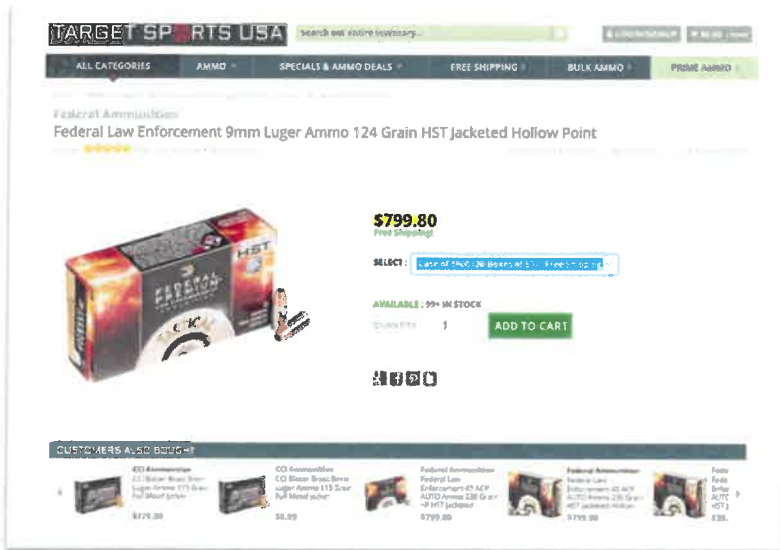
QTY 20 x \$24.95= \$499.00 (vs. A2Z unit price of \$272.00)

**CLIN 0002**



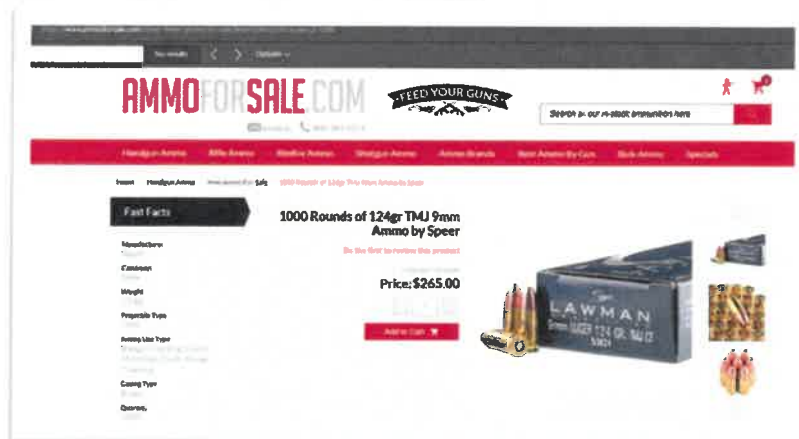
QTY 20 x \$25.05= \$501.00 (vs. A2Z unit price of \$432.00)

**CLIN 0003**



**\$799.80 (vs. A2Z price of \$298.00)—Great Value!**

**CLIN 0004 (Base period 1-time delivery only)**



**\$265.00 not including shipping (vs. A2Z price of \$260.00 shipped)**

Based on the comparison to commercial prices for the same product, the unit prices for ammunition are determined to be fair and reasonable. The contractor has included a modest escalation each year, with pri

#### **IV. Determination of Contractor's Responsibility**

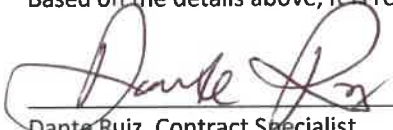
The prospective contractor has been determined to be responsible within the meaning of FAR Subpart 9.104. The Contractor:

- X has adequate financial resources to perform the contract;
- X is able to meet the delivery or performance schedule;
- X has a satisfactory performance record;
- X has a satisfactory record of integrity and business ethics;
- X has the necessary organization, experience, accounting and operational controls, and technical skills or the ability to obtain them;
- X has the necessary production and technical equipment and facilities, or the ability to obtain them; and

X does not appear on the "List of Parties Excluded from Federal Procurement and Non-Procurement Programs," and is otherwise qualified and eligible to receive an award under applicable laws and regulations. A2Z Supply Corp, is currently registered in System for Award Management (SAM) database and its Representation and Certifications are active in SAM as of July 24, 2019 presented in this award decision.

**V. Signatures:**

Based on the details above, it is recommended that an award be made to A2Z supply Corp.

  
Dante Ruiz, Contract Specialist

9/18/19  
Date

Based on the above, A2Z supply Corp. quoted a fair and reasonable price on a product determined to be technically acceptable to the Government. The Government will award a Firm-Fixed Price contract for ammo at the fair and reasonable price of \$1,777,205.00.

  
Allen L. Smith, Contracting Officer

9/18/19  
Date