

# LENCO

## ARMORED VEHICLES

Protecting Our Nation's Defenders™

February 11, 2013

Yvonne Gutenberger  
El Dorado County S.O.  
300 Fair Lane  
Placerville, CA 95667

Dear Ms. Gutenberger,

**Re: Lenco Sole Source for the Lenco BearCat®**

This letter is to inform you that Lenco Armored Vehicles is the **Sole Source Manufacturer** for the **Lenco BearCat Armored SWAT Truck(s) or the equivalent.**

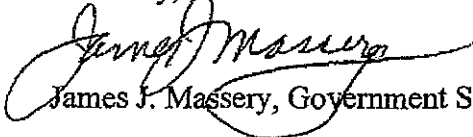
- We employ secret and proprietary processes in the design and manufacture of the Lenco BearCat to provide superior ballistic performance at a lighter weight than any competitive vehicles.
- We employ a patented, zero gravity counter balanced roof hatch system which enhances operator safety and security.
- We have developed secret engineering processes to offer a turning radius of 17' 8", which is shorter than the overall length of the vehicle, thereby providing enhanced tactical maneuverability.
- We employ secret and proprietary processes to modify the vehicle chassis to re-distribute the armor, chassis and occupant weights proportionately between the front & rear axles.
- U.S. State Department Armor Level E designation. <See Attached>

We are the **only manufacturer**, distributor, authorized dealer or supplier of this product or its equivalent.

**Sole Source References:**

St. Charles County Sheriff's	Captain David Todd	636-949-3001
New York State Police	Major David McBeth	518-457-5936
U.S. State Department	DEAV, Ricky Motley	703-644-3322
Illinois State Police	Captain Robert Haley	217-557-1278
Los Angeles Police Dept.	Lt. Mike Albanese	213-972-2420
New Jersey State Police	Captain Bill Lundon	609-462-7183

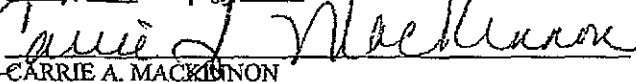
Sincerely,



James J. Massery, Government Sales Manager

SWORN TO AND SUBSCRIBED BEFORE ME,

This 11<sup>th</sup> day of Feb. 2013



CARRIE A. MACKINNON

A NOTARY PUBLIC IN & FOR Commission Exp. 10/14/16

The State of Massachusetts/County of Berkshire

## **JUSTIFICATION AND APPROVAL FOR OTHER THAN FULL AND OPEN COMPETITION FOR THE ACQUISITION OF A NAME BRAND PRODUCT**

1. The Office of Acquisition Management is conducting this acquisition for 13 Armored Assault Vehicles, on behalf of the Bureau of Diplomatic Security, Defensive Equipment/Armored Vehicle Division (DS/PSP/DEAV).
2. **Nature and/or description of the action being approved.** Purchase 13 armored assault vehicles that meet or exceed the Department of State (DoS) Level "E" ballistic specifications.
3. **A description of the supplies or services required to meet the Department's needs.** DS/PSP/DEAV has a requirement to acquire 13 armored assault vehicles for immediate deployment to Iraq and Afghanistan for security details. These vehicles must be armored to meet or exceed DoS Level "E" ballistic specifications. These vehicles must also have an armored gun turret mounted in the roof area of the vehicle.

### **REQUIREMENTS**

1. MRAP Assault Vehicle with the following options: Diesel engine, export compliance, four wheel drive, Hutchinson VFI run flat system, rear auxiliary AC/Heating, intercom system, radio prep package, military cupola, gun mount for 240/.50 with pedestal, advance BMI MRP gunners seat, floor jack 3.5 ton, MRAP upgrade package to include upgraded wheels and tires, and V-shaped hull, blast seats (8 seats).
2. MRAP Assault Vehicle with VIP package and the following options: Diesel engine, export compliance, Back up Camera System, electric power, heated mirrors, high capacity rear AC/heating system, high intensity driving lights, intercom system, radio prep package, run-flat tires, spare tire with run-flat, high gloss exterior paint, V-shaped hull, blast seat (6 seats), and emergency escape hatch.
3. MRAP Assault Vehicle with the following options: Diesel engine, export compliance, four wheel drive, Hutchinson VFI run flat system, rear auxiliary AC/Heating, intercom system, radio prep package, MEDEVAC (4) litter pkg., floor jack 3.5 ton, MRAP upgrade package to include upgraded wheels and tires, and V-shaped hull, blast seats (2).
4. FOB delivery to Springfield, VA.

5. **An identification of the statutory authority permitting other than full and open competition.** DS/IP/SPC/WMD requests that this purchase fall under the authority of 41 USC 253(c)(1), FAR 6.304 (a)(2) and 8.405-6 (b)(1) (USC 501), for the purchase of a name brand product manufactured by Lenco Armored Vehicles, who is the only manufacturer of the Lenco BearCat, product number BC55003, a commercial item in accordance with FAR Part 12.
6. **A demonstration that the proposed contractor's unique qualifications or the nature of the acquisition requires use of the authority cited.** Presently, the DoS IDIQ contracts do not have these types of assault vehicles as line items. However, Lenco has been producing this vehicle for local and state agencies for years. In addition, Lenco fully understands DoS ballistic specifications and their experience with various armor systems will expedite the delivery of these vehicles in Iraq and Afghanistan.
7. **A description of efforts made to ensure that offers are solicited from as many potential sources as is practicable.** A notice will be publicized in accordance with 5.102(a)(6) on or about September 13, 2010 on GSA eBuy.com.
8. **A determination by the Contracting Officer that the anticipated cost to the Government will be fair and reasonable.** Per FAR 8.404(d), supplies offered on the schedule are listed at fixed prices. GSA has already determined the prices of supplies under schedule contracts to be fair and reasonable. Therefore, ordering activities are not required to make a separate determination of fair and reasonable pricing.
9. **A description of the market survey conducted and the results or a statement of the reasons a market survey was not conducted.** DS via AQM has issued five (5) different IDIQ contracts for the procurement of armored vehicles and none of these vendors produce this type of armored vehicle. DS has in the past purchased the M1114 HUMVEE from DOD vendors to satisfy our requirement for ballistic Level E specifications with a turret on the roof. Unfortunately, the military M114 HUMVEE has been discontinued. The replacement vehicle for M1114 is being produced by American General Corporation and this new armored vehicle is limited to only carrying five (5) personnel. DS has a minimum requirement to carry at least six (6) personnel at one time. The Lenco Bearcat VIP is capable of carrying six (6) personnel and the Lenco Bearcat is capable of carrying up to eight (8) personnel plus a position for the gunner in the turret. During our review of this new armored vehicle for DOD, the cost is double to the present cost of a Lenco Bearcat.

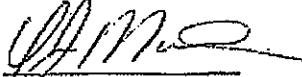
10. **Any other facts supporting the use of other than full and open competition.** The Lenco BearCat model contains highly specialized features which are specifically designed to accommodate our security operational needs in Iraq and Afghanistan and no other source can meet these requirements without substantial additional program costs and time, which will severely impact our mission. Lenco has developed and integrated mission critical applications and equipment essential to meeting our security goals in Iraq and Afghanistan. Lenco possesses and utilizes proprietary equipment and designs to manufacture and outfit these armored vehicles necessary for this mission and is the only known source that can meet the standardized logistic, training and program requirements for DS. These armored vehicles from Lenco have been through a tremendous amount of ballistic and blast testing to validate the armoring systems being deployed on these vehicles. These tests have been completed by the Department of Defense for the US Army and US Navy, H.P White Laboratory, an independent lab for numerous US Government Agencies and commercial armoring companies and the Department of State. By completing this order in a timely matter, DS will be able to ship these armored vehicles to Iraq and Afghanistan to support our security requirements and possibly save lives.
  
11. **A listing of sources, if any, that expressed, in writing, an interest in the acquisition.** The Armored Group expressed an interest in writing in response to GSA eBuy posting #RFQ516305.
  
12. **A statement of the actions, if any, the agency may take to remove or overcome any barriers to competition before any subsequent acquisition for the supplies or services required.** The barrier to full competition is the brand name specific requirements identified in paragraphs two (2) and three (3) above. Lenco Armored Vehicles is the only vendor that produces this type of vehicle and fully understands DOS and NIJ specifications for armoring these vehicles. At this time, the barrier cannot be removed unless there is a change in the operational needs identified by DS/PSP/DEAV contained herein. If operational needs or technological changes occur then this barrier may be lifted in the future. DS/PSP/DEAV and A/LM/AQM will continue to seek ways of removing any barriers to competition on future related acquisitions.

**CERTIFICATIONS**

I certify that this justification is accurate and contains complete data necessary to support the recommendation for other than full and open competition.

September 23, 2010

Date



Name: Ricky J. Motley

Title: AV Program Manager

Date

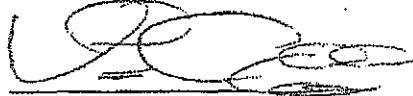
Name:

Title:

I certify that this submission is accurate, and that it contains complete information necessary to enable other officials to make an informed recommendation for approval or disapproval.

9/24/10

Date



Name:

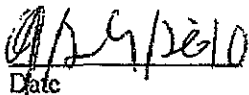
Title: AGM/BAO

**APPROVALS**

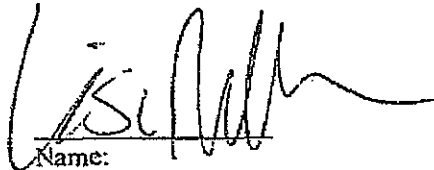
**Contracting Activity Competition Advocate**

(Required for actions exceeding \$550,000 but not exceeding \$11,500,000)

APPROVED BY:



Date



Name:

Title:

AGM/BAO