Sole Source Justification

Contract # PR2212166 with Trango-Systems

Specific Problem or Need

What is the business need or problem that requires this contract?

The Dept. of Corrections Emergency Operations, Firearms Training Unit has overall responsibility for all shooting and sniping training and certifications for all DOC staff that carry weapons. The training facility and shooting range is located on McNeil Island. Prior to Covid, we used some of the run down deserted houses on the island for firearms training which provided us with real life structures. Those houses have now been destroyed which left us with nothing to train in except a large "tire" maze. The tire maze does not replicate a real life structure, nor can it be moved or reconfigured. This contract will allow our officers to train in structures that replicate real buildings with different rooms.

Sole Source Criteria Questions

Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.

The product is a modular shoothouse. It is reconfigurable, temporary, and portable. It and can be easily moved and set up by minimal personnel. The construction is strong, sturdy, and provides realistic training environments.

What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable?

The product was discovered at the SHOT Show 2022. The Firearms training manager attends the SHOT show every year to review new products. The SHOT show is the industry's largest dedicated exhibit for firearms, protective equipment and tactical accessories to service law enforcement, armed forces, SWAT and private security. The SHOT Show presents full product lines from every major manufacturer in the world, including the largest display of equipment developed explicitly for law enforcement. 2022 was the first time a shoot house constructed of solid materials like this had been seen. I immediately started looking for something similar and was not able to find anything close. The manager spoke with multiple other trainers from various law enforcement agencies and performed an extensive internet search. There are no other sources for this type of structure.

What considerations were given to providing opportunities in this contract for small business, including but not limited to unbundling the goods and/or services acquired.

There is no other source for this product.
Provide a detailed and compelling description of the costs and risks mitigated by contracting with this contractor (i.e., learning curve, follow-up nature).

The Trango-Systems Shoot-house is ready for use, upon delivery. No training is required for set up or use. This product will allow near immediate use with no learning curve, special care and no major infrastructure.

Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.

No.

Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines within which work must be accomplished.

No.

Is the agency proposing this sole source contract because of a geographical limitation? If the proposed contractor is the only source in the geographical area, state the basis for this for this conclusion and the rationale for limiting the size of the geographical area selected.

No.

What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.

Were this sole source filing not approved, we will then need to consider adding construction cost to the Capital budget to build the infrastructure necessary to provide training for our staff. If seriously delayed, lack of this training could possibly cause or contribute to bodily injury or even death which would have very serious consequences on the state budget.

**Sole Source Posting**

The sole source posting was published in WEBS on May 19, 2022.

**Reasonableness of Cost**

Since competition was not used as the means for procurement, how did the agency conclude that the costs, fees, or rates negotiated are fair and reasonable? Please make a comparison with comparable contracts, use the results of a market survey, or employ some other appropriate means calculated to make such a determination.

The only other products available, are “soft” houses, built of fabric/tarpaulin hanging walls. The soft walls don’t adequately stand up to outdoor wind and weather so they have to be replaced, thereby costing the state more money. The other available options are stick-built fixed structures (buildings) that are built on site and can’t be reconfigured or moved. Buildings are more expensive and will require additional funds for maintenance such as paint, roofing & flooring. The cost of the Trango-Systems
product is comparable to the original cost of the fabric tarpaulin shoot houses. Trango-System houses don’t have consumable parts that wear out, nor do they require any special maintenance, so purchase is the only cost, and it’s a single expense.