



Sole Source Justification Form

Vendor: Action Target

Department: Port St Lucie Police Department

Is this purchase for Supplies, Services, or Construction: Supplies and Service

Is this a onetime purchase Y/N: No

Estimated expenditure for the current term of contract, one time purchase or annually: _____

This will be an annual purchase with an estimated total expenditure of \$48,766.30 over the first 12 months with an expected percentage increase per year for inflation.

Check the box below that applies to the proposed purchase.

- The Supply, Service, or Construction is available from only one source.
- Supplies, Services, or Construction is a proprietary item, there is not more than one potential bidder or offeror for that item.
- The vendor is the manufacturer, and no other distribution channel is available.
- The Vendor is the sole authorized dealer or reseller for a specified region.
- Required items are proprietary to the Vendor.
- Compatible with existing software.
- Compatible with existing equipment.
- Repair, maintenance or modification of existing equipment.
- Upgrade to proprietary software or hardware.
- Must match existing equipment.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this sole source justification be authorized as a sole source for the service or material.

Sgt. Carlos Pedraza #341
Requisitioned by: Signature

[Signature] Department Date
Director/Designee 4-28-26

****Sole sources are required to be publicly posted by the Organization for seven (7) days business days not including holidays before approval. ****

1. Detailed Description of services and/or items: Describe the product/service you are requesting and its function.

The requested service is a comprehensive inspection, preventive maintenance, diagnostic testing, and minor repair of an Electric Target System and its associated mechanical, electrical, and environmental components within a firing range. The purpose of this service is to ensure the system operates safely, reliably, and in full synchronization while maintaining optimal performance and minimizing downtime.

This service includes activation of the range control computers and software to conduct full functional testing of all targets. Targets will be cycled, including repeated edge/face operations, to verify proper speed, synchronization, directional consistency, and responsiveness under programmed training scenarios. These actions confirm that the system performs as designed during live training conditions.

Mechanical components including actuators, C-rods, target clamps, bushings, and associated hardware will be inspected for wear, alignment, and damage. Necessary adjustments such as tightening, lubrication, alignment, and minor part replacement will be performed to maintain proper mechanical function. Protective measures, such as applying zinc coating to prevent corrosion, will also be completed where required.

Electrical systems will be inspected to ensure all wiring, terminal connections, lighting systems, and control cables are secure, undamaged, and operating at proper voltage levels. This ensures reliable communication between system components and safe electrical operation.

The track and drive system will be evaluated to confirm structural integrity and proper operation. This includes verifying track alignment, levelness, and secure mounting, as well as inspecting and adjusting the wire drive cable, spring tension, and lubrication. Motor assemblies, encoder components, and pulleys will be tested to ensure smooth, synchronized movement without slippage or mechanical irregularities.

Sensors and control devices, including proximity sensors and system feedback components, will be inspected and tested to verify accurate operation. Full system motion testing will be conducted to confirm correct travel distances, start/stop functionality, and repeatable performance.

Additionally, the service includes inspection and maintenance of range safety and environmental systems. This involves checking ballistic containment components, deflectors, and deceleration chambers for wear or damage, as well as ensuring proper function of lead collection and evacuation systems. Ventilation and dust collection systems will be inspected, including ductwork, airflow controls, filters, and compressor systems, to ensure proper airflow, pressure levels, and contaminant control. Leak testing, purge cycle verification, and safety system checks including breach detection alarms will also be performed.

Overall, this service ensures that the Electric Target System and all supporting components function as an integrated system to support safe, efficient, and uninterrupted range operations while extending equipment life and reducing the risk of system failure.

2. Justification for Sole Source/Special Circumstances: Explain why this vendor is the only source from which to obtain this product or service.

This requirement is for the procurement of specialized maintenance, diagnostic, and repair services for an existing automated target system, including software calibration, mechanical refurbishment, electrical inspection, and structural component servicing. These services are highly specific to the installed system and require proprietary tools, components, and technical expertise that are only available from the Original Equipment Manufacturer (OEM), Action Target.

Action Target is the OEM of the currently installed range system and is uniquely qualified to perform the required work. The system's control software, communication protocols, and diagnostic interfaces are proprietary to Action Target. As such, no third-party vendor has access to the source code, system architecture, or required diagnostic software necessary to properly test, calibrate, and verify system synchronization. Attempts by non-OEM vendors to perform these tasks would risk system malfunction, improper calibration, or complete operational failure.

Additionally, the system relies on OEM-specific components, including actuators, C-rods, and target clamps, which are manufactured to precise engineering tolerances. Only Action Target can provide certified replacement parts that meet original specifications. Use of non-OEM parts or unauthorized service providers would void existing equipment warranties and may compromise both system performance and user safety, particularly given the ballistic nature of the equipment.

The scope of work also requires specialized technical procedures—such as actuator preservation through zinc coating, precise voltage verification at terminal strips, and calibration of integrated mechanical and electrical subsystems—that must be performed in accordance with the manufacturer's established maintenance standards. Action Target technicians are factory-trained and equipped with the necessary proprietary tools to execute all required inspection points efficiently within a single mobilization.

Furthermore, Action Target's ability to complete all required diagnostics, repairs, and calibrations in one service visit minimizes operational downtime and ensures system readiness. Non-OEM vendors would require additional time for system familiarization and troubleshooting, increasing both labor costs and the risk of extended range outages.

For these reasons, Action Target is the only responsible source capable of fulfilling this requirement. Award to any other vendor would result in unacceptable technical risk, potential warranty violations, and increased overall cost.

3. Efforts to Identify Other Vendors: Describe steps taken to make this determination, vendors contacted, etc.

Market research was conducted in accordance with federal acquisition guidelines to identify potential vendors capable of performing the required maintenance, diagnostic, and repair services for the automated target system. This process confirmed that the system relies on proprietary software, specialized diagnostic tools, and OEM-specific components, particularly those associated with the "Edge/Face" synchronization logic and range control interface. Although several vendors were identified, none demonstrated the capability to access or service the proprietary range control software or perform the required synchronization calibration. Further evaluation determined that these vendors lack the necessary diagnostic tools, OEM parts, and specialized technical expertise required for this system.

An assessment of the operational, safety, and cost risks associated with using non-specialized vendors was also reviewed. It was determined that contractors without OEM training could improperly align target components or fail to correctly lubricate actuator bushings, potentially resulting in mechanical binding during live-fire exercises and creating significant safety hazards.

Additionally, the inability to access or update proprietary software would result in system incompatibility and incomplete diagnostics. From a cost perspective, non-OEM vendors would require an extended discovery and troubleshooting phase, increasing labor hours and creating a higher likelihood of damage to sensitive proprietary components such as electrical connections and terminal strips. In contrast, the Original Equipment Manufacturer, Action Target, has been confirmed as the only responsible source capable of performing all required inspection, maintenance, and calibration tasks. Action Target provides factory-trained technicians equipped with proprietary tools and OEM parts necessary to complete all required inspection points in a single mobilization. This capability minimizes downtime, reduces the risk of rework or system failure, and ensures the best overall value by extending the operational life of the asset.

4. Provide written justification demonstrating the proposed price is fair and reasonable. This may include, but not limited to, historical pricing comparisons, market research, catalog pricing, or relevant supporting documentation. All evidence must be included with this request.

The pricing proposed by Action Target is derived from its established Commercial Price List (CPL), which is applied uniformly across federal, state, and local government customers. Labor rates for specialized Field Service Engineers (FSEs) are consistent with applicable GSA Schedule rates or, where not applicable, reflect the manufacturer's standard commercial pricing for on-site technical diagnostic services. Hardware components—including C-rods, target clamps, and actuator bushings—are priced in accordance with the original equipment manufacturer (OEM) catalog, ensuring that the Government is not subject to customized or inflated pricing for standard replacement parts.

Market research was conducted to identify potential alternative providers for automated range maintenance. While general mechanical contractors are available, they do not possess the proprietary diagnostic software required to properly interface with and synchronize range control systems. Only an OEM-certified Action Target technician has access to the specialized tools and "plug-and-play" diagnostic software necessary to execute the required 20-cycle edge/face test and scenario verification within a single business day. In contrast, a non-specialized contractor would require additional time for system familiarization, troubleshooting, and manual testing, likely resulting in increased total labor costs despite potentially lower hourly rates.

Furthermore, the requirement to verify target speed and synchronization necessitates the use of proprietary calibration tools that are included as part of Action Target's service offering. These tools are not commercially available for purchase or lease by third-party vendors, reinforcing the unique capability of the OEM.

The proposed pricing is determined to be fair and reasonable when evaluated in terms of life-cycle cost and risk mitigation. As the OEM, Action Target's services preserve existing equipment warranties. Use of non-authorized vendors would void warranties on critical components such as actuators and control boards, potentially exposing the Government to significant repair or replacement costs. Additionally, OEM technicians provide a high "first-time fix" rate, minimizing the risk of rework and reducing operational downtime. The cost associated with extended range closure due to improper maintenance or synchronization would exceed the cost of the specialized OEM service.

Based on consistency with historical pricing, alignment with commercial catalog rates, and the unique technical capabilities and efficiencies provided by the OEM, the proposed price is fair and reasonable. The Government is receiving a competitive market rate for specialized services that cannot be effectively replicated by non-OEM providers.

GL Code (Include Project String, if applicable): 001-2105-534000

IDENTIFY TYPE OF FUNDING:

- LOCAL
- IDENTIFY IF STATE
- FEDERAL
- OR OTHER FUNDING

(PROCUREMENT MANAGEMENT DIVISION USE) ONLY

Sole Source No. 20260234

Date: May 8, 2026

Posted Date: April 29, 2026

Due Date: May 8, 2026 Seven (7) business days

Approved Disapproved



Signature of Approver/Designee

05/11/26
Date

Reason for Disapproval
