



## Sole-Source Intent to Award Justification

| Request Information  |                            |
|--|----------------------------|
| Date of Request: 06-24-26 (mm-dd-yy)   |                            |
| Entity Information   |                            |
| State Entity Name: City of Valdosta  |                            |
| State Entity Code (5-Digit Code): 66249  |                            |
| Procurement Officer (APO / CUPO): Teresa Davis   |                            |
| APO / CUPO e-Mail Address:<br>tadavis@valdostacity.com   | Telephone:<br>229-259-3521 |
| Request Submitted By   |                            |
| Name: Teresa Davis   |                            |
| Title: Purchasing Agent  |                            |
| e-Mail Address: tadavis@valdostacity.com   |                            |
| Telephone: 229-259-3521  |                            |
| Request Details  |                            |
| <p><b>Sole-Source – A purchasing situation in which the procurement is available from only one source. The announcement must be posted to the GPR in accordance with the Georgia Procurement Manual, Section 2.3.2.2.</b></p> <p><b>Identify efforts made to locate other possible sources.</b></p> <p>The Police Department conducted market research to identify manufacturers and suppliers capable of providing an armored rescue vehicle meeting the Department's operational requirements.</p> <p>The Department reviewed armored rescue vehicle platforms currently marketed to law enforcement agencies and evaluated available information regarding vehicle capabilities, crew capacity, ballistic protection, mobility, maintenance support, interoperability, and suitability for tactical operations.</p> |                            |
| Supplier / Source Name: Lenco Armored Vehicles   | Telephone:<br>518-527-1553 |
| Supplier / Source Contact: Dan Besemer   |                            |
| <p><b>Scope of Work</b></p> <p><b>Provide a detailed description of commodities/services to be provided. Also, include the following details: exact or estimated quantity, per unit price, and the total estimated value of the open contract to include the estimated quantity X unit price (if the exact quantities are not known).</b></p> <p>The City is purchasing a Bearcat -G3 tactical vehicle for our Police Divison. The total cost is \$433,239.00 with a quantity of 1.</p>  |                            |

**For Commodities, Complete the Following:  
(For justifying a Sole Source/Sole Brand)**

|   |
|---|
| <p>Provide an explanation why only a particular style, model, type or manufacturer is required (i.e. why the commodity is the only commodity which will meet the state entity needs).</p> <p><b>BearCat G3 Armored Rescue Vehicle</b></p> <p><b>Description of Need</b></p> <p>The Police Department requires an armored rescue vehicle (ARV) capable of supporting tactical operations, active threat incidents, hostage rescue situations, barricaded</p> |
|---|



## Sole-Source Intent to Award Justification

suspects, high-risk warrant service, officer rescue operations, and civilian evacuation under hostile conditions. The vehicle must provide ballistic protection, transport tactical personnel and equipment, and operate effectively within the geographic and operational environment of the Department's jurisdiction.

### Unique Features and Operational Requirements

After evaluating available armored rescue vehicle platforms, the Department has determined that the BearCat G3 is the only vehicle that meets all operational requirements without substantial modification.

#### The BearCat G3 provides:

- Ballistic protection necessary to safely transport officers and civilians during active threat and high-risk incidents.
- Capacity to transport a full tactical team along with mission-essential equipment.
- Maneuverability suitable for urban, suburban, and rural environments encountered within the Department's service area.
- A commercially supported platform with an established history of deployment among law enforcement agencies nationwide.
- Configurations specifically designed for law enforcement tactical operations, including emergency rescue and rapid deployment missions.
- Proven reliability, maintenance support, training resources, and readily available replacement parts.

### Standardization and Interoperability

The Department seeks to maintain operational consistency with regional law enforcement partners and nationally recognized tactical response practices. The BearCat platform is widely utilized by law enforcement agencies throughout the United States and has become an established standard for armored rescue operations.

#### Use of the BearCat G3 will:

- Promote interoperability during mutual aid responses and regional tactical operations.
- Minimize operator training requirements.
- Allow implementation of established tactics, techniques, and procedures.
- Reduce operational risk associated with adopting an unfamiliar platform.

### Cost Effectiveness

Although other armored vehicles exist within the marketplace, alternative platforms would require additional evaluation, customization, training, equipment integration, and maintenance planning before achieving equivalent operational capability.

The BearCat G3 is available in a configuration that satisfies the Department's requirements upon delivery, reducing implementation costs and deployment timelines.

### Sole Source Determination

Based upon the Department's review, the BearCat G3 possesses a combination of operational capability, law-enforcement-specific design, personnel capacity, proven field performance, support infrastructure, and interoperability benefits that are not available from other manufacturers in a single commercially available platform.

Accordingly, the Department has determined that the BearCat G3 represents the only source capable of meeting all identified operational requirements and requests approval for sole-source procurement.

Letter from Original Equipment Manufacturer (required):  Attached



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### Exclusive Capability

Provide a detailed description of proposed source's unique capabilities and/or personnel to perform the work and why this is the only source.

- Existing compatibility with current SWAT equipment, communications systems, weapon mounts, rescue tools, and operational procedures.
- Proven performance and reliability with a substantial track record among law enforcement agencies nationwide.
- Specific chassis, payload capacity, crew capacity, maneuverability, or protection levels that directly support departmental mission requirements.
- Standardization with neighboring agencies or regional mutual-aid partners already operating BearCat platforms, improving interoperability during joint operations.
- Availability of manufacturer-supported training, maintenance, warranty support, and replacement parts.
- Reduced transition time and training costs because personnel are already familiar with the BearCat platform.

### To Be Used for State Entity Records Only

PeopleSoft / Team Georgia Marketplace REQ ID#:

GPR Bid #:

Number of Protests:

Outcome:

Awarded Sole-Source

Issued PO / Contract

Not Awarded / Competitively Bid

Bid Number:



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## SOLE SOURCE LETTER – VALDOSTA POLICE DEPARTMENT

Lenco Industries, Inc.  
10 Betnr Industrial Drive  
Pittsfield, MA, 01201  
E-mail: [Contracting@LencoArmor.com](mailto:Contracting@LencoArmor.com)  
Phone: 413-443-7359

**DATE:** June 19, 2026

**RE:** Sole Source Letter for the Lenco BearCat® G3 Core

**TO:** Teresa Davis, Purchasing Agent – Finance Department:

This letter confirms that Lenco Industries, Inc. (d/b/a Lenco Armored Vehicles), as designer and manufacturer, is the **Sole Source** provider in the United States and internationally of the **Lenco BearCat® G3 Core** vehicle which includes many Lenco proprietary options. These options include but are not limited to: 4-Wheel Off-Road Upgrade Package with Run-Flat tires, Rear A/C – Heating System High Capacity Upgrade, and Hydraulic Front Mounted Receiver with Ram Post and Plate. Additionally, other Lenco proprietary options included on your quote such as the Break and Rake, Door Pivoting Ram Head, and Police Cupola w/ Glass & Barn Doors are options that Lenco is the **Sole Source** provider of as products available from another source may not meet Lenco's original specifications or fit properly.

These Lenco products, their specifications, manufacturing techniques and marketing materials are proprietary and are protected by copyrights, trademarks, service marks, patents, nondisclosure agreements, noncompete agreements and exclusive supply agreements; in whole or in part.

There are no other items or products available that offer identical functionality or performance characteristics, and Lenco determines the prices for the above-named product to be fair and reasonable because of pre-competed federal and state supply schedules controlled by exclusive distribution.

Federal Acquisition Regulation (FAR) Part 6.302-1 – “Only one responsible source and no other supplies or services will satisfy agency requirements” is the statutory authority permitting this Sole Source government procurement.

### **Designer and Manufacturer of Tactical Armored Security Vehicles**

10 Betnr Industrial Drive · Pittsfield, MA 01201 · Tel (413) 443-7359 · Fax (413) 445-7865  
[www.LencoArmor.com](http://www.LencoArmor.com) · e-mail: [Info@LencoArmor.com](mailto:Info@LencoArmor.com)



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Further, the Code of Federal Regulations (CFR) Title 2, Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards establish government-wide requirements for federal grants and cooperative agreements. Under the Uniform Guidance, a non-Federal entity that receives a federal award must “provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States.” *See* 2 C.F.R. §200.322. If the non-Federal entity fails to do so, the federal awarding agency or pass-through entity may sanction a non-compliant recipient of funds.

In summary, Lenco Armored Vehicles, based in the United States, is the only manufacturer or authorized dealer of the Lenco BearCat®, its variants or its equivalent.

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## SOLE SOURCE SPECIFICATIONS

Lenco Industries, Inc.  
10 Betnr Industrial Drive  
Pittsfield, MA, 01201  
E-mail: [Contracting@LencoArmor.com](mailto:Contracting@LencoArmor.com)  
Phone: 413-443-7359

**DATE:** June 03,2026

**RE:** Sole Source Specifications for the Lenco BearCat

### Lenco BearCat Key Features, Testing and Certifications

#### Armor Protection

- Armor Panels constructed of Certified Mil-Spec Steel
- Vertical Armor Panels are .50 inch thick, one-piece solid construction from the front of the vehicle to the rear of the vehicle
- Gunports and all surrounding armor protection, including backup armor, is .50 inch thick.
- Proprietary welding technique utilized in sidewall, floor and roof construction
- Armored hood, radiator protection, fuel tank, exterior lighting armor backup, inner fender armor, door and window pocket armor backup
- Department of the Army, U.S. Army Aberdeen Test Center – Ballistic Certification for armor plate used in **every** BearCat manufactured
- Independent Third-Party Testing to the following threats / ballistic standards: EN 1063 BR7, NIJ IV, STANAG 4569 Level 2, .50 CAL M2 Multi-Hit, .50 CAL M33 Multi-Hit, DM51x2 Hand Grenades, DM31 Anti-Personnel Mine, M67x2 Hand Grenades, 20mm FSP, V50 (BL) P Ballistic Test

#### Mobility & Automotive Safety

- 126" – 135" Wheelbase
- Custom-tuned suspension, including shocks, springs, bump stops, front and rear sway bars, track bar and radius arms
- Proprietary OEM Frame-to-Body construction
- Department of the Army, U.S. Army Aberdeen Test Center, Aberdeen Proving Grounds – Automotive Performance Testing to the following standards:
  - Test Operating Procedures (TOP)
  - North Atlantic Treating Organization (NATO) Reference Mobility Model (NRMM)

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- NATO Allied Vehicle Testing Publication (AVTP)
- Society of Automotive Engineers (SAE)
- Human Factors Integration - Safety Assessment Review (SAR)
  - Fort Knox, KY
  - Fort Belvoir, VA
- National Highway Transportation Safety Administration (NHTSA), Office of Vehicle Safety Compliance (OVSC), Federal Motor Vehicle Safety Standards (FMVSS) Compliance Testing
  - Center of Gravity Test
  - FMVSS 105 – Hydraulic Brake Test
  - FMVSS 206 – Door Locks and Door Retention Test
  - FMVSS 207 – Seating Systems
  - FMVSS 210 – Seat Belt Anchorages
  - FMVSS 302 – Flammability of Interior Components
- National Tactical Officers Association (NTOA), Member Tested and Recommended Certification
  - 2003 Certification
  - 2020 Re-Certification
- U.S. Air Force Air Transportability Test Loading Activity (ATTLA) – Air Transportation Certification
  - Lockheed C-5 Galaxy
  - Boeing C-17 Globemaster III
  - Lockheed C-130 Hercules

### **Tactical Features**

- Patented, zero gravity counter balanced & rotating roof hatch system
- Height-adjustable gunner stand with removable / serviceable design - *US Patent No. 11,561,060 B1*, granted to Lenco on 01/24/2023
- Automatic Door Lock-Out (side doors) with single tap release
- Welded Running Boards rated to hold 3,000 lbs. at each side & 2,500 lbs. on rear
- Occupant situational awareness
- 390 square feet of interior space
- 2-Piece Bumper-integrated hydraulic entry bars with attachments for Audio / Video, Chemical Deployment, and Water Deployment
- Roof Mounted Water Nozzle with internal joystick controls
- Bumper Mounted Water Nozzle with internal joystick controls
- Vehicle-Integrated On-Board SCBA System
- Tactical EMS interior layout, workstation, medical cabinet, oxygen storage and trauma lighting
- 68 Gallon Single Fuel Cell
- 40" Water Fording Package with Independent 3<sup>rd</sup> Party Testing

### **Service, Reliability & Interoperability**

- Commercial Chassis common to government fleet
- Commercial Chassis Warranty and Service history at nearly 160+ Authorized Ford Service Centers across the United States

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- Ford OEM Warranty
- 3 Year Lenco Warranty
- Operational and Support Cost: Average cost of \$558 USD per 10,000 miles of operation
- Reliability, Availability and Maintainability (RAM): 24,906 mean miles between repair, 1.3 hours mean time to repair and 98% operational readiness
- Interoperability with hundreds of federal, state and local law enforcement agencies across the United States; reduces training cost and limits response time in joint operations
- Lenco Refurbishment Program – (4) individual ‘Schedules’ of refurbishment work that address Ford chassis components, Lenco components, paint and upgrades.
- Lenco Trade-In Program – End-of-Life vehicles can be traded-in to Lenco for value against the acquisition of a new or used model vehicle.

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