

## State of Maine Waiver of Competitive Bidding Request Form

**Form Instructions:** Please provide the requested information in the white boxes below. This form is to precede all contract requests that are not the direct result of a competitive bid process.

<b>Requesting Department's Contract Administrator:</b>	Scott Goulette	<b>Office/Division/Program of Contract Administrator:</b>	Corrections, Central Office
<b>Est. Contract Amount:</b>	\$ 10,450	<b>Contract or RQS Number:</b>	RQS 03R 20200121*839
<b>Proposed Start Date:</b>	February 1, 2020	<b>Proposed End Date:</b>	January 31, 2021
<b>Vendor/Provider Name, City, State:</b>	Compass Light Camden, Maine		
<b>Short Description of Good or Service:</b>	"Sunrise Earth" Video Installation (3 licenses)		
<b>Please note, for transparency purposes, Waivers of Competitive Bidding will be publicly posted. Public postings are placed on the Division of Procurement Services website for a period of seven consecutive calendar days.</b>		<b>To be completed by the Division of Procurement Services</b> Posting dates on Division of <i>Procurement Services</i> website: From: 1/27/2020 To: 2/3/2020	
<b>Notice of Intent to Waive Competitive Bidding Number:</b>	NOI# 0120200080		
<b>1. Statutory Justification</b> State of Maine statute (5 M.R.S. §1825-B(2)) allows waivers of competitive bidding only for the specific reasons listed below. Please mark the appropriate box (X) next to the justification which applies to this specific request.			
<input type="checkbox"/>	A. The procurement of goods or services by the State for county commissioners pursuant to Title 30-A, section 124, involves the expenditure of \$2,500 or less, and the interests of the State would best be served;		
<input type="checkbox"/>	B. The Director of the Bureau of General Services is authorized by the Governor, or the Governor's designee, to make purchases without competitive bidding because, in the opinion of the Governor or the Governor's designee, an emergency exists that requires the immediate procurement of goods or services;		
<i>If citing the above justification for this Waiver of Competitive Bidding request, please have the requesting Department's Commissioner or Chief Executive (as the Governor's "designee") sign and date on the right.</i>		<i>By signing below, I signify as the Governor's designee there is an emergency that necessitates this non-competitive procurement.</i> <b>Signature:</b>	
		<b>Printed Name:</b>	<b>Date:</b>
<input checked="" type="checkbox"/>	C. After reasonable investigation by the Director of the Bureau of General Services, it appears that any required unit or item of supply, or brand of that unit or item, is procurable by the State from only one source;		

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	D. It appears to be in the best interest of the State to negotiate for the procurement of petroleum products;
	E. The purchase is part of a cooperative project between the State and the University of Maine System, the Maine Community College System, the Maine Maritime Academy, or a private, nonprofit, regionally accredited institution of higher education with a main campus in this State involving: (1) An activity assisting a state agency and enhancing the ability of the university system, community college system, Maine Maritime Academy, or a private, nonprofit, regionally accredited institution of higher education with a main campus in this State to fulfill its mission of teaching, research, and public service; (2) A sharing of project responsibilities and, when appropriate, costs;
	<i>If citing the above justification for this sole source request, please note that the specific approval of the Governor's Office is required, in accordance with Executive Order 26 FY 11/12, "An Order to Enhance Competitive Bidding". The approval must be documented on DAFS/BGS/Division of Procurement Services "GOVCOOP" form, found here:  <a href="http://www.maine.gov/purchases/info/forms/govcoop.doc">http://www.maine.gov/purchases/info/forms/govcoop.doc</a>.</i>
	F. The procurement of goods or services involves expenditures of \$10,000 or less, in which case the Director of the Bureau of General Services may accept oral proposals or bids;
	G. The procurement of goods or services involves expenditures of \$10,000 or less, and procurement from a single source is the most economical, effective and appropriate means of fulfilling a demonstrated need.
	If a different authorization specifically allows for this non-competitive procurement, please provide that reference here:

**Please note that the following four points below (#2 through 5) all require a response.**

**2. Description of Specific Need**  
 Please identify, and fully describe, the specific problem, requirement, or need the resulting non-competitive contract would address and which makes the goods or services necessary. Explain how the requesting Department determined that the goods or services are critical and/or essential to agency responsibilities or operations.

It's no secret that working in the Correctional environment brings with it a unique set of challenges and stress factors. Burn out and stress related illness and/or injury are all too common. The Department is proposing a trial run of "video relaxation" therapy at three of its correctional facilities in an effort to help alleviate the aforementioned stress factors.

Studies have shown that access to nature imagery and sounds (like the kind found in BlueMarvel Programming) can reduce stress, anxiety, irritability and aggression - and that these calming effects can last for hours. In an effort to further employee wellness (coping with stress and PTSD), as well as reduce violent infractions among the prison population, MDOC is tapping Compass Light (the creator of BlueMarvel content) to bring a calming, restorative nature experience inside the walls of correctional facilities.

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**3. Availability of other Public Resources**

Please explain how the requesting Department concluded that sufficient staffing, resources, or expertise is not available within the State of Maine's government, or other governmental entities (local, other state, or federal agencies) external to the requesting Department, which would be able to address the identified need more efficiently and effectively than the identified vendor.

The Department is unaware of any public resource capable of providing this type of specialized service.

**4. Cost**

Since a waiver of competitive bidding is being requested for this procurement, please explain how the requesting Department concluded the negotiated costs, fees, or rates are **fair and reasonable**.

The Provider offered the Department its Hospital/Nonprofit pricing model for the MSP-only relationship, and then added a 30% discount as an incentive to move to an MDOC wide agreement, which the Department considers to be fair and reasonable.

**5. Future Competition**

Please describe potential opportunities which may be available to foster competition for these goods or services in the future.

The Department will consider seeking competitive bids should similar qualified Providers enter the market. The proposed provider offers a unique product which the Department is interested in utilizing on a trial basis.

**Please note that only one of the two points below ("Uniqueness" or "Timeframe") requires a response. Requesting Departments are not required to respond to both points.**

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**6. Uniqueness**

Please explain if the goods or services required are unique to a specific vendor. Describe the unique qualifications, abilities, and/or expertise of the vendor and how those particular unique factors address the specific need identified above. If the vendor has unique equipment, facilities, or proprietary data, also explain the necessity of these particular unique assets.

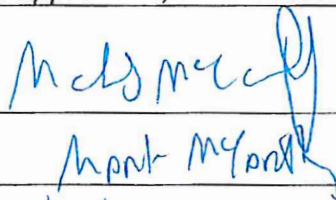
Compass Light is based in Camden, ME and has been an expert in the field of immersive nature content for over 15 years. This includes the series Sunrise Earth, a 64-episode television series (originally shot for the Discovery Channel) which transports viewers to the most beautiful places on earth to experience a sunrise. There isn't a single word of narration, just the sound and imagery of nature unfolding at it's own pace. It is the only series that can make that claim. Compass Light/BlueMarvel content has been used in hospitals across the country for over a decade to reduce stress and improve outcomes. Recently, Compass Light has partnered with MDOC to bring their brand of nature content on to VR (virtual reality) headsets, making the experience even more immersive.

**7. Timeframe (Complete only if B. is the Statutory Justification marked on Page 1)**

Please explain if time is of the essence and an emergency exists which requires the immediate procurement of goods or services. Describe the nature of this emergency, provide the date by which the goods or services must be delivered, and explain how that date was determined and its significance (i.e. impact if delayed beyond this date). Also, provide information as to how it was determined this vendor is the best option to address this time-sensitive procurement.

**Signature of requesting Department's Commissioner or Chief Executive (or designee within the Commissioner's Office):**

*By signing below, I signify that my Department requests, and I approve of, this Waiver of Competitive Bidding.*



**Printed Name:**

*Mark Myrand*

**Date:**

*1/15/20*