

State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services website (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		Marine Resources/Biological Assessment/Acoustic Monitoring		
Department Contract Administrator or Grant Coordinator:		Kevin Staples / Marge Morissette		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$14,330.93	Advantage CT / RQS #:	13A 20220128000000000857	
CONTRACT	Proposed Start Date:	2/11/2022	Proposed End Date:	6/1/2022
AMENDMENT	Original Start Date:		Effective Date:	
	Previous End Date:		New End Date:	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		Innovasea, Bedford, Nova Scotia, Canada		
Brief Description of Goods/Services/Grant:		Acoustic releases used in fisheries/mammal research		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)			
	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
X	C. Single Source/Unique Vendor		I. Federal Agency Directed
X	D. Proprietary/Copyright/Patents	X	J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL INFORMATION
Please respond to ALL of the following:
1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.
Innovasea has previously provided acoustic releases that provide an effective and reliable manner of deploying and retrieving subsurface acoustic receivers anchored to the seafloor and contribute to innumerable ongoing acoustic tagging studies, including those spearheaded by the scientists at Maine DMR. The acoustic receivers are instrumental in collecting data on the location and movement of a variety of marine mammals, which will in turn be utilized in a variety of ways. The data will be used to monitor and assess how different marine mammals use Gulf of Maine habitat under changing oceanographic conditions and inform a number of regulatory processes that affect many fishermen across many fisheries.

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PART III: SUPPLEMENTAL INFORMATION

Currently, a dearth of data has become a critical issue around stringent regulations that have affected many industries, especially along the coast of Maine. This Maine DMR effort will build on previous studies conducted by Federal and University partners by providing reliable and continuous data from remote areas in the Gulf of Maine.

These releases provide consistency with existing acoustic moorings of the same design in the Gulf of Maine and allow for the reliable and repeatable retrieval of the subsurface moorings. The retrieving party uses a hydrophone to locate and communicate with the subsurface mooring, sending an acoustic signal that triggers the release of a coupling that frees the mooring from its anchor, allowing it to float freely to the surface to retrieval.

In addition, these acoustic releases serve as acoustic receivers for more than simple release commands. They will also contribute to a network of arrays (Atlantic Cooperative Telemetry Network) that detect implanted or affixed acoustic tags on fishes like halibut, for example, providing time and location data. Additionally, since tagged fish also carry a data storage tag, if the fish is captured the acoustic detections can be used to better ground truth geolocation estimates from the depth/temperature data captured by the archival tag. These receivers are being deployed throughout Maine, Massachusetts, and in Atlantic Canada. Providing additional spatiotemporal information to this network will aid projects beyond the primary scope of this project and aid in such research as defining different stocks of fishes and where they feed or spawn.

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

The Department has used these acoustic releases for use in this project previously and require more for project expansion. These releases have proven to be reliable in similar studies with research partners and are the only releases that can serve as acoustic receivers for acoustic tags employed by separate but concurrent tagging studies that employ Innovasea technology.

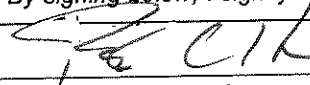
3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

Though the market for acoustic receivers is rather limited, the cost of these releases is relatively comparable with other acoustic releases, and provide continuity with previous research mooring designs, while allowing for tethering the mooring weight at anticipated depths over a relatively long battery life. In addition, other releases would not provide the concurrent benefits of providing additional arrays for ongoing and ubiquitous tagging studies in the region. Furthermore, the participation of this project within the Atlantic Cooperative Telemetry Network qualifies the purchase for an 8.5% discount that further justifies the use of Innovasea products.

4. Describe the plan for future competition for the goods or services.

Given the extensive existing network of these acoustic receivers, it would be impractical to switch to a different manufacturer. The Canadian government has invested millions of dollars developing the largest acoustic receiver array in the world that exclusively detects Innovasea tags, which has driven a great economy of scale for projects that are not directly associated with this array, such as this one, which utilizes the releases as the main function central to acoustic monitoring of marine mammals. The additional discount and secondary benefits of this technology make it unlikely that a competitor challenges their preferred status, but such vendor products will always be compared, in case that day arrives.

PART IV: APPROVALS

Signature of requesting Department's Commissioner (or designee):	<i>By signing below, I signify that I approve of this procurement request.</i>		
			
Printed Name:	Patrick Keliher, Commissioner	Date:	1/28/22
Signature of DAFS Procurement Official:	<small>DocuSigned by:</small> <i>William J.E. Allen</i>		
Printed Name:	<small>2D5B6E39F57E44A...</small> William J.E. Allen	Date:	2/8/2022