

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:		Dept. of Public Safety, Drug Enforcement Agency			
Department Contract Administrator or Grant Coordinator:		Director Roy E McKinney			
(If applicable) Department Reference #:					
Amount: (Contract/Amendment/Grant)		\$ 7,320.00	Advantage CT / RQS #:		RQS 16A 20200212*0914
CONTRACT	Proposed Start Date:	3/1/2020	Proposed End Date:	2/28/2021	
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:		Callyo 2009 Corp 200 2 nd Avenue S. #143 St. Petersburg, FL 33701			
Brief Description of Goods/Services/Grant:		Cellular-based monitoring/recording system licensing renewal			

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		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:

**State of Maine
Procurement Justification Form**

PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

In 2016, the Agency acquired Callyo licensing to augment / replace its then current use of radio frequency transmitters for use in covert investigations that require the monitoring and recording of audio communications while expanding what information may be obtained. The latest technology uses existing cellular networks that this vendor offered to include, but not limited to, the following: virtual investigation phone – recorded virtual phone numbers and mobile bug – cellular-based body wire. Purchase of phones or other equipment is not required with the Callyo System. The use of the latest technologies is critical to ensuring the safety of officers and others conducting covert investigations while increasing our effectiveness to secure the evidence necessary to effectively build strong criminal cases for court presentation.

In 2018 and 2019, this licensing was enhanced with the procurement of six (6) Callyo 10-21 video channels for live-streaming and recording of video from any iOS or Android smartphone, with ability to manage Department user access, AWS GovCloud storage, multiple concurrent viewers, and 24X7 U.S. telephone support. Agency personnel are accustomed to the product having used and trained with the devices and software application. Remaining with the same product line eliminates the need to train on a different platform which would have an impact on efficiencies.

For 2020, the Agency is eliminating the 10-21 video licenses thereby reducing costs.

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

Callyo 2009 Corp. is the sole developer and provider of the Callyo System to include Virtual Investigation Phone (VIP) Recorded Virtual Phone Numbers, Mobile Bug – Cellular-Based Body Wire, Callyo Locate – Advances Geo-Location Services and Callyo for Skype™ - Recorded Skype Audio, Video and Chat Messages.

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

The per unit licensing costs of the basic system and lines for 2020 is the same as it was in 2019.

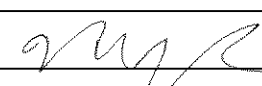
4. Describe the plan for future competition for the goods or services.

None, as Callyo 2009 Corp. is the sole source vendor, world-wide, for the Callyo™ System. Callyo's specialized technology includes proprietary services for investigators, which are not offered in whole by any competing vendor.

State of Maine Procurement Justification Form

PART III: SUPPLEMENTAL INFORMATION

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:	<i>Michael J. Sauschuck</i>	Date:	<i>2-18-2020</i>
Signature of DAFS Procurement Official:	<i>Michelle D. Fournier</i>		
Printed Name:	Michelle D. Fournier	Date:	3/13/2020