



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
OFFICE OF STATE PROCUREMENT SERVICES
 STATE OF MAINE

PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$10,000 submitted to the Office of State 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 Procurement Services intranet site (Forms page) for additional instructions.

PART I: OVERVIEW

Department Office/Division/Program:		Public Safety – Maine State Police Crime Lab	
Department Contract Administrator or Grant Coordinator:		Lt. Michael Zabarsky Alexander Gibson	
(If applicable) Department Reference #:		N/A	
Agency Department Code:	16A	Advantage CT / RQS #:	RQS 20260325*1508
Amount: (Contract/Amendment/Grant)	\$19,960		
CONTRACT	Proposed/Original Start Date:	4/1/2026	Proposed/Most Recent End Date: 4/1/2027
AMENDMENT	New Effective Date:		New End Date (if Applicable):
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:	BSD ROBOTICS PTY LTD ABN: 23 074 316 500 11 Aldinga Street, Brendale, Qld, 4500, Australia Phone: +61 (07) 38811834 Email: bsd@bsdrobotics.com , Web: www.bsdrobotics.com		
Brief Description of Goods/Services/Grant:	1-year rental for BDS Puncher instrument for processing of DNA samples for CODIS.		

PART II: JUSTIFICATION FOR VENDOR SELECTION

Check the box below for the justification(s) that applies to this request. (Check all that apply.)

<input type="checkbox"/>	A. Competitive Process	<input type="checkbox"/>	G. Grant
<input type="checkbox"/>	B. Amendment	<input type="checkbox"/>	H. State Statute/Agency Directed
<input checked="" type="checkbox"/>	C. Single Source/Unique Vendor	<input type="checkbox"/>	I. Federal Agency Directed
<input type="checkbox"/>	D. Proprietary/Copyright/Patents	<input type="checkbox"/>	J. Willing and Qualified
<input type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. Higher Education Cooperative Project	<input type="checkbox"/>	L. Other Authorization

Please respond to ALL of the questions in the following sections.

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.

The procurement of a BSD Puncher for the CODIS section is essential to address the significant number of backlogged DNA profiles efficiently and effectively. The CODIS section plays a critical role in processing DNA samples for convicted offenders which are compared to forensic evidence in Maine as well as throughout the entire United States, enabling law enforcement to link crimes, identify suspects, and resolve cases. The CODIS section is currently experiencing a very high number of backlogged DNA samples which can delay investigation, hinder justice, and allow preventable crimes to occur if perpetrators remain unidentified.

The primary justification for purchasing this instrument is to greatly enhance operational efficiency. Processing buccal swabs is time consuming, labor intensive, and prone to human error, all of which contributes to the increased backlog of profiles. The most labor-intensive part of profiling the Convicted Offender samples is hand-punching each card and putting each punch into a tube and then cleaning the punch between samples. The BDS Puncher completely automates this process, allows the use of microtiter plates instead of individual tubes, significantly reduces the processing time per sample, increasing the throughput, and will eliminate the backlog at least twice as fast as the current method.

While the initial investment is significant, the reduction of labor hours and rework due to errors makes it a cost-effective investment over time. With the ever-increasing demand and agency requests for more and more DNA profiles, acquiring a BSD Puncher is a critical tool for modernizing and optimizing forensic operations at the Maine State Police Crime Lab.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the solicitation (RFP/RFA/RFQ) number if applicable.

The Maine State Crime Lab has to continue with a rental because FY25 grant funds have not been approved yet. BSD Robotics continues to be the exclusive manufacturer and provider of the BSD series biological sample punching instruments, which are uniquely designed for forensic workflows and include integrated punch cleaning functionality not available in comparable semi-automated systems. BSD Robotics PTY LTD also provides manufacturer-accredited maintenance services and technical support.

During the current rental period, the equipment and associated services have met all operational and performance expectations, with no identified issues or need for alternative solutions. As no equivalent products or service providers have become available since the original procurement, continuation with the same vendor for an additional 12-month rental period is justified and in the best interest of maintaining workflow consistency and efficiency.

PART III: SUPPLEMENTAL INFORMATION

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

Price reasonableness for BSD Robotics PTY LTD was originally established through evaluation of the specialized nature of the equipment, market availability, and the absence of comparable alternative vendors. This determination remains valid, as no new vendors or equivalent technologies have emerged since the initial procurement.

The negotiated rates have remained consistent with the original agreement and are aligned with industry standards for highly specialized forensic instrumentation. Cost analysis confirms that the pricing is fair and reasonable given the sole-source nature of the equipment and the inclusion of manufacturer-authorized service, maintenance, and technical support.

Additionally, the vendor continues to offer favorable contractual terms, including the application of previously paid rental and setup fees toward a future purchase and will continue to do so with this rental agreement. This provision enhances cost efficiency and supports responsible stewardship of State funds.

As grant funding is not currently available, continuation under the existing agreement represents the most fiscally prudent option while ensuring uninterrupted operational capability.

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

The Crime Lab will continue to monitor the marketplace for the emergence of additional vendors offering automated punching instruments specifically designed for forensic workflows, including those with integrated punch-cleaning capabilities. Should such products become available, a competitive procurement process will be initiated in accordance with applicable procurement policies and procedures.

As the market evolves, the Crime Lab remains committed to promoting full and open competition by evaluating comparable technologies and soliciting bids from qualified vendors. This approach ensures that future procurements achieve the best value in terms of cost, functionality, reliability, and service, while continuing to meet operational requirements.

PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

Does this request utilize ARPA/MJRP funds?

- Yes, MJRP funds (023) – If Yes, please attach the approved Business Case(s).
- Yes, ARPA funds (025) or (026) – If Yes, please be aware of the requirements from awarding federal agencies.
- No – If No, proceed to Part V.

PART V: CONFLICTS OF INTEREST (COI); CONTRACT WITH THE STATE


Maine law contains Conflict of Interest statutes directed to State Departments, State Officers, and Employees Generally under MRS [Title 5, §18](#) and [§18-A](#), in harmony with MRS [Title 17, §3104](#).

The requesting department's signatory affirms, understands, and acknowledges Maine's Conflict of Interest statutes and, in accordance with those statutes and to the best of their knowledge, has determined that no conflict of interest exists at the time of this contract, renewal, or amendment.

PART VI: APPROVALS

Governor/Department Commissioner or Designee

1. The signature below indicates approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):	 Michael Sauschuck (Mar 25, 2026 13:56:11 EDT)		
--	--	--	--


Typed Name:	Michael Sauschuck, Commissioner	Date:	3/25/2026
-------------	---------------------------------	-------	-----------

2. Additional signature required **ONLY if box E (Emergency) is selected in PART II**. The signature below indicates approval by the Department's Commissioner, or the designee specifically authorized to approve emergency procurement requests.

Signature of requesting Department's Commissioner (or designee):			
--	--	--	--

Typed Name:		Date:	
-------------	--	-------	--

****OSPS Section Only****

Signature of DAFS Procurement Official:	DocuSigned by: 		
---	---	--	--

Typed Name:	Michael McNeil	Date:	3/30/2026
-------------	----------------	-------	-----------

NOI 0320260201 3/30-4/5






BSD Puncher 12 Month Rental PJF

Final Audit Report

2026-03-25

Created:	2026-03-25
By:	Alexander Gibson (Alexander.T.Gibson@maine.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAsK9H2Cb9l2jbaEPuU7408b2vXa4S5l3z

"BSD Puncher 12 Month Rental PJF" History

-  Document created by Alexander Gibson (Alexander.T.Gibson@maine.gov)
2026-03-25 - 5:49:24 PM GMT
-  Document emailed to Michael Sauschuck (michael.sauschuck@maine.gov) for signature
2026-03-25 - 5:49:28 PM GMT
-  Email viewed by Michael Sauschuck (michael.sauschuck@maine.gov)
2026-03-25 - 5:55:49 PM GMT
-  Document e-signed by Michael Sauschuck (michael.sauschuck@maine.gov)
Signature Date: 2026-03-25 - 5:56:11 PM GMT - Time Source: server
-  Agreement completed.
2026-03-25 - 5:56:11 PM GMT