

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:		ACF / QA&R / Dairy Program			
Department Contract Administrator or Grant Coordinator:		Linda Stahlnecker/Donny Crockett			
(If applicable) Department Reference #:					
Amount: (Contract/Amendment/Grant)		\$ 39,686.04		Advantage CT / RQS #: RQS01A20200428*1199	
CONTRACT	Proposed Start Date:	5/1/20		Proposed End Date:	6/30/20
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:		Foss North America, Inc. Eden Prairie, MN			
Brief Description of Goods/Services/Grant:		The MilkoScan Mars is an FTIR technology instrument for milk quality testing (butterfat, protein, solids, lactose, freezing point, and adulterants).			

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
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
X	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.**

State of Maine Procurement Justification Form

PART III: SUPPLEMENTAL INFORMATION

Justification for the purchase of new dairy analyzer:

The FT120 is a butterfat, protein and total solids analyzer for fluid dairy products that was purchased in 2002. For over 17 years, this machine has provided accurate dairy quality data for the regulation and betterment of Maine's dairy industry. The FT120 is no longer supported by the manufacturer. We have pushed the replacement of this machine out as far as we can go.

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

There are two units (one is a Delta instrument and one is a Foss instrument) we are looking at to replace the FT120. Both units can do freezing points which will save us about \$12,000.00 to replace our 30+ year old Cryoscope. These instruments can also identify adulterants which is an added benefit for public safety.

The MilkoScan Mars is the only instrument on the market in its price range that can provide the necessary testing parameters and has the flexibility to test multiple types of animal milk.

The Delta instrument is \$55,000.00 and it cannot handle other animal milk (i.e. goat milk). They do not have a cheaper equivalent to the MARS.

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

Comparably speaking, the Foss unit is the less expensive unit and can do all animal milk types.

This funding was the result of an emergency Capital equipment allocation in the supplemental budget.

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

As always we try to keep abreast of any new technology or new equipment offers from the few vendors that make this type of laboratory equipment. Sales reps from these companies provide updates via frequent e-mail contact. These vendors are often at professional dairy related meetings where face to face conversations take place and updates or new equipment are featured.

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>		
	<small>DocuSigned by:</small> <i>Randy Chavette</i>	<small>DocuSigned by:</small> <i>Amanda Best</i>	
Printed Name:	<small>8F3DD450C23241F...</small>	<small>20AF3A2882BB4AA</small> Date:	<small>4/29/2020</small> <small>4/29/2020</small>
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:	<small>4/30/2020</small>

NOI 0420200363 04/30/2020 - 05/07/2020