

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:		Department of Corrections / Maine State Prison		
Department Contract Administrator or Grant Coordinator:		Karen Yeaton, Associate Commissioner		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$ 5,500	Advantage CT / RQS #:	RQS 03A 20210409*958	
CONTRACT	Proposed Start Date:	4/25/2021	Proposed End Date:	4/24/2022
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:		Compass Light; Camden, Maine		
Brief Description of Goods/Services/Grant:		Video relaxation via immersive nature series ("Sunrise Earth")		

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
	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.**

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PART III: SUPPLEMENTAL INFORMATION

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 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.

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

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.

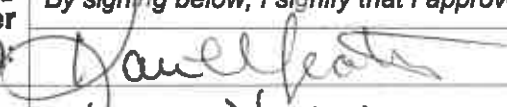
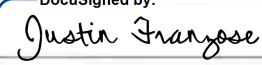
3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

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.

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

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 continued trial basis.

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:	KAREN YEATON	Date:	4/8/2021
Signature of DAFS Procurement Official:	<small>DocuSigned by:</small> 		
Printed Name:	<small>AEE09C7B3A8044E...</small> JUSTIN FRANZOSE	Date:	4/12/2021