



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

PROCUREMENT JUSTIFICATION FORM (PJF)

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 intranet site (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		Corrections		
Department Contract Administrator or Grant Coordinator:		Joseph Couture		
(If applicable) Department Reference #:		Click or tap here to enter text.		
Amount: (Contract/Amendment/Grant)		\$345,196.22	Advantage CT / RQS #:	03A 20211209*1453
CONTRACT	Proposed Start Date:	4/1/2022	Proposed End Date:	3/31/2025
AMENDMENT	Original Start Date:	Click or tap to enter a date.	Effective Date:	Click or tap to enter a date.
	Previous End Date:	Click or tap to enter a date.	New End Date:	Click or tap to enter a date.
GRANT	Project Start Date:	Click or tap to enter a date.	Grant Start Date:	Click or tap to enter a date.
	Project End Date:	Click or tap to enter a date.	Grant End Date:	Click or tap to enter a date.
Vendor/Provider/Grantee Name, City, State:		ProVision Solutions, LLC Byron Center, Michigan		
Brief Description of Goods/Services/Grant:		Lapel cameras purchase, licensing and support.		

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 checked="" type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. University 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 Department has an urgent need to bring a total of 52 new lapel cameras (BC-4) online at Maine State Prison (MSP), as well as replace all lapel cameras throughout the Department. Our current "on-prem" version of SecuraMax software is about 15 versions outdated, due to OIT security constraints around the upgrade process. And on March 23rd, all uploads stopped working through the client software – for reasons unknown by OIT. Hence, end users have had to manually upload video to the on-prem storage location, which takes up much staff time.

The older lapel cameras, BC-300, are no longer supported by the vendor, and the Department cannot get any new cameras to use with their on-prem solution. So the Maine DOC is looking to replace all of its lapel cameras throughout the Department with the newer BC-4 cameras.

The current lapel camera and existing architecture continues to present tremendous challenges in uploading footage, as the cameras can only be uploaded one at a time. While the cameras are uploading, a staff member typically has to remain with the camera to reactivate failed uploads. As each incident being filmed often involves numerous pieces of footage, it is not uncommon for a staff member to be grounded for hours a day attempting to upload footage. As a result, the facilities that already face significant staffing shortages on each shift, risk losing staff to this function, which further impacts staffing levels, response to incidents. The newer BC4 version simply needs to be set in a dock of ten cameras and all update to the cloud using the web portal to transmit the data.

Additionally, Maine State Prison is currently short 50% of their assigned lapel cameras. The technical advances of the newer camera are unmatched in comparison with the more dated camera. The new cameras are expected to visualize much better with the more updated software, something which we are only able to access using the Cloud platform. (The old cameras are not compatible with the cloud solution.) Our current software also does not allow us to easily search footage, often fails to immediate upload, results in burps and distortions in video footage, numerous instances of frames just disappearing and so forth. The newer cameras are expected to remedy these issues.

Lastly, some of the lapel cameras are experiencing a catastrophic failure in being able to download recorded video, which is not known until follow up efforts occur to locate the video. The video leaves the camera, appears to be successfully downloaded but then cannot be located. This has resulted in a significant gap in documenting incidents and is a risk that needs an expedited resolution.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the RFP number, if applicable.

The Maine Department of Corrections has been using the BCM-300, a 2018 ProVision lapel camera. Despite facing numerous challenges with using PREM versus the Cloud, Provision has been very responsive to assigned facility personnel, as well as Central Office staff. Facilities have expressed a very high degree of satisfaction with ProVision. Having previously used Reveal cameras, and in obtaining rough quotes from other vendors, the Department believes that its best position is to stick with ProVision and upgrade the current dated lapel cameras to the newer cloud-friendly model.

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

PART III: SUPPLEMENTAL INFORMATION

The price quote for the newer camera includes unlimited storage at the cost of \$45 per camera per month. This price has been offered to MDOC, in comparison with its marketed price of \$65 per camera per month. The most notable difference in costs between vendors is that Provision only requires a license for the camera and not the operator. With that said, we are being credited with funds which have not been spent from the older camera. Additionally, any cost from other vendors, requires that each staff member receive a license to operate the camera. The simple difference between licensing 150 lapel cameras, rather than a security complement of 430 is justification alone to sole sourcing Provision.

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

Maine DOC routinely weighs the cost-benefit of seeking competitive bids. Our experience with this vendor enables us to conclude that a sole source is appropriate at this juncture but will reevaluate after the proposed 3-year term due to the ever-changing landscape of correctional technology.

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


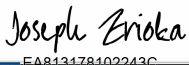
Does this request utilize ARPA/MJRP funds?

Yes – If Yes, please attach the approved Business Case(s).

No – If No, proceed to Part V.

PART V: APPROVALS

The signatures below indicate approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):			
Typed Name:	Randall Liberty, Commissioner	Date:	4/11/2022
Signature of DAFS Procurement Official:	DocuSigned by:  EA813178102243C...		
Typed Name:	Joseph Zrioka	Date:	4/14/2022