



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:	Marine Resources/Ecology and Environment		
Department Contract Administrator or Grant Coordinator:	Kevin Staples / Amanda Webb		
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 37,528.00	Advantage CT / RQS #:	13A 2023020600000000956
CONTRACT	Proposed Start Date:	4/15/2023	Proposed End Date: 12/31/2023
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:	Teledyne Instruments Inc, North Falmouth, Massachusetts		
Brief Description of Goods/Services/Grant:	Directional Acoustic Transponder (DAT) System and associated hardware with additional compact transponder		

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. 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.

Maine DMR received a 2 year SeaGrant award to research, in part, how active acoustic positioning may impact fishing behavior. To realize its research goals most effectively, DMR needs to purchase a system capable of acoustically ranging any independent subsea gear that it does not already own. The intent of this project is to evaluate the performance and impact of such a system on fishing operations.

By doubling the number of subsea gear location systems, DMR will gain additional benefit in being able to compare and contrast system design and performance. This may also allow DMR investigate avenues for interoperability between such systems.

The concept of a subsea gear location system within the context of fisheries is an exploration necessitated by the rapid transition that fixed gear fisheries are engaged in to drastically reduce the entanglement risk to endangered whales. Proposed solutions include timed and acoustic releases that move to eliminate the persistent presence of vertical lines in the water column. There is a need to address the issues around identifying the location of set gear to prevent gear conflicts and gear loss with this newer technology. The Teledyne Directional Acoustic Transponder (DAT) is a potential pathway towards being able to realize the potential of these alternative gear retrieval systems.

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

The DAT and associated hardware is only manufactured by Teledyne Instruments, which is a well-established marine technology company that is on the technological edge of developing acoustic geolocation technology. Teledyne is a collaborative partner within the on-demand gear sector, providing DAT technology for to manufacturers who focus on developing release systems. This is unique among acoustic geolocation gear manufacturers, who typically offer vertically-integrated systems without application commercial fisheries. The DAT communicates with transponders that may be affixed to timed release systems for the purpose of geolocation, where other products are not offered in such a decoupled nature. Furthermore, DMR is seeking to pursue this specific system because Teledyne has demonstrated a willingness to integrate their system and geolocation data within existing marine chart plotting systems which are already present within fishing fleets. They are currently working with Raymarine plotting software to create an interface where fishermen may be able to operate their on-demand gear as a layer overlaid on a nautical chart. This ability to integrate data flow within fishing operations may reduce complications during a large-scale application of any gear marking solutions.

PART III: SUPPLEMENTAL INFORMATION

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

Teledyne's willingness to integrate their technology with other systems and offers a competitive price point with an applied discount. DMR will be able to demonstrate the virtues of an integrated 3rd party gear geolocation system most effectively with this Teledyne purchase and push forward these types of decentralized solutions within the development of on-demand gear. This flexibility will have benefits, should we prove successful in proving its success, for fishermen who may want more options to address gear marking solutions.

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

This experiment to prove the concept of subsurface gear marking across multiple vessels is meant to accelerate the process of creating a broader marketplace for this technology, where other acoustic technology-focused vendors may develop similar functionality and provide a much larger suite of options for purchase for addressing this need. In the meantime, continuous scanning for similar technologies and their applications will be conducted, as to increase DMR knowledge of how various systems function and perform within commercial fishing contexts.

When this technology reaches the tipping point of commercial sales, DMR will utilize the formal RFP process to ensure that those units are provided at the lowest cost. An RFP process will also be utilized if there is a neutral need for multiple acoustic positioning systems more broadly.

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

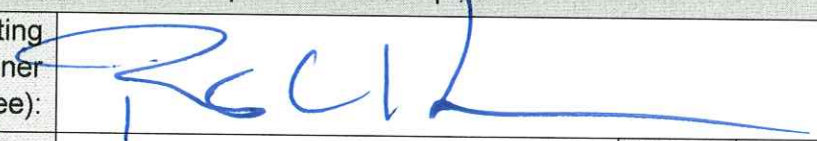
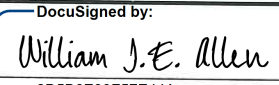
Does this request utilize ARPA/MJRP funds?

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:	Patrick Keliher, Commissioner	Date:	
Signature of DAFS Procurement Official:	DocuSigned by: 		
Typed Name:	William J.E. Allen <small>2D5B6E39F57E44A...</small>	Date:	4/4/2023

NOI 0420230323 04/04/2023 - 04/10/2023