



**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/Governor's Energy Office	
Department Contract Administrator or Grant Coordinator:		Jesse Minor/Amanda Webb	
(If applicable) Department Reference #:		N/A	
Amount: (Contract/Amendment/Grant)		\$ 205,903.50	Advantage CT / RQS #:
CONTRACT	Proposed Start Date:	4/1/2024	Proposed End Date: 6/30/2024
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:		Kongsberg Underwater Technology LLC, Lynnwood, Washington	
Brief Description of Goods/Services/Grant:		EM2042 Multibeam Echosounder package	

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 checked="" 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

**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 Maine Coastal Mapping Initiative requires an additional hydrographic survey system to accomplish high-resolution mapping of the seafloor funded by a MOU with the Governor's Energy Office. This sonar system and associated equipment will be mounted on contracted vessels to rapidly expand the area mapped by MCMI and DMR. High-resolution mapping is critically important for gaining greater understanding of benthic habitats, geologic history, and seafloor composition which has wide ranging implications for fisheries, navigation, and offshore energy efforts, among others. Data collected by the program meets or exceeds federal and international standards and is shared with state and federal partners for open access and updating national products. The program's systems are aligned with US Navy, NOAA, and international specifications, which allows for wide-ranging applications of data collected and collaboration with partners worldwide. The new sonar system must meet these same requirements and capabilities for alignment with our partners.

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

Several key features of the EM2042 distinguish it from all other models of sonar currently available on the market and best suits it to the program's needs. Swath width is a direct correlation to survey efficiency and a 170° swath allows for 6.5x water depth coverage, which no other model or manufacturer can match at the depths surveyed by this program (0-450m+). Survey efficiency saves on acquisition time, as coverage will increase by up to 50% versus our current equipment and surpasses efficiencies gained by other available models on the market. The second component is the three-sector across-track design of the system. The three-sector design allows for full confidence across the entire swath width, whereas other manufacturers would force outer beams to be excluded from the final product. No other model allows for this large of a swath, which means no other system can save the time and resources over the course of a survey that this system can. The third key component is the pitch, roll, and yaw stabilization of beams. No other manufacturer provides yaw stabilized beams, which are critically important for collecting accurate data in the dynamic sea states that we frequently encounter. The fourth key component is the capability of this system to collect real-time multifrequency and multispectral backscatter. No other manufacturer has this capability and would instead require multiple passes over the same feature, which increases collection time by 5x compared to this system. This system allows MCMI to collect much greater volumes of benthic information with penetrating beams that can not only characterize the surface component, but also a small portion of sub-surface material, which is particularly useful in habitat studies and comprehensive site characterization. Lastly, no other manufacturer provides a system capable of surveying to the depths the program requires with the range of selectable frequencies that this unit is capable of. The wide range of frequency selection allows the program to collect data for a greater scope of project types such as ghost gear surveys, harbor inspection, pipeline investigations, wreck surveys, in addition to the greater accuracy of data provided for any given target the state is interested in ensonifying.

Kongsberg is the only manufacturer which provides true backscatter calibration services with a factory calibration component alongside a field calibration component. The backscatter calibration is critically important for MCMI's modeling work. Furthermore, the backscatter calibration, proprietary processing algorithms, and data formats are directly aligned with standards set by

**PART III: SUPPLEMENTAL INFORMATION**

federal partners in NOAA and the US Navy, which no other manufacturer can match. This system allows for seamless integration of backscatter and bathymetric products with existing data collected by MCMI and NOAA, which is critical for use in advanced derivative product creation. The Kongsberg system is determined to be the industry standard for the scope of work being done and its applications both internally and with federal and international partners. It is paramount that the program maintains its vertical integration with federal partners and this manufacturer is the only one that meets this need.

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

The quoted multibeam echosounder cost associated with this PJF is in line with or better than comparable systems from other market leaders. Recent quotes from other manufacturers for multibeam echosounders with similar specifications will cost the same or more than the quoted cost given the options and services included that the program needs to maintain vertical integration with federal and international partners. Further, this system is identical to a MBES system purchased to replace the existing system mounted on F/V Amy Gale that is nearing its end-of-life.

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

At end-of-life of the newly acquired multibeam echosounder (10-year lifespan predicted), a new competitive bid process can be opened once again for manufacturers to propose systems that meet MCMI's program needs.

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

Does this request utilize ARPA/MJRP funds?

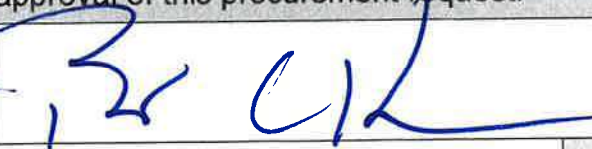
Yes – If Yes, please attach the approved Business Case(s).

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, DMR Commissioner

Date:

2/16/24

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



Typed Name: Dan Burgess, Director of GEO

Date:

2/16/24

Signature of DAFS  
Procurement Official:

DocuSigned by:  
William J.E. Allen  
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Typed Name: William J.E. Allen

Date:

4/2/2024

NOI 0420240359 04/03/2024 - 04/09/2024