



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:		Inland Fisheries and Wildlife/Wildlife Division	
Department Contract Administrator or Grant Coordinator:		Derek Yorks and Diana Harper	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)		\$ 10,445.00	Advantage CT / RQS #: 09A-20240329*1409
CONTRACT	Proposed Start Date:		Proposed End Date:
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:		Advanced Telemetry Systems, 470 First Ave NW, Isanti, MN 55040	
Brief Description of Goods/Services/Grant:		GPS/Radio/Cellular tags for use in study of State Endangered Blanding's turtles	

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.

MDIFW is planning a study to identify habitats used and to map home ranges for Maine's rarest turtle, the State Endangered Blanding's turtle, at a State Wildlife Management Area (WMA) where a population of this species was recently identified. To map individual home ranges, delineate the primary area used by this population, and identify critical habitat features such as nesting sites and overwintering areas, MDIFW plans to gather data by affixing specialized tracking devices (tags) to a sample of turtles in this population and utilizing that data for a spatial analysis. The data gathered will be used to guide MDIFW's efforts to effectively manage a population of this rare and declining species at this WMA, and the tags will be used for the same purpose at other sites in subsequent years.

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

Advanced wildlife tracking tags which bundle GPS, cellular LTE data transmission, VHF radios, and solar charging make it possible gather detailed spatial data without the need for biologists to make frequent in-person visits to their study sites. Recent advances in wildlife tag miniaturization, communications, and specialized design have made it possible to utilize these more advanced tags for small wildlife species such as the Blanding's turtle. While these tags are more expensive to purchase than the standard VHF-only tags, the combined technologies serve to unlock substantial program cost savings due to the greatly reduced labor requirements that come with their use. Advanced Telemetry Systems (ATS) is a leading manufacturer of specialized tracking equipment for wildlife, and they are the only manufacturer to offer a tag of suitable size and weight that bundles the aforementioned technologies in a design that is suitable for Blanding's turtles. Specifically, the ATS L20-G tags can record multiple GPS locations per day and automatically upload that data to a cloud-based server with a cellular LTE modem. This makes it possible to collect precise location data several times per day without the need to make frequent in-person visits to the study site. By comparison, VHF-only tags require in-person visits for each location and biologists are limited by time and available funds in the number of visits they can afford to make. The L20-G tags do feature VHF radios making it possible for biologists to locate animals in person whenever that is required. Finally, these tags are equipped with solar panels which maintain battery levels and provide years of service. No other tags on the market that are of suitable size for this species combine all these features in a design that is waterproofed and shaped appropriately for turtles.

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

The cost of these tags is comparable to similar tags. However, there are not currently any alternative tags on the market that are suitable for turtles and combine all of the technology that is bundled in this tag. The tags are expected to be usable for at least 3-5 seasons and their higher purchase cost in comparison to single-season VHF-only tags is comparable when considered on an annualized basis, even without factoring in the substantial labor savings.

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

**PART III: SUPPLEMENTAL INFORMATION**

There are multiple manufacturers of wildlife tags and these companies are constantly innovating and bringing new and improved products to market. We expect that other manufacturers will develop tags that are suitable for Blanding's turtles and include all of these features in the future. This will likely increase competition amongst manufacturers and bring down costs for end users.

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

Does this request utilize ARPA/MJRP funds?

Yes, MJRP funds (023) – If Yes, please attach the approved Business Case(s).

Yes, ARPA funds (025) – If Yes, please be aware of the requirements from awarding federal agencies.

No – If No, proceed to Part V.

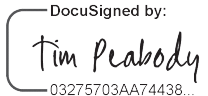
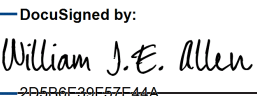
**PART V: CONFLICTS OF INTEREST (COI); CONTRACT WITH THE STATE**

Does the requesting Department signatory understand and acknowledge Maine's COI Statute?

Yes, the requesting Department understands and acknowledges MRS Title 5, §18-A, 2.

**PART VI: APPROVALS**

The signatures below indicate approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):			
Typed Name:	Timothy Peabody	Date:	3/29/2024
Signature of DAFS Procurement Official:			
Typed Name:	William J.E. Allen	Date:	4/3/2024

NOI 0420240364