



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:		Department of Public Safety, Maine State Police		
Department Contract Administrator or Grant Coordinator:		Lt. Thomas Pickering Amy Gower		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)		\$ 3,098,554.60	Advantage CT / RQS #:	CT-16A-20231121*1462
CONTRACT	Proposed Start Date:	3/29/2024	Proposed End Date:	3/29/2029
AMENDMENT	Original Start Date:	Click or tap to enter a 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:		Motorola Solutions		
Brief Description of Goods/Services/Grant:		Body worn and in-car cameras and software		

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 checked="" 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.

Currently, Maine State Police does not own, or wear body worn cameras due to a cost issue. Maine State Police have been allocated funds and requested to implement Body Worn Cameras (BWCs) to provide more transparent police services, while documenting our contact with the public and collecting evidence of violations of the law. The legislature became convinced this is a priority and provided over \$1.1 million dollars to purchase hardware, software, and FOIA/FOAA personnel to ensure barriers were removed so that the agency can move forward with procurement and implementation of BWCs.

The current in-car cameras that have been in place for the past 10 years are provided by Motorola WatchGuard. The Maine State Police owns approximately 270 WatchGuard 4RE cameras that cost just over \$5,000 per unit. That is over 1.3 million dollars in inventory that won't integrate with other body worn camera systems. Motorola provides mobile video to over 8000 agencies with 40% being State Police.

Motorola Spillman provides Command Central end-to-end Public Safety Software Suite for law enforcement. The software suite provides real time intelligence operations thru their proprietary software and camera combination. No other vendor can provide this level of integration with State Police current systems of Spillman CAD & RMS and in car cameras and the flexibility to add additional features. The V700 Motorola BWC is specifically designed to integrate with our current in-car video cameras and our current Spillman Flex records management system. Other BWCs would have to be used as a stand-alone camera, forcing the agency to pay for two separate vendor hosted, cloud based, storage solutions that don't communicate with each other or provide synchronization for reviewing multiple cameras at once.

The Watch Guard cameras (both in-car and BWC) record evidence and Command Central suite allows the Officer to manage the media to assist and ease the case management workload.

- Auto upload recorded events to the Cloud from the Patrol Car
- Pre-event recording and record after-the-fact
- Redaction and transcription tools for reduced officer data entry
- Blur personally identifiable data on video
- Search for key words to jump to important moments on video
- Highlight certain sections of transcripts as video is played
- The V700 BWC is the only camera on the market that has a detachable battery (patented) that allows for rapid replacement and deployment of the BWC. This is essential in our environment as we have troopers working doubles and specialty calls that go into multiple operational periods. This allows us to have one battery charging in the car at all times. Battery life for any BWC is limited to not more than 12 hours under perfect conditions and they take a minimum of 4-6 (some as much as 12) hours to recharge, essentially placing the BWC out of commission for extended deployments without the interchangeable battery feature.
- The V700 also holds 128 gigabytes of data, double that of other BWCs. This is also very important in our environment, where we have many rural parts of the state that connection to LTE is limited. This will allow up to 80 hours of continuous recording before uploading becomes necessary. This will allow us to go into extended operational periods without the need for timely uploads that require LTE service.

The Command Central software suite and Spillman CAD & RMS integration adds a level of integration no other vendor can match.

- Auto synchronize from multiple camera sources with different vantage points

PART III: SUPPLEMENTAL INFORMATION

- Alerting for gunshot detection
- In-car video using common storage with Body Cameras to centralize digital evidence storage in Azure Cloud
- Video streaming and Video Analytics with Body Worn camera integration
- Integrate with surveillance drone video
- Livestream using Command Central Aware module from cameras at public and private facilities. Also provides visibility of Officer location who is close to a scene.
- Have eyes on the scene in seconds using Body Camera for visibility
- Share with FOIA/FOAA personnel
- Integration to Spillman CAD – view associated responses
- Accessible from Spillman RMS Case folder or in Command Central. Securely collect, manage, and share all case content from a single screen
- No software changes required for Spillman CAD and RMS integration
- Provides a Tip Manager module for collecting case related tips

No vendor can provide this level of integration with State Police current in house systems.

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

Motorola Command Central is unique software that eliminates competition for the body camera market. The integrations to Spillman and in-car systems already in use extends the features for all systems with the integrations. The combination of software with Watch Guard Cameras are integrated using proprietary software.

No other Vendor can provide this level of integration with State Police systems in use today. The Spillman CAD (911) and Spillman Record Management System (RMS) will integrate video data. The in-car cameras in use today are also Motorola Watch Guard. We can keep our current cameras, Spillman CAD and RMS and these features will all work together seamlessly.

The cost to replace the current Motorola Spillman systems would be in the 10-million-dollar range.

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

MaineIT Procurement Director provided price compares using NASPO ValuePoint link to a Master Agreement with WatchGuard for body cameras. The prices we have been quoted are at the same prices. Motorola has agreed to a \$400,000. additional discount to complete this contract by 3/29/2024.

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

The Motorola Solution which includes Spillman CAD & RMS contract will be renewable in July 2027. At this time, all services will be reviewed and evaluated to see if they still meet State Police needs. If an adjustment is required, it will be evaluated at that time.

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

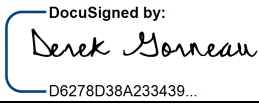
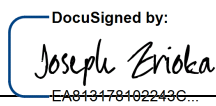
Does this request utilize ARPA/MJRP funds?

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):	 <small>D6278D38A233439...</small>		
Typed Name:	Derek Gorneau, Assistant to the Commissioner, Department of Public Safety	Date:	3/29/2024
Signature of DAFS Procurement Official:	 <small>EA813178102243C...</small>		
Typed Name:	Joseph Zrioka, Director of IT Procurement	Date:	3/29/2024

NOI 0420240371 04/09/2024 - 04/15/2024