



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

PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$10,000 submitted to the Office of State 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 Procurement Services intranet site (Forms page) for additional instructions.

PART I: OVERVIEW			
Department Office/Division/Program:		Transportation/Maintenance and Operations/ Traffic	
Department Contract Administrator or Grant Coordinator:		MaineDOT CA: Aaron C Buotte MaineDOT CS: Robert L Dwyer MaineIT IT Contact: Jonathan Ives	
(If applicable) Department Reference #:		39069	
Agency Department Code:	17A	Advantage CT / RQS #:	20180514000000003551
Amount: (Contract/Amendment/Grant)		Amendment not to exceed: \$ 216,992.10	
CONTRACT	Proposed/Original Start Date:	5/11/2018	Proposed/Most Recent End Date: 5/31/2026
AMENDMENT	New Effective Date:	6/1/2026	New End Date (if Applicable): 3/31/2027
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		Drakewell Inc, Maylands, Bryne Lane, Padbury, Buckingham, GB	
Brief Description of Goods/Services/Grant:		Traffic Count Software as a Service	

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 checked="" 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. Higher Education 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’s Traffic Monitoring Section is responsible for the collection of all types of traffic count data and for the maintenance of a statewide traffic volume database. The Department’s traffic count season runs from March to March each year with the traffic count data collected between April and November, and post-season processing occurring between November and March. The current contract end date of May 31 is in the middle of the 2026 count season. The Department is extending its contract with Drakewell Inc. for an additional 10 months through March 2027, aligning with the completion of the 2026 count season. Drakewell will support the Department’s collection of raw traffic count data from permanent and temporary count sites and support the Department’s processing of the data to produce traffic statistics for the entire 2026 count season.

The Department utilizes traffic statistics to manage the State’s transportation system, to obtain federal funding, and to comply with State and Federal management and reporting requirements. The information also has a pivotal role in the decisions that are made within the Department, as well as cities, towns and MPOs that use the data in design, legislation, maintenance, operations, finance, planning, and safety.

For the 2026 count season, the Department requires additional auto polling technologies to collect traffic count data for Weigh in Motion sites and Continuous Turning Movement Counters. The additional auto polling technologies improve safety for crew working on the road, support the Department’s ongoing road and infrastructure design and planning efforts, and is more cost effective than manual collection. Specifically for the 2026 count season the Department is adding:

1. Drakewell’s WIM (Weigh in Motion) module for the existing 16 WIM locations to allow the Department to automatically poll data from traffic recorders eliminating time-intensive manual downloading, processing, and report generation. This will significantly reduce staff hours and minimize human error and improve data consistency.
2. An additional 89 Continuous Turning Movement Counters (CTMs) that allow the Department to automatically poll and process data collected from overhead traffic signal equipment from intersections that are otherwise difficult for crew to access.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the solicitation (RFP/RFA/RFQ) number if applicable.

This amendment extends the existing contract with Drakewell through the 2026 count season. Drakewell Inc. was awarded a contract with extensions through competitive procurement, RFP 201711193.

In November 2025, the Department released RFP 202510141 to acquire a SaaS to continue to support the 2026 count season and beyond. A Request of Stay/Appeal of the award was requested, and the Department withdrew the conditional award and RFP in March 2026.

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 monthly rate per item for the additional 10 months is less than a 1.5% increase over prior rates. The Department considers the rates to be fair and reasonable.

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

The Department is preparing to re-release an RFP (target Q2 2026) to support the 2027 traffic count season and beyond.

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) or (026) – 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

Maine law contains Conflict of Interest statutes directed to State Departments, State Officers, and Employees Generally under MRS [Title 5, §18](#) and [§18-A](#), in harmony with MRS [Title 17, §3104](#).

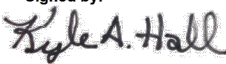
The requesting department’s signatory affirms, understands, and acknowledges Maine’s Conflict of Interest statutes and, in accordance with those statutes and to the best of their knowledge, has determined that no conflict of interest exists at the time of this contract, renewal, or amendment.

PART VI: APPROVALS

Governor/Department Commissioner or Designee

1. The signature below indicates approval of this procurement request.

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

Signed by:

519A1171F8B0463...

Typed Name: Kyle Hall

Date: 4/1/2026

2. Additional signature required **ONLY if box E (Emergency) is selected in PART II**. The signature below indicates approval by the Department’s Commissioner, or the designee specifically authorized to approve emergency procurement requests.

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

Typed Name:

Date:

****OSPS Section Only****

Signature of DAFS Procurement Official:	Signed by: <i>Marcello Genovese</i> <small>E2CD3BD47EBC4FB</small>	
Typed Name:	Marcello Genovese	Date: 4/1/2026