

State of Maine Waiver of Competitive Bidding Request Form

Form Instructions: Please provide the requested information in the white boxes below. This form is to precede all contract requests that are not the direct result of a competitive bid process.

Requesting Department's Contract Administrator:	Mark McCarthy	Office/Division/Program of Contract Administrator:	Corrections / Central Office Administration
Est. Contract Amount:	\$ 70,240.46	Contract or RQS Number:	RQS 03A 20190503*1175
Proposed Start Date:	May 10, 2019	Proposed End Date:	June 30, 2019
Vendor/Provider Name, City, State:		Johnson Controls Westbrook, ME 04092-3824	
Short Description of Good or Service:		Camera replacement/upgrades	
Please note, for transparency purposes, Waivers of Competitive Bidding will be publicly posted. Public postings are placed on the Division of Procurement Services website for a period of seven consecutive calendar days.		To be completed by the Division of Procurement Services Posting dates on Division of Procurement Services website: From: <u>05/08/19</u> To: <u>05/14/19</u>	
Notice of Intent to Waive Competitive Bidding Number:		NOI# 0520190589	
1. Statutory Justification			
State of Maine statute (5 M.R.S. §1825-B(2)) allows waivers of competitive bidding only for the specific reasons listed below. Please mark the appropriate box (X) next to the justification which applies to this specific request.			
<input type="checkbox"/>	A. The procurement of goods or services by the State for county commissioners pursuant to Title 30-A, section 124, involves the expenditure of \$2,500 or less, and the interests of the State would best be served;		
<input type="checkbox"/>	B. The Director of the Bureau of General Services is authorized by the Governor, or the Governor's designee, to make purchases without competitive bidding because, in the opinion of the Governor or the Governor's designee, an emergency exists that requires the immediate procurement of goods or services;		
<input type="checkbox"/>	C. After reasonable investigation by the Director of the Bureau of General Services, it appears that any required unit or item of supply, or brand of that unit or item, is procurable by the State from only one source;		
<input checked="" type="checkbox"/>	C. After reasonable investigation by the Director of the Bureau of General Services, it appears that any required unit or item of supply, or brand of that unit or item, is procurable by the State from only one source;		

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	D. It appears to be in the best interest of the State to negotiate for the procurement of petroleum products;
	E. The purchase is part of a cooperative project between the State and the University of Maine System, the Maine Community College System, the Maine Maritime Academy, or a private, nonprofit, regionally accredited institution of higher education with a main campus in this State involving: (1) An activity assisting a state agency and enhancing the ability of the university system, community college system, Maine Maritime Academy, or a private, nonprofit, regionally accredited institution of higher education with a main campus in this State to fulfill its mission of teaching, research, and public service; (2) A sharing of project responsibilities and, when appropriate, costs;
	<i>If citing the above justification for this sole source request, please note that the specific approval of the Governor's Office is required, in accordance with Executive Order 26 FY 11/12, "An Order to Enhance Competitive Bidding". The approval must be documented on DAFS/BGS/Division of Procurement Services "GOVCOOP" form, found here: http://www.maine.gov/purchases/info/forms/govcoop.doc.</i>
	F. The procurement of goods or services involves expenditures of \$10,000 or less, in which case the Director of the Bureau of General Services may accept oral proposals or bids;
	G. The procurement of goods or services involves expenditures of \$10,000 or less, and procurement from a single source is the most economical, effective and appropriate means of fulfilling a demonstrated need.
	If a different authorization specifically allows for this non-competitive procurement, please provide that reference here:

Please note that the following four points below (#2 through 5) all require a response.

2. Description of Specific Need
 Please identify, and fully describe, the specific problem, requirement, or need the resulting non-competitive contract would address and which makes the goods or services necessary. Explain how the requesting Department determined that the goods or services are critical and/or essential to agency responsibilities or operations.

The work encompassed under this procurement involves two MDOC facilities: Maine State Prison (MSP) and Bolduc Correctional Facility (BCF). Currently Maine State Prison (MSP) primary CCTV servers do not have fail over functionality. Johnson Controls recommends adding an additional FLIR 104TB server to the pool of existing servers to help provide fail over functionality. This solution gives MSP the ability to fail over 104 cameras if a primary server fails.

SCOPE OF WORK - MSP
 -Furnish, install, and commission one (1) USS-ENT-120H5-104 Primary Server
 -Furnish, install, and commission fifty (104) LAT-FOC Failover channel licenses
 -Furnish, install, and commission one (1) LAT-FODS Fail Over Directory License
 -Update FLIR software from 7 to Latitude 8 on servers and OWS

Bolduc's DVTel primary video camera server (30TB) crashed and is inoperable at this time. Johnson Controls has moved all existing forty-seven (47) cameras to the back-up server (10TB) which is a refurbished machine and was only intended to be a back-up. Given the much smaller 10TB

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machine video storage retention is only 8-9 days at present (industry standard is 90 days). Further, there is no redundancy or fail over capabilities at the present time.

SCOPE OF WORK - BCF

- Furnish, install, and commission one (1) USS-ENT-80H5-64 Primary Server
- Furnish, install, and commission fifty (50) LAT-FOC Failover channel licenses
- Furnish, install, and commission two (2) USS-WKS-QM Monitor Workstations
- Furnish, install, and commission one (1) LAT-FODS Fail Over Directory License
- Update FLIR software from 7 to Latitude 8 on servers and OWS

The proposed upgrades will remedy these deficiencies at both facilities.

3. Availability of other Public Resources

Please explain how the requesting Department concluded that sufficient staffing, resources, or expertise is not available within the State of Maine's government, or other governmental entities (local, other state, or federal agencies) external to the requesting Department, which would be able to address the identified need more efficiently and effectively than the identified vendor.

Maine State government is not equipped to provide such specialty services, nor is the Department aware of any other government entity capable of providing this service.

4. Cost

Since a waiver of competitive bidding is being requested for this procurement, please explain how the requesting Department concluded the negotiated costs, fees, or rates are **fair and reasonable**.

Johnson Controls provided costs based on Sourcewell (formerly NJPA) pricing that is either at or below that level. This is significantly less than purchasing on the open market.

5. Future Competition

Please describe potential opportunities which may be available to foster competition for these goods or services in the future.

The requested product was competitively bid under the Sourcewell (formerly NJPA) national agreement, with associated discount pricing being extended through this procurement. Given the proprietary nature of the product and the Department's need to have a seamless, integrated system, it is unlikely the Department will seek outside bids in the near term.

Please note that only one of the two points below ("Uniqueness" or "Timeframe") requires a response. Requesting Departments are not required to respond to both points.

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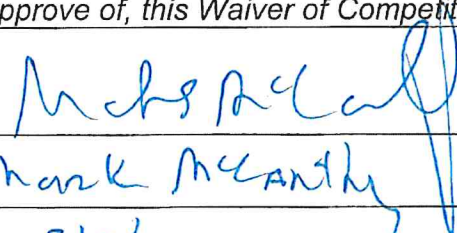
6. Uniqueness

Please explain if the goods or services required are unique to a specific vendor. Describe the unique qualifications, abilities, and/or expertise of the vendor and how those particular unique factors address the specific need identified above. If the vendor has unique equipment, facilities, or proprietary data, also explain the necessity of these particular unique assets.

The Department is currently under contract for the preventative maintenance and support services with Johnson Controls. It is imperative to develop and maintain an integrated security system that is reliable in a correctional setting. From an operational and maintenance standpoint, it is prudent to install equipment and software consistent with what we already have in place. It would become very problematic to intermingle and differentiate current security systems with new ones.

7. Timeframe (Complete only if B. is the Statutory Justification marked on Page 1)

Please explain if time is of the essence and an emergency exists which requires the immediate procurement of goods or services. Describe the nature of this emergency, provide the date by which the goods or services must be delivered, and explain how that date was determined and its significance (i.e. impact if delayed beyond this date). Also, provide information as to how it was determined this vendor is the best option to address this time-sensitive procurement.

Signature of requesting Department's Commissioner or Chief Executive (or designee within the Commissioner's Office):	<i>By signing below, I signify that my Department requests, and I approve of, this Waiver of Competitive Bidding.</i>
Printed Name:	 Mark McEnty
Date:	5/3/19