

State of Maine Procurement Justification Form

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 website (Forms page) for additional instructions.

PART I: OVERVIEW

Department Office/Division/Program:		DOL/BRS/DBVI		
Department Contract Administrator or Grant Coordinator:		Annette Stevens		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$ 42,600.00	Advantage CT / RQS #:	20200428000000003013	
CONTRACT	Proposed Start Date:	5/15/2020	Proposed End Date:	12/31/2020
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:		Sky's the Limit Communications LLC		
Brief Description of Goods/Services/Grant:		ACE ACADEMY ONLINE-prevocational and personalized curriculum for Maine clients who are blind and visually impaired to be delivered in a virtual online format.		

PART II: JUSTIFICATION FOR VENDOR SELECTION

Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)

	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
x	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

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PART III: SUPPLEMENTAL INFORMATION

Please respond to ALL of the following:

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

DBVI typically provides ample summer programs to blind and visually impaired youth and adults many of which have both an advocacy component as well as a vocational component. Due to environmental barriers for 2020, DBVI would like to contract with Sky's the Limit Communications LLC to provide a virtual online program to help keep DBVI clients moving towards employment. This is a nationally recognized program that will be tailored to Maine clients. This will allow DBVI to continue to provide innovated programming, as well as keep DBVI in alignment with the Workforce Innovation and Opportunity Act as amended.

Each ACE Academy Jumpstart module is uniquely engaging and fully accessible. Participants will develop essential competencies which will prepare them to live confident, independent lives in a sighted world. During ACE Jumpstart Academy Online students or adults who are blind or have low vision will collaborate with their peers as they prepare for success in school and future work life. During these interactive, online programs, participants are coached and mentored by successful blind professionals. These courses include accessible interactive lessons and activities to help participants develop essential pre-employment skills, for both transition students and adult job seekers. During the workshops students will:

- examine their job readiness
- refine and improve their work readiness social skills
- assess their progress in four important areas-- work readiness, wellness, friendships and fun
- inventory personal skills and their strengths, skills and accomplishments to date, and consider options for their future
- discover opportunities to self-advocate in school, in the community and at work

Each of the ACE Jumpstart Academy workshops culminate in an important capstone project.

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

David DeNotaris, of Sky's the Limit Communication LLC, has over 25 years of professional experience assisting public and private sector organizations transform obstacles in to opportunities. He is the former State Director of Vocational Services for Pennsylvania.

David has planned, designed, and delivered customized trainings for state/federal agencies, college/universities, community agencies and employers nationally. David has delivered presentations for intimate groups of thirty to capacity crowds of over seventeen thousand.

David's education credentials include:

M.A. Administration Supervision, Leadership, Training and Development, Montclair State University

B.A. Speech Communication, East Stroudsburg University

Certified Public Manager (CPM), Fairleigh Dickinson University

David's Publications include:

Scholastic Publications; Exceptional parent Magazine; Associated Press International; USA Today; Washington Post; Newark Star Ledger; Bergen Record; Charleston, SC Business Review; Comcast One on One (TV); WFME (Family Radio); "Keep Your Ear On The Ball" (children's book) Tilbury House Publishers

David's past clients include:

Educational Testing Services (ETS); Seton Hall University; United States Army; National Aeronautic Space Administration (NASA); Penn State University; University of Scranton; Temple University; SAP/Philadelphia Eagles Autism at Work Program; Maine Division for the Blind and Visually Impaired

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PART III: SUPPLEMENTAL INFORMATION

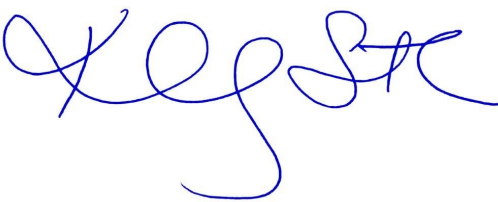
3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

David has a fee structure for his trainings and is a nationally known speaker and trainer. DBVI negotiated with David in order to provide this online personalized curriculum to a group of Maine clients in an online format versus an in-person instructional method. There will be no transportation costs or reimbursements for this online academy.

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

It is not known at this time if this online Academy will be provided in the future, as the structure of the program may change given environmental barriers we are experiencing at this present time.

PART IV: APPROVALS

Signature of requesting Department's Commissioner (or designee):	<i>By signing below, I signify that I approve of this procurement request.</i>		
			
Printed Name:	Laura A Fortman, Commissioner	Date:	5/7/2020
Signature of DAFS Procurement Official:	DocuSigned by: <i>Kathy Paquette</i>		
Printed Name:	41C2BA36FAF44CD... Kathy Paquette	Date:	5/8/2020