



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 \$5,000 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:                     |                      | DPS/Maine Capitol Police   |                                 |  |
| Department Contract Administrator or Grant Coordinator: |                      | Matthew M. Clancy  |                                 |  |
| (If applicable) Department Reference #:                 |                      |  |                                 |  |
| Amount:<br>(Contract/Amendment/Grant)                   | \$ \$6,061.00        | Advantage CT / RQS #:  | RQS 16A<br>20250409000000001469 |  |
| 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:              |                      | Reveal Media 13420 Reese Blvd. W. Suite 13<br>Huntsville, NC 28078 |                                 |  |
| Brief Description of Goods/Services/Grant:              |                      | 8 Body Cameras, 1 Docking Station and 1 Power Supply Unit.         |                                 |  |

| 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.

In 2019, Chief Russell Gauvin of Capitol Police selected "Reveal Media" as our vendor to provide a body worn camera system for our officers. He got information about them from the Maine State Prison who had used the cameras and were very satisfied with them. He did comparison pricing with AXON brand body cameras at that time and selected Reveal as the vendor he wanted to use. At that time, we did not need a PJF as the initial outlay was not over \$5,000. We were the first state law enforcement agency to implement a body worn camera program. We now need to purchase more cameras to outfit new officers being hired. An additional docking station is also required to support the additional units. We remain happy with this vendor and are NOT seeking to change to an alternative system. The Reveal system is maintained in a dedicated computer at our headquarters with their proprietary software installed and functioning to our satisfaction. This system includes a redaction module which is also proprietary to Reveal Media cameras. The Bureau is adding police officer positions and as such we require more cameras and only Reveal Media cameras are compatible with our Reveal systems supporting software and hardware.

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

Reveal Media was selected in 2019 to be the vendor for the Bureau's body worn camera program. This request seeks authorization to purchase additional cameras from our previously selected vendor. It is not fiscally feasible to contemplate a full system migration to another product. It would be cost prohibitive to purchase an entire new system, with related software and hardware compared to merely adding additional cameras from the current vendor to outfit new personnel.

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

We did look at Reveal's competition, AXON, for a comparison of rates. If we were to purchase 8 new AXON brand cameras and one of the AXON docking stations, it would be at least \$11,430.90. (\$899 per camera and \$1,638 per docking station, plus \$2,600 in licensing fees) rather than the \$6,061 that we are requesting.

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

In the future, when we need to add additional body cameras to our current supply, we will review again check other vendors to see if we can get them at a more competitive price

### 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**

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 signatory understands and acknowledges Maine's Conflict of Interest statutes.

**PART VI: APPROVALS**

The signatures below indicate approval of this procurement request.

|  |  |       |              |
|--|--|-------|--------------|
| Signature of requesting<br>Department's Commissioner<br>(or designee): | <b>Signature:</b> <i>Derek A. Gorneau</i><br><b>Email:</b> derek.gorneau@maine.gov |       |              |
| Typed Name:  |  | Date: | May 20, 2025 |
| Signature of DAFS<br>Procurement Official:                             | DocuSigned by:<br><i>Joseph Zrioka</i><br><small>FA813178102243C</small>           |       |              |
| Typed Name:  | Joseph Zrioka, Director of IT Procurement  | Date: | 5/20/2025    |






# Reveal Media PJF Final 05-14-2025

Final Audit Report

2025-05-20

|                 |  |
|-----------------|--|
| Created:        | 2025-05-20                                   |
| By:             | Beth Olsen (beth.e.olsen@maine.gov)          |
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