



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:		Environmental Protection/Bureau of Air Quality/Div. of Licensing and Compliance	
Department Contract Administrator or Grant Coordinator:		Lisa Higgins	
(If applicable) Department Reference #:		Click or tap here to enter text.	
Agency Department Code:	06A	Advantage CT / RQS #:	20260513*1727
Amount: (Contract/Amendment/Grant)	\$109,000 010-06A-0250-10		
CONTRACT	Proposed/Original Start Date:	5/13/2026	Proposed/Most Recent End Date: 12/31/2026
AMENDMENT	New Effective Date:		New End Date (if Applicable):
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		Teledyne FLIR Commercial Systems, Inc., Hudson, NH	
Brief Description of Goods/Services/Grant:		FLIR Optical Gas Imaging Camera Gx320	

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. 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 state legislature appropriated money for the DEP to purchase an OGI camera to be used to help implement the Petroleum Storage Terminal regulations and to assist in finding process leaks leading to odors and potential chemical exposures to nearby communities.
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.	
	<p>The Department evaluated two other cameras before making this decision. The OGI camera we selected, the Teledyne FLIR Gx320, is the most common camera used for this type of activity which is important for consistency purposes.</p> <p>In addition to the FLIR Gx320, we evaluated the Op-Gal EyeC-Gas unit and the Konica Minolta unit. Konica Minolta does not make intrinsically safe OGI cameras. Since all our petroleum terminals and natural gas compressor stations require intrinsically safe OGI cameras, we did not give further consideration to this camera. We tested both the FLIR Gx320 and the OpGas EyeC-Gas cameras. The FLIR unit was easier to focus and use than the Op-Gal unit having an easy-to-understand touch screen. The FLIR has a viewfinder and an adjustable screen while the OpGas unit has a fixed screen requiring you to move to adjust the view.</p> <p>Unlike the OpGas unit, the FLIR unit does not require multiple filters to read different types of gases. Teledyne FLIR is the leading manufacturer of this type of equipment in the world. We feel they are in the best position to offer the long-term service and training we need for this type of equipment. In addition, the headquarters for FLIR is in New Hampshire reducing shipping time for repairs. Most repairs can be done at the Hudson, NH location with only major repairs (cooler failures) being sent back to Sweden. For the OpGal units, repairs are done in Texas with major repairs done in Isreal.</p> <p>Training is periodically offered through its office in coordination with NESCAUM (a regional organization of which we are a member).</p> <p>(See attached written justification and quote from the vendor).</p>
3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.	
	The MSRP for the unit is ~\$120,000; the quoted price is \$109,000 including an extended warranty. When we looked at other units, we found that they were not intrinsically safe, not as easy to use, did not quantify gas emissions without additional software or equipment, are not in use in Maine facilities or in the northeast, and may be affected by global challenges in obtaining repair services and spare parts.
4. Describe the plan for future competition for the goods or services.	
	Teledyne FLIR is located in New Hampshire with manufacturing facilities in Sweden. Teledyne provides training on Optical Gas Imaging cameras as well as certification through their Infrared Training Center (ITC); NESCAUM, a regional state organization, typically hosts training on this

PART III: SUPPLEMENTAL INFORMATION

particular brand of camera for free (which typically costs \$2000). Most repairs can be done at the Hudson, NH location with only major repairs (cooler failures) being sent back to Sweden. We would like to purchase an additional three-year warranty. This would provide us with 5 years of coverage on the unit. This additional coverage amount was added to the quote from FLIR.

In the event we have the need to purchase an additional optical gas imaging camera in the future, we will determine the specifications needed for the equipment at that time and if there are multiple vendors that can supply a camera meeting the desired specifications, then we will follow a competitive bidding process.

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

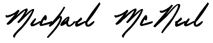
1. The signature below indicates approval of this procurement request.

Signature of requesting Department’s Commissioner (or designee):		05/20/2026
Typed Name:	Melanie Loyzim, Commissioner	Date:

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:	DocuSigned by: 		
Typed Name:	Michael McNeil	Date:	5/20/2026

NOI 0520260318 5/21-5/27