



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:		DEP, Water Bureau, Division of Water Quality Management		
Department Contract Administrator or Grant Coordinator:		Brandy King		
(If applicable) Department Reference #:				
Agency Department Code:	06A	Advantage CT / RQS #:	RQS# 20260506*1704	
Amount: (Contract/Amendment/Grant)		\$19,728.09		
CONTRACT	Proposed/Original Start Date:	3/18/2026	Proposed/Most Recent End Date:	5/18/2027
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:		Skydio, Inc 3000 Clearview Way Bldg. E San Mateo, CA 94402 VS0000025842		
Brief Description of Goods/Services/Grant:		Skydio X10 Unmanned Aerial Vehicle for construction inspections, CSO outfall inspections, and presentation/report photos		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
☐	A. Competitive Process	☐	G. Grant
☐	B. Amendment	☐	H. State Statute/Agency Directed
☒	C. Single Source/Unique Vendor	☐	I. Federal Agency Directed
☐	D. Proprietary/Copyright/Patents	☐	J. Willing and Qualified

☐	E. Emergency	☐	K. Client Choice
☐	F. Higher Education Cooperative Project	☐	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 Clean Water State Revolving Fund (CWSRF), under the Department of Environmental Protection (DEP), is seeking to increase its capabilities by purchasing an Unmanned Aerial Vehicle (UAV). CWSRF will use the UAV to take pictures and videos of wastewater treatment projects that it has funded for its reports, presentation, and website. These images will be for public-facing uses. The UAV will be a valuable tool for a range of applications including but not necessarily limited to: • Supporting complex project inspections where visibility into the top of a structure might be limited from available vantage points. • Monitoring dye testing and CSO outfall locations when requested by the utility owner for their support. • Inspecting CSO storage tanks and deep wet wells when requested by the utility owner for their support. • Tracking construction progress for the variety of large wastewater treatment facility upgrades currently being funded. • Capturing high quality visuals for public presentations and reports that would otherwise be difficult or impossible to obtain.	
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.	
Based on our use case, Massachusetts Department of Transportation (Mass DOT), who has a much more robust UAV program than Maine DEP, recommended Skydio UAV's among others (such as DJI and Autel) that either failed to pass the OIT new hardware vetting process, or were unnecessarily large and/or expensive while missing important features at this price point. Mass DOT utilizes these Skydio UAVs for bridge inspections due to their high quality, reliable performance, and compact size. Skydio has proprietary software and hardware that is beneficial with inspecting complicated structures, such as onboard autonomy (NVIDIA Jetson-based) with real-time 3D environmental understanding and obstacle-aware navigation that enables autonomous inspection capture, and 3D mapping indoors and outdoors with substantially reduced pilot workload. This allows repeatable, high-quality inspection datasets on complex structures (including viewpoints behind/under/around assets) that are difficult and/or dangerous to capture consistently with conventional manually-flown systems. X10 also combines high-resolution RGB (64 MP) and high-sensitivity thermal (640×512, 30 mK) to support construction and environmental inspection documentation. The high sensitivity thermal camera is an uncommon addition at this price point and the only known OIT compliant one that would allow readings of the surface water temperature which would benefit dye and mixing studies. Additionally, the close-proximity/low-light inspection capabilities via sensor options that include	

PART III: SUPPLEMENTAL INFORMATION

integrated illumination would allow low light or enclosed inspections. The X10/UAV offers a compact frame that is, to our understanding, not offered with other UAV's that are on OIT's approved UAV blue list at the same price point, while offering the same software and hardware quality necessary for accurate construction inspections in a variety of conditions. This collection of software and hardware features described above would allow for the inspection of dark enclosed systems, such as CSO storage tanks and deep wet wells, without putting staff at risk. Since construction inspections can require moving to various locations along waterbodies, the compact size of the UAV will allow one operator instead of multiple when the situation allows it, reducing staffing costs. To our knowledge no other UAV manufacturer offers these capabilities at a competitive price point.

Skydio drones offer flexibility that other manufacturers don't offer for the same price point while meeting OIT's vetting process. One such flexibility would be the ability to collect point cloud data which could be added to our lidar point clouds in our GIS systems. This adds additional flexibility to our construction inspections if the need arises in the future. To our knowledge, there are no other UAV's at this price point with OIT NDAA compliant thermal cameras that would allow increased utility and data collection when inspecting dye testing/mixing studies.

Other departments within the state of Maine currently possess or are seeking to purchase Skydio drones for their use cases. Having multiple drones of the same manufacturer would allow for transfer of system knowledge between departments more easily, as well as allow for maintenance, shared training costs, and possibly replacement parts to be standardized.

Many other competitors that we tried to solicit failed the OIT security screening process such as DJI Mavic/Matrice, The Anzu Robotics Raptor, ACSL Solten, among others due to many using Chinese hardware and or software that was deemed a security threat and/or not USA based for legal proceedings. The Skydio X10 is encrypted to AES-256 specifications. Skydio devices are proprietary technologies and USA-based.

In summary, procuring a Skydio drone will offer system security, ease cross department training opportunities and costs instead of requesting training from multiple drone manufacturers, at a price point that, to our knowledge, cannot be matched while meeting OIT's strict vetting process. All Skydio firmware is digitally signed and encrypted. We are unaware of any other devices with the same "American" made features and tools that would work and provide the same results in place of the Skydio platform and software package at a competitive price point.

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

The pricing offered for the drone system is fair, reasonable, and competitive with the enterprise drone market for portable, autonomous multi-rotor systems focused on construction inspection applications. The Skydio quote price for the drone alone is \$16k, and other comparable systems on the market we found range from \$12k-\$20k+. For comparison, a DJI Matrice 350 RTK bundle costs between \$25k-\$30k while also lacking key features and benefits and failing OIT's vetting process. Whereas a Blue UAV approved drone such as the Inspired Flight IF800 Tomcat starts at \$23K+ without any accessories, including the bare minimum high-quality camera. Examples of missing

PART III: SUPPLEMENTAL INFORMATION

features from these UAV's include – Compact UAV frame which will allow reduce manpower and safety risk involved with transporting a much larger UAV for flights around a construction site. - Autonomous flight & obstacle avoidance: Skydio has advanced AI that greatly reduces the chances of crashing into structures, where DJI is only semi-autonomous and requires pilot input in complex construction inspections, and the Inspired Flight IF800 Tomcat has no obstacle avoidance sensors. Nighttime operation capacity: Skydio can avoid possible crashes in dark situations where other models cannot. US based security: Skydio is NDAA compliant and contains no foreign components, whereas DJI Matrice has a Chinese origin with potential cybersecurity risks, which was a sticking point for OIT vetting. The US-made certification ensures data integrity, as well as admissibility in court, and avoids compliance hurdles for state agencies. We estimate it would cost somewhere between \$25k - \$60K for a comparable bundle that would still be lacking necessary features and/or pose obstacles regarding portability and manpower.

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

Regular market research is ongoing, with UAV's evolving at an incredibly fast pace. The Maine DEP will work to stay up to date with emerging technologies regarding these specific applications. If other compatible technology and service plans from other vendors become available in the future, DEP will use statutorily correct competitive bid processes to procure new UAV equipment or services.

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):*David R. Madore for Melanie Loyzim* 05/20/2026

Typed Name:

Melanie Loyzim, Commmissioner

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:

Thomas Paquette

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Typed Name:

Thomas Paquette

Date:

5/28/2026