



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:		Office of State Fire Marshal	
Department Contract Administrator or Grant Coordinator:		Fire Marshal Shawn Esler	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 30,550.00	Advantage CT / RQS #:	RQS 20250416*1499
CONTRACT	Proposed Start Date:	5/1/2025	Proposed End Date: 6/30/2025
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:		Valorence LLC DBA Covert Law Enforcement 649 N 170 E Smithfield, UT 84335	
Brief Description of Goods/Services/Grant:		2 Pole Cameras	

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.

Pole cameras are required for surveillance at certain locations under investigation by the Fire Marshal's Office. There is not enough manpower or resources to provide in person surveillance. The Fire Marshal's Office currently operates 3 of these cameras. These cameras have provided top notch surveillance in the most extreme weather conditions, to include extreme heat and subzero temperatures with no issues. The resolutions of the video are very important to ensure quality evidence is collected and can be used later in a court of law.

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

Covert Law Enforcement is the leading agency for law enforcement pole cameras across the country, due to their advanced, state-of-the-art technology and outstanding technical & customer support. They provide a 24/7/365 technical support, that could be crucial in emergency circumstances at a scene where video footage is pivotal to the investigation. We have needed to utilize their technical support multiple times, and they have been outstanding.

The current operating software is a system called Axis Companion. This system is already installed on our computers and allows us direct access to all the cameras and recordings. If we were to switch to another system, that would require us to add/purchase another software program and requires us to monitor and maintain two programs and could add extra cost. The investigators would also require training on a new system.

Our current pole cameras use internet connectivity by a U.S. Cellular SIM card. Other cameras will not operate on the U.S. Cellular system, as most southern states do not use U.S. Cellular. Using another cellular carrier in the remote areas of Maine could limit where the cameras can be deployed, if at all.

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

When the Fire Marshal's Office originally purchased the three current pole cameras in 2022 it went out to competitive bid. Covert Law Enforcement was the company that was selected as a result of that competitive bid process. Comparing the cost of the cameras in 2022 to now there is a 25% increase in cost. Due to the state of the economy and cost of materials this was deemed fair and reasonable by State Fire Marshal Esler. This is also the only company that can provide the quality pole cameras required that will be compatible with our current pole cameras, US Cellular SIM cards and Axis Companion software.

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

If this purchase is needed in the future, the Fire Marshal's Office will use a competitive bid process.

PART III: SUPPLEMENTAL INFORMATION

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.

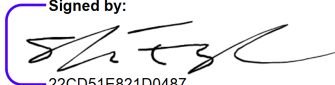
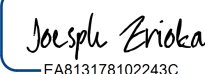
PART V: CONFLICTS OF INTEREST (COI); CONTRACT WITH THE STATE

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 Department’s Commissioner (or designee):	Signed by:  22CD51E821D0487...	
Typed Name:	Shawn Esler, Fire Marshal	Date: 6/2/2025
Signature of DAFS Procurement Official:	DocuSigned by:  EA813178102243C...	
Typed Name:	Joseph Zrioka, IT Procurement Director	Date: 6/2/2025