



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: | | Transportation/Maintenance and Operations/ Traffic | | | |
| Department Contract Administrator or Grant Coordinator: | | Aaron C Buotte | | | |
| (If applicable) Department Reference #: | | 39069 | | | |
| Amount: (Contract/Amendment/Grant) | | \$ 165,840 | Advantage CT / RQS #: | | 20180514000000003551 |
| CONTRACT | Proposed Start Date: | Click or tap to enter a date. | | Proposed End Date: | Click or tap to enter a date. |
| AMENDMENT | Original Start Date: | 5/11/2018 | | Effective Date: | 6/1/2025 |
| | Previous End Date: | 5/31/2025 | | New End Date: | 5/31/2026 |
| GRANT | Project Start Date: | | | Grant Start Date: | |
| | Project End Date: | | | Grant End Date: | |
| Vendor/Provider/Grantee Name, City, State: | | Drakewell Inc, Maylands, Bryne Lane, Padbury, Buckingham, GB | | | |
| Brief Description of Goods/Services/Grant: | | Traffic Count Software as a Service | | | |

| 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 checked="" 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.

This Software as a Service (SaaS) provides the Department's traffic counts. It consumes the traffic data collected in automated and manual counts at our permanent and temporary count sites and processes the data to produce various traffic statistics used by the Department for managing the transportation system and capital funding program, obtaining Federal funding, and complying with State and Federal management and reporting requirements.

- Drakewell is responsible for the polling, processing, and reporting of all Continuous Count Sites (CCSs). These sites are used to calculate seasonal factors for the production of Annual Average Daily Traffic (AADTs). The Department is required to submit these CCS monthly to Federal Highway Administration (FHWA) to support national transportation policy development and the appropriation of funding to the State of Maine from U.S. Highway Trust Fund.
- The Department must continue the existing software licensing of Signalized Junctions for 104 Turning Movement Counters (TMCs). This is to allow the processing of data collected from overhead traffic signal equipment, allowing us to count previously near-inaccessible urban intersections. The improved data has a direct impact on our federal funding allocation, safety program, and maintenance investments as well as improving site safety and costs for urban traffic counting.
- Drakewell plays a key role in the ability for Traffic Monitoring to perform its day-to-day functions. The information that is collected, processed and reported has a pivotal role in the decisions that are made within the Department, as well as cities, towns and MPOs that use the data in design, legislation, maintenance, operations, finance, planning, and safety. As Maine Traffic Monitoring follows a 3-year rotation in count zones, any gap in 2025 data collection would result in decisions impacting roadway users being based on outdated information.

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

Drakewell was awarded the contract resulting from RFP 201711193. During this one year extension the Department will continue required data collection and submission to Federal Highway Administration (FHWA).

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

The Department has reviewed costs for a similar solution used by another state and determined that the annual SaaS rate increase is considered fair and reasonable at 3.03%. The costs of the End of Year Process Module remains the same as the previous contract period 6/1/2024-5/31/2025.

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

The Department has initiated competitive procurement activities for a new Traffic Count Solution contract.

The Department is 1.) reviewing similar services provided to other states and 2.) has drafted an RFP which is targeted for release during the summer of 2025. The Department plans to have a new contract in place before the end of this amendment.

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):DocuSigned by:

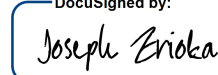
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Typed Name:

Bill Pulver

Date:

6/4/2025

Signature of DAFS
Procurement Official:DocuSigned by:

FA813178102243C

Typed Name:

Joseph A. Zrioka, Director of IT Procurement

Date:

6/4/2025