



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:		Department of Public Safety – Maine State Police Crime Lab		
Department Contract Administrator or Grant Coordinator:		Lt. Michael Zabarsky Alexander Gibson		
(If applicable) Department Reference #:		N/A		
Agency Department Code:	16A	Advantage CT / RQS #:	20260527*1815	
Amount: (Contract/Amendment/Grant)		\$28,246.00		
CONTRACT	Proposed/Original Start Date:	8/1/2026	Proposed/Most Recent End Date:	10/31/2027
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:		Faro Technologies Inc 250 Technology Park Lake Mary, FL 32746 630-768-5093 Michael Mangano - Michael.Mangano@ametek.com		
Brief Description of Goods/Services/Grant:		FOCUS Complete Care Annual maintenance and upgrades for 3 Crime Lab/ERT LiDAR scanners. As well as Faro "SCENE" and Faro "ZONE 3D Expert" annual software upgrades and subscriptions for 5 computers, which operate the lidar scanning systems		

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.

This procurement is considered a single-source item due to the specialized and proprietary nature of the equipment and software required. The State Police and judicial process rely on FARO Focus Laser Scanners for the accurate 3D capture and documentation of crime scenes. These scanners provide precise measurements and detailed scene reconstructions that are essential for criminal investigations, forensic analysis, and courtroom proceedings.

The FARO "FOCUS Complete Care" service agreement ensures the scanners remain fully operational with minimal downtime by providing firmware updates, calibration services, repairs, and annual preventive maintenance necessary to maintain accuracy and reliability. Continued maintenance coverage also helps avoid potentially significant out-of-warranty repair costs.

In addition, the "ZONE" and "3D Expert" software subscriptions are critical components of the forensic workflow. These applications are required to process scan data, generate accurate 3D visualizations, and create virtual reality scene reconstructions used for investigative review and courtroom presentation. Without access to these software subscriptions and updates, the laboratory's ability to effectively process, analyze, and present scan data would be severely limited, potentially impacting investigative efficiency and judicial outcomes.

Maintaining these annual service and software agreements ensures continued access to current software functionality, technical support, and system updates necessary to support ongoing forensic and prosecutorial operations.

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.

FARO Technologies, Inc. was selected because it is the manufacturer and sole authorized provider of the FARO Focus Laser Scanner hardware, proprietary "FOCUS Complete Care" maintenance services, and the associated "ZONE" and "SCENE 3D Expert" software utilized by the Maine State

PART III: SUPPLEMENTAL INFORMATION

Police Crime Laboratory since 2019. These products and services are specifically designed to operate as an integrated system for the collection, processing, analysis, and presentation of 3D crime scene data.

The "FOCUS Complete Care" agreement is a proprietary support and maintenance program that provides required calibration, software and firmware updates, technical support, repairs, and annual maintenance for the agency's FARO LiDAR scanners. Likewise, the "ZONE" and "SCENE 3D Expert" software platforms are specialized FARO applications developed specifically for compatibility with FARO hardware and are essential for processing point cloud data, generating accurate 3D reconstructions, and supporting courtroom presentations and forensic analysis. FARO point cloud data is also integrated with the agency's Skydio UAV point cloud data to create enhanced demonstrative aids and comprehensive crime scene reconstructions, further emphasizing the need for compatibility within this proprietary ecosystem.

Continued use of FARO products and services ensures compatibility with existing equipment, maintains operational continuity, and avoids the substantial costs associated with replacing hardware, retraining personnel, and transitioning to a different platform. The agency has maintained a longstanding working relationship with FARO, and the company has consistently provided reliable customer support, responsive technical assistance, and cost-effective pricing compared to other terrestrial laser scanning solutions evaluated by the agency. FARO has also demonstrated a willingness to work within budgetary constraints while providing timely troubleshooting and technical support whenever needed.

In addition, the Maine State Police Crime Laboratory participates in collaborative training and operational exercises through relationships with NESPAC and other partner agencies that also utilize FARO systems. Maintaining compatibility with these agencies allows personnel to jointly train for major incidents, mass casualty events, and other large-scale investigations, ensuring interoperability and the ability to effectively assist one another during critical incidents.

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

The negotiated costs and rates are considered fair and reasonable based on the proprietary nature of the equipment, software, and support services being provided. FARO Technologies, Inc. has applied discounts totaling \$3,401.00 to the quoted pricing, resulting in a reduced overall cost to the State. Faro technologies has also helped meet Federal grant budget constraints.

In addition, the pricing is consistent with prior years' maintenance and software renewal costs and remains competitive when compared to the significant expense associated with replacing the existing equipment platform or transitioning to an alternative vendor. Maintaining the current FARO system also avoids additional costs related to replacement hardware, validating results, software migration, personnel retraining, and operational downtime during major criminal investigations.

PART III: SUPPLEMENTAL INFORMATION**4. Describe the plan for future competition for the goods or services.**

At this time, FARO Technologies, Inc. is the only vendor capable of providing the proprietary hardware support, maintenance services, software licensing, and updates required to maintain compatibility with the Maine State Police Crime Laboratory's existing FARO Focus Laser Scanner equipment. The current system relies on FARO-specific technology, software, and service agreements that are not capable of being provided or supported by any other third-party vendors.

The Maine State Police Crime Laboratory will continue to monitor developments in 3D forensic scanning technology and evaluate alternative products and service providers as they become available. Upon the existing FARO Focus Laser Scanner system reaching its end-of-life and requiring replacement, the Department will utilize all applicable State of Maine competitive procurement processes and statutory bidding requirements to solicit and evaluate available solutions. Should comparable and compatible technologies be available at that time, the procurement will be conducted through a fair and open competitive process to ensure the best value and operational capability for the State.

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):*Michael Sauschuck*

Typed Name:

Michael Sauschuck, Commissioner

Date:

6/4/2026

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:

Signed by:

Katie Boynton

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Typed Name:

Katie Boynton, Systems Analyst

Date:

6/10/2026

Updated Faro Annual Service PJF

Final Audit Report

2026-06-04

Created:	2026-06-04
By:	Alexander Gibson (Alexander.T.Gibson@maine.gov)
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"Updated Faro Annual Service PJF" History

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