

State of Maine Procurement Justification Form

PART I: OVERVIEW

Department Office/Division/Program:		Transportation/Planning/Aviation		
Department Contract Administrator or Grant Coordinator:		Jen Chisum, Mary Ann Hayes CS: Kim Lawrence		
(If applicable) Department Reference #:		TBD		
Amount: (Contract/Amendment/Grant)	\$325,000.00	Advantage CT / RQS #:	TBD	
CONTRACT	Proposed Start Date:	8/1/20	Proposed End Date:	12/31/2025
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:		Invisible Intelligence, LLC, Augusta, ME		
Brief Description of Goods/Services/Grant:		Aviation safety and data collection service		

PART II: JUSTIFICATION FOR VENDOR SELECTION

Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)

	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
x	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL INFORMATION

Please respond to ALL of the following:

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

MaineDOT is responsible under MRS Title 6 to oversee the aeronautical system in the state, including providing for safety and determining capital needs for the state's airports. Safety at General Aviation airports are largely dependent upon radio transmissions. There is currently little reliable information documenting activity at General Aviation airports, which is necessary to determine capital programming at the state and federal levels. The State needs to invest in a coordinated safety monitoring and activity data collection system in order to fulfill its statutory duties.

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PART III: SUPPLEMENTAL INFORMATION

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

Only one vendor in the U.S. offers a service that combines both radio transmissions and digital tracking capture (via Automatic dependent surveillance-broadcast, or ADS-B, required on larger planes) to enable efficient and effective safety monitoring and usage tracking at all Maine airports. Fortunately, this service is also available for a very reasonable price of under \$2000/year/airport. The company offering the service is Invisible Intelligence, LLC, headquartered in Augusta, Maine.

Prior to reaching this decision, MaineDOT surveyed the 32 airports that participate in the Airport Improvement Program of the Federal Aviation Administration (FAA) and raised the issue with the Maine Aeronautical Advisory Board (MAAB) which is responsible to advise the Department on aviation matters. A pilot program launched in 2014 at a smaller subset of airports to test an earlier version of the system limited to radio transmissions was also evaluated before determining that a continuation with the same vendor was desired and justified. Finally, a survey of other generally relevant available products on the market was conducted with references checked. There is no comparable product available at any price, much less a reasonable one.


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

The normal per airport price for the hardware product, software and server space is \$8,325.00 for five years. A software maintenance program typically costs 15% or \$1,250.00 for a total cost/airport of \$9,575.00. With the purchase of at least 25 systems, the vendor will offer a bulk purchase discount to the State resulting in a combined cost of approximately \$8,000.00/airport plus offer 2 sets of relevant software licenses to MaineDOT at no charge to enable system checking and necessary data analysis. We currently expect to have 32 systems installed. Once the procurement is approved, MaineDOT will seek further negotiated price advantages.

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

MaineDOT is a member of the National Association of State Aviation Officials (NASAO) and the American Association of State Highway and Transportation Officials (AASHTO) Council on Aviation. We work closely with both associations to stay informed of what commercial products are available and how well they are working. We are also informed by our airport managers and members of the Maine Aeronautical Advisory Board, which has a broad representation of knowledgeable industry professionals, as well as by the Federal Aviation Administration. A year before this contract is up, we will perform a review of what products are available. If new viable options have emerged by then, we will issue an RFP.

PART IV: APPROVALS

Signature of requesting Department's Commissioner (or designee):	<i>By signing below, I signify that I approve of this procurement request.</i>		
			
Printed Name:	Bruce A. Van Note	Date:	7/29/2020
Signature of DAFS Procurement Official:	<i>Laurie A. Andre</i>		
	<small>DocuSigned by: 81084A22906E4FB...</small>		
Printed Name:	Laurie A. Andre	Date:	8/17/2020