

State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of 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 Division of Procurement Services website (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		Department of Marine Resources		
Department Contract Administrator or Grant Coordinator:		Matthew Davis / Marge Morissette		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$ 7,818.50	Advantage CT / RQS #:	13A 20210730000000000127	
CONTRACT	Proposed Start Date:	07/27/21	Proposed End Date:	11/30/2021
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:		Innovasea, 20 Angus Morton Drive, Bedford, Nova Scotia, Canada B4B 0L9		
Brief Description of Goods/Services/Grant:		The purchase and shipment of one specially designed digital receiver with 2m cable, and 1-year license to fish tracking dashboard.		

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

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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.

Following the fatal shark attack that occurred in Maine during July of 2020, there has been increased public desire for a shark detection system at recreational areas to increase public outreach, fine tune safety messaging, and reduce further incidences. Use of real-time receiver equipment for public safety has been successfully implemented in several coastal states, yet Maine does not currently have a system in place for detecting instantaneous tagged shark activity. In May of 2021 the Department of Marine Resources, in partnership with the Department of Agriculture, Conservation and Forestry, was awarded a grant of \$15,275 to be used for buying the rigging and equipment for one real-time receiver. The receiver provided by Innovasea is specially-designed to be used with the buoy equipment, which is made by the company Fondriest.

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

Innovasea is the only company to create real-time acoustic receiver devices which detect Innovasea/Vemco transmitters, which are used to track migratory marine fish movement. Innovasea works in partnership with the company (Fondriest) who produces buoys specifically designed for Innovasea real-time receivers. Innovasea does not make their own buoy system, and Fondriest does not make a real-time receiver. There is no applicable alternative than to work with Innovasea for a receiver, and Fondriest for a receiver buoy.

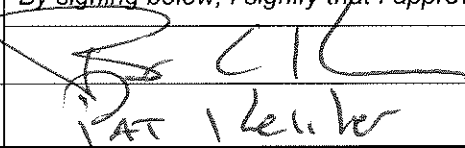
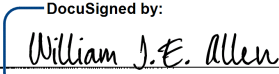
3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

The costs of a real-time receiver are approximately \$7,800 (Innovasea), and the cost for the rigging system are approximately \$5,950 (Fondriest). These two companies specialize in the technological services used to detect tagged animals in real-time. Neither company creates both a receiver and a buoy system, so they are used in conjunction. Funds to be used for the purchase of the Fondriest buoy equipment are from grant funding awarded by Maine Outdoor Heritage Fund, as is the purchase of the Innovasea real-time receiver.

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

Until a similar system is produced by another company, Innovasea is the main provider for this equipment (that is, the real-time receiver).

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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:	 PAT Keuber	Date:	8/4/21
Signature of DAFS Procurement Official:	DocuSigned by:  William J.E. Allen		
Printed Name:	2D5B6E39F57E44A... William J.E. Allen	Date:	8/6/2021

NOI 0820210621 08/06/2021 - 08/12/2021