

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:		Maine Warden Service	
Department Contract Administrator or Grant Coordinator:		Jeffrey S. Beach	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 26,935.00	Advantage CT / RQS #:	RQS-09A-20210723*69
CONTRACT	Proposed Start Date:		Proposed End Date:
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:		United Drone Technology	
Brief Description of Goods/Services/Grant:		DJI Matrice UAV (drone) with thermal imaging camera and zoom lens, and associated equipment.	

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.

The Maine Warden Service has implemented an Unmanned Aerial Vehicle (UAV) program to enhance our capabilities in the fields of search and rescue, crash reconstruction, and scene mapping. After much research, it has been determined that it would be best to purchase a specific UAV that is currently being used by the Maine State Police, as it is a proven platform and this would facilitate interagency training.

The Maine Warden Service is seeking to use a single source bidding process for this specific UAV. In the long run, this will save the State of Maine money for many reasons. Firstly, interagency training on the operation of

**State of Maine
Procurement Justification Form**

PART III: SUPPLEMENTAL INFORMATION

the drone and associated software, cameras, FLIR unit, and flight characteristics can be facilitated. The wealth of knowledge the Maine State Police has gained in the years of operating this specific UAV should be used to our advantage and benefit the state. Secondly, the proven hardware and software of this design will eliminate needless experimentation with other designs that may not meet our needs. The cost of trying to "re-invent the wheel" will be eliminated. Thirdly, having parts commonality among state agencies will save the state the cost of obtaining parts in time-critical situations where common wear items, such as rotor blades, can be shared. The specific equipment we are seeking to purchase is as follows:

1. DJI M210 V2 Drone with case
1. 10" CrystallSky ultra bright monitor with CrystallSky mount
1. Cendence controller
1. Case for Cendence controller & Crystal monitor
4. Batteries for the Cendence controller & Crystall monitor 1. Patch Antenna for long range flights
1. Shock absorbing landing gear
1. Battery Case with built-in charger holds 16 batteries
10. Battery
1. Zenmuse XT with mount and case
1. Zenmuse Z30 30X zoom with case
1. Single Upward Gimbal Connector
1. Dual Downward Gimbal Mount
1. GPS Kit for Matrice 200
1. Strobe Light
2. 2 sets of Camera Filters

On site training provided by vendor.

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

United Drone Technology, a reputable business and UAV dealer, currently has a demonstrator model of the UAV (and associated cameras and equipment) we are seeking with very low flight time and in like new condition. The cost of this drone and associated equipment is over \$31,000 dollars when purchased new, but this particular unit can be purchased by the State of Maine for \$24,135 which will save the State of Maine \$7,000 on the equipment purchase. The vendor is including a one year warranty, which will protect the state from any unforeseen deficiencies in the product.

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

As stated, the cost of this unit when purchased new is \$7000 higher than the cost of this unit from this vendor.


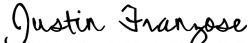
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PART III: SUPPLEMENTAL INFORMATION

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

Any future purchases of similar equipment will be done through a competitive process that ensures money savings and fairness to the State of Maine, as is being done here.

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:	<i>Timothy Penabaz</i>	Date:	<i>7/21/2021</i>
Signature of DAFS Procurement Official:	<small>DocuSigned by:</small> 		
Printed Name:	<small>AEED9C7B3A8044E...</small> Justin Franzose	Date:	8/11/2021