



PROCUREMENT JUSTIFICATION FORM (PJF)

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 intranet site (Forms page) for additional instructions.

PART I: OVERVIEW			
Department Office/Division/Program:		Marine Resources/Ecology and the Environment/Cetacean Research Program	
Department Contract Administrator or Grant Coordinator:		Anita Murray/ Amanda Webb	
(If applicable) Department Reference #:		N/A	
Amount: (Contract/Amendment/Grant)		\$ 49,280.00	Advantage CT / RQS #: 13A 20230720000000000149
CONTRACT	Proposed Start Date:	7/17/2023	Proposed End Date: 12/31/2023
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:		Xeos Technologies- Nova Scotia, Canada	
Brief Description of Goods/Services/Grant:		Satellite tags used to track and retrieve acoustic equipment displaced from its mooring	

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 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 checked="" 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.

Xeos Technology is the sole provider of the satellite tags that we use to track/retrieve the acoustic equipment we use for our passive acoustic monitoring (PAM) projects. As part of a large-scale North Atlantic right whale monitoring program DMR is conducting, we are expanding our PAM work by starting a new PAM project that consist of 26 PAM sites that span the inshore and offshore waters of Maine. For this reason, we need to purchase satellite tags and a Hermes handheld iridium beacon locator that will help us track and retrieve our acoustic equipment if it is displaced from its mooring. The satellite tags sold by Xeos Technology are unique in that they can be submerged underwater for long periods of time (e.g., 4-5 months) and can be deployed at deep depths (150-200 m). This means that these satellite tags are the only tags that are compatible with our acoustic equipment since they can be deployed for the same time period as our equipment and at the same depths.

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

Xeos Technology is the sole provider of these satellite tags. These tags have proven to be a reliable means of tracking and retrieving displaced acoustic equipment in PAM projects with our partners at NOAA. These tags can be deployed for long periods and at deep depths, which makes them compatible with our acoustic equipment.

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

The negotiated costs are based on the quoted amount from Xeos Technology, which is the sole provider of these satellite tags. The quoted costs are fair and reasonable for this type of equipment given Xeos has given us a discount. As well, the satellite tags can last for the 4-5 months that our acoustic equipment is deployed before the batteries need to be replaced, and can be submerged at the same depths as our acoustic equipment.

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

Until a similar satellite tag that is operational for similar durations and at similar depths is sold by another company, Xeos Technology is the sole provider for this type of satellite tag, which is a vital component in our ability to retrieve acoustic equipment that has been displaced from its mooring.

PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

Does this request utilize ARPA/MJRP funds?

Yes – If Yes, please attach the approved Business Case(s).

No – If No, proceed to Part V.

PART V: APPROVALS			
The signatures below indicate approval of this procurement request.			
Signature of requesting Department's Commissioner (or designee):	 <i>Commissioner 9/25/23</i>		
Typed Name:	Patrick Keliher, Commissioner	Date:	9/29/23
Signature of DAFS Procurement Official:	DocuSigned by:  2D5B6E39F57E44A...		
Typed Name:	William J.E. Allen	Date:	9/25/2023

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