



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:		Maine State Police Crime Laboratory		
Department Contract Administrator or Grant Coordinator:		Lt. Michael Zabarsky, Director Alexander Gibson, Contract Grant Specialist		
(If applicable) Department Reference #:		We will use Crime Lab coding and use all other funds for the Financial Order 010/012 – 16A - 9320		
Agency Department Code:		Advantage CT / RQS # :		RQS
Amount: (Contract/Amendment/Grant		\$165,812 total: \$135,786 will be from Project Safe Neighborhood (PSN) Grant and \$30,026 will be state funded		
CONTRACT	Proposed/Original Start Date:	7/15/2025	Proposed/Most Recent End Date:	12/31/2026
AMENDMENT	New Effective Date:		New End Date (if Applicable):	
GRANT	Project Start Date:	10/1/2023	Grant Start Date:	9/30/2026
	Project End Date:	10/1/2024	Grant End Date:	9/30/2027
Vendor/Provider/Grantee Name, City, State:		LeadsOnline (formerly Forensics Technology) VC0000272081 6900 Dallas Pkwy Ste 825 Plano, TX 75024-4200 Rep. Christopher Wein, cwein@leadsonline.com D (972) 331-8766 O (800) 311-2656		
Brief Description of Goods/Services/Grant:		On-site NIBIN (national integrated ballistic information network) system. Part of the IBIS federal database for sharing forensic ballistic data to search for matches and leads to violent gun crimes.		

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 type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. Higher Education 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.

The IBIS system, also known as NIBIN for law enforcement, is a powerful forensic tool and database in the fight against gun violence and related crimes by the rapidly matching shell casing evidence from shooting crime scene events all over the country. NIBIN imaging technology captures and compares unique markings that firearms make on casings as they are fired providing criminal justice agencies with essential ballistic evidence from these crime scenes and potentially matching evidence from separate scenes.

Since June 10, 2024, the lab has had an ATF provided NIBIN system on site, but our MOU with ATF is overdue and ATF can remove the system at any time posing a public safety issue. The United States Attorney's Office, Portland, has been instrumental in coordinating with project Safe Neighborhoods Task Force to earmark PSN grant funds for the purchase of a NIBIN system. The crime gun intelligence developed by using NIBIN also supports the activities of law enforcement officials experiencing the presence of criminal or transnational organizations engaging in high levels of violent crime and firearms offenses.

There is no master agreement with the vendor and no one else who can provide the already familiar, validated system for our forensic lab operations in the Firearms and Toolmark unit. Having a NIBIN system enables the lab to explore further assistance and resources with New England HIDTA for a contract employee to collect firearm evidence, conduct the test fires, and upload ballistic data from all over the State. This is important to public safety and allows the Department to provide leadership in crime gun intelligence gathering and reduction in violent gun crimes.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the solicitation (RFP/RFA/RFQ) number and the date of award notification, if applicable.

The IBIS® ClearCase™ Solution as well as the Quantum 3D Microscope™ (Q3M) and the Integrated Ballistic Identification System (IBIS®) use technology that encompass several patents protected in the United States and throughout the world. The Q3M is powered by IBIS® 3D Technology that has been adapted to a new purpose and has been augmented with new capabilities. The manufacturing and servicing of this product requires access to proprietary and commercially sensitive information that is only accessible to vendor employees. The vendor provides proprietary products, IBIS® BRASSTRAX™, IBIS® BULLETTRAX™, IBIS® MATCHPOINT™, IBIS® Data Concentrator, IBIS® Correlation Engine, Q3M and ClearCase™, as

PART III: SUPPLEMENTAL INFORMATION

well as maintenance, upgrades and services, including data migration, moving and training services to our lab staff. Furthermore, IBIS®, currently in use in the United States under the ATF NIBIN program, is the only technology that has undergone extensive testing and complies with the security standards needed for integration into NIBIN. Other ballistic identification technologies are not compatible with NIBIN. NIBIN is coordinated by the ATF which the lab has a close relationship with. The lab must comply with ATF standards and has an MOU with them. The vendor provides training, connectivity to the federal database and ongoing technical and training support when new processes and software upgrades become available.

Based on the review of publicly available procurement documents and market analysis, LeadsOnline is the exclusive provider of NIBIN-compatible ballistic imaging systems. This is evidenced by multiple sole-source justifications from various law enforcement agencies and municipalities, stating no alternative vendors offer compatible technology at this time.

- Sources

<https://www.danville-va.gov/DocumentCenter/View/29635/Sole-Source>

https://stoplapdspyingarchive.org/wp-content/uploads/2023/10/NR21-393_Sole-Source-IBIS-2016-CGIC-grant-final.pdf

https://www.myflorida.com/apps/vbs/adoc/F29383_PUR7778BRASSTRAXIII1.pdf

<https://static.spokanecity.org/documents/bcc/committees/public-safety-and-community-health/agendas/2025/05/psch-agenda-2025-05-05.pdf>

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

The vendor has agreed to offer 2023 pricing of \$165,812 versus current pricing of 174,103, which enabled the lab to reduce the state funded burden to \$8,291.00. Based on market research from recent government procurements, the discounted quote for the LeadsOnline BrassTRAX NIBIN-compatible system is fair and reasonable.

Pricing for systems are based on configuration, including components (hardware, software etc.) to customize each system for agency specific needs. Recent comparable purchases by other law enforcement agencies range from \$140,000 - \$300,000. For example, the city of Gainesville, FL acquired a BrassTrax Acquisition Station for \$144,853.00. While our proposal is 14% higher, it includes a microscope (\$6,510), printer (\$1,785), training and installation (\$8,670) and warranty. Considering inflation rates from 2023 to now, the price of \$165,812 is fair and reasonable.

The vendor provided documents helpful to the developing the NIBIN proposal to use Project Safe Neighborhood grant funds. \$135,786 in PSN funds were allocated for this purchase.

Reference:

Project Safe Neighborhood Grant Program
2023 Program Year, 15PBJA-23-GG-02466-GUNP
2024 Program Year, 15PBJA-24-GG-04095-GUNP
CFDA # 16.609

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

At this time due to proprietary technology tied into the ATF and law enforcement integration throughout the country, Leads Online is the only vendor that can offer this type of system and support vital services for the current lab Firearm-Toolmark unit. The Maine State Police Crime Lab will review again in 10 years or upon availability of new technology which is compatible and in compliance with national accreditation standards, Lab and FBI policy and procedures. If new technology becomes available, the Lab will utilize statutorily correct competitive bid processes to procure a new NIBIN-compatible system. [Click or tap here to enter text.](#)

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) – 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 signatory understands and acknowledges Maine's Conflict of Interest statutes.

PART VI: APPROVALS

The signature below indicates approval of this procurement request.

Signature of requesting
Department's Commissioner
(or designee):


[Michael Sauschuck \(Sep 19, 2025 14:31:57 EDT\)](#)

Typed Name:

Michael Sauschuck

Date:

09/19/25

PART VII: EMERGENCY – Required only if selecting E. Emergency Justification

Procurement Justification Form (PJF)

The signature below indicates approval by the Commissioner or designee of this procurement request.

Signature of requesting
Department's Commissioner
(or designee):

Typed Name:

Date:

Signature of DAFS
Procurement Official:

Signed by:

Lauren Moumouris

846CA172C64B487...

Typed Name:

Lauren Moumouris, IT Procurement Systems Analyst

Date:

9/19/2025






PJF LeadsOnline NIBIN (updated)

Final Audit Report

2025-09-19

Created:	2025-09-19
By:	Sarah Lane (sarah.r.lane@maine.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAbQAsm_7aQsALiBYBZg41HzLjZ-zeowUD

"PJF LeadsOnline NIBIN (updated)" History

-  Document created by Sarah Lane (sarah.r.lane@maine.gov)
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-  Document emailed to Michael Sauschuck (michael.sauschuck@maine.gov) for signature
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-  Email viewed by Michael Sauschuck (michael.sauschuck@maine.gov)
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