

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:		DMR/Bureau of Marine Patrol			
Department Contract Administrator or Grant Coordinator:		Capt. Matt Talbot			
(If applicable) Department Reference #:					
Amount: (Contract/Amendment/Grant)	\$ 19,155.56	Advantage CT /	RQS 13A 20200805000000000162		
CONTRACT	Proposed Start Date:	September 30, 2020	Proposed End Date:	November 30, 2020	
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:		Mercury Marine W6250 Pioneer Rd P.O. Box 1939 Fond du Lac, WI 54936-1939			
Brief Description of Goods/Services/Grant:		Mercury Verado 250HP Outboard engine and rigging			

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.**

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PART III: SUPPLEMENTAL INFORMATION

The Department of Marine Resources - Bureau of Marine Patrol maintains and operates a fleet of patrol vessels along the coast for enforcement of fisheries and boating safety laws and regulations, as well as to conduct search and rescue missions within Maine's coastal waters. A portion of the Bureau's fleet is comprised of small vessels, 21 foot center console boats, which in the summer months are critical to the Bureau's ability to carry out their statutorily mandated purpose and duties both inshore and on tidal rivers.

The Bureau's small vessel fleet are powered by single marine outboard engines. One of the small patrol vessels, a 21' Justice model Whaler, is currently out of service due to an engine failure. The vessel's outboard engine is not repairable and requires replacement.

The Bureau's own marine mechanics maintain, service, repair, and install outboard engines on DMR watercraft at a Department owned facility in Rockland. The DMR marine mechanics have the tools and computer diagnostic equipment to service Mercury and BRP-Evinrude outboard motors and they maintain a relationship with those vendors so they may conduct warranty work for those engines. BRP-Evinrude recently announced they are no longer producing outboard engines, so repowering a patrol boat with an engine from that vendor is no longer feasible.

Over half the small patrol vessel fleet are currently equipped with Mercury outboard engines. Continuing to utilize outboard engines from this vendor allows the Bureau to use and re-use many components, parts, and service supplies interchangeably between vessels. The use of Mercury engines is also supported by the Bureau's current inventory of specialized tools and diagnostic equipment.

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

The selected vendor is a reputable commercial marine outboard engine manufacturer offering a full line of marine outboard engines, components, parts, and equipment. DMR's marine mechanics maintain a government dealer relationship with the vendor that allows the Bureau to purchase engines, components, and parts at a dealer pricing level considerably less than retail costs. This relationship also allows the Bureau's mechanics to preform approved warranty work on the vendor's engines.

The Bureau's marine mechanics possess a level of knowledge and experience to property install, maintain, and repair this vendor's equipment. The mechanics also possess specific tools and computer diagnostic equipment specific to this vendor's engines and equipment.

The vendor has historically provided a level of service and pricing the Bureau is not able to match from other commercial Mercury dealers.

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

The costs for the required marine outboard engine and rigging components and equipment are being offered at a government dealer level pricing direct from the manufacturer. Independent Mercury dealers are able to provide the same equipment, but not at the pricing level available directly to the Bureau.

The validity of the pricing available direct from the vendor to the Bureau in comparison to the pricing available from other Mercury dealers has been proven numerous times in the past by comparing quotes. Independent Mercury dealers are now often unwilling to work with the Bureau as they recognize they will not be selected due to the price point available direct from Mercury.



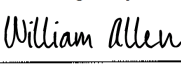
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PART III: SUPPLEMENTAL INFORMATION

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

The Department constantly reviews each vessel's maintenance and repair needs and attempts to balance the best up-front cost for equipment with the ability to service and maintain the equipment over the long term. The Department will continue to identify the most competitive and reliable source for marine outboard engines and equipment to maintain the vessel fleet and may in the future be able to establish a master agreement through a competitive process to serve the Bureau's needs.

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:	Patrick Keliher	Date:	
Signature of DAFS Procurement Official:	<small>DocuSigned by:</small> 		
Printed Name:	<small>2D5B6E39F57E44A...</small> William Allen	Date:	10/2/2020

NOI 1020200946 10/02/2020 - 10/08/2020