



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES

DIVISION OF PROCUREMENT SERVICES

STATE OF MAINE

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:		Department of Transportation/Maintenance & Operations		
Department Contract Administrator or Grant Coordinator:		Brian Burne, Highway Maintenance Engineer		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$ 17,295	Advantage CT / RQS #:	RQS2022101100000000499	
CONTRACT	Proposed Start Date:	10/1/2022	Proposed End Date:	9/30/2023
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:		Vaisala Inc. VC1000093804 194 South Taylor Ave Louisville, CO 80027 United States		
Brief Description of Goods/Services/Grant:		Road Weather Information Station (RWIS) Software		

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

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.

This request is to purchase continued access to the proprietary Navigator software provided by the vendor that has supplied MaineDOT with its Road Weather Information Systems (RWIS) in the past. The software is an essential tool to allow us to efficiently use these systems. It is proprietary to Vaisala.

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

For products like this, the competition typically occurs when the hardware is purchased. Once the hardware is purchased, you need continued access to the company's software until the hardware has lived its useful life. In recent years, the sensors have become more standardized in the industry, which has opened the door to the potential for one vendor's software to access the hardware of other vendors. Last winter we worked with two separate companies (Vaisala and Wood) that have each supplied us with hardware in the past. We had hoped we could consolidate to one system, but the two systems still offer features that are unique, so we still do not have a single system that meets our complete needs. We will be continuing to work with and compare both software systems and working towards a more non-proprietary software solution down the road.

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

The software price for Vaisala's software product is comparable to the software packages associated with other similar Road Weather Information Systems.

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

As mentioned above, we are continuing to work with these two companies. It is our hope that at least one will eventually be able to develop a comprehensive software package that can provide the necessary services for both brands of hardware going forward. Ideally, both will eventually be able to do so.

PART IV: VENDOR STATUS

Is the vendor currently working?

Yes

No

PART V: 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 VI

PART VI: APPROVALS

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

By signing below, I signify that I approve of this procurement request.



Printed Name:

William Pulver, C.O.O.

Date:

10-13-2022

Signature of DAFS Procurement
Official:



Printed Name:

Joseph Zrioka

Date:

10/17/2022