



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)	\$ 14,287	Advantage CT / RQS #:	RQS2023092900000000529
CONTRACT	Proposed Start Date:	10/1/2023	Proposed End Date: 9/30/2024
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	
Brief Description of Goods/Services/Grant:		Road Weather Information Station (RWIS) Software	

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. 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.

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. The past couple winters we have 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: 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):



Typed Name:

William Pulver, C.O.O.

Date:

10-2-2023

Signature of DAFS
Procurement Official:

DocuSigned by:
Joseph Zrioka
EA813178102243C...

Typed Name:

Joseph Zrioka Director of IT Procurement

Date:

10/11/2023