



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:		Public Safety – Maine State Police Crime Lab	
Department Contract Administrator or Grant Coordinator:		Lt. Michael Zabarsky Alexander Gibson	
(If applicable) Department Reference #:		N/A	
Agency Department Code:	16A	Advantage CT / RQS #:	RQS 16A 20251001*579
Amount: (Contract/Amendment/Grant)	\$25,808.15		
CONTRACT	Proposed/Original Start Date:	9/19/2025	Proposed/Most Recent End Date: 9/18/2026
AMENDMENT	New Effective Date:		New End Date (if Applicable):
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		Skydio, Inc 3000 Clearview Way Bldg. E San Mateo, CA 94402 VS0000025842	
Brief Description of Goods/Services/Grant:		Skydio X10 Unmanned Aerial Vehicle for mapping and documenting crime scenes.	

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
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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 Maine State Police Crime Laboratory (hereinafter “Lab”) provides many different essential services to our Public Safety clients throughout the State. The Lab provides oversight of the State Police Evidence Response Team (hereinafter ‘ERT’). The ERT provides support services to our Major Crimes Units and other criminal justice agencies throughout the State. The ERT utilized advanced technologies to facilitate its mission and elite support that it provides. The Skydio UAV/drone Technology is used to document major crime scenes and relevant evidence. The UAV point cloud data is able to be integrated with our Faro crime scene lidar scanner point clouds. The Skydio UAV/drone solution equipment is essential to maintain the high standards of our crime scene processing services. The ERT currently has 2 Skydio UAVs. The telemetry and other Skydio fleet data is accessed through the Skydio cloud. Staying all on the same documentation platform is mission critical.

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

The Maine State Police Crime Lab first implemented Skydio drone technologies for field use by the ERT team in 2022. The ERT team currently operated 2 Skydio drone systems which have demonstrated high quality and reliable performance in crime scene documentation. These drones seamlessly interface with the ERT’s point cloud Faro scanners, a unique feature enabling precise 3D mapping and reconstruction capabilities, critical for forensic analysis. The integration is proprietary to Skydio’s systems, and no other vendors’ drones have been verified to achieve the same level of compatibility with our current hardware/software workflows.

The lab has invested in unique training for our operators that only Skydio can provide. The ERT pilots have completed specialized training courses provided by Skydio that ensure proficiency in operations. Implementing a different drone system would require costly retraining, new software integration, and validation of compatibility with existing infrastructure, posing the risk of operational delays or failures. Maintaining a single vendor reduces maintenance, as well as software licensing and admin support costs, as Skydio offers unified servicing and contracts on all 3 drone systems.

There are specialized features and differentiators that only Skydio offers. The X10 UAV/drone solutions include automated 3D and 2D capture technology for high fidelity inspection of complex structures, night sense obstacle avoidance, IP 55 rating (allows flight in rain), 64MP camera, FLIR thermal camera and spotlight. Skydio X10 aircraft and the Skydio Enterprise Controller are NDAA compliant (National Defense Authorization Act). Skydio X10 aircraft software updates can be performed automatically over the internet, or manually without internet connectivity. Skydio X10 is encrypted to AES-256 specifications. Skydio devices are proprietary technologies.

In summary, procuring a third Skydio drone ensures continuity of operations, maintains the ERT’s investment in training and infrastructure, and will help to avoid delays or cost associated with transitioning to an untested alternative. All Skydio firmware is digitally signed and encrypted. We are unaware of any other devices with the same “American” made features and differentiator tools that would work and provide the same results in place of the Skydio platform and software package.

PART III: SUPPLEMENTAL INFORMATION

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

The pricing offered for the 3rd drone system is fair, reasonable, and is competitive with the enterprise drone market for portable, autonomous multi-rotor systems tailored to forensic inspections and public safety applications. The Skydio quote price for the drone alone is \$16k and other comparable systems on the market we found range from \$12k-\$20k. However, the bundle packages offered increase the cost greatly and do not include unique forensics specific features, services, and accessories which we can only get through Skydio. For comparison, a DJI Matrice 350 RTK bundle costs between \$25k-\$30k while also lacking key features and benefits. Examples include - Autonomous flight & obstacle avoidance: Skydio has advanced AI that eliminated the risk of evidence contamination from pilot errors, where DJI is only semi-autonomous and requires pilot input in complex scenes. Nighttime operation capacity: Skydio can avoid “guesswork” in dark reconstructions providing cleaner point clouds where other models cannot. Onboard 3D processing allows ERT to review high-fidelity models on-site, reducing chain of custody risks and integrate with our Faro scanners offline. US based security: Skydio is NDAA compliant and contains no foreign components, whereas DJI Matrice has a Chinese origin with potential cybersecurity risks. The US made certification ensures data integrity as well as admissibility in court and avoids compliance hurdles for state agencies. We also estimate it would cost \$5k-\$10k for retraining and integration costs to go with an alternative vendor/manufacturer at this time. This does not include the many paid hours of time on part of our operators to complete the training and integration process. All total, we estimate it would cost somewhere between \$25k - \$40K for a comparable bundle that would still be lacking necessary features.

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

Regular market research is ongoing. The Maine State Police ERT commander works to stay abreast to emerging technologies with these specific applications. If other compatible technology and service plans from other vendors become available in the future, DPS will use statutorily correct competitive bid processes to procure new UAV equipment or services.

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) or (026) – 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’s signatory affirms, understands, and acknowledges Maine’s Conflict of Interest statutes and, in accordance with those statutes and to the best of their knowledge, has determined that no conflict of interest exists at the time of this contract, renewal, or amendment.

PART VI: APPROVALS

Governor/Department Commissioner or Designee

1. The signature below indicates approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):	<i>Derek A Gorneau</i>		
Typed Name:	Derek Gorneau	Date:	10/17/2025

2. Additional signature required **ONLY if box E (Emergency) is selected in PART II**. The signature below indicates approval by the Department's Commissioner, or the designee specifically authorized to approve emergency procurement requests.

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

****OSPS Section Only****

Signature of DAFS Procurement Official:	Signed by: <i>Marcello Genovese</i> <small>E2CD3BD47EBC4FB...</small>		
Typed Name:	Marcello Genovese	Date:	10/22/2025






(modified) PJF Skydio Drone #3

Final Audit Report

2025-10-20

Created:	2025-10-17
By:	Sarah Lane (sarah.r.lane@maine.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAJTfFQPGQawUKzJ0C-J6IUeRPKJP-viP

"(modified) PJF Skydio Drone #3" History

-  Document created by Sarah Lane (sarah.r.lane@maine.gov)
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-  Document emailed to Derek Gorneau (derek.gorneau@maine.gov) for signature
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