

# 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:		Department of Transportation/Maintenance & Operations		
Department Contract Administrator or Grant Coordinator:		Brian Burne, Highway Maintenance Engineer		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$ 16,164	Advantage CT / RQS #:	20201120000000000536	
CONTRACT	Proposed Start Date:	<b>10/1/2020</b>	Proposed End Date:	9/30/2021
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. 194 South Taylor Avenue 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
<b>X</b>	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.**

## State of Maine Procurement Justification Form

### PART III: SUPPLEMENTAL INFORMATION

This request is to purchase continued access to the proprietary software provided by the vendor that has supplied MaineDOT with its Road Weather Information Systems (RWIS). The software is essential to our ability to use these systems and it is proprietary.

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

For products like this, the competition has normally occurred when the hardware was purchased. Once the hardware was purchased, you needed that company's software to access the hardware. However, 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 another vendor. This winter, we are continuing to work with the two separate companies (Vaisala and Wood) that have supplied us hardware in the past. We will be comparing their software systems to evaluate how well each can integrate the hardware from the other vendor and to also determine how user-friendly the software package is for MaineDOT's users. In other words, we are currently in the process of moving from proprietary systems, to systems that will eventually be capable of competing against one-another, which will help foster future competition.

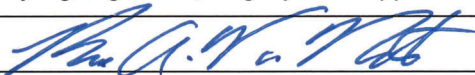
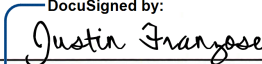
**3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.**

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.**

We are testing two separate software packages this winter to determine if they can be deemed "functionally equivalent" and, if so, this would support future competition for this type of service.

### PART IV: APPROVALS

<b>Signature of requesting Department's Commissioner (or designee):</b>	<i>By signing below, I signify that I approve of this procurement request.</i>		
			
<b>Printed Name:</b>	Bruce A. Van Note	<b>Date:</b>	11/19/2020
<b>Signature of DAFS Procurement Official:</b>	DocuSigned by: 		
<b>Printed Name:</b>	AEEED9C7B3A8044E Justin Franzose	<b>Date:</b>	11/25/2020