



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:	Marine Resources/Biological Assessment/		
Department Contract Administrator or Grant Coordinator:	Kevin Staples		
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 29,004.56	Advantage CT / RQS #:	13A 20221013000000000521
CONTRACT	Proposed Start Date:	10/24/2022	Proposed End Date: 12/31/2022
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:		Advanced Navigation, Sydney, New South Wales, Australia	
Brief Description of Goods/Services/Grant:		Advanced Navigation Subsonus Tag Evaluation Kit, Acoustic Tag and Charger, plus shipping cost estimates	

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.

The Subsonus Tag Evaluation Kit is a system that can send and receive acoustic signals between a hydrophone and acoustic tag in the ocean and render information pertaining to the tag and hydrophone relative and absolute position, speed, and tilt on a PC screen. This kit has been singled out as a specific budget item within a Sea Grant American Lobster Program grant award to DMR and will be used to explore its potential as a gear location system, affixing the tags to fishing gear (e.g. a lobster trap) and integrating the data streams with fishing vessel chart plotting software.

The concept of a subsea gear location system within the context of fisheries is an exploration necessitated by the rapid transition that fixed gear fisheries are engaged in to drastically reduce the entanglement risk to endangered whales. Proposed solutions include timed and acoustic releases that move to eliminate the persistent presence of vertical lines in the water column. There is a need to address the issues around identifying the location of set gear to prevent gear conflicts and gear loss with this newer technology. The Subsonus Tag Evaluation Kit is a potential pathway towards being able to realize the potential of these alternative gear retrieval systems.

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

The Subsonus Tag Evaluation Kit is manufactured by Advanced Navigation, which also offers direct purchase pricing that avoids markups from 3rd party sellers. Furthermore, DMR is seeking to pursue this specific system because of the potential to integrate within chart plotting software already present within fishing fleets. There is already a documented use case with the Olex software and DMR is seeking to expand this to other systems. This ability to integrate data flow within fishing operations may reduce complications during a large-scale application of any gear marking solutions. Furthermore, the Subsonus hydrophone is compatible with a third party acoustic marking technology, a significant advantage in this industry, where proprietary technology is commonplace. This flexibility will have benefits, should we prove successful in proving its success, for fishermen who may want more options for addressing gear marking solutions.

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

DMR has previously sought to purchase this equipment through a 3rd party seller, who quoted us \$40,149.00 for the same equipment. This underscored the need for direct-from-manufacturer pricing for this specific product, which is quoted at \$29,004.56, a significant savings.

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

This experiment to prove the concept of subsurface gear marking across multiple vessels is meant to accelerate the process of creating a broader marketplace for this technology, where other acoustic technology-focused vendors may develop similar functionality and provide a much larger suite of options for

PART III: SUPPLEMENTAL INFORMATION

purchase for addressing this need. In the meantime, continuous scanning for similar technologies and their applications will be conducted, so long as the need is not addressed in a commercial setting.

DMR hopes that future iterations of research related to acoustic hydrophones may not require an already proven integration with chart plotting software for the sake of speed, allowing for potentially cheaper equipment that requires more technological development to achieve the same functionality. Furthermore, DMR will attempt to avoid writing in specific products to grant proposals when appropriate to maintain flexibility in purchasing.

PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

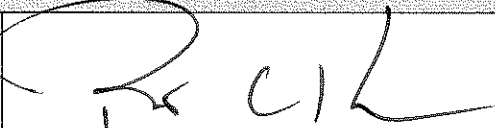
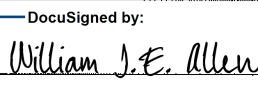
Does this request utilize ARPA/MJRP funds?

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:	Patrick Keliher, Commissioner of Marine Resource	Date:	10/17/22
Signature of DAFS Procurement Official:	DocuSigned by: 		
Typed Name:	2D5B6E39F57E44A... William J.E. Allen	Date:	10/31/2022

NOI 1120221094 11/1/2022 - 11/7/2022