



## 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:	Marine Resources/Bureau of Marine Science		
Department Contract Administrator or Grant Coordinator:	Jack Ewing/HQ Finance		
(If applicable) Department Reference #:	N/A		
Agency Department Code:	13A	Advantage <u>CT</u> / RQS #:	20251119000000001210
Amount: (Contract/Amendment/Grant)	\$129,989.00		
CONTRACT	Proposed/Original Start Date:	<b>12/1/2025</b>	Proposed/Most Recent End Date: 11/30/2026
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:	Woods Hole Oceanographic Institution Woods Hole, MA		
Brief Description of Goods/Services/Grant:	Deployment of a winter real-time passive acoustic monitoring glider at Jeffery's Ledge		

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

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 Department of Marine Resources requires the deployment of a real-time passive acoustic monitoring (PAM) system to detect North Atlantic right whales in the Jeffreys Ledge region, an area that saw a significant aggregation of right whales (~96 individuals) last winter and remains a critical zone for dynamic management decisions related to the lobster fishery. The Woods Hole Oceanographic Institution (WHOI), under Dr. Mark Baumgartner, is the sole provider capable of delivering this service. WHOI is the only institution that has developed, operates, and maintains the Digital Acoustic Monitoring (DMON) system integrated on autonomous gliders, and is the only group with the proven real-time detection, classification, and telemetry pipeline (including the Low-Frequency Detection and Classification System, LFDCS) that is currently accepted and relied upon by NOAA, regional science centers, and federal management bodies for right whale detection and dynamic management. No other vendor has the technology, expertise, hardware, or regulatory acceptance necessary to provide validated, near real-time right whale detections from gliders in U.S. waters on the timeline required by DMR.

Real-time glider-based PAM is essential for this deployment location. Jeffreys Ledge is difficult to survey consistently using traditional vessel-based, aerial or opportunistic platforms due to distance from shore and the realities of winter weather in the region, and the timing and spatial scale of right whale presence in this region require continuous monitoring to support immediate management actions. Dynamic management areas and potential fishery response measures rely on rapid, high-quality acoustic detections—capabilities currently only achievable through WHOI's DMON-equipped glider system. The ability to detect right whales in real time is especially critical given recent winter aggregations, shifting prey dynamics, and ongoing federal scrutiny of Maine's nearshore waters for right whale protections.

WHOI will provide the only operational platform that meets the technical, scientific, and management requirements for this work, including: (1) deployment, piloting, and maintenance of a DMON-equipped Slocum glider; (2) real-time acoustic detection, classification, and transmission of right whale upcalls; including training of DMR personnel in detection analysis and confirmation (3) integration with established NOAA/WHOI detection infrastructure; and (4) delivery of actionable information to DMR for management and response. These services cannot be procured from any other entity, as WHOI is the sole developer and operator of the DMON system, the associated detection algorithms, the telemetry framework, and the downstream data products currently relied upon for federal decision-making.

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.

Woods Hole Oceanographic Institution (WHOI), under Dr. Mark Baumgartner, is the only entity capable of providing the real-time passive acoustic monitoring services required for this project. Dr. Baumgartner is the creator and lead developer of the Digital Acoustic Monitoring (DMON) system and the associated Low-Frequency Detection and Classification System (LFDCS) used for real-time North Atlantic right whale detection on gliders. WHOI is the only institution with the hardware, software, data pipeline, and operational capacity to deploy and pilot a DMON-equipped glider and

**PART III: SUPPLEMENTAL INFORMATION**

deliver validated real-time detections accepted by NOAA and federal managers. This proprietary system is not available through any other vendor, and the proposed work cannot be completed without WHOI's direct involvement. Their long-standing leadership in right whale acoustic monitoring, extensive peer-reviewed publications, and operational experience deploying these systems across the U.S. East Coast make them uniquely suited to ensure the data produced are scientifically robust, operationally reliable, and directly relevant to management of the Maine lobster fishery and dynamic management in nearshore Maine waters.

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

The negotiated costs are based on the quoted amount for Dr. Baumgartner specifically to execute this project which include personnel (including a senior engineering assistant I), materials & supplies, domestic travel, and vessel time. All personnel costs are subject to WHOI approved rates.

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

The specialized nature of real-time passive acoustic monitoring for North Atlantic right whales limits the feasibility of future competition. The DMON glider system, including the detection algorithms, telemetry pipeline, and operational expertise required to deploy and interpret these data, is proprietary to WHOI and not available from other vendors. As a result, competitive procurement for these specific services is not currently possible. WHOI will remain the sole provider for these services in the near and immediate future. However, as the field of real-time acoustic monitoring evolves, future components of the work—such as data analysis, modeling, or integration with management tools—may become open to competitive bidding as additional qualified providers or technological platforms emerge.

**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>Meredith Mendelson</i> <small>Meredith Mendelson (Nov 24, 2025 17:52:38 EST)</small>		
Typed Name:	Meredith Mendelson, Deputy Commissioner	Date:	24/11/2025

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:	<small>DocuSigned by:</small> <i>Martha Verhille</i> <small>891CE7A1493D45B...</small>		
Typed Name:	Martha Verhille	Date:	11/25/2025






# PJF CT 13A 20251119-1210

Final Audit Report

2025-11-24

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