

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

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|---|----------------------|---|--------------------|----------|--|
| Department Office/Division/Program: | | DACF/MFS/Forest Management | | | |
| Department Contract Administrator or Grant Coordinator: | | Marleen Lajoie | | | |
| (If applicable) Department Reference #: | | | | | |
| Amount: (Contract/Amendment/Grant) | \$ 6,850.00 | Advantage CT / RQS #: | | | |
| CONTRACT | Proposed Start Date: | 1/1/21 | Proposed End Date: | 12/31/21 | |
| 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: | | Remsoft, Inc. 77 WESTMORLAND ST FREDERICTON, NB E3B 6Z3 CA | | | |
| Brief Description of Goods/Services/Grant: | | Remsoft creates the world's leading software for sustainable, spatial optimization planning and wildfire management. Its computer programs allow modelers to explore multiple scenarios, assets, and constraints of all kinds for forest inventory, growth and yield, and forest stand projections. | | | |

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 |
| X | 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.

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PART III: SUPPLEMENTAL INFORMATION

Presently, Woodstock is used to explore different potential outcomes for BPL and across all ownerships state-wide. In order to fulfill several separate legislative directives (12 M.R.S.A. '1833.1, 1847.1 & 12 M.R.S. §8877-A)

Per 12 M.R.S.A. '1833.1, 1847.1, Public Reserved and Non-Reserved Lands administered by the Bureau of Parks and Lands be managed *“in a manner consistent with the principles of multiple use and shall produce a sustained yield of products and services in accordance with both prudent and fair business practices and the principles of sound planning.”*

Additionally, ... *“be managed to demonstrate exemplary land management practices, including silvicultural, wildlife, and recreation management practices, as a demonstration of state policies governing management of forested and related types of lands.”*

In pursuing these directives, the Bureau has as its policy:

...will attempt to protect the forest resource against loss or damage due to insects, disease and fire.

... apply an integrated approach to insect and disease protection in the following order of priority, coordinating its efforts with other agencies of government having specific technical expertise in such matters.

...1. utilize silvicultural and management practices to manipulate forest conditions and minimize any potential need for pesticide use.

To improve the management prescriptions and schedule harvests on individual stands to achieve these objectives, BPL has determined need for a forest response modeling program that will provide stand level optimized siting of harvest responses to pest impacts.

In keeping with their policy, BPL has consulted with forest biometrics specialists who have recommended Remsoft's Woodstock® model. Woodstock® is the industry standard for stand level optimization modeling.

Per 12 M.R.S. §8877-A, The [MFS] director shall coordinate efforts to project future timber supply using forest models based on growth, harvest, and other dynamic factors affecting the forest. Models must allow for statewide projections for geographic regions and landowner classes.”

In keeping with this directive, the Maine Forest Service is developing a woodstock model to examine different outcomes assuming different harvest levels, insect outbreak intensities, climate change scenarios, and land-use scenarios.

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

There is one active Woodstock® license available within DACF (and we are seeking to renew it), but initial queries indicate that no other Woodstock® licenses are available elsewhere in state government. Because MFS and BPL both have pre-existing Woodstock models, it will be important to keep the license at least through the next year to operate these models.

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

Woodstock is the industry standard for forestry optimization and planning. The annual maintenance rates are comparable to what other Woodstock users pay. Recently our support and service fees increased to match present-day rates. Until this year Remsoft was honoring “grandfathered” rates.

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

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PART III: SUPPLEMENTAL INFORMATION

At this time, there are no other known sources of potential future competition. Woodstock is the only known optimization platform designed with forestry problems specifically in mind. Other optimization platforms do exist and could be applied, but it will require some effort to adopt them to our specific needs. Especially given recent rate increases, we will explore other options over the next year.

PART IV: APPROVALS

| | | | |
|---|--|--------------|------------|
| Signature of requesting Department's Commissioner (or designee): | <i>By signing below, I signify that I approve of this procurement request.</i> | | |
| | <small>DocuSigned by:</small> <i>Amanda E. Beal</i> | | |
| Printed Name: | <small>20AF3A2882BBAAA</small> Amanda E. Beal | Date: | 12/17/2020 |
| Signature of DAFS Procurement Official: | <small>DocuSigned by:</small> <i>Justin Franzose</i> | | |
| Printed Name: | <small>AEED9C7B3A8044E...</small> Justin Franzose | Date: | 12/18/2020 |