



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES  
**DIVISION OF PROCUREMENT SERVICES**  
 STATE OF MAINE

## 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:		DAFS/MaineIT		
Department Contract Administrator or Grant Coordinator:		Dawnna Pease		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)		\$ 55,274.00	Advantage CT / RQS #:	RQS 18B 20231121-0770
CONTRACT	Proposed Start Date:	11/21/2023	Proposed End Date:	6/30/2024
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:		CyberNorth LLC 15 Cottage Road, Unit 2433 South Portland, ME 04116		
Brief Description of Goods/Services/Grant:		(2) HPE DL380 Gen11 Servers		

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.

This server will be used by the network team to accommodate 20+ simultaneous connections from users running diagnostic tools for troubleshooting and possible disaster recovery, which requires up to 16gb per user. The highest memory specification of 512gb was chosen to ensure that the memory needs are met since the that could potentially exceed 256gb.

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

MA 18P 19090600000000000039 was competitively awarded to CyberNorth, but doesn't include physical HPE servers. MA 18P 21081600000000000010 with Hewlett Packard Enterprise does sell HPE physical servers, but is almost twice the cost

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

The State received three quotes for 3 different size server; 128GB, 256 GB and 512 GB. All 3 were almost a 50% savings going with a purchase from CyberNorth which is providing the best value for the state.

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

The State of Maine will continue to pursue Master agreements, but will also look for best available pricing.

### 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) – If Yes, please be aware of the requirements from awarding federal agencies.
- No – If No, proceed to Part V.

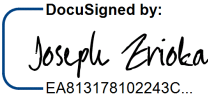
### PART V: APPROVALS

The signatures below indicate approval of this procurement request.

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

DocuSigned by:  
*Nicholas Marquis*  
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## Procurement Justification Form (PJF)

Typed Name:	Nicholas Marquis, Chief Information Officer	Date:	11/28/2023
Signature of DAFS Procurement Official:			
Typed Name:	Joseph Zrioka, Director of IT Procurement	Date:	11/28/2023