



**STATE OF MAINE**  
**Department of Administrative and Financial Services**  
*Office of Information Technology*

**ELAINE CLARK**  
Acting Commissioner

**Janet T. Mills**  
Governor

November 20, 2025

Vary Technologies (Axium Technology Group)  
170 West Rd Suite 3  
Portsmouth, NH 03801

**SUBJECT: Notice of Conditional Contract Award under RFP #202506080**  
**Repair & Maintenance of State-Owned Printers and Scanners**

Dear Joe Salsbury,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Administrative and Financial Services Office of Information Technology for Repair & Maintenance of State-Owned Printers and Scanners. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- Vary Technologies (Axium Technology Group)

The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

***Dawn Joy Lazore***

Director of Client Technology Services

MaineIT, Department of Administrative and Financial Services

Tel: (207) 242-4958

Email: [d.joy.lazore@maine.gov](mailto:d.joy.lazore@maine.gov)

## **STATEMENT OF APPEAL RIGHTS**

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202506080

**RFP TITLE:** Repair & Maintenance of State-Owned Printers and Scanners

**BIDDER:** Vary Technologies

**DATE:** 10/8/2025

**SUMMARY PAGE**

**Department Name:** Department of Administrative and Financial Services

**Name of RFP Coordinator:** D. Joy Lazore

**Names of Evaluators:** Kyle Pendleton, Tony (James) Gorneau, Andrew Mitchell,  
John Holt

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• Proposal Cover Page shows the specific information requested		
• Proposal Cover Page must be dated and signed		
• Responsible Bidder Certification		
• Eligibility Requirements		
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>40</b>	<b>NA*</b>
Section III. Proposed Services	<b>30</b>	<b>NA*</b>
Section IV. Cost Proposal	<b>30</b>	<b>NA*</b>
<u>Total Points</u>	<u>100</u>	<u>NA*</u>

\*This is a Single Bid/Single Proposal – No scoring is conducted

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

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**BIDDER:** Vary Technologies

**DATE:** 10/8/2025

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- Proposal Cover Page – Vary Technologies was sold; the new business name is Axiom. Axiom has agreed to the terms of the RFP as submitted by Vary Technologies.
- Proposal Cover Page does not include a signature
- Responsible Bidder Certification has an incorrect business name, and no signature
- Eligibility requirements provided were not current.

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**EVALUATION OF SECTION II  
Organization Qualifications and Experience**

	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	<b>40</b>	<b>NA*</b>

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**Evaluation Team Comments:**

- I. Overview of the Organization
  - The vendor has 8 years of experience supporting printer repairs with the State of Maine
  - The vendor has a record of being responsive.
- II. Subcontractors
  - No concerns
- III. Organizational Chart
  - No concerns
- IV. Litigation
  - No concerns
- V. Financial Viability
  - Concerns regarding the sustainability of the business.
- VI. Certificate of Insurances
  - No concerns

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**EVALUATION OF SECTION III  
Proposed Services**

	<u>Points Available</u>	<u>Points Awarded</u>
Section III. Proposed Services	<b>30</b>	<b>NA*</b>

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**Evaluation Team Comments:**

The bidder did not check the box for **Make, model and serial number of the unit to be repaired/evaluated** under **Metrics, Reporting and Dispatch** – this should be negotiated in the contract as the vendor is currently doing this.

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**EVALUATION OF SECTION IV  
Cost Proposal**

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Lowest Submitted Cost Proposal	,	Cost Proposal Being Scored	x	Score Weight	=	Score
	,		x	<b>30 points</b>	=	<b>NA*</b>

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**Evaluation Team Comments:**



STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
Office of Information Technology

Janet T. Mills
Governor

Kirsten Figueroa
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202506080

RFP TITLE: Repair & Maintenance of State-Owned Printers and Scanner

I, Kyle Pendleton accept the offer to become a member of the Evaluation Team for this solicitation for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this solicitation.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this solicitation nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of this solicitation presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Kyle Pendleton

Kyle Pendleton (Oct 8, 2025 11:02:40 EDT)

Oct 8, 2025

Signature

Date



STATE OF MAINE  
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES  
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**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202506080**

**RFP TITLE: Repair & Maintenance of State-Owned Printers and Scanner**

I, James A Gorneau

\_\_\_\_\_ accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

**I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.**

*James A Gorneau*

10/3/2025

Signature

Date



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AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202506080

RFP TITLE: Repair & Maintenance of State-Owned Printers and Scanner

I, Andrew Mitchell accept the offer to become a member of the Evaluation Team for this solicitation for the State of Maine Department of Maine IT. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this solicitation.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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I agree to hold confidential all information related to the contents of this solicitation presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Signature: Andrew Mitchell (Oct 8, 2025 11:04:23 EDT)
Date: Oct 8, 2025



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**AGREEMENT AND DISCLOSURE STATEMENT**  
**RFP #: 202506080**

**RFP TITLE: Repair & Maintenance of State-Owned Printers and Scanner**

I, John Riley Holt accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Administrative and Financial Services. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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Signature

09/26/2025  
Date