



**STATE OF MAINE  
DEPARTMENT OF CORRECTIONS**

**Janet T. Mills  
Governor**

**Randall Liberty  
Commissioner**

July 30, 2024

Charles Hoke  
1810 S Akard Street, Suite 500  
Dallas, Texas 75215

**SUBJECT:** Notice of Conditional Contract Award under RFP #202404082, Laser Tattoo Removal Equipment

Dear Charles Hoke,

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Corrections for Laser Tattoo Removal Equipment. 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:

- Astanza Holdings, LLC dba Astanza Laser

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,

A handwritten signature in black ink, appearing to read "Conner McFarland". The signature is fluid and cursive, with the first name "Conner" written in a larger, more prominent script than the last name "McFarland".

Conner McFarland, RFP Coordinator

## **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, Division of Purchases, Chapter 120, § (2) (2).

**STATE OF MAINE  
TEAM CONSENSUS EVALUATION NOTES**

**RFP #:** 202404082

**RFP TITLE:** Laser Tattoo Removal Equipment

**BIDDER:** Astanza Laser

**DATE:** June 3, 2024

**SUMMARY PAGE**

**Department Name:** Corrections

**Name of RFP Coordinator:** Conner McFarland

**Names of Evaluators:** Penny Gibson, Miriam Davidson, Ellen Rhinebolt

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<b><u>Pass/Fail Criteria</u></b>	<b><u>Pass</u></b>	<b><u>Fail</u></b>
Section I. Preliminary Information (Eligibility)		
<ul style="list-style-type: none"><li>Copy of the 510(k) Summary that was submitted to the FDA, along with the corresponding approval letter signed by the FDA.</li></ul>	<b>Pass</b>	
<b><u>Scoring Sections</u></b>	<b><u>Points Available</u></b>	<b><u>Points Awarded</u></b>
Section II. Organization Qualifications and Experience	<b>10</b>	<b>N/A</b>
Section III. Proposed Services	<b>55</b>	<b>N/A</b>
Section IV. Cost Proposal	<b>35</b>	<b>N/A</b>
<b><u>Total Points</u></b>	<b><u>100</u></b>	<b><u>N/A</u></b>

Astanza Laser is the only bidder and therefore was not numerically scored.

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**BIDDER:** Astanza Laser

**DATE:** June 3, 2024

**OVERVIEW OF SECTION I  
Preliminary Information**

Section I. Preliminary Information

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**Evaluation Team Comments:**

- The Bidder has provided all required information.

**STATE OF MAINE  
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**RFP #:** 202404082

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**BIDDER:** Astanza Laser

**DATE:** June 3, 2024

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

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**Evaluation Team Comments:**

- I. Overview of the Organization
  - Astanza worked with WellPath in California and has been a successful partnership with their products there.
  - The training was developed by medical professionals.
  - Described positive previous projects with three correctional agencies. This indicates a likelihood that the vendor is familiar with this commodity's use in a correctional environment.
- II. Subcontractors
  - No subcontracts used
- III. Litigation
  - No relevant litigation

**STATE OF MAINE  
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**EVALUATION OF SECTION III  
Proposed Services**

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**Evaluation Team Comments:**

- I. Equipment Product Description
  - Acne scars and leg veins
  - Meets all ink removal needs. Addresses all colors listed.
  - 3 Day nonworking guarantee is acceptable to the Department.
  - No information about nontraditional inks used in a prison environment
  - Did not cite any case studies, although this information or something equivalent was requested.
- II. Training Services
  - Very limited information on what is trained.
  - Training is delivered by biomedical engineers.
  - There is no training on clinical practice, but this was not required by the RFP and doesn't affect the team's scoring. However, the bidder did provide information about an online clinical reference library to help supplement clinical practice.
- III. Warranty
  - \$2,000 credit for future onsite training is a strong value add for the product.
  - Site to site transportation
- IV. Maintenance Plan
  - The maintenance plans appears to cover all major components of the product.
  - Period of preventive maintenance visits seems to be typical.
  - Service guarantee to have laser operations within three days is a strong value for the Department.

**STATE OF MAINE  
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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>35 points</b>	=	

**Evaluation Team Comments:**

Total proposed cost from the Bidder is \$176,291.





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**AGREEMENT AND DISCLOSURE STATEMENT  
RFP #: 202404082  
RFP TITLE: Laser Tattoo Removal Equipment**

Miriam Davidson

I, \_\_\_\_\_ accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Corrections. 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.**

DocuSigned by:

*Miriam Davidson*  
142B5BDDF1EA477...

6/14/2024

**Signature**

**Date**



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**AGREEMENT AND DISCLOSURE STATEMENT  
RFP #: 202404082  
RFP TITLE: Laser Tattoo Removal Equipment**

I, Ellen Rhinebolt accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Corrections. 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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DocuSigned by:

Ellen Rhinebolt  
A1A1BA8E7ACE4B5

**Signature**

6/21/2024

**Date**



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**AGREEMENT AND DISCLOSURE STATEMENT  
RFP #: 202404082  
RFP TITLE: Laser Tattoo Removal Equipment**

I, Penny Gibson accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Corrections. 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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DocuSigned by:

*Penny Gibson*

E2486D99E99A4F1

**Signature**

6/14/2024

**Date**



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**AGREEMENT AND DISCLOSURE STATEMENT  
RFP #: 202404082  
RFP TITLE: Laser Tattoo Removal Equipment**

I, Conner McFarland accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Corrections. 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.

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DocuSigned by:

*Conner McFarland*

ED522942914A4E8

**Signature**

6/14/2024

**Date**