

FINANCE AUTHORITY OF MAINE		
PROCUREMENTS EXCEEDING \$10,000 (NO BID)		
Fiscal Year 2020 (7/1/2019 through June 30, 2020)		
Vendor name	Cost	Justification
Camoin Associates, Inc	\$31,250	Economic development consultant selected based upon expertise in relation to FAME coordination of State 10-Year Maine Economic Development Strategy. FAME eventually reimbursed same amount by DECD.
CampusDoor Holdings Inc	\$48,900	Due to the unique structure of the Maine Private Education Loan Network (MPELN), FAME is required to use this vendor as the servicer that originates the student loans on behalf of the network lenders.
Creative Imaging Group, Inc	\$69,191	As a result of prior experience, FAME selected this vendor for costs associated with its interactive student financial education program, Claim Your Future®. Creation of intricate game kits requires specialization, timeliness, and high quality product delivery. Signed Procurement Policy Exception is on file.
Creative Office Pavilion	\$24,089	Vendor provides services pertaining to office/workspace layout and furniture. FAME selected this vendor based upon prior experience, as well as the ability of the vendor to match brands with furniture currently in use throughout the FAME space.
ECMC	\$412,837	FFELP loan servicing. FAME has determined that it is cost-prohibitive to change vendors. As of December 1, 2019, FAME has transferred this portfolio to another guaranty agency and thus won't need to procure this service in the future.
Frank K. O'Hara	\$13,500	Consultant selected based upon expertise in relation to FAME coordination of State 10-Year Maine Economic Development Strategy. FAME eventually reimbursed full amount by DECD.
Lafayette/Holiday Inn By the Bay	\$21,684	FAME has determined over the years that this Portland hotel is the most appropriate venue for our annual meeting needs.
Hyland LLC	\$36,001	Proprietary workflow and document management vendor selected by competitive bid process 5 years ago and currently being used by FAME. FAME has determined that it would be operationally difficult and cost-prohibitive to change vendors.
iGrad Inc.	\$58,000	Vendor selected via RFP initially in 2013. Helps FAME administer the SALT program, an online financial education tool. FAME continues to use the vendor as a result of prior experience and specialization provided.
M&M Consulting, LLC	\$25,365	Incumbent vendor, which conducted audits of FAME OnLine Answer (OLA) Program, was chosen to avoid of transition costs which would be a hardship in the current environment and the attainment of timely Maine market credit trends in the midst of a pandemic induced economic downturn.
Maine Public Broadcasting Network	\$18,096	FAME selected this vendor due to the unique nature of the radio advertisement offerings.
MaineBiz	\$12,880	FAME selected this vendor due to the unique nature of the business audience and print advertisement offerings.
Nelnet	\$212,125	Loan servicing and fees vendor in place when the Maine Loan program was assumed from the Maine Educational Loan Authority. FAME has determined that it is cost-prohibitive to change vendors.
Nortridge Software LLC	\$14,404	Annual licensing cost pertaining to FAME loan servicing and billing software, selected via RFP process 9 years ago. FAME has determined that it is cost-prohibitive to change proprietary software vendors.
Omnicap Group LLC	\$24,000	There is a limited number of vendors with the specialized skills necessary to compute arbitrage liability associated with Maine Loan bond issuances.

Copy of FY 20 FAME vendors in excess of 10K

Straight Path IT Solutions	\$12,085	This is a specialized vendor utilized for specific technology qualifications.
Systems Engineering, Inc	\$160,038	IT security vendor chosen based upon specialization and prior experience. Services provided include: patch management, system log management, network perimeter security, and several individual maintenance and upgrade projects.
Troubh Heisler	\$37,144	Law firm selected based upon expertise and prior experience related to FAME loan collections.
Tumlin & Tumlin, PLLC	\$32,516	Law firm selected based upon specialization and prior experience pertaining to the NextGen 529™ and Alford Grant programs, as well as securities law.
Total	1,264,105	