



STATE OF NEW MEXICO

SOLE SOURCE REQUEST AND DETERMINATION FORM

A sole source **determination** is not effective until the **sole source request for determination** has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the State Purchasing Agent or, for Professional Services Agreements, the Secretary of the General Services Department. The foregoing requirement is regardless of whether the **sole source request for determination** has been signed by the Agency and/or the Contractor.

I. Name of Agency: New Mexico State Land Office (NMSLO)

Agency Chief Procurement Officer: Chris Montoya

Telephone Number: 505-827-4445

Agency Contact for this request: Chris Montoya

Telephone Number & Email Address: 505-827-4445 & cjmontoya@nmslo.gov

II. Name of prospective Contractor: Planet Labs PBC
 SHARE Vendor Number (must be active): 0000174416
 Address of prospective Contractor: 645 Harrison St.
 4th Floor
 San Francisco, CA 94107-0000

Contact Name: Ehren Lundgren

Telephone Number: 480-293-4280

Email Address: ehren.lundgren@planet.com

Amount of prospective contract before tax: \$2,053,368.28

Estimated tax (subject to change): \$168,119.56 (estimated 8.1875% tax rate)

Term of prospective contract: 4 years (November 20, 2025 – November 19, 2029)

Note: For terms longer than one year, Request for Policy Exemption from DFA MUST be included.

III. Agency is required to state purpose/need of purchase and thoroughly list the services (scope of work), construction or items of tangible personal property of the prospective contract (if this is an amendment request to an existing contract, include current contract number issued by SPD):

The New Mexico State Land Office (NMSLO) requires continued access to proprietary satellite data and change detection analytics provided by Planet Labs PBC. These products are essential for monitoring state lands, detecting unauthorized activity, and supporting compliance and enforcement actions.

Scope of Work – Planet Labs Product List

31402: SkySat Flexible Tasking for Government; 12-month subscription; Single-Entity; Internal Use Rights (MFR Part No: 557; GSA Contract No: GS-35F-309GA)

31654: Select PlanetScope Monthly Visual Basemap Streaming for Government; 12-month subscription; Single-Entity; Access Only Rights

31939: Select PlanetScope Monthly Visual Basemap Download for Government; 12-month subscription; Single-Entity; Internal Use Rights

32170: PlanetScope Select Monthly Standard Feeds (Wellpad) Bundle for Government; 12-month subscription; Single Entity; Internal Use Rights

Bundle Includes:

- PlanetScope Monthly Select Standard Feeds (Wellpad) Streaming and Download for Government; 12-month subscription; Single-Entity; Internal Use Rights
- PlanetScope Select Monthly Standard Feeds (Change Detection) Bundle Add-on for Government; 12-month subscription; Single-Entity; Internal Use Rights

31328: PlanetScope Select Monthly Standard Bundle Add-on for Government; 12-month subscription; Single-Entity; Internal Use Rights

Bundle Includes:

- PlanetScope Select Monthly Standard Feeds (Road) Bundle
- PlanetScope Monthly Select Standard Feeds (Road) Streaming and Download
- PlanetScope Monthly Select Standard Feeds (Road Change) Streaming and Download

- IV. Provide a detailed explanation of the criteria developed and specified by the agency as necessary to perform and/or fulfill the contract and upon which the state agency reviewed available sources. (Do not use “technical jargon;” use plain English. Do not tailor the criteria simply to exclude other contractors if it is not rationally related to the purpose of the contract.)

Planet Labs is the only Earth Observation company capable of delivering medium-resolution satellite imagery (3-4m) covering every acre of land in New Mexico on a near-daily basis. The combination of frequent, medium-resolution data and proprietary change detection models for wellpads and roads has been critical to successfully monitoring and protecting state lands over the past 5 years.

Planet’s automated change detection products generate actionable reports showing when and where land has been altered. These reports allow NMSLO to establish timelines, prioritizing site visits, and supporting documentation for litigation. NMSLO relies on Planet’s high-resolution tasking satellites (3050cm) to capture on-demand imagery of specific areas of interest, providing a much more detailed view of land-use changes.

- V. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor ***the one source*** capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”)

Planet Labs is the only commercial satellite data provider that designs, builds, owns, and

operates satellite constellations capable of collecting and delivering medium-resolution imagery (3-4m) of the entire Earth's landmass on a near-daily basis and offers an archive going back to 2017. Planet regularly increases and advances their capabilities by launching additional satellites. Planet's agile aerospace approach – frequently launching additional satellites – minimizes coverage gaps and ensures continuous improvement in data quality and reliability. This gives NMSLO access to enhanced products that address both current and future monitoring challenges.

- VI. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are ***unique and how this uniqueness is substantially related to the intended purpose of the contract.***

Planet Labs' satellite data by itself is unique, and NMSLO workflows have been tailored over several years to integrate these services into daily operations. Planet data and products are essential for NMSLO's analysis, enforcement actions, litigation support, and revenue generation. These services are not interchangeable with other products, as NMSLO's monitoring systems and decision-making processes are dependent on Planet's proprietary feeds.

- VII. Explain why other similar professional services, services, construction or item(s) of tangible personal property ***cannot*** meet the intended purpose of the contract.

Other providers do not offer the same combination of global near-daily medium-resolution imagery, high-resolution tasking, hyperspectral insights, and automated change detection feeds. The integration of these capabilities into a single platform is unique to Planet Labs and is essential to maintain the operational efficiency and effectiveness that NMSLO currently achieves.

- VIII. Provide a narrative description of the agency's due diligence in determining the basis for the procurement, including procedures used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; contacting similar service providers; and reviewing the State Purchasing Divisions' Statewide Price Agreements. Include a list of businesses contacted (***do not state that no other businesses were contacted***), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

Due diligence was performed during the initial purchase of the satellite data solutions and services, and it has proved to be a valuable asset to NMSLO in revenue generation and scaling land monitoring practices. Other providers of satellite data have been evaluated but none were able to offer the near-daily frequency, various spatial resolution options, and advanced analytics that is required to meet the needs of NMSLO. Since that time, Planet Labs has consistently demonstrated value by enabling NMSLO to expand land monitoring practices, improve enforcement, and increase revenue generation. Based on this market review and operational history, no other provider has been identified that can deliver the same level of service.

Certified by:

DocuSigned by:

Chris Montoya, Chief Procurement Officer
New Mexico State Land Office, Agency

Date: 9/23/2025

Agency Approval by:

Signed by:

Sunalei Stewart, Deputy Commissioner of Public Lands
New Mexico State Land Office – Procuring Agency

Date: 9/23/2025

APPROVED:

State Purchasing Agent

Date: _____

If this sole source is being submitted by a governmental agency or governmental entity not under the final authority of the State Purchasing Agent, the State Purchasing Agent’s signature is not required. The signature line may be removed from this form or marked as N/A. Hard Copy Documentation for Courtesy Postings do not need to be submitted to SPD for approval.