



State of New Hampshire

41 - 7/8/26

DEPARTMENT OF SAFETY
JAMES H. HAYES BUILDING
33 HAZEN DRIVE
CONCORD, NEW HAMPSHIRE 03305
603-271-2791



EDDIE EDWARDS
ASSISTANT COMMISSIONER

ROBERT L. QUINN
COMMISSIONER

STEVEN R. LAVOIE
ASSISTANT COMMISSIONER

July 8, 2026

Her Excellency, Governor Kelly A. Ayotte
and the Honorable Council
State House
Concord, NH 03301

REQUESTED ACTION

Pursuant to MOP 150, VII(C), authorize the Department of Safety, Division of State Police, to procure two (2) new Hamilton Microlab STARlet robotic liquid handlers on a **Sole Source** basis from Hamilton Company (VC# 173700), Reno, NV in the amount of \$303,902.27. Effective upon Governor and Council approval through June 30, 2027. **100% Federal Funds**

Funds are available in account, Backlog Reduction Program, as follows:

FY2027

02-23-23-234010-31270000-030-500311-Equipment-General (New)

\$303,902.27

EXPLANATION

This request is **Sole Source** because Hamilton Company is the single developer and authorized provider of the Microlab STARlet liquid handlers, an automated laboratory robot that performs highly precise liquid handling tasks, essentially an advanced robotic pipetting system used in biotech, pharmaceutical, forensic, clinical, and research laboratories to produce faster, safer, and more reliable test results. These instruments are highly specialized and include proprietary hardware and software as well as customized robotic script and instrument configurations needed for the Biology Unit's DNA analysis methods. Due to Hamilton's exclusive ownership of instrument hardware, software, and technical services as well as multiple patented components, this can only be provided and supported by Hamilton. The company does not utilize third-party sales channels, partners, or resellers for this instrumentation and its components and software; therefore, the equipment and associated services can only be procured and implemented directly from Hamilton and in accordance with MOP 150, VII(C), which requires Governor and Council approval for commodity purchases at or above one hundred thousand dollars (\$100,000).

The Division of State Police seeks to procure two (2) Hamilton Microlab STARlet liquid handlers for deployment in the New Hampshire State Police Forensic Laboratory. These instruments can automate multiple DNA methods by preparing reagents, setting up reaction plates, and normalizing samples for optimal results.

The acquisition will enhance the State's efficiency and ability to expand services for forensic processing and analysis of crime scene evidence for obtaining DNA. The Microlab STARlet liquid handler significantly reduces processing time by eliminating several steps that require single sample manual pipetting by an analyst. The multi-channel arm can prepare 8 samples in the same amount of time as an analyst can prepare one sample. Increasing operational efficiency allows for gains in the number of samples

Her Excellency, Governor Kelly A. Ayotte

and the Honorable Council

Page 2 of 2

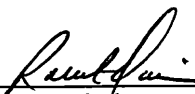
that can be processed at one time as well as allowing the opportunity to expand the number of samples per case and specialized services, such as touch DNA, to more offense types.

When researching this instrumentation class, other options were compared to the Hamilton Microlab STARlet liquid handler. Instruments compared included Promega's Maxprep liquid handler, Qiagen's QIAgility, and Tecan's Fluent 480. All were of a similar price point, but each had limiting factors that made the Microlab STARlet the best choice for the laboratory. Promega's Maxprep is currently limited to robotic protocols focusing on DNA extraction, which is not the key identified bottle neck areas in the DNA process. Qiagen's QIAgility robotic protocols are also limited to the q-PCR and amplification PCR methods with no ability to expand into other protocols in the future. The QIAgility is also being discontinued in the near future with service ending in 2033, which would limit the potential life of the instrument at purchase. Tecan's Fluent 480 instrument footprint was not conducive to the space constraints of the Biology Unit's laboratory space. Ultimately, the Hamilton Microlab STARlet had the physical footprint, protocol flexibility, and growth potential that is needed for this process improvement.

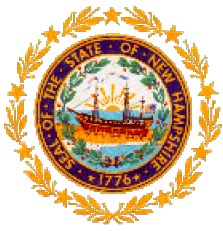
This **Sole Source** procurement has been reviewed and approved by the Commissioner of the Department of Administrative Services, on June 18, 2026, pursuant to RSA 21-I:11, (A)(3) and in accordance with Administrative Rule 600 due to the proprietary nature of the hardware and software pending the approval of the Governor and Council.

In the event that Federal Funds are no longer available, General Funds and/or Highway Funds will not be requested to support this purchase.

Respectfully submitted,



Robert L. Quinn
Commissioner of Safety



State of New Hampshire Purchase Order

PURCHASE ORDER NUMBER
1112889
 This number must appear on all invoices, packages, cartons, bills of lading, and packing slips.

Date: 06/15/2026
 Status: DRAFT
 Ship Via:
 FOB: Origin
 Freight Terms: Freight Allowed
 Terms: Net 30
 Due Days: 30

Bill To: DOS EQUIP CONTROL WAREHOUSE
 SAFETY BUSINESS OFFICE
 33 HAZEN DR
 CONCORD NH 03305

HAMILTON ROBOTICS
 4970 ENERGY WAY
 RENO NV 89502

Ship To:
 DOS EQUIP CONTROL WAREHOUSE
 41 HAZEN DR
 CONCORD NH 03305

Vendor #: 270063 Phone: (775) 858-3000 Agency Contact: Melisa Staples, 603-223-3854
 Contact: Reann Emblem Fax: 91

In accordance with Q 6025418450-2

LINE	QTY	UOM	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
			PENDING G & C APPROVAL 6/17/2026		
1	1.00	EA	STAR23-0001 STARlet ML Deliver on or before June 22, 2026 Quotation reference: Quotation #60254184580, dated 5/1826, good through 6/30/26	189,100.00000	189,100.00
2	1.00	EA	STAR23-0002 STARlet ML Deliver on or before June 22, 2026	114,802.27000	114,802.27
Purchase Order Summary					
				Goods Total:	\$303,902.27
				Order Total:	\$303,902.27
				Total Amount:	\$303,902.27

Buyer: Carrie Martin
 Phone: 603-271-0574
 Process Level: 02300

1. The State of New Hampshire engages the firm or individual ("the Vendor") to perform the services and/or sale of goods, described in the attached State Proposal and the Vendor's proposal, bid or quotation, any of which are incorporated herein by reference.

2. COMPLIANCE BY VENDOR WITH LAWS AND REGULATIONS. In connection with the performance of this agreement, the Vendor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which shall impose any obligation or duty upon the Vendor, including, but not limited to civil rights and equal opportunity laws. In addition, the Vendor shall comply with all applicable copyright laws.

3. TERM. The contract and all obligations of the parties thereunder, shall become effective on a specified date and shall be completed in their entirety prior to a specified date. Any work undertaken by the Vendor prior to the effective date shall be at his sole risk and, in the event that the contract shall not become effective, the State shall be under no obligation to reimburse the Vendor for any such work.

4. CONTRACT PRICE. The contract price, a payment schedule and a maximum limitation of price shall be as specified by the proposal or bid invitation and the Vendor's response. All payments shall be conditioned upon receipt, and approval by the State, of appropriate vouchers and upon satisfactory performance by the Vendor, as determined by the State. The payment by the State of the Contract Price shall constitute complete reimbursement to the Vendor for all expenses of any nature incurred by the Vendor in the performance by the contractor and complete payment for the Services. The State shall have no other liability to the Vendor.

5. DELIVERY. If the Vendor fails to furnish items and/or services in accordance with all requirements, including delivery, the state may repurchase similar items from any other source without competitive process, and the original Vendor may be liable to the state for any excess costs.

If a Vendor is unable to complete delivery by the date specified, he must contact the using branch and or agency. However, the branch and or agency is not required to accept a delay to the original delivery date. All deliveries are subject to inspection and receiving procedure rules as established by the State of New Hampshire. Deliveries are not considered accepted until compliance with these rules has been established. State personnel signatures on shipping documents shall signify only the receipt of shipment.

6. INVOICING. All invoices must be in triplicate showing Order Number, Unit and Extension Prices and discounts allowed. A separate invoice shall be submitted for each order. Unless otherwise noted on the proposal or purchase order, payment will not be due until thirty(30) days after all services have been completed, or all items have been delivered, inspected and accepted or the invoice has been received , whichever is later.

7. PERSONNEL.

7.1. The Vendor shall disclose in writing the names of all owners (5% or more), directors, officers, employees, agents or subcontractors who are also officials or employees of the State of New Hampshire. Any change in this information shall be reported in writing within fifteen (15) days of their occurrence.

7.2. The person signing this agreement on behalf of the State, or his or her delegee ("Contracting Officer") shall be the State's representative for purposes of this agreement. In the event of any dispute concerning the interpretation of this agreement, the Contracting Officer's decision shall be final.

8. EVENT OF DEFAULT; REMEDIES.

8.1. Any one or more of the following acts or omissions of the Vendor shall constitute an event of default hereunder ("Events of Default").

8.1.1. failure to deliver the goods or services satisfactorily or on schedule; or

8.1.2. failure to submit any report required hereunder; or

8.1.3. failure to perform any of the other covenants and conditions of this agreement.

8.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1. give the Vendor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty(30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this agreement, effective two (2) days after giving the Vendor notice of termination; and

8.2.2. give the Vendor a written notice specifying the Event of Default and suspending all payments to be made under this agreement and ordering that the portion of the Contract Price, which would otherwise accrue to the Vendor during the period from the date of such notice until such time as the State determines that the Vendor has cured the Event of Default, shall never be paid to the Vendor; and

8.2.3. set off against any other obligation the State may owe to the Vendor any damages the State suffers by reason of any Event of Default; and

8.2.4. treat the agreement as breached and pursue any of its remedies at law or in equity, or both.

9. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express failure of any Event of Default shall be deemed a waiver of any provision hereof. No such failure or waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof regarding any further or other default on the part of the Vendor.

10. VENDOR'S RELATION TO THE STATE. In the performance of this agreement the Vendor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Vendor nor any of its officers, employees, agents or members shall have authority to bind the State nor are they entitled to any of the benefits, workmen's compensation or emoluments provided by the State to its employees.

11. ASSIGNMENT AND SUBCONTRACTS. The Vendor shall not assign, or otherwise transfer any interest in this agreement without the prior written consent of the State. No work required by this contract shall be subcontracted without the prior written consent of the State.

12. INDEMNIFICATION. The Vendor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the state, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Vendor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.

12.1. PATENT PROTECTION. The Vendor agrees to indemnify and defend the State of New Hampshire from alleged and actual patent infringements and further agrees to hold the State of New Hampshire harmless from any liability arising under RSA 382-A:2-312(3). (Uniform Commercial Code).

13. TOXIC SUBSTANCES. In compliance with RSA 277-A known as the Workers Right to Know Act, the Vendor shall provide Material Safety Data Sheets with the delivery of any and all products covered by said law.

14. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given below.

15. AMENDMENT. This agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto.

16. CONSTRUCTION OF AGREEMENT AND TERMS. This agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns.

17. ADDITIONAL PROVISIONS. The additional provisions (if any) have been set forth as Exhibit "A" hereto.

18. ENTIRE AGREEMENT. This agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.

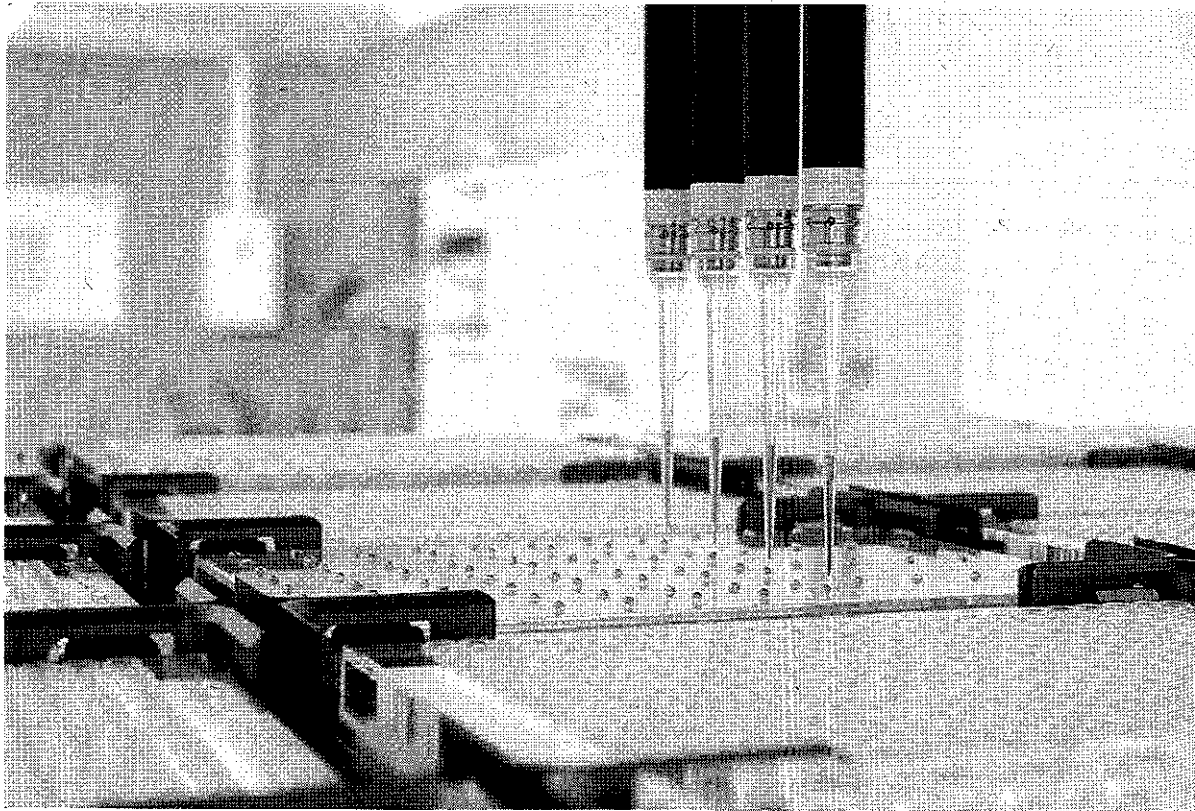
Name: Larry Weiss

Signature: Larry Weiss

Date: June 15, 2026

HAMILTON

System Quote for qPCR Setup STARlet System based on the Microlab STAR Line



For Megan O'Donnell, New Hampshire Forensic Laboratory



Megan O'Donnell
New Hampshire Forensic Laboratory
Concord, New Hampshire 03305
E-mail: megan.m.odonnell@dos.nh.gov

Sales Contact
Bryan Canney
E-mail: Bryan.Canney@hamiltoncompany.com

Reno, 05-18-2026

**System Quote for 60254184580 (2)
qPCR Setup STARlet System**

Dear Megan,

Hamilton strives to provide laboratories around the world with the highest quality automation and customer service. The commitment to quality and service is part of the relationship that begins once you decide to purchase from Hamilton.

Through our discussions, we have worked together to develop an automated solution that fits the needs of your lab. Attached is a quotation for this solution. With this quotation comes Hamilton's promise to ensure that this solution works for you and your team.

Please note that the pricing extended within this quote shall not be honored when passed through a distributor. Once a purchase order has been submitted for this request, Hamilton will reach out to you to learn more about your site and how to best deliver the product to you. Please review this document and respond to help us process your order as swiftly and smoothly as possible.

If you have questions, do not hesitate to reach out. Hamilton is here to support you.

Best regards,

Bryan Canney
Director of Sales

HAMILTON Company



**System Quote for 60254184580 (2)
qPCR Setup STARlet System**

STARlet ML 8 System #1

Pos.	Product	Qty.	Part-No.	Net Unit Price (USD)
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Instruments

1	STARlet ML	1	STAR23-0001	189,100.00
	<ul style="list-style-type: none">• CORE Grips• Teaching Needles• Venus 6• Win11 PC with Deck Watch• 1D/2D Barcode Scanner• On-Deck Accessories (Tips, Plate, Reagent Locations)• HHS• Engineering Services (Delivery, Install, Applications, Training)• Consumables (Tips Troughs)			

Hamilton Company
4970 Energy Way
Reno, NV 89502

Phone: +1 855-646-2871
Fax: +1 775-858-3024
TIN: 95-2217116

www.hamiltoncompany.com
email: roboticsales@hamiltoncompany.com

New Hampshire Forensic Laboratory - O'Donnell



**System Quote for 60254184580 (2)
qPCR Setup STARlet System**

STARlet ML 8 System #2

Pos.	Product	Qty.	Part-No.	Net Unit Price (USD)
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Instruments

1	STARlet ML	1	STAR23-0002	114,802.27
	<ul style="list-style-type: none">• CORE Grips• Teaching Needles• Venus 6• Win11 PC with Deck Watch• 1D/2D Barcode Scanner• On-Deck Accessories (Tips, Plate, Reagent Locations)• HHS• Engineering Services (Delivery, Install, Applications, Training)• Consumables (Tips Troughs)			

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www.hamiltoncompany.com
email: roboticsales@hamiltoncompany.com



**System Quote for 60254184580 (2)
qPCR Setup STARlet System**

Project Summary

Pos.	Qty.	Product	Total
1	1	STARlet ML 8 System #1	
		Total STARlet ML 8 System #1	189,100.00 USD
2	1	STARlet ML 8 System #2	
		Total STARlet ML 8 System #2	114,802.27 USD
Total System Price			303,902.27 USD

***** PLEASE NOTE: Pricing is good until June 30th, 2026 *****

Please include your quotation along with the order.

Please fax orders to
+1 775-858-3029
or email them to
roboticsales@hamiltoncompany.com

For order related inquiries please call
+1 855-646-2871

Hamilton Company
4970 Energy Way
Reno, NV 89502

Phone: +1 855-646-2871
Fax: +1 775-858-3024
TIN:95-2217116

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email: roboticsales@hamiltoncompany.com

New Hampshire Forensic Laboratory - O'Donnell

Internal Codes

Ind14-Governmental Agencies| App19-PCR Setup/Reaction/Cleanup

Terms and Conditions:

Unless otherwise specifically provided by a separate written agreement signed by Hamilton and customer, the Hamilton terms found at <https://www.hamiltoncompany.com/general-terms-and-conditions> exclusively govern the transactions between Hamilton and customer.

Prices: All prices shall be quoted and paid in USD excluding state and local taxes.

Payment terms: Payment shall be made as set out in §10 of General Terms and Conditions of Sale for Capital Purchases.

Terms of delivery: Freight costs are estimated and charged separately, as set out in §4 of General Terms and Conditions of Sale for Capital Purchases.

Delivery: Estimated lead time is TBD. Confirmed from the date of acceptance of PO, in accordance with the terms set out in §3 of General Terms and Conditions of Sale for Capital Purchases.

Warranty: 12 months, as more fully set out in §12 of General Terms and Conditions of Sale for Capital Purchases.

Quotation Validity: This quote is valid Until June 30th, 2026



DEPARTMENT OF ADMINISTRATIVE SERVICES
DIVISION OF PROCUREMENT AND SUPPORT SERVICES
 BUREAU OF PURCHASE AND PROPERTY
 STATE HOUSE ANNEX
 CONCORD, NEW HAMPSHIRE 03301-6398

DATE: 06/09/2026

TO: CHARLES ARLINGHAUS, COMMISSIONER
 DEPT. OF ADMINISTRATIVE SERVICES

Requester: Melisa Staples	Agency: NHSP Forensic Laboratory
Commodity: DNA Liquid handler	Vendor: Hamilton Robotics
RFB/RFP/RFQ (if applicable) RQ 257861	Contract: N/A
Est. Amount: \$303,902.27	

PERMISSION IS HEREBY REQUESTED TO WAIVE THE COMPETITIVE BID REQUIREMENTS OF RSA 21-I:11, (A)(3) AND ADMINISTRATIVE RULE 600 FOR THE FOLLOWING REASONS:

The New Hampshire State Police Forensic Laboratory requests approval for a sole-source purchase for Hamilton STARlet liquid handling instruments. Contingent upon approval from Governor and Executive Council.

The Biology Unit conducts DNA analysis on evidence associated with criminal investigations. The unit has identified specific stages in its workflow where manual processing creates significant bottlenecks. Robotic liquid handlers are widely used in forensic laboratories internationally to increase efficiency and throughput, particularly in steps that are time-consuming when performed by hand. Reducing manual bench work directly improves turnaround times for reporting forensic results to law enforcement and helps decrease overall case backlogs.

The Hamilton STARlet liquid handler is uniquely suited to the laboratory's available space and workload demands. It offers the exact functionality required without the excessive footprint or capacity of other models, which are generally larger, intended for very high-throughput environments, and often come at a higher cost. For these reasons, the STARlet has been identified as the optimal solution for the laboratory's operational needs.

Hamilton is the sole authorized supplier of these instruments within the United States and does not distribute them through resellers.


SUBMITTED FOR ACCEPTANCE BY:

Carrie L. Martin
 Digitally signed by Carrie L. Martin
 @das.nh.gov
 Date: 2025.06.09 09:38:00 -0400

Christopher R. Fuller
 Digitally signed by Christopher R. Fuller
 @das.nh.gov
 Date: 2025.06.09 10:10:43 -0400

PA / ADMIN / DEPUTY DIRECTOR
 BUREAU OF PURCHASE AND PROPERTY

APPROVED FOR ACCEPTANCE BY:


 GARY S. LUNETTA, DIRECTOR
 DIVISION OF PROCUREMENT & SUPPORT SERVICES
 ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER
 THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE
 REVISED STATUTES, ANNOTATED 21-I:14, XII.

 6.18.26
 CHARLES M. ARLINGHAUS, COMMISSIONER DATE
 DEPARTMENT OF ADMINISTRATIVE SERVICES



State of New Hampshire

DEPARTMENT OF SAFETY
Robert L. Quinn, Commissioner of Safety
Division of State Police

James H. Hayes Safety Building, 33 Hazen Drive, Concord, NH 03305
Telephone: 603-223-8813



Colonel Mark B. Hall
Director

June 3, 2026

Purchasing Agent
Dept. of Administrative Resources
Division of Procurement and Support Services

The New Hampshire State Police Forensic Laboratory is requesting a waiver for the sole source purchase of Hamilton STARlet liquid handlers.

The Forensic Laboratory's Biology unit performs DNA analysis on items related to criminal investigations. The unit has identified bottleneck portions of their workflow that greatly need efficiency optimization. Robotic liquid handlers are used widely by forensic laboratories around the world for higher throughput in areas where manual set up takes a significantly longer amount of time. Less manual hands-on time at the technical bench results in a faster overall turnaround time for the release forensic results to law enforcement and reduction case backlogs.

The STARlet liquid handler is one that is of the appropriate size for the laboratory's space and workload. It provides the functionality needed for the tasks it will be used for. Other liquid handlers are much larger in size or are designed for much higher throughput laboratories, and are also typically offered at a higher price point. Therefore, this Hamilton STARlet has been identified as the right solution for the forensic laboratory's needs.

Hamilton is the exclusive supplier of these instruments within the United States and does not provide them to any resellers. Sole source letters are attached to the RQ.

Thank you.

Sincerely,

Colonel Mark B. Hall
Director



HAMILTON COMPANY
PO BOX 10210
RONG NGAMBA 85626-0210 USA
TELEPHONE + 1 775 858 3000
FAX + 1 775 858 7333

June 01, 2026

To Whom It May Concern:

Hamilton Company is the sole source manufacturer and service provider of the Microlab® robotic liquid handling workstations and CO-RE II® pipetting tips. In the United States, Hamilton manufactures workstations PREP®, NIMBUS®, STAR™, STARv® and VANTAGE®. and tips are not sold or distributed by any other company or organization. The workstations and tips are designed to be used in conjunction with one another to deliver superior pipetting performance with minimum wear and tear on the workstations.

Use of pipetting tips beyond those manufactured by Hamilton can risk damage to the workstation and alter liquid handling performance. Instrument validation is performed with patented CO-RE II technology tips. Hamilton recommends the use of CO-RE II technology and is unable to guarantee instrument performance when alternate product is utilized. Pipetting accuracy, trueness, cLLD sensitivity and trouble-free operation may be jeopardized by the use of third-party products.

If you require additional information, please email RoboticsProductManagers@HamiltonCompany.com

David Sexton

David Sexton (June 08, 2026, 08:34 PST)

Product Manager
Large Platforms