

## **JUSTIFICATION FOR SOLE SOURCE PROCUREMENT**

**Agency:** Trident Technical College (TTC)

**Sole Source Vendor:** Palmetto Controls Inc. (PCI), 3101 Carlisle Street, Columbia, SC 29205

Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. 11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

**TTC plans to acquire:** Services, equipment and annual maintenance to maintain Heating, Ventilation, Air Conditioning (HVAC) controls equipment for the Thornley, Palmer and Mt Pleasant Campuses.

**Description of the Agency need that this procurement meets:** This procurement will meet the need to maintain our campus buildings climate controls system for energy management, monitoring, and control purposes. This will ensure continuous operations.

**Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs:** PCI currently has a service contract with TTC. PCI performs all the preventative maintenance, repairs, and upgrades to the HVAC controls and lighting controls around the Thornley, Palmer and Mt Pleasant Campuses using Siemens and NOVAR/Trend building products as PCI is the sole provider in the area.

**Description of supplies, construction, information technology, and/or services Vendor will provide under the contract:** Services, equipment, and annual maintenance to maintain heating, ventilation, and air conditioning (HVAC) controls equipment.

**Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency:** The climate control systems across the three campuses currently utilize DESIGO and TALON components. These products are exclusively distributed through Siemens Solution Partners. PCI, a Siemens channel partner, is the only authorized local dealer in the area. This designation grants PCI sole rights to distribute factory-direct technology and exclusive access to tools and technologies required for installation, commissioning, warranty, servicing, replacement, and migration of the products within the Siemens brand.

Additionally, all authorized Siemens channel partners, including PCI, have full distribution rights for non-system-specific Siemens HVAC products such as sensors, thermostats, valves, and actuators.

Beyond Siemens systems, the College also employs NOVAR and TREND controls and software to manage environmental systems across all campuses. These systems include proprietary components and restricted access. Palmetto Controls is the sole authorized provider in South Carolina for NOVAR and TREND parts and services.

**Contract Period:** 01/01/2026 - 12/21/2026

**Contract Amount:** \$150,000.00

**Commodity Code:** 910

**Vicky Wood, Ph.D.** Digitally signed by Vicky Wood,  
Ph.D.  
Date: 2025.11.24 11:38:04 -05'00'

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**Authorized Signature**

**Printed Name:** Vicky Wood, Ph.D.

**Title:** President

**Date:** 11/24/25

**Blanket sole source:**  Yes  No

**Contract \$50,000 or greater. Drug Free Workplace Act (Section 44-107-30 Code of Laws of SC) applies:**

Yes  No CP Buyer's Initials

**Signed Drug Free Workplace Certification form attached:**

Yes  No CP Buyer's Initials

**Open Trade Certification on file or attached:**

Yes  No CP Buyer's Initials



October 13, 2025

Subject: Siemens Industry Buildings Authorized Distribution

To:  
Stanley Johnson  
Director of Facilities  
Trident Technical College

Our network of Siemens field offices and independent Solution Partners are designed to help you leverage best-in-class building management solutions to address your toughest building challenges. We've carefully constructed our distribution and service network to serve a broad array of customers.

This letter is to inform you that the following organization is an authorized Solution Partner for the TALON automation system in your area.

**Palmetto Controls Inc.**  
3101 Carlisle St.  
Columbia, SC 29205

Siemens Solution Partners are the only authorized source for sales and service of the TALON automation system. In addition to factory direct technology distribution rights, our channel partners are authorized to use the tools and technologies designed exclusively to install, commission, warranty, service, replace and migrate the products within the brand they distribute. All authorized partners have full distribution rights to the Desigo Automation Products and non-system specific Siemens HVAC products such as sensors, thermostats, valves, and actuators.

Best Regards,

A handwritten signature in blue ink that reads "James Hungate".

James Hungate  
Territory Sales Manager  
**SIEMENS** SI Buildings