

**Sole Source  
Written Determination - Instructions**

**Agency Identification:** [Trident Technical College \(TTC\)](#)

**Description of the agency need that this procurement fulfills**

Trident Technical College (TTC) requires a fully operational Cummins B6.7L diesel engine training system to support its Diesel Technology instructional program. The Cummins B6.7L engine platform is used in TTC's Commercial Driver's License (CDL) fleet, and those fleet engines are incorporated into the Diesel Technology program for instructional purposes such as inspection, wear analysis, and real-world maintenance exposure.

To properly prepare students for workforce entry, the Diesel Technology program requires a training system that allows students to safely diagnose, test, and troubleshoot, a live diesel engine in a controlled instructional environment.

The required solution must allow instructors and students to:

- Digitally insert, resolve, and remove mechanical and electronic faults
- Deploy structured diagnostic scenarios and case studies
- Simulate real-world failures and maintenance conditions without unsafe manual manipulation

Digitally controlled fault insertion is essential to instructional efficiency, repeatability, and student safety, as it enables instructors to rapidly configure training scenarios and maximize hands-on lab time.

Additionally, TTC requires manufacturer-designed curriculum that is fully integrated with the engine trainer. Curriculum developed by the trainer manufacturer ensures accurate alignment with the equipment's capabilities, provides a consistent instructional baseline across instructors, and allows new faculty to immediately deliver high-quality instruction without reverse-engineering prior course materials.

**Describe the Market Based on Research Performed:**

Trident Technical College's Procurement Manager performed a web search for "Cummins B6.7L Diesel Engine trainer" and "Diesel Engine Trainer"

**Sole Source Vendor Name:**

Georgia Educational Solutions

6246 Rosecommon Dr

Peachtree Corners, GA 30092

**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 SC Code Ann § 11-35-1560 and SC Regulation 19-445.2105, Sole Source Procurement.**

**Description of supplies, construction, information technology, and/or services vendor will provide under the contract:**

HV-950-B6.7 - Cummins B6.7L Diesel Engine Bench - EPA 2021 (NEW) with

CONSULINK Student Learning Platform

**Sole Source  
Written Determination - Instructions**

24358-30 – Dust cover for the engine

1 Year warranty covering materials and cost of repair, basic remote training with a consulab educational specialist

**Explain why the described solution is the only solution that meets the agency's need and how no other identified solutions were sufficient.**

Consulab's HV-950-B6.7 Cummins B6.7L Diesel Engine Bench with the Consulink Student Learning Platform is the only solution that fully meets the instructional and operational needs of Trident Technical College's Diesel Technology program.

This solution uniquely provides the following required capabilities in a single, integrated system:

1. Direct Instructional Alignment with Fleet-Based Engines  
While the diesel engine training system itself does not support the CDL program, the Cummins B6.7L engine platform used in the trainer is the same platform used in TTC's CDL fleet, and those fleet engines are utilized by the Diesel Technology program for instructional purposes. This alignment allows students to transition seamlessly from simulated diagnostics on the trainer to real-world inspection and repair on fleet engines, reinforcing learning outcomes and reducing skill gaps.
2. Digitally Controlled Fault Insertion for Diesel Instruction  
The Consulab system allows instructors to digitally insert and manage mechanical and electronic faults that align with Diesel Technology coursework in maintenance, troubleshooting, and repair. This capability is required to safely simulate failures that cannot be repeatedly or safely induced on fleet engines. No alternative solutions identified during market research provide comparable digital fault insertion on a fully operational Cummins B6.7L engine.
3. Manufacturer-Designed, Trainer-Specific Curriculum  
Consulab provides curriculum that is developed by the manufacturer of the engine trainer and is fully aligned to the HV-950-B6.7 system. This ensures instructional consistency, accurate use of the trainer's full capabilities, and efficient onboarding of new instructors. Alternative options would require TTC to develop or adapt curriculum independently, increasing instructional risk and the likelihood of underutilizing the equipment.
4. Instructional Continuity and Reduced Operational Risk  
Trident Technical College already uses Consulab equipment and curriculum within its automotive instructional programs. Expanding Consulab into the Diesel Technology program ensures platform consistency, reduces instructor retraining, and minimizes operational risk associated with integrating disparate training systems. Introducing a different manufacturer would result in fragmented curriculum, increased training costs, and reduced instructional efficiency.
5. Exclusive Authorized Distribution  
Georgia Educational Solutions is the only vendor authorized to sell Consulab products to government agencies in South Carolina. Because the required solution is proprietary to Consulab and no authorized alternatives exist, competition is not available.

Based on these factors, no other product or vendor can meet TTC's Diesel Technology instructional requirements for a Cummins B6.7L engine trainer with digital fault simulation, manufacturer-designed curriculum, and alignment with fleet-based instructional engines. This procurement therefore qualifies as a sole source acquisition under SC Code Ann. § 11-35-1560 and SC Regulation 19-445.2105.

**Sole Source  
Written Determination - Instructions**

**Required Signatures:**

Prepared by: Sean McGowan

Date: 04/07/26

Printed Name: Sean McGowan

Title: Procurement Manager

Approved by: Vicky Wood, Ph.D.  
Digitally signed by Vicky Wood,  
Ph.D.  
Date: 2026.04.09 16:48:39 -04'00'

Approval Date: 4 / 9 / 2026

Printed Name: Vicky Wood, Ph.D

Title: President

Contract Period: One-Time Delivery

Contract Amount: \$128,845

Commodity Code: 880

Blanket Sole Source  Yes  No

Contract \$50,000 or greater. Yes  No

Drug Free Workplace Act Form Yes  No

Signed Drug Free Workplace Certification form attached: Yes  No

Open Trade Certification Attached Yes  No



ConsuLab Educatech Inc.  
400-6330 Zéphirin-Paquet St.  
Québec QC G2C 0M3  
Canada

Toll-Free: +1 (800) 567-0791  
USA: +1 (810) 222-4525  
Canada: +1 (418) 688-9067  
Fax: +1 (418) 843-3444

consulab.com  
info@consulab.com

July 22nd, 2025

Mr. Robert Elliot  
Dean, Manufacturing & Industrial Systems Technology  
Trident Technical College  
7000 Rivers Avenue.  
North Charleston, SC 29423

Hello Mr. Elliot,

Please be advised that Georgia Educational Solutions (GES), with offices Peachtree Corners, GA, is the sole authorized source for all ConsuLab Training Aids products in the States of Georgia, Tennessee, and South Carolina.

This includes, but is not limited to all Consulab trainers listed on GES Quote #27323 attached.

ConsuLab training aids are not available through any other third-party reseller or distributor in the above listed territories.

We appreciate this opportunity to continue providing premium quality training aids for use in your auto/diesel program. Should you require any additional information about ConsuLab training aids, please feel free to contact me either by telephone at 1-800-567-0791, extension 6073, or by email at [jbukowski@consulab.com](mailto:jbukowski@consulab.com).

Sincerely,  
ConsuLab Educatech, Inc.

A handwritten signature in black ink, appearing to read 'John Bukowski'.

John Bukowski  
Vice President of Customer Experience  
and Satisfaction

cc: Jimmy Dinsmore, ConsuLab