

JUSTIFICATION FOR SOLE SOURCE PROCUREMENT

Agency: Trident Technical College (TTC)

Sole source Vendor: Converge Technology Solutions, 130 Technology Parkway, 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 S.C. Code Ann. 11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

Description of the Agency need that this procurement meets: Continuation of existing Data Disaster Recovery Services (DRS), which are critical to meeting the business continuity needs of Trident Technical College.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs:

TTC has restarted a Request for Proposals (RFP) process for a Software-as-a-Service (SaaS) Enterprise Resource Planning (ERP) solution. This procurement is being managed by the South Carolina State Procurement Office (MMO), with an anticipated contract award in mid-to-late 2027 and project implementation expected to begin in January 2028. The migration from the current on-premises ERP platform to the new SaaS solution is expected to require a minimum of three years to complete.

The market research conducted for this procurement consisted of discussions with the incumbent vendor and internal technical staff to assess the feasibility of continuing the existing disaster recovery services during the ERP procurement, contract award, implementation, and migration period. This review confirmed that extending the current services is necessary to ensure uninterrupted disaster recovery protection and business continuity while the procurement and implementation process of its replacement ERP system is completed.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: Continuation of the existing Converge/Pellera Disaster Recovery as a Service (DRaaS) Reservation Services supporting TTC's Ellucian Colleague ERP environment, including reserved recovery infrastructure and disaster recovery testing capabilities, during the ERP replacement and migration period.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency:

A tested and operational disaster recovery solution is critical to maintaining the business continuity requirements of Trident Technical College (TTC). The College's Enterprise Resource Planning (ERP) environment consists of Ellucian Colleague operating on an Oracle database utilizing IBM AIX technology. This environment supports mission-critical student, financial, payroll, human resources, and administrative operations and requires a disaster recovery solution that is fully proven, regularly tested, validated and capable of restoring services within established recovery objectives.

Converge/Pellera DRaaS Reservation Services is the only disaster recovery service currently configured, tested, documented, and operationally validated for TTC's specific ERP environment. Over the past eight years, TTC and Converge have developed, tested, and refined environment-specific replication, recovery,

and restoration procedures unique to the College's infrastructure and business requirements. These procedures have been repeatedly exercised through disaster recovery testing and have demonstrated the ability to restore critical systems within less than eight hours.

No other provider currently possesses a tested and validated recovery environment for TTC's ERP platform. To utilize another provider, TTC would be required to procure, design, implement, test, and validate an entirely new disaster recovery environment for the existing ERP platform. Until such implementation and testing were successfully completed, TTC would not possess an equivalent proven disaster recovery capability. Consequently, alternative providers cannot presently furnish the required service because they do not have an operational, tested, and validated disaster recovery solution capable of immediately providing the level of protection required for TTC's existing ERP environment.

TTC is currently engaged in a statewide procurement process, administered through the South Carolina State Procurement Office, for replacement of its existing ERP system with a Software-as-a-Service (SaaS) solution. Following contract award, implementation and migration activities are expected to continue for a minimum of three (3) years. Because the current ERP environment will remain in production throughout this period, TTC must maintain uninterrupted disaster recovery capabilities for the existing platform until migration is completed.

Implementing a replacement disaster recovery solution for a system that is scheduled for retirement would require a substantial investment of time, resources, testing, and validation, only to be displaced by the forthcoming SaaS ERP platform. Such an effort would not provide any additional operational benefit to the College.

Accordingly, Converge/Pellera DRaaS Reservation Services is the only service currently capable of providing TTC with an immediately available, fully tested, and operationally validated disaster recovery solution for its existing ERP environment while the College completes its ERP replacement initiative. A three-year agreement is necessary to ensure continuous disaster recovery protection throughout the procurement, implementation, and migration phases of the replacement ERP project.

Contract Period: 12/01/26 – 11/30/29

Trident Technical College

Contract Amount: \$448,420.80

Com Code: 20800

Vicky Wood
Authorized Signature
Printed Name: Vicky Wood, Ph.D.
Title: President

Date: 10/9/26

Blanket sole source: ___ Yes X No

Contract \$50,000 or greater. Drug Free Workplace Act (Section 44-107-30 Code of Laws of SC) applies:
X Yes ___ No cp Buyers Initials

Signed Drug Free Workplace Certification form attached:
Requested 10/6/26 ___ Yes ___ No cp Buyers Initials

Open Trade Certification Requested 10/6/26 ___ Yes ___ No cp Buyers Initials