

**Sole Source
Written Determination - Instructions**

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

Description of the agency need that this procurement fulfills: TTC requires a solution to create and deploy custom lab activities for Information Technology (IT) training. The solution must be able to import existing custom labs developed by TTC for IT classes.

Custom Labs:

IST 274 (Custom SQL Server Labs)

IST 193 (Custom Bash Scripting Labs)

IST 253 (Custom Labs for Virtualization)

IST 165 (Custom Windows Server Labs)

IST 198 (Custom OpenStack Labs)

IST 298 (Custom OpenStack)

CYB 285 (Custom CySA+ Labs)

In addition, the solution must provide labs created and kept up to date by Red Hat, Cisco Networking, and CompTIA.

CompTIA provides a Security+ certificate that Continuing Education and IST 293 classes train for in lab. Pre- certificate lab training provided by the certifying agency is invaluable to students.

Cisco's Introduction to Networks lab and Red Hat's System Administration I lab are incorporated into the following TTC classes and provide labs created by industry leaders that model real world scenarios:

Cisco:

IST 201 (Intro to Networks)

IST 202 (CCNA2: Switching, Routing, and Wireless Essentials v7)

IST 203 (CCNA3: Enterprise Networking, Security, and Automation v7)

CYB 201 (CCNA Cyber Operations)

Red Hat:

IST 190 (Red Hat System Admin)

IST 191 (Red Hat System Admin)

IST 192 (Red Hat System Engineer)

Describe the Market Based on Research Performed:

Trident Technical College's Assistant Dean of Business Technology researched solutions to create and deploy custom lab activities.

Sole Source Vendor Name: Converge One, Inc

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

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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:

Implement 64 new NetLab+ VE64 Licenses

One-Year license, maintenance and support for a total of 128 NetLab+ VE64 licenses

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

Network Development Group's(NDG) Netlab+ software is the only solution available that provides customized automated lab setup that comes with Cisco, Red Hat, and CompTIA created labs.

Trident Technical College's information technology students currently use NetLab+ in their labs. Custom labs have been developed by TTC in NetLab+. To ensure equitable college experience for all students, TTC must ensure all students in the same lab use the same software and have access to the same labs.

Converge One is the only authorized distributor in the United States for NetLab+

Therefore, Converge One is the sole source of the software that will meet TTC's needs.

Required Signatures:

Prepared by: Sean McGowan

Date: 03/30/26

Printed Name: Sean McGowan

Title: Procurement Manager

Approved by: Vicky Wood, Ph.D. Digitally signed by Vicky Wood, Ph.D.
Date: 2026.03.30 16:36:01 -04'00'

Approval Date: 03/30/2026

Printed Name: Vicky Wood, Ph.D

Title: President

Contract Period: 05/01/26 – 04/30/27

Contract Amount: \$52,000

Commodity Code: 920

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



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NETLAB+ Renewal Contacts

Please submit your purchase order to one of the resellers in your theater.

Distributor

Attn: Cisco Academy Orders
ConvergeOne, Inc.
5555 Ontario Mills Parkway
Ontario, CA 91764
Tel: 1-909-230-7049
Fax: 1-866-728-6943
cis_sw_academyorders@convergeone.com

Additional International Partner-Resellers:

VIXTRO: Australia
Paul Kingston
Paul.Kingston@vixtro.com.au
PO Box 150
Ringwood, VIC AU 3134
Tel: 1800 849 876 (1800 VIXTRO)
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