

**Sole Source
Written Determination - Instructions**

Agency Identification: Trident Technical College (TTC)

Description of the agency need that this procurement fulfills:

The nursing division advisory committee has identified a need for new graduate nurses to have more practice with communication and de-escalating hard-to-manage patients. The Nursing Simulation Center at Trident Technical College requires conversational scenarios to enhance simulation-based learning for nursing students. The solution must integrate seamlessly with existing simulation mannequins to facilitate realistic patient communication scenarios, including therapeutic communication, health history interviews, and de-escalation techniques. Patient scenarios needed are Gerontology, Pediatric Care, Women's Health, Mental Health, and Acute Care.

Describe the Market Based on Research Performed:

TTC's Nursing Simulation Center Director conducted research by attending webinars, google searching and AI searching to identify commercially available solutions that meet the need for AI-powered conversational simulation tools compatible with existing mannequins. TTC identified through market research four different manufacturers and their product offerings as potential providers of the type of product and service sought.

Sole Source Vendor Name: Home One, LLC

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:

Home One will provide 9 smart speakers that add conversational AI to current TTC manikins and 5-year subscription to use the PCS software. Up to 100,000 voice interactions per year.

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

The PCS SimVox Pro is the only product identified that will integrate with the college's existing equipment, support multiple mannequins, and can provide realistic voice synthesis and scenario-based interaction without additional hardware or extensive student licensing.

Home One, LLC is the only authorized distributor of the SimVox Pro in North America.

Required Signatures:

Prepared by: *Sean McGowan*

Date: 10/14/25

Printed Name: Sean McGowan

Title: Procurement Manager

Approved by: _____

Approval Date: 10/22/2025

Printed Name: Vicky Wood, Ph.D

Title: President

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Contract Period: 10/14/25 – 10/13/30

Contract Amount: \$121,459.50

Commodity Code 260

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 ☐

OPEN TRADE REPRESENTATION

(S.C. Code Ann. §§ 11-35-5300)

The following representation, which is required by Section 11-35-5300(A), is a material inducement for the State to award a contract to you.

I, the official named below, certify I am duly authorized to execute this certification on behalf of the vendor identified below, and, as of the date of my signature, the vendor identified below is not currently engaged in the boycott of a person or an entity based in or doing business with a jurisdiction with whom South Carolina can enjoy open trade, as defined in SC Code Section 11-35-5300.

<i>Vendor Name (Printed)</i> Home One LLC	<i>State Vendor No.</i>
<i>By (Authorized Signature)</i> 	<i>Date Executed</i> 9-4-25
<i>Printed Name and Title of Person Signing</i> Nicholas Stoick, Managing Member	<i>[Not used]</i>

DRUG FREE WORKPLACE

NOTE: This clause applies to any resultant contract of \$50,000.00 or more.

The State of South Carolina has amended Title 44, code of laws of South Carolina, 1976, relating to health, by adding Chapter 107, so as to enact the Drug-Free workplace act. (See Act No. 593, 1990 acts and joint resolutions). The text of this act is included herewith.

SECTION 44-107-20. As used in this chapter:

- (1) "Drug-free workplace" means a site for the performance of work done in connection with a specific grant or contract of an entity at which employees of the entity are prohibited from engaging in the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance in accordance with the requirements of this chapter.
- (2) "Employee" means the employee of a grantee or contractor directly engaged in the performance of work pursuant to the provisions of the grant or contract.
- (3) "Controlled Substance" means a controlled substance in Article 3, Chapter 53, of this title.
- (4) "Conviction Substance" means a finding of guilt, including a plea of nolo contendere or imposition of sentence, or both, by any judicial body charged with the responsibility to determine violations of the federal or state criminal drug statutes.
- (5) "Criminal Drug Statute" means a criminal statute involving manufacture, distribution, dispensation, use, or possession of any controlled substance.
- (6) "Grantee" means the department, division, or other unit of a person responsible for the performance under a grant.
- (7) "Contractor" means the department, division, or other unit of a person responsible for the performance under a contract with a state agency.

SECTION 44-107-30. No person, other than an individual, may receive a grant or be awarded a contract for the procurement of any goods, construction or services for a stated or estimated value of fifty thousand dollars or more from any state agency unless the person has certified to the using agency that it will provide a drug-free workplace by:

- (1) Publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited in the person's workplace and specifying the actions that will be taken against employees for violations of the prohibition:
- (2) Establishing a drug-free awareness program to inform employees about:
 - (a) The dangers of drug abuse in the workplace;
 - (b) The person's policy of maintaining a drug-free workplace;
 - (c) Any available drug counseling, rehabilitation, and employee assistance program; and
 - (d) The penalties that may be imposed upon the employees for drug violations;
- (3) Making a requirement that each employee to be engaged in the performance of the contract be given a copy of the statement required by item (1);
- (4) Notifying the employee in the statement required by item (1), that as a condition of employment on the contract or grant, the employee will:

- (a) Abide by the terms of the statements; and
- (b) Notify the employer or any criminal drug statute conviction for a violation occurring in the workplace no later than five days after the conviction;

(5) Notifying the using agency within ten days after receiving notice under item (4b) from an employee or otherwise receiving actual notice of the conviction;

(6) Imposing a sanction on, or requiring the satisfactory participation in a drug abuse assistance or rehabilitation program by any employee convicted, as required by section 44-107-50; and

(7) Making a good faith effort to continue to maintain a drug-free workplace through implementation of items (1), (2), (3), (4), (5), and (6).

SECTION 44-107-40: No state agency may enter into a contract or make a grant with any individual for a stated or estimated value of fifty thousand dollars or more unless the contract or grant includes a certification by the individual that the individual will not engage in the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance in the performance of the contract.

SECTION 44-107-50: A grantee or contractor shall, within thirty days after receiving notice from an employee of a conviction pursuant to article 3, Chapter 53, of this title:

1. Take appropriate personnel action against the employee up to and including termination; or
2. Require the employee to participate satisfactorily in a drug abuse assistance or rehabilitation program approved for the purposes by a federal, state, or local health, law enforcement, or other appropriate agency.

SECTION 44-107-60: Each contract or grant awarded by a state agency is subject to suspension of payments or termination or both, and the contractor or grantee under the contract or grant or the individual who entered the contract with or received the grant from the state agency, as applicable, is subject to suspension or debarment in accordance with section 11-35-4220 if the appropriate chief procurement officer, as defined in section 11-35-310 (5), determines that:

- 1 The contractor or grantee has made a false certification under sections 44-107-30 or 44-107-40;
- 2 The contractor or grantee violates the certification by failing to carry out the requirements of section 44-207-30 (1), (2), (3), (4), (5), and (6);
- 3 The contractor or grantee does not take appropriate remedial action against employees convicted on drug offenses as specified in section 44-107-50; or
- 4 The number of employees of the contractor or grantee who have been convicted of violations of criminal drug statutes for violations occurring in the workplace reasonably indicates that the contractor or grant recipient has failed to make a good faith effort to provide a drug-free workplace as required by this chapter.

SECTION 44-107-70: Upon issuance of any final decision under this chapter requiring debarment of a contractor, grantee, or individual, the contractor, grantee, or individual is ineligible for award of any contract or grant by any state agency, for a period specified in the decision, of at least one year but not to exceed five years.

SECTION 44-107-80: Upon request, the South Carolina Commission on Alcohol and Drug Abuse shall provide technical assistance to any state agency to assist with the implementation of this chapter. Additionally, upon request, the names and addresses of contractors and grantees providing a drug-free workplace pursuant to this chapter must be provided to the commission.

SECTION 44-170-90: Failure to comply with any provision of this chapter shall not be grounds for any protest under section 11-35-4210.

SECTION 44-107-100: Upon request, the South Carolina Commission on Alcohol and Drug Abuse shall provide technical assistance to any state agency to assist with the implementation of this chapter. Additionally, upon request, the names and addresses of contractors and grantees providing a drug-free workplace pursuant to this chapter must be provided to the commission.

Section 2. Upon approval by the governor, chapter 107 of title 44 of the 1076 code, as added by this act, applies to grants made or contracts executed after December 31, 1990.

Rev. 10/28/91

CERTIFICATION REGARDING DRUG-FREE WORKPLACE REQUIREMENTS
(COMPANY)

Pursuant to the South Carolina Drug-Free Workplace Act, I hereby certify the following:

1. I am authorized to bind Home One LLC
Company's name) by which I am employed.
2. Home One LLC (Company's name) will provide a
"drug-free workplace" as that term is defined in S44-107-30, Code of Laws of South Carolina, 1976 (as
amended), by complying with the requirements set forth therein.
3. I recognize that my company's contract or grant is subject to suspension of payments or termination or
both and that my company is subject to suspension or debarment in accordance with S11-35-4220 if:
 - a. This certification is false;
 - b. My company violates the certification by
failing to carry out the requirements of
Section 44-107-30(1), (2), (3), (4), (5)
and (6);
 - c. My company does not take remedial action
against employees convicted on drug offenses
as specified in S44-107-50; or
 - d. The number of employees of my company who have
been convicted of violations of criminal drug
statutes for violations occurring in the workplace reasonably indicates that my
company has failed to make a good faith effort to
provide a drug-free workplace as required by the Drug-Free Workplace Act.

Company's Name

Home One LLC

Name and Title of Authorized
Representative

Nicholas Stoick

Signature of Authorized
Representative


Date

9-4-25

[External] PCS- SimVox

Wednesday, September 10, 2025 10:16 AM

Subject	[External] PCS- SimVox
From	Read Blumberg
To	McGowan,Sean
Sent	Wednesday, August 27, 2025 12:59 PM
Attachments	 Home One SimVox S...

Caution: This email originated from outside of Trident Technical College. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Mr. McGowan-

Good afternoon. My name is Read and I've been working with Sarah in the sim lab regarding the SimVox units.

Yes, Home One, LLC is our North American distributor for the SimVox.

I have attached our sole source for your review.

Feel free to call to discuss.

Thank you-

Read

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Read S. Blumberg

Director of Sales, North America

PCS

404-406-5522

pcs.ai/simvox



PCS SimVox: Sole Source & Specifications

Home One LLC is the sole distributor of PCS SimVox and SimVox Pro in the United States, an AI-driven smart speaker that simulates the voice of the patient in healthcare simulation scenarios. PCS SimVox is designed for meeting high-level healthcare communication training goals and educational learning objectives.

Each SimVox or SimVox Pro Includes:

- Bluetooth Speaker
- Tablet Computer
- 5-Years of SimVox AI Software

PCS SimVox offers the following unique features that sets it apart from other simulation products.

Natural Speech Interactions

- Cloud-based speech recognition for patient-learner interactions and in-session voice memos.
- Continuously improving generative AI to provide scenario-specific responses to tens of thousands of medical interview questions and unlimited number of variations.
- Best-in-class speech synthesis, using scenario-specific voices. Voice effects (cough, sneeze, laugh, etc) are user-embeddable in speech responses.
- Emotional reactions and facial expression associated with scenario-specific responses.

Patient Concept Scenario Creation*

- user-embeddable in speech responses.
- Emotional reactions and facial expression associated with scenario-specific responses.

Patient Concept Scenario Creation*

- Easily create custom scenarios through the guided patient concept scenario creation tool
- Enhance custom scenarios with multi-state modes for complex scenarios*
- Vital sign monitoring to showcase different physiological conditions*
- Medication treatment and orders for help with diagnostic and intervention*

AI Assessment

- Automatically assess a learner/teams communication skills and provide feedback at the end of a scenario
- Easily create custom assessment criteria with the AI assessment builder
- AI assessment builder uses natural language to identify specific criteria

Screen Based / VR Mode*

- Interact with a virtual representation of your SimVox scenario on screen using a computer, tablet or mobile device.

*Requires SimVox Pro