

JUSTIFICATION FOR SOLE SOURCE PROCUREMENT

Agency: Trident Technical College

Sole source Vendor: Technical Training Aids

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: The Industrial Maintenance lab is limited in the ability to teach maintenance skills with real equipment due to the age and condition of their current pneumatic training equipment. The current pneumatic equipment is over 10 years old and although the components can be used, it is breaking down making it difficult for the students to complete pneumatic labs. The Industrial Maintenance lab currently does not have enough hydraulic trainers to accommodate all the students in the class to allow hands on training.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: The end user performed extensive internet searches and spoke with multiple vendors that provided trainers similar to Amatrol. Through this research, the end user found that the other trainers either were too large to fit into the class space or the trainers were not set up for online training (see market research). The ability to do online training is necessary to allow the program to move from face-to-face to online immediately should the need arise. Not only was this required during the recent Pandemic, but Lowcountry Charleston area is subject to hurricanes and storms and often during the season has to close for inclement weather. While completing the market research, the end user was unable to find any other company that could supply all the components and training materials that the lab currently uses in its curriculum. Currently, the lab uses IE Predeveloped lab, lab books, student reference material, online training of the same equipment being ordered. This online training provides the students the experience of working with the real equipment.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: Supply and deliver the following Amatrol products, Basic Pneumatic Learning system 85-BP, Intermediate Pneumatic Learning system 85-IP and Hydraulic troubleshooting Learning system 950-HT1.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency. Technical Training Aids is the only authorized distributor for Amatrol products in South Carolina. Amatrol equipment is unique in that while it is a training system, its components are actual industrial pneumatic and hydraulic equipment which allows both theory and hands-on training on equipment components that students will find in their ultimate workplaces. The Industrial Maintenance lab is purchasing 2 different types of trainers, a hydraulic trainer, and a pneumatic trainer. The current pneumatic trainer is often down and will be used as backup. Its parts can be used with the new pneumatic trainer. The Industrial Maintenance lab currently has one (1) Hydraulic Troubleshooting Learning system and requires a 2nd identical system to allow more students ability to train. Both the pneumatic and hydraulic trainers will allow compatibility with our existing hydraulic trainers. The new trainers are compatible with the stands already in use and can be used together. By purchasing the same trainer brand that currently exists in the training lab the Industrial Maintenance program will be able to maintain the same level of training we are currently delivering over the various IMT classes. Amatrol trainers' equipment is fixed to the board and therefore are not able to be rearranged by the students as they assemble the exercise. This prevents the students from damaging the

components in the Lab.

Contract Period: One Time Purchase

Contract Amount: \$114,470.00

CB

Authorized Signature

Com. Code: 545

Printed Name: Mary Thornley, Ed.D.

Date: 03/27/2024

Title: President

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 wgd Buyers Initials

Signed Drug Free Workplace Certification form attached:

☒ YES ☐ NO wgd Buyers Initials

Open Trade Certification on file or attached:

☒ YES ☐ NO wgd Buyers Initials