

JUSTIFICATION FOR  
SOLE SOURCE PROCUREMENT

Based upon the following determination, the proposed procurement action described below is being procured pursuant to the authority of Section 11-35-1560 of the South Carolina Procurement Code and 19-445.2105 of the Rules and Regulations, 1976 South Carolina Code of Laws.

This governmental body proposes to procure: Annual Contract for Billboard Advertising

As a sole source procurement from: Adams Outdoor Advertising of Charleston, 4845 O'Hear Ave., N. Charleston, SC 29405

The basis for this sole source determination and the reason no other vendor is suitable is:  
See Attached justification

Date: 06/04/2021

Contract Period: 07/01/2021 – 06/30/2022

TRIDENT TECHNICAL COLLEGE

Contract Amount: \$416,626.00

*CB* Mary Thornley  
Mary Thornley, Ed. D.  
PRESIDENT

Com. Code: 915

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 CB Buyers Initials -

Signed Drug Free Workplace Certification form attached: - requested

\_\_\_ Yes X No CB Buyers Initials - Requested

Open Trade Certification on file or attached  
requested

\_\_\_ Yes X No CB Buyers Initials Requested -

REV: 03/02/16 TTC

Rev: 06/26/18 TTC

# Sole Source - Justification

## Trident Technical College

### **Sole source to: Adams Outdoor Advertising, Charleston, SC**

In accordance with Section 11-35-1560(a) of the SC Consolidated Procurement Code, and Section 19-445.2015 of the SC Code of State Regulations, Trident Technical College will enter into a sole source contract for: Billboard advertising for the Marketing Department for one year.

**Billboard Buys:** Data collected by Trident Technical College (TTC) has revealed the increasing importance of billboard advertising to TTC. According to the 2017 survey of new students, billboard advertising was the most effective means to remind potential new students and current students with messages of applying to the college and registering for classes. In fact, 33% of survey respondents ranked billboard advertising as the top advertising initiative in terms of effectiveness. Radio/TV advertising was ranked as second (20% of respondents); direct mail was third (14% of respondents); newspaper advertising was ranked as fourth (1% of respondents). Those who did not see an advertising message totaled 14%. The college didn't conduct a survey in 2020 based on the fact that survey results, including those related to billboard advertising, had been consistent for many years.

TTC Marketing Services staff member conducts a market ride once a year. The purpose of the market ride is to select billboard locations for upcoming campaigns. During the rides, the TTC staff member confirms that locations provide optimal reach for the college's message(s) and that billboard structures are indeed the only ones at specific locations. In establishing optimal reach, the TTC staff member looks at placement of each billboard and how drivers see these billboards according to traffic flow. For example, billboard placement is often ideal on the left side of the road (left-read). However, if routes curve, it is possible that a right-side billboard is more effective (right-read). Decisions such as this impact the effectiveness of billboard campaigns. The TTC Marketing Services staff member verifies reach, locations and condition of the boards.

Adams Outdoor is the only tri-county vendor with a comprehensive inventory (34 digital units as of December 2020) that allows TTC Marketing Services staff to achieve significant reach\* with outdoor campaigns. Not only does Adams's inventory provide coverage in terms of volume, but only they have inventory that provides the opportunity to select locations based on the campaign's message. For example, TTC continues targeting males and females, ages 18-24. In particular, the college is targeting high school males. Collaborative and independent market rides revealed that Adams Outdoor is the only provider that has the billboard locations to target all major area high schools including Ashley Ridge, Summerville, Fort Dorchester, Stratford, Berkeley, West Ashley, Stall, North Charleston, Goose Creek, etc. No other billboard firm offers this amount of selection and the ability to quickly and efficiently market in the areas we need.

Furthermore, Adams is the only audited outdoor company that has a service office located locally. This translates into quicker posting and response when artwork on a static billboard is peeling (flagging). Adams Outdoor digital billboards are maintained at the highest technical level and

provide images of extremely high quality. The service office also provides immediate tree trimming and other similar services to ensure that TTC's billboard artwork is visible at all times

Adams Outdoor is the only provider that offers TTC the ability to design, upload and schedule creative to digital network directly. This allows TTC to promote different programs, events, and campaigns constantly and respond to needs instantly if needed. Additionally, Adams offers TTC a proprietary scheduling suite to enable uploading and scheduling different messages/designs to different digital units geographically, specific days of the week and even specific hours of the day. Via this direct network connection, we can bring our message to the market faster than any other method.

Adams Outdoor is one of the only local members of Geopath, a not-for-profit organization that audits (OOH) billboard traffic and impressions. Geopath uses state-of-the-art audience location measurement, deep consumer insight, and media research methodologies along with an integrated approach to provide powerful tools that measure and analyze audience location and show how consumers engage with out-of-home advertising.

Adams Outdoor Advertising can offer Trident Technical College the ability to reach the entire tri-county population in a quick efficient manner. No other company offers all of the above.

**\*Reach--**The approximate percentage of a target audience's population who notice an advertising message at least once during an out-of-home campaign.

**\*\*Frequency--**The average number of times an individual notices an out-of-home advertising message during a defined period of time.

This notice is posted in the South Carolina Business Opportunities (SCBO) as required by SC Code 11-35-1560.

**PROTESTS:**

If you are aggrieved in connection with the intended award or award of the contract, you may be entitled to protest, but only as provided in Section 11-35-4210. To protest an award, you must (i) submit notice of your intent to protest within five (5) business days of the date this notice is posted, and (ii) submit your actual protest within fifteen days of the date this notice is posted. Days are calculated as provided in Section 11-35-310(13). Both protests and notices of intent to protest must be in writing and must be received by the appropriate Chief Procurement Officer within the time provided. The grounds of the protest and the relief requested must be set forth with enough particularity to give notice of the issues to be decided. Any protest or notice of intent to protest must be addressed to the Chief Procurement Officer, Information Technology Management Office, and submitted in writing

(a) by email to: [protest-itmo@itmo.sc.gov](mailto:protest-itmo@itmo.sc.gov), or

(b) by post or delivery to: 1201 Main Street, Suite 600, Columbia, SC 29201.

Term: 07/01/2021 – 06/30/2022

Contract Amount: \$416,626.00