

JUSTIFICATION FOR
SOLE SOURCE PROCUREMENT

Agency: Trident Technical College

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:

Data disaster recovery services, which are critical to meeting the business continuity needs of Trident Technical College (TTC).

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

The only market research that was conducted to determine availability of products or services to meet the agency's needs for this procurement were discussions with the current vendor to determine the possibility of continuing the services for an additional year and conversations with internal staff regarding the consequences of the potential award to a different vendor due to the following: The college is currently in the request for proposal process for a SaaS enterprise resource planning (ERP) solution. This procurement is being administrated by the South Carolina State Procurement Office. After completing the conversion to a SaaS ERP solution, the College will not require a disaster recovery solution for the ERP.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract:

Data disaster recovery services.

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


A tested disaster recovery solution is critical to meeting the business continuity requirements of the College. The college's current ERP system is Ellucian Colleague, which runs on an Oracle database using IBM's AIX technology. The College has been using the currently competitively bid Converge ResQ DR services for the past 6 years. During this time, the college has tested and refined the backup and restoration processes. Original restores took 4 business days to perform. Due to multiple years of collaborative effort between Converge and the College, the restoration time has been reduced to under 8 hours.

As noted above, TTC is currently in an ongoing Request for Proposal process, managed by State Procurement Services, for a SaaS ERP solution. After completing the conversion to a SaaS ERP, the college will no longer be required to provide a DR solution for the ERP. Issuing a solicitation for a DR solution during this time could result in procuring, installing, and converting to a different disaster recovery solution. To do so during the ERP process would increase the risk to the College while providing no additional benefit, and likely would not be fully integrated and fully operational prior to award and implementation of the new Saas based ERP system. Additionally, attempting to implement a different disaster recovery solution during this time would drain critical resources required for the successful implementation of the new SaaS ERP solution.

Contract Period: 12/01/23 – 11/30/24

Contract Amount: \$77,784.00

Com Code: 20800


Authorized Signature
Printed Name: Mary Thornley, Ed.D
Title: President

Date: 09/22/23

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 JHO_Buyers Initials

Signed Drug Free Workplace Certification form attached:

Yes No JHO_Buyers Initials

Open Trade Certification on file or attached Yes No JHO Buyers Initials