

**Sole Source
Written Determination**

Agency Identification: Greenville Technical College

Description of the agency need that this procurement fulfills: *(See instructions on last page for guidance)*

College operations require many reporting needs from internal departmental to external regulatory and compliance. The current reporting environment relies heavily upon Rocket Software Safari Data for operational reporting and data access. However, Safari has reached end-of-life status and is no longer a viable reporting solution for the institution's operational needs. The existing environment is limited primarily to legacy query and static reporting functionality and lacks many capabilities now required to support necessary institutional operations, executive decision-making, compliance reporting, and distributed user access across the College. Specifically, the current platform provides limited or no capabilities related to:

Dashboarding and data visualization;

Interactive and drill-down reporting;

Web-based and mobile-accessible reporting interfaces;

Advanced scheduled reporting distribution;

Granular role-based delegated reporting access;

Analytics and KPI presentation;

Broad end-user accessibility for non-technical departments;

Automated reporting for business efficiency;

Cross-system data unification for 360 operational data visibility and reporting.

These limitations have increasingly constrained the College's ability to deliver timely and actionable operational reporting to institutional leadership, student services, finance, human resources, institutional research, and academic departments. As institutional reporting demands have evolved, the current legacy reporting solution inadequately meets reporting needs and has created burdensome manual data management to provide the required reporting to state and other external entities.

Describe the Market Based on Research Performed: *(See instructions on last page for guidance)*

The College evaluated alternative approaches, including the development of a custom reporting and data warehouse environment utilizing direct Oracle reporting tools, middleware solutions, and general-purpose business intelligence platforms. While these approaches may offer opportunities for enterprise analytics modernization, they are either custom or not designed for higher education and require customization to fit the college's systems and needs. This type of implementation requires are costly, requiring lengthy projects, staffing resources, and managed services for data engineering, middleware development, and ongoing technical support commitments that burden the college.

Development of a custom reporting platform would require extensive institutional effort to:

Reverse engineer and document complex legacy Colleague data structures;

Build custom integrations and middleware connections;

Develop security and role delegation frameworks;

Recreate operational reporting currently performed through Safari;

Design and validate data models for institutional reporting;

Develop training, governance, and support processes;

Maintain long-term development and operational support staffing.

Solutions evaluated include Argos, Tableau, Qlik Sense, Looker, Domo, Sisense, Cognos, Oracle Analytics Cloud, Microsoft PowerBI, and SAP Analytics Cloud. All but Argos are general solutions capable enterprise BI products, but their weakness is the same: general-purpose analytics platforms that do not inherently provide a Colleague/Safari replacement path, higher-ed operational reporting patterns, or prebuilt Colleague-focused reporting community, and they require substantial employee resources, managed services, and time to build, configure, and integrate.

Evisions' Argos is the only solution evaluated that connects directly into the college data systems without a data

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warehouse. All other options require a data warehouse built which requires expertise, time, and added resources. Argos is the only solution built specifically and exclusively for higher education reporting and includes a library of higher education reports out of the box. These characteristics provide a lower cost to purchase, implementation, management, and sustainability. With all other solutions evaluated, all reports must be custom built, requiring significant additional time and cost or resources to operations in addition to the implementation time and cost. Higher cost purchase options also require higher sustainment costs, higher renewal costs, and Argos is the only solution built for higher education that can be operational within 2 months, fulfilling the reporting needs of the college internally and externally.

Requirement	Argos	Power BI	Tableau	Qlik	Oracle Analytics
Direct Oracle access	✓	✓	✓	✓	✓
Direct SQL Server access	✓	✓	✓	✓	✓
Ellucian Ethos integration	Available	Custom	Custom	Custom	Custom
Real-time operational reporting	Excellent	Moderate	Moderate	Moderate	Moderate
Pixel-perfect reports	Excellent	Moderate	Moderate	Moderate	Moderate
Self-service departmental reports	Excellent	Good	Good	Good	Good
Data warehouse required	No	Often	Often	Often	Often
Included higher-ed report library	Yes	No	No	No	No

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Comprehensive Comparison Chart

Solution	Cost	Implement Timeline	Oracle On-Prem Connectivity	SQL Server Connectivity	SIS SaaS Connectivity	Operational ERP Reporting	Dashboard & Analytics	Higher Education Focus	Major Gaps Compared to Argos
Evisions Argos	\$\$	2-3 months	Excellent	Excellent	API-based	Excellent	Moderate	Native	Lower cost; faster implement; future proof; HighEd library
Microsoft Fabric/Power BI	\$\$\$	12-16 months	Excellent	Excellent	Excellent	Moderate	Excellent	Custom	Higher costs; long implement
Qlik Sense	\$\$\$	8-12 months	Excellent	Excellent	Very Good	Moderate	Excellent	Custom	Higher costs; long implement
Tableau	\$\$\$	6-12 months	Excellent	Excellent	Very Good	Moderate	Excellent	Custom	Higher costs; long implement
Oracle Analytics Cloud	\$\$\$	6-10 months	Excellent	Excellent	Good	Moderate	Very Good	Custom	Higher costs; long implement
Looker	\$\$\$\$	6-12 months	Excellent	Excellent	Good	Fair	Very Good	Custom	Higher costs; long implement
Domo	\$\$\$\$	4-9 months	Good	Good	Excellent	Fair	Excellent	Custom	Higher costs; long implement
Sisense	\$\$\$\$	6-12 months	Excellent	Excellent	Good	Fair	Very Good	Custom	Higher costs; long implement
IBM Cognos	\$\$\$	6-12 months	Excellent	Excellent	Moderate	Good	Good	Custom	Higher costs; long implement

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Solution	Cost	Implement Timeline	Oracle On-Prem Connectivity	SQL Server Connectivity	SIS SaaS Connectivity	Operational ERP Reporting	Dashboard & Analytics	Higher Education Focus	Major Gaps Compared to Argos
SAP Analytics Cloud	\$\$\$\$	6-12 months	Good	Good	Moderate	Fair	Excellent	Custom	Higher costs; long implement
Crystal Reports	\$\$	3-6 months	Good	Good	Poor	Good	Poor	Custom	Legacy reporting tool; lacks connectivity / capabilities; limited

Sole Source Vendor Name: Evisions, Inc. (solution is ArgosX)

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: *(See instructions on last page for guidance.)*

The college will purchase an annual license for Evisions' ArgosX, Data Agent licenses, and implementation and training services from Evisions. The vendor will provide licensing, training, implementation, and operational and technical support throughout the license period.

Explain why the described solution is the only solution that meets the agency's need and how no other identified solutions were sufficient. *(See instructions on last page for guidance)*

Argos X is a web-based reporting and analytics platform built for higher education. It is designed specifically for higher education institutions to make institutional reporting, dashboarding, and data exploration more accessible while preserving the governance, security, and trusted data models. ArgosX connects directly into college data systems without the requirement to build expensive and complex data warehouses, and it provides a library of higher education reports out of the box. These characteristics provide the lowest cost of ownership and most effective functionality of the evaluated solutions.

Note: *Determination is not complete without required signatures and dates*

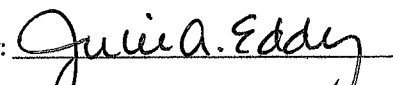
Required Signatures:

Prepared by: 

Date: 7/30/2026

Printed Name: Donald Banke

Title: IT Director of Applications and Data Services

Approved by: 

Approval Date: 8/25/24

Printed Name: Julie Eddy

Title: Chief Operating Officer

The last page contains instructions and is not required to be retained.

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All options evaluated require lengthy and costly configurations, implementation, and management which create undue burden on the college with limited resources. All but ArgosX are general reporting tools, not specific to higher education. All but ArgosX require a data warehouse setup before the reporting solution can be implemented. ArgosX is the only solution with higher education reports already built and provided native within the product through a library. These reports meet known specific relevant higher education reporting needs. ArgosX is the only one specifically designed and built for higher education and meets the reporting needs of the college with less cost, less time, and less resources, therefore ArgosX has a lower total cost of ownership and faster time to productivity, providing a higher ROI.

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Written Determination - Instructions**

Agency Identification: *(Provide Agency and Number)*

Description of the agency need that this procurement fulfills:

(Do not describe the vendor solution that meets the agency's need. This is often accomplished best by describing the problem the agency is trying to solve.)

Describe the Market Based on Research Performed: *(Enter a description of the market based on research you performed for this procurement including such things as commercially available off the shelf products, vendors providing solutions in the market space, barriers to entry to the market space, benefits and types of customized solutions and how and by whom those solutions are provided.*

- *How were the specifications or scope of work developed?*
- *Will the product be obtained from a third-party vendor or reseller, or the manufacturer?*
- *Will the reseller assist or consult in the implementation?*
- *Length of time and place of delivery?*
- *What types of warranties or other performance guarantees are available in the market?*
- *How and by whom will training be provided?*

Document and retain market research in the procurement workpaper file.)

Sole Source Vendor Name: *(Provide Vendor Legal and dba Name)*

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: *(Provide a description of the product(s) and/or service(s) identified that will meet the agency's need.)*

Explain why the described solution is the only solution that meets the agency's need and how no other identified solutions were sufficient. *(Provide an informed, objective explanation for the sole source procurement method, including the agency's factual grounds and reasoning as supported by the agency's market research. The agency's explanation should be based on its own conclusions supported by its description of the market space.*

- *Vendor assertions of product differentiation or availability may be obtained as part of market research and are valuable information in the agency's assessment of available solutions, but are not, by themselves, sufficient justification for a sole source determination.*
- *Please do not cut and paste vendor claims, content, or literature in this space.*

Recommend this section be pasted into the required public notice of intent to award without competition.)

Notes:

Authorized Approver signature is the agency head unless the agency head has delegated that authority in writing to someone above the level of procurement officer and provided written notification the MMO.

Approval Date: Sole Source Determinations are required to be approved **prior to contract execution**. The approver should hand write the date at the time of approval.

Drug Free Workplace Act: The agency must obtain a DFWA certification from the vendor if the sole source procurement is \$50,000 or greater.

Cost or Pricing Data must be addressed and documented in the file for any sole source procurement exceeding \$500,000