

**Sole Source
Written Determination - Instructions**

Agency Identification: Greenville Technical College

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

The HVAC program needs heat pump trainers using eco-friendly R-290 refrigerant compatible with existing training and curriculum.

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

For compatibility with existing trainers and the curriculum, the heat pump trainers need to include the iConnect curriculum. iConnect offers a curriculum designed with custom lab exercises and materials that support specific HVAC trainers, and iConnect has already been implemented in the program's curriculum following the purchase of previous trainers. Two prior purchases resulted in awards to the lowest bid and quote, which included the iConnect curriculum as part of the purchased units. One purchase was secured in 2024 through a 3-written-quote process, and the other was secured in 2026 through the bidding process. Thus, indicating that this has twice before, through competitive processes, the lowest vendor's product came with the iConnect curriculum. Now, the requested units need to include the compatible curriculum with these heat pump trainers.

Sole Source Vendor Name: Southern Educational Solutions

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 vendor will provide Heat Pump Trainers with an Inverter Compressor and R-290 Refrigerant with the iConnect.

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)*

For consistency in training methods and curriculum, the heat pumps need to be equipped with the iConnect curriculum, designed for the specific trainer unit. The iConnect curriculum is available only through North Park Innovations, and the South Carolina distributor is Southern Education Solutions.

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

Required Signatures:

Prepared by: Gina Marie Thomas

Date: 8/24/26 8/24/26

Printed Name: Gina Marie Thomas

Title: Coordinator, Perkins Grant

Approved by: Julie A. Eddy

Approval Date: 9/9/26

Printed Name: Julie Eddy

Title: Chief Operating Officer