

**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)*

Vendor-agnostic, institution-specific student data synthesized across multiple platforms including the Student Information System (SIS) and Learning Management System (LMS) that informs and predicts insights into student engagement and persistence. It allows for a more proactive and targeted outreach to improve student success outcomes. .

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

This is a renewal of a product that was purchased through a competitive procurement (RFP) conducted by State Procurement on our behalf.

Sole Source Vendor Name: Civitas Learning,

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.)*

Proprietary predictive modeling framework that leverages LMS data to provide nuanced, just-in-time behavioral data to faculty and staff, signaling student persistence and risk propensity throughout the term. Civitas uses a proprietary method of prediction-based propensity score matching that allows for the measurement of far more services, interventions, and actions than would be feasible using other services.

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)*

Civitas's data engineers utilize "derived variables," combined with raw data points to segment institution-specific student modeling to impact student success outcomes specific to GTC. Other products use generic raw data scrubbed from hundreds of other institutions which suggests a likelihood of behavior for "most" students. Other products do not have the proprietary data analytics or robust flexibility within their services. We are in the process of implementing a new ERP system and are not currently implementing any new software platforms with our existing ERP due to limited IT resources and the fact that they may not integrate with our new system. Anthology (our new ERP system) will have functionality to replace some of what Civitas provides. Once implementation is complete and we determine what features are still needed, we will issue an RFP for those products/services. Click here to provide an informed, objective explanation for the sole source procurement, supported by the agency's factual grounds and reasoning.

Note: Determination is not complete without required signatures and dates

Required Signatures:

Prepared by: Lauren Simer

Date: 9/8/2025

Printed Name: Lauren Simer
Effectiveness

Title: Vice President for Institutional

Sole Source
Written Determination

Approved by: Jacqueline Di Maggio Approval Date: 9/10/2025
Printed Name: Jacqueline Di Maggio Title: VP for Finance

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