

JUSTIFICATION FOR AWARD WITHOUT COMPETITION

(To be completed and submitted by the Office of 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 SC Procurement Code and 19-445.2105 of the Rules and Regulations, 1976 SC Code of Laws.

Why does the governmental body need this item or service: (description of the agency need that this procurement meets):

Academic Affairs is looking for a comprehensive software solution to solve several inter-related issues identified by Departments, Programs, and Schools. For curricular projects, we need to be able to identify emerging and current workforce needs to augment new program development. Schools and Departments are interested in building out career focuses into their degree programs to provide prospective and current students with up-to-date assessments of needed skills and to intentionally help students see the variety of career pathways available to students after graduation. Finally, programs want very granular data on alumni employment and post-baccalaureate education to better educate students in their majors about potential careers, salary trends, etc.

As a sole source procurement for \$ Est. 5 year cost \$150,250 **from** (name of sole source contractor): Lightcast

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

Market research through Procurement IQ and GovSpend did not provide any findings. However, research using Google found that this software is proprietary to Lightcast.

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

Lightcast will provide a bundled package comprising two software solutions - Analyst and Alumni Pathways. Analyst is a software solution for labor market analysis. Alumni Pathways is a software solution for longitudinal analysis of alumni career and education outcomes and pathways. The service can also provide a verified data widget for school-level or department/program-level webpages that can be customized to provide key alumni career and education outcomes.

This sole source is for a five year period. The estimated annual cost is \$30,050.00 with a total estimated five year cost of \$150,250.

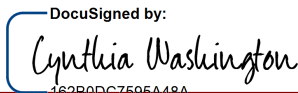
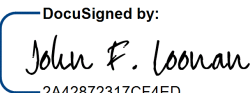
Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency:

Lightcast is the only provider that can meet all of these key outcomes. 1) Data Security: Lightcast has a partnership with the National Student Clearinghouse. This permits analysis to occur with student records we already process and send to this organization through a partnership with Institutional Research. 2) Analyst: Lightcast's Analyst software solutions are the sole source for several proprietary element critical to labor market analysis, including: Patent-protected Global Occupation Taxonomy, Analysis informed by proprietary CIP-SOC-NAICS mappings, Proprietary Skills and Certificates Data Taxonomies, Proprietary Job Title Normalization and Library, Proprietary Resumé and Profile Dataset, Job Posting Analytics. In combination, these data approaches provide a unique and highly granular data analysis that is not available in other products. 3) Alumni Pathways: Lightcast alumni pathways offers over 150 potential data points for each CofC alumni record. 4) Cross Module Analysis: Analyst and Alumni Pathways both work off the same platform providing a seamless experience for users who use both solutions and drawing data from both software solutions when creating reports. 5) Career and Education Pathways: Delivers aggregated analysis of career progression and educational attainment to give a longitudinal view of alumni outcomes. Other companies only offer career pathways. 6) Alumni Match and Verification Process - Lightcast's Alumni Pathways is the only offering of its kind to power its data analysis software and all individual-level records with alumni data that is matched and verified to institutional student records. 7) Data Standardization - Lightcast's data and taxonomies are industry standards and not available in other products.

X In accordance with the South Carolina Consolidated Procurement section 11-35-1560 - Sole Source, the College of Charleston announced the intent to award without Competition. No protests were received.

Solicitation# 24.75.JCB.SS.T5

Contract Expiration Date: 06/30/2029

DocuSigned by:  162B0DC7606A48A...	6/14/2024
Wendy E. Williams, CPPO, C.P.M., Director of Procurement	Date
DocuSigned by:  2A42872317CF4ED...	6/17/2024
John F. Loonan, Executive Vice President for Business Affairs	Date

If this procurement is \$50,000 or greater, the Drug Free Workplace Act (§ 44-107-10, et Seq. Code of Laws of SC) applies, the acceptance of a Purchase Order signifies the Vendor certification that they are in compliance with the Drug Free Workplace Act.

6-Digit Index Number: 140015	6-Digit Account Code: 710414	NIGP 3-Digit Commodity Code: 208
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Buyer's Initials CB