

## 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):

Executive coaching is required for students enrolling in the Executive MBA Program that begins in January 2025. Executive coaching plays a vital role in enhancing the leadership capabilities of executives, providing them with the tools and support needed to succeed in their current and future roles. Wisdom Works will provide this coaching piece to the program as experts in the field without burdening the program with the creation of a coaching program and assessments. The College of Charleston does not have access to the assessments they created without a partnership.

**As a sole source procurement for \$** Est 2 year cost: \$136,660.00**from** (name of sole source contractor): Wisdom Works Group

**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 these assessments are proprietary to Wisdom Works Group.

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

Under their guidance, the EMBA participants will receive two assessments at the beginning of the course, a series of coaching hours over the 18 months and two re-assessments at the conclusion of the course to capture results. The outcomes for this section are a.) awareness and understanding of leadership competencies and the science of wellbeing leadership psychometrics; b.) development of individual competencies for personal transformation; c.) experienced practical ways to authentically embody wellbeing and understand how to create environments for thriving in self and others.

They will be using two very specific assessment systems:

1. Leadership Circle Profile
2. Be Well Lead Well Pulse®

This sole source is for a two-year period. The estimated annual cost is \$68,330.00 with a total estimated two-year cost of \$136,660.00.

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

Wisdom Works Group created the Leadership Circle Profile and Be Well Lead Well Pulse assessment. The assessments are not available though any other provider.

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# 25.10.JCB.SS.T2

Contract Expiration Date: 08/31/2026

DocuSigned by:

Wendy Williams

8/6/2024

Wendy E. Williams, CPPO, C.P.M., Director of Procurement

Date

DocuSigned by:

John F. Loonan

8/6/2024

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: 120162

6-Digit Account Code: 710810

NIGP 3-Digit Commodity Code: 918

Buyer's Initials CB