

Intent to Sole Source

Orangeburg-Calhoun Technical College

March 10, 2026

In accordance with Section 11-35-1560(a) of the SC Consolidated Procurement Code, and Section 19-445.2015 of the SC Code of State Regulations, Orangeburg-Calhoun Technical College intends to enter into a sole source contract for: Southern Educational Systems

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

The LOG-401 Logistics Training System will provide students with hands-on experience using a full-size conveyor sorting system within the classroom environment. This trainer enables learners to work directly with multiple types of digital sensors, analog sensors, remote I/O data communications, PLC troubleshooting, and electrical troubleshooting. By integrating a realistic, industrial-grade logistics system into the curriculum, students gain practical exposure to the components and processes commonly used in modern automated material-handling operations. This full-size real-world applicable trainer will significantly enhance both instructional delivery and student engagement through real-world, application-based training.

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

Compatibility - This version of the Innotek equipment will be used alongside the existing Innotek PLC trainers. Maintaining the same brand ensures full compatibility across all training systems, supporting consistent instructional delivery, seamless integration of components, and more efficient maintenance.

Curriculum Alignment - The Innotek trainers provide comprehensive hands-on learning experiences and come equipped with curriculum materials that align directly with current course content and lab activities. Utilizing a consistent platform across multiple courses enhances curriculum continuity, allowing students to build upon skills developed in earlier classes without needing to adjust to new systems or interfaces.

Training Standards - Our research indicates that this trainer offers a training experience that is closely aligned with current industry standards and employer expectations. The equipment used in the training mirrors what students will encounter in real-world job environments, ensuring that learners gain practical, hands-on skills that are directly applicable to the workforce. Because the trainer's tools, methods, and technologies reflect those used across many relevant occupations, students will be better prepared for a wide range of employment opportunities. This alignment between training and industry needs strengthens workforce readiness and enhances the value of the skills students acquire through the program.

Local Industry - Students will gain the ability to operate, control, and troubleshoot a full-size warehouse sorting logistics automation system that closely mirrors the equipment used in many local industries where our graduates commonly seek employment.

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

(See instructions on last page for guidance.)

Logistics Training System Trainer LOG-401

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)*

The LOG-401 Trainer has been identified as the only solution that fully meets instructional and programmatic requirements based on the capabilities needed across multiple Engineering Technology and Industrial Maintenance courses. This trainer provides a robust, comprehensive platform that supports a wide range of lab activities and real-world troubleshooting scenarios. Its design aligns precisely with the curriculum needs of courses including EET-235, MEC-210, EET-227, IMT-141, and EIT-244, all of which require reliable and accurate simulation of real-life conveyor automation control. No alternative trainer reviewed offered the same level of functional alignment, compatibility with existing course content, or multi-course applicability.

The LOG-401 Trainer is manufactured exclusively by Innotek, LLC, and its specialized design, components, and training capabilities are unique to this manufacturer. Innotek certifies Southern Educational Systems, Inc. (SES) as the sole authorized reseller for their products in the state of South Carolina. SES is also designated as the exclusive provider of technical support, product assistance, and training for Innotek equipment. Because of this restricted distribution model, no other vendors are authorized to sell, service, or support the LOG-401 Trainer within the state.

Given the specialized nature of the equipment, its direct alignment with course requirements, and the manufacturer's exclusive reseller agreement, no other identified solution offers the combination of curriculum relevance, multi-course usability, and authorized local support required by the agency. Therefore, the LOG-401 Trainer supplied through Southern Educational Systems, Inc. is the only solution capable of fully meeting the agency's instructional and operational needs.

Please send questions or concerns via e-mail to Scarlet Geddings @ geddings@ootech.edu for this Intent to Sole Source no later than 5:00 PM on March 17, 2026, EST.

This notice will be posted in the South Carolina Business Opportunities (SCBO) as required by SC Code 11-35-1560.

PROTESTS:

If you are aggrieved in connection with the intended award or award of the contract, you may be entitled to protest, but only as provided in Section 11-35-4210. To protest an award, you must (i) submit notice of your intent to protest within five (5) business days of the date this notice is posted, and (ii) submit your actual protest within fifteen days of the date this notice is posted. Days are calculated as provided in Section 11-35-310(13). Both protests and notices of intent to protest must be in writing and must be received by the appropriate Chief Procurement Officer within the time provided. The grounds of the protest and the relief requested must be set forth with enough particularity to give notice of the issues to be decided. Any protest or notice of intent to protest must be addressed to the Chief Procurement Officer, Information Technology Management Office, and submitted in writing

(a) by email to: protest-itmo@itmo.sc.gov, or

(b) by post or delivery to: 1201 Main Street, Suite 600, Columbia, SC 29201.

Official signed document on file in the Procurement Office

3/10/26