



STATE OF NEW MEXICO SOLE SOURCE REQUEST AND DETERMINATION FORM

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the State Purchasing Agent or, for Professional Services Agreements, the Secretary of the Department of Finance and Administration. The foregoing requirement is regardless of whether the *sole source request for determination* has been signed by the Agency and/or the Contractor.

I. Name of Agency: Luna Community College

Agency Chief Procurement Officer: Levitt Baca

Telephone Number: (505)454-5393

II. Name of prospective Contractor: Assessment Technologies Institute (ATI) Complete Partnership

Address of prospective Contractor: 11161 Overbrook Road, Leawood, Kansas 66211

Amount of prospective contract: \$70,000

Term of prospective contract: 2 years

III. Please thoroughly list the services (scope of work), construction or items of tangible personal property of the prospective contract:

Complete package providing support to students and faculty throughout the curriculum. The most comprehensive program available in nursing education. ATI offers a comprehensive package to students and faculty. It provides support and resource for student success. Elements of ATI are not available through other vendors such as Pharmacology Made Easy, Content Mastery Series Assessments, Nurse Logic, Dosage Calculation, Health Assessment, Program Manager, Electronic Health Records, comprehensive NCLEX preparation, and Skills tutorials.

IV. Provide an explanation of the criteria developed and specified by the agency as necessary to perform and/or fulfill the contract and upon which the state agency reviewed available sources. (Do not use "technical jargon;" use plain English. Do not tailor the criteria simply to exclude other contractors if it is not rationally related to the purpose of the contract.)

The program is unique and is used to provide supplemental resources to the students and faculty to assist in the success of the students not only to complete the program but to be successful on the NCLEX.

- V. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor ***the one source*** capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the "best" source or the "least costly" source. Those factors do not justify a "sole source.")

ATI is a unique program that provides support to students and faculty for success in the Nursing Program. The proprietary products are mentioned above. They are all available for one price per student per semester. These not only provide success for the students in the program but also provides a means of data collection that is nationally normed.

- VI. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are ***unique and how this uniqueness is substantially related to the intended purpose of the contract.***

Results from the use of ATI products have produced better student outcomes over the last 2 years.

- VII. Explain why other similar professional services, services, construction or item(s) of tangible personal property ***cannot*** meet the intended purpose of the contract.
Upon searching the internet, no other company provides all the resources in one product.

- VIII. Provide a narrative description of the agency's due diligence in determining the basis for the procurement, including procedures used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; reviewing telephone books and other advertisements; contacting similar service providers; and reviewing the State Purchasing Agent's vendor list. Include a list of businesses contacted (***do not state that no other businesses were contacted***), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

The internet was used to search for other companies that could possibly provide the equivalent products in one package, none existed and would have to be pieced together at a much higher cost. HESI provided by Elsevier does not have all the above products in one package. Kaplan also falls short of providing all the elements of the ATI package.

Certified by:

Date: 6-18-19



Agency Chief Procurement Officer