



Department: Admissions Requisition #: TBD Dollar Amount: \$ 214,560 for 2022-2025

Note: This Sole Source Certification will become a public document, open to public inspection; therefore, you should be certain all material facts are true, relevant, and clearly understandable.

Per Florida Polytechnic University Purchasing guidelines, the following is submitted in support of this request for authority to purchase, without bidding, the items available from only one source.

Sole Source means that the item/service is unique or that the vendor is the only one from whom the item/service can be provided. Best Price alone cannot be used for sole source. If the item/service is available from more than one source of supply, best price must be determined through the competitive bid process.

A. Sole Source Vendor

Company Name: EAB (formerly Intersect/PowerSchool)
Address: 535 Mission St. San Francisco, CA 94105
Telephone: 614-406-7070

B. Describe in lay language, what the item/service is and how it is to be used.

Intersect/PowerSchool is a college and career readiness solution that helps districts and schools aligns student strengths and interests to postsecondary goals. Intersect allows students to create a personalized plan that helps make the right decisions throughout their academic journey. It also provides career and academic planning.

C. What feature or special condition of this commodity/service is unique or cannot be obtained from any other source?

Intersect is uniquely capable of integrating with Naviance, the nation's leading college, career, and life readiness platform currently being used by 40% of U.S. high school students to conduct their college research. Nearly 90% of students who use Naviance plan to go to college. Thanks to this unique integration, Intersect enables higher education institutions to connect with 10 million college-going students who are active on Naviance. No other vendor can provide access to the students on Naviance. When prospective students connect with colleges through Intersect, they are 54% more likely to apply, 82% more likely to be admitted, and 91% more likely to enroll.

D. Is this product being purchased directly from the manufacturer? If No, is it available from more than one dealer? If Yes, it is available from more than one dealer, why can this item not be bid?

Intersect is completely unique in the market. There are no known providers of any similar offering capable of integrating with Naviance in like manner to connect students with best-fit higher education institutions while they conduct their college research. Competitive bidding processes with other insitutions did not yield any other vendors capable of providing the complete scope of services supplied by Intersect and required by Florida Poly. This is due to the uniqueness of Intersect.

E. Prior to submitting this requisition, did you investigate other possible sources?

If Yes:

1) Did you obtain quotes from the other sources?

Yes No (checkboxes)

If Yes, attach copies.

2) Is this Vendor's price lower than the other sources?

Yes No (checkboxes)

If No, justify the additional cost below.

This is not applicable

F. Other Sole Source comments or explanations.

See next page for further information.



Section F. Further comments and explanation

Intersect Awareness allows users to manage and enhance their higher education institution's profile in Naviance to enrich the information being provided to students, parents and high school staff.

Enhancements include a virtual web tour, custom links and highlight profiles for students and programs. These enhancements help students better understand the environment and culture of the university.

Naviance college profiles receive over 50 million views each year and are fully integrated with a suite of advising tools and services that guide students through the full post-secondary planning process. Intersect Awareness includes premium admission access to the Hobsons Counselor Community.

The Hobsons Counselor Community is the only online community built specifically for school counseling and college admission professionals.

The Hobsons Counselor Community is the only networking community that provides a direct connection to Naviance and the 80,000+ school counselors working in Naviance.

The Hobsons Counselor Community offers the ability to develop a dynamic network of connections, search and explore high school profiles and collaborate with the broader counseling community.

Intersect Presence is the only product with premium admission access to the exclusive RepVisits scheduling tool.

Intersect Connection is the only online application that allows interested students in Naviance to connect to higher education institutions.



I / We, the undersigned, certify the above to be true and correct to the best of my / our knowledge and belief and the user and / or undersigned does not have a financial interest in the above-named vendor.

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| <p>DEPARTMENT APPROVAL</p> <p>I hereby certify the validity of the information and feel confident the Sole Source Certification will meet University criteria and would withstand any audit or vendor protest.</p> <p><input checked="" type="checkbox"/> Ben Matthew Corpus <small>Digitally signed by Ben Matthew Corpus Date: 2022.10.11 13:26:14 -04'00'</small></p> <hr/> <p>VP/Department Head Signature Date</p> <p><input checked="" type="checkbox"/> Laura E. Marrone <small>Digitally signed by Laura E. Marrone Date: 2022.10.11 16:04:55 -04'00'</small></p> <hr/> <p>Procurement Official Signature Date</p> <p><input checked="" type="checkbox"/> Melaine Schmiz <small>Digitally signed by Melaine Schmiz Date: 2022.10.11 14:54:19 -04'00'</small></p> <hr/> <p>University Attorney Date</p> | <p>PROCUREMENT APPROVAL</p> <p>This acquisition is approved as a non-competitive purchase.</p> <p>Public Posting Date: <u>10/11/2022 @ 4:00 p.m. EST</u></p> <p>Public End Date: <u>10/14/2022 @ 4:00 p.m. EST</u></p> <hr/> <p><input checked="" type="checkbox"/></p> <hr/> <p>Procurement Director/Delegate Signature Date</p> |
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Please Note: Failure to timely file a protest or failure to timely deliver the required bond or other security in accordance with the Board of Governors' Regulations 18.002 and 18.003 shall constitute a waiver of protest proceedings.