

**Sole Source
Written Determination**

Agency Identification: South Carolina Department of Education H630

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

Click or tap here to enter text. SCDE maintains and integrates with a complex set of state and district-level systems, including the Ed-Fi Operational Data Store, the agency's financial accounting environment, multiple district SIS instances, and Apache Superset for analytics distribution. Maintaining, extending, and auditing the code that connects these systems requires substantial engineering capacity that SCDE does not staff at scale. Existing staff perform a wide range of duties — schema mapping, API integration, data quality validation, dashboard authoring, RFP technical authoring — and benefit substantially from agentic coding assistance that can read entire repositories, plan multi-file edits, run commands, and iterate against tests.

SCDE has evaluated Claude Code in the course of ongoing technical work (including Ed-Fi-related tooling and Superset integration) and has determined that it is the only product on the market that meets the combination of capability, security, and operational fit required with a not to exceed cost of \$50,000. With an anticipated agreement for one-year with two optional one-year renewals.

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

Click or tap here to enter text. SCDE considered the broader category of AI-assisted development tools. While several products operate in the same general space, none are functionally equivalent to Claude Code for SCDE's intended use:

Alternative	Nature	Why Not Equivalent
GitHub Copilot	In-editor completion and chat assistant; recently adding agent-mode features.	Different product architecture; not a sole-vendor substitute for Anthropic's agent and models; different data-handling terms.
Cursor / Windsurf / similar IDEs	AI-enabled IDEs that wrap third-party models (often including Anthropic's).	These products are clients, not the underlying agent or model. They are not equivalents to Claude Code as a product.
Open-source CLI agents	Community projects that wrap various LLM APIs.	No vendor support, no enterprise data terms, no security attestations,

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		no service-level commitments.
In-house build	Custom-built agentic tooling on top of an LLM API.	Not feasible within SCDE staffing; would not replicate Claude Code's maturity, surfaces, or safety controls.

None of the alternatives above provide the same product. Where any provide partial overlap in capability, they do so by routing to a different vendor's models, with different security terms, different operational behavior, and a different support relationship. They are not substitutes.

Sole Source Vendor Name: Anthropic Claude

Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the vendor named above per SC Code Ann § 11-35-1560 and SC Regulation 19-445.2105, Sole Source Procurement.

Description of supplies, construction, information technology, and/or services vendor will provide under the contract: *(See instructions on last page for guidance.)*

Click or tap here to enter text. Claude Code provides a specific combination of features required by SCDE that is not collectively available in any competing product:

- Agentic, project-level coding: Claude Code reads an entire codebase, plans multi-file changes, executes them with real development tools, runs tests, and iterates. It is not a line-by-line autocomplete tool.
- Native terminal, IDE (VS Code / Cursor), and web/desktop surfaces backed by the same agent, enabling consistent workflows across SCDE engineering and analytics environments.
- MCP (Model Context Protocol) integration, allowing controlled, auditable connections to internal tools and data sources — directly relevant to SCDE's Ed-Fi, SIS, and Superset workstreams.
- Composable command-line operation supporting CI pipelines, scheduled routines, and headless automation (e.g., overnight CI failure analysis, scheduled data-quality checks).
- Powered by the Claude model family, which is independently benchmarked at the frontier for agentic coding and long-context reasoning, with a 200,000-token context window enabling whole-repository analysis.

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- Permitted execution model: Claude Code requires explicit user permission before modifying files or executing commands, supporting SCDE's change-control and oversight requirements.
- Anthropic offers enterprise terms with documented data handling commitments, including options that exclude customer prompts and outputs from model training. Anthropic publishes its trust and compliance posture (including SOC 2 Type II) and supports deployment through FedRAMP-aligned cloud channels (AWS Bedrock, Google Vertex AI). For an education agency handling student-related data and subject to FERPA, this combination of vendor commitments is materially different from — and not equivalent to — that of consumer or open-source coding assistants.
- SCDE has already invested staff time in agency-specific patterns built on Claude and Claude Code, including AI-guidance materials produced for state-level staff, internal automation patterns, and Ed-Fi/Superset tooling explorations. Switching to a different agentic coding platform would impose meaningful re-tooling cost and operational risk without delivering an equivalent capability.
- Anthropic publishes standard pricing for Claude Code at its public commercial rates (per-seat subscriptions on Pro, Max, Team, and Enterprise tiers, plus usage-based API access). SCDE will procure under Anthropic's published commercial terms, or under a negotiated enterprise agreement on terms no less favorable than Anthropic's standard offering. SCDE has reviewed publicly available pricing and finds it consistent with comparable enterprise developer tooling. Where applicable, SCDE will pursue an educational or public-sector discount.
- Because Claude Code is available only from Anthropic, competitive price comparison among vendors of the same product is not possible. Price reasonableness has therefore been established by reference to Anthropic's published commercial pricing and to the cost of broadly comparable (though non-equivalent) developer tooling.
- If SCDE does not procure Claude Code, the agency will need to either (a) reduce the scope and pace of its data-infrastructure and integration work, or (b) attempt to substitute a non-equivalent product, accepting reduced capability, weaker enterprise terms, and meaningful re-tooling cost. Either outcome materially impairs SCDE's ability to meet its obligations to districts and to the State.

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)*

Click or tap here to enter text. Claude Code is developed, owned, distributed, and supported exclusively by Anthropic, PBC. There are no resellers, OEM equivalents, or alternate distribution channels. The product, its underlying models (the Claude family, including Claude Opus and Claude Sonnet), and its terminal, IDE, and web surfaces are proprietary to Anthropic. Any procurement of Claude Code must therefore be made directly from Anthropic or through

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Anthropic's authorized cloud channels (e.g., Amazon Bedrock, Google Vertex AI, Microsoft Foundry) where the underlying product remains Anthropic's.

Note: Determination is not complete without required signatures and dates

Required Signatures:

Prepared by:  _____

Date: 4/30/26

Printed Name: Jeff Childers

Title: Chief Information Officer

Approved by: _____

Approval Date: ___/___/___

Printed Name: Click or tap here to enter text.

Title: Click or tap here to enter text.

The last page contains instructions and is not required to be retained.