

**JUSTIFICATION FOR  
SOLE SOURCE PROCUREMENT**

Agency: SC Department of Education

Sole Source Vendor: Tyler Technologies

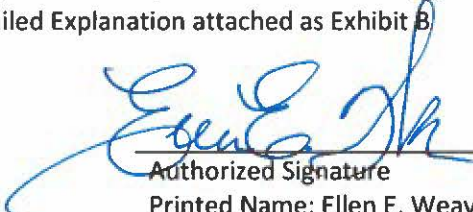
Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

Description of the Agency need that this procurement meets: SCDE and several districts continue to have the need for a routing and scheduling system to assist with the bus fleet, therefore, SCDE will procure equipment using the sole-source method

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: See Market Research Summary – Exhibit A

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: The hardware and software (SaaS) required for the routing and scheduling system to assist with the bus fleet.

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

  
Authorized Signature  
Printed Name: Ellen E. Weaver  
Title: State Superintendent of  
Education  
Date: 07/18/2025 Click to enter a date.

**Notes:**

**Authorized signature is the agency head unless the agency head has delegated that authority. Delegation of authority must be submitted to the Materials Management Officer in writing.**

**The Agency must obtain a Drug-free Workplace certification from the Vendor if the sole source procurement is \$50,000 or greater.**

## **Exhibit A**

### **Market Research Summary**

The existing system has been evaluated and has demonstrated its reliability and effectiveness over time. It has been successfully implemented and optimized to meet the operational needs of SCDE and several SC School districts.

Discussions with current contract users confirmed that the system is functioning as expected, with no reported issues. These users, who interact with the system regularly, expressed confidence in its stability and performance.

In considering the procurement strategy, a comparison was made between pursuing a sole-source contract and initiating a re-solicitation. The consensus among stakeholders was clear—substantial resources have already been invested in configuring and refining this system to align with operational requirements. Replacing it with a new solution at this time would not only require significant additional staff time for implementation and training but would also result in inefficiencies during the transition period.

Furthermore, standing up a new system would be cost-prohibitive, requiring additional financial investment in development, integration, and user adaptation. Given these factors, moving away from the existing system would not be in the best interest of the state, as it would lead to unnecessary expenditure and operational disruptions. As a result, the sole-source approach is the most viable path forward, ensuring continued efficiency and cost-effectiveness.

## Exhibit B

### Sole-Source Justification Explanation

In 2019, the South Carolina Department of Education (SCDE) identified the need for a Routing and Scheduling System to support the statewide school bus fleet and multiple school districts. As part of this initiative, SCDE issued a competitive Request for Proposal (RFP) to establish a contract for a turnkey, integrated solution encompassing both software and hardware. This solution was required to interface with SCDE's existing Fleet Management system, AssetWorks, and include essential capabilities such as GPS/AVL tracking, onboard telematics, web-based route management, and student tracking.

Following the competitive solicitation process, SCDE awarded contract 4400023496 to Tyler Technologies for a one-year base term with four optional automatic renewals. This contract expired in March 2025. To ensure continuity of service and maintain operational efficiency, SCDE will utilize a sole source to extend support, maintenance, and licensing under a new contract with Tyler Technologies. This proposed contract will follow a similar structure: an initial one-year term with four optional automatic one-year renewals, maintaining the same terms and conditions as the previous agreement.

SCDE and several districts continue to have the need for a routing and scheduling system to assist with the bus fleet, therefore, also for the **hardware** portion of the solution, SCDE will procure equipment using the sole-source method. The rationale for this approach is as follows:

1. **Integration with Existing Systems and Components** – Tyler Technologies remains the designated provider of the integrated solution, combining Geotab GPS/telematics, proprietary tablets for navigation and ridership data capture, and applicable communications used in conjunction with Tyler Tech's Routing and Scheduling System. All components are specifically configured and tested as part of a turnkey solution in meeting SCDE needs and requirements.
2. **Technical Compatibility** – The tablets provided by Tyler Technologies are uniquely designed, configured, tested, and provided exclusively for use with their system. They are pre-configured to provide direct, secure and private communication of sensitive data within Tyler Technology's SCDE routing platform, making the device essential for continued service, system security, and privacy of sensitive data.
3. **Operational Continuity and Safety** – To avoid disruptions in routing and scheduling operations for SCDE and multiple school districts, the continued use of compatible and fully compliant hardware is necessary. Transitioning to an alternative vendor for hardware would introduce compatibility challenges, require extensive reconfiguration and testing, and potentially compromise functionality, system security, data privacy, and operational safety connected to the driver experience.

Given these considerations, sole-source procurement is the only viable option for maintaining the integrity of SCDE's Routing and Scheduling System. The proprietary nature of Tyler Technologies' turnkey hardware and software solution, combined with its role in supporting school transportation logistics, reinforces the necessity of this procurement approach.