

**Sole Source  
Written Determination**

**Agency Identification:** South Carolina Department of Education

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

Regulation 43-63 requires applicants for Work-Based Career and Technology Education certification to complete an approved preparation program designed to ensure instructional readiness. This program includes a mandatory two-week (10-day) institute, supplemented by training seminars and ongoing professional development. Completion of the two-week institute is a prerequisite for certification, and applicants must meet all standards established for Career and Technology Education educators, which may involve additional preparation. SCDE intends a one year agreement with four options to renew at an estimated cost of \$540,000.00.

Click or tap here to enter text. **Regulation 43-63 requires applicants for Work-Based Career and Technology Education certification to complete an approved preparation program designed to ensure instructional readiness. This program includes a mandatory two-week (10-day) institute, supplemented by training seminars and ongoing professional development. Completion of the two-week institute is a prerequisite for certification, and applicants must meet all standards established for Career and Technology Education educators, which may involve additional preparation.** To meet these requirements, the South Carolina Department of Education (SCDE) currently offers the Developing Instructional Readiness for Educators of Career and Technology (DIRECT) program, which consists of four institutes. DIRECT is designed to address the unique needs of professionals transitioning from industry to classroom instruction. However, recent survey data, classroom observations, and curriculum evaluations have revealed significant areas for improvement. These findings highlight the need to update and enhance the training model to better align with current instructional standards, and the evolving preparation needs of Career and Technology Education educators.

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

The teacher induction and certification market offers a very limited number of full-service solution providers, particularly for educators transitioning from industry into the classroom. After extensive research, the programs being utilized by other states present as either locally created training programs or participation in an educator preparation program in a local, or online, institute of higher education. While post-secondary programs deliver courses to meet academic standards, they do not provide instructional coaching or training designed to build the capacity of state staff to serve as their own induction service providers. Currently, there are no third-party vendors offering Career and Technology Education (CTE)-specific training for novice CTE teachers using a research-based curriculum. This gap underscores the need for specialized solutions that address both instructional readiness and long-term educator support.

**Sole Source Vendor Name:** Southern Regional Education Board

**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.)*

**Sole Source  
Written Determination**

SREB's Teaching to Lead (T2L) program provides targeted training designed to meet the unique needs of novice Career and Technical Education (CTE) teachers. Developed by the Southern Regional Education Board in collaboration with the National Research Center for Career and Technical Education, T2L delivers intensive, research-based professional development and coaching that equips new and early-career CTE educators to (1) Plan and deliver effective instruction (2) Engage and motivate students (3) Manage classrooms successfully (4) Develop standards-driven assessments (5) Build confidence in their teaching practice. In addition to these core services, T2L offers site development workshops, technical assistance, professional learning opportunities, data analysis, and evaluation of assessment instruments. All services and resources related to Teaching to Lead are the exclusive property of SREB.

**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)*

SREB's Teaching to Lead provides a comprehensive, single-source solution that integrates curriculum, professional development, instructional coaching, and a three-year client training model designed to ensure long-term program sustainability with SC Department of Education staff. SREB is the only vendor that provides a train the trainer platform and SREB is the only vendor that offers a standards-based, data supported educator preparation program. This is initiated through the train the trainer format to ensure the instruction provided to SC Educators matches the standards and expectations of SREB and the SCDE. Once SCDE staff complete the train the trainer program, SCDE will no longer require annual training for all staff. No other vendor offers a comparable platform.

*Note: Determination is not complete without required signatures and dates*

**Required Signatures:**

Prepared by: Nancy Maria Swygert Date: 04 / 16 / 2026

Printed Name: Dr. Robin Amick & Maria Swygert Title: Office of Educator Services & Office of Career Readiness

Approved by: \_\_\_\_\_ Approval Date: \_\_\_/\_\_\_/\_\_\_

Printed Name: \_\_\_\_\_ Title: \_\_\_\_\_

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

**Sole Source  
Written Determination - Instructions**

**Agency Identification:** *(Provide Agency and Number)*

**Description of the agency need that this procurement fulfills:**

*(Do not describe the vendor solution that meets the agency's need. This is often accomplished best by describing the problem the agency is trying to solve.)*

**Describe the Market Based on Research Performed:** *(Enter a description of the market based on research you performed for this procurement including such things as commercially available off the shelf products, vendors providing solutions in the market space, barriers to entry to the market space, benefits and types of customized solutions and how and by whom those solutions are provided.*

- *How were the specifications or scope of work developed?*
- *Will the product be obtained from a third-party vendor or reseller, or the manufacturer?*
- *Will the reseller assist or consult in the implementation?*
- *Length of time and place of delivery?*
- *What types of warranties or other performance guarantees are available in the market?*
- *How and by whom will training be provided?*

*Document and retain market research in the procurement workpaper file.)*

**Sole Source Vendor Name:** *(Provide Vendor Legal and dba Name)*

**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:** *(Provide a description of the product(s) and/ or service(s) identified that will meet the agency's need.)*

**Explain why the described solution is the only solution that meets the agency's need and how no other identified solutions were sufficient.** *(Provide an informed, objective explanation for the sole source procurement method, including the agency's factual grounds and reasoning as supported by the agency's market research. The agency's explanation should be based on its own conclusions supported by its description of the market space.*

- *Vendor assertions of product differentiation or availability may be obtained as part of market research and are valuable information in the agency's assessment of available solutions, but are not, by themselves, sufficient justification for a sole source determination.*
- *Please do not cut and paste vendor claims, content, or literature in this space.*

*Recommend this section be pasted into the required public notice of intent to award without competition.)*

**Notes:**

**Authorized Approver** signature is the agency head unless the agency head has delegated that authority in writing to someone above the level of procurement officer and provided written notification the MMO.

**Approval Date:** Sole Source Determinations are required to be approved **prior to contract execution**. The approver should hand write the date at the time of approval.

**Drug Free Workplace Act:** The agency must obtain a DFWA certification from the vendor if the sole source procurement is \$50,000 or greater.

**Cost or Pricing Data** must be addressed and documented in the file for any sole source procurement exceeding \$500,000