

	Piedmont Technical College NOTICE OF INTENT TO SOLE SOURCE	Sole Source # Date Issued Closing Date Procurement Officer Phone E-Mail Address	SS-26015 10/31/2025 11/07/2025 Brian K. McKenna (864) 941-8314 procurement@ptc.edu
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Solicitation #: SS-26015

Posting Date: October 31, 2025

Based on the following determination, it is the intent of Piedmont Technical College (PTC) to proceed with the proposed procurement action described below pursuant to the authority of §11-35-1560 (A) of the SC Consolidated Procurement Code, in accordance with Regulation 19-445.2105 (B)(5).

PTC intends to negotiate and procure a Sole Source Procurement from:

Lightcast
232 N Almon St,
Moscow, ID 83843

- One (1) Lightcast Skillabi Product

Due to its original partnership with the Association of Community College Trustees, Lightcast has created and continues to hone a model that considers the unique impact of higher education institutions on the regional economy. Lightcast captures the unique value added from higher education institutions, as opposed to other businesses. Lightcast further differentiates between higher education institutions by taking into account the degrees and programs offered by the institution, institutional finances, as well as the uniqueness in the types of students served from their unique student demographics to full-time nature.

Piedmont Technical College believes this is the only vendor capable of providing this product with these characteristics. This notice of Intent to Sole Source is to determine the availability of alternate vendors capable of providing the products/services outlined herein.

Estimated Value: \$ >\$10,000 but <\$25,000

Questions: Shall be addressed to the **e-mail address** of the Procurement Officer indicated above. This notice will be posted in the South Carolina Business Opportunities (SCBO) Newsletter for five business days as required by §11-35-1560 of the SC Consolidated Procurement Code.

Closing Date: Alternate vendors capable of providing these products/services must respond by email to Brian K. McKenna, Procurement Manager, at procurement@ptc.edu no later than 5:00 PM on November 07, 2025.

PROTESTS (MAY 2019) If you are aggrieved in connection with the intended award of this contract, you may be entitled to protest, but only as provided in §11-35-4210. To protest an intended award of a contract pursuant to §11-35-1560, you shall (i) notify the chief procurement officer in writing of your intent to protest within five (5) business days of the date this intent to award is posted, and (ii) if the appropriate chief procurement officer has been timely notified of your intent to protest, you may submit your actual protest within fifteen days of the date this notice of intent to award is posted. Days are calculated as provided in §11-35-310(13). Both protests and notices of intent to protest must be in writing and must be received by the appropriate Chief Procurement Officer within the time provided. The grounds of the protest and the relief requested must be set forth with enough particularity to give notice of the issues to be decided. Any protest or notice of intent to protest must be addressed to the Chief Procurement Officer, Information Technology Management Office, and submitted in writing (a) by email to: protest-itmo@itmo.sc.gov or (b) by post or delivery to: 1201 Main Street, Suite 600, Columbia, SC 29201.

Unless otherwise suspended or cancelled, PTC will purchase these items. Contractor should not perform any work on or incur any costs associated with this notice prior to the receipt of a purchase order. PTC assumes no liability for any expenses incurred prior to issuance of a purchase order.

The Drug-Free Workplace certification must be obtained for Sole Source procurements greater than \$50,000.00.



JUSTIFICATION FOR
SOLE SOURCE PROCUREMENT

SOLE SOURCE CHECKLIST

Based upon the following determination, the proposed procurement action described below is being procured pursuant to the authority of Section 11-35-1560 of the South Carolina Procurement Code and 19-445.2105 of the Rules and Regulations, 1976 South Carolina Code of Laws.

(1) Piedmont Technical College proposes to negotiate and procure:

Skillabi software

(2) As a Sole Source procurement from:

Lightcast

(3) On the basis of:

Skillabi ability to connect program content to real-time labor market insight, producing a unique Program-to-Occupation Alignment Score for each academic program offered at Piedmont Technical college. The software will enable programs to identify skill gaps, discover market opportunities, and gain actionable intelligence to ensure Piedmont Technical College academic programs stay competitive and equips students for success in a rapidly changing economy.

Piedmont Technical College believes this is the only vendor capable of providing these products/services.

Donna Foster

REQUESTOR

SIGNATURE

DATE

SUPERVISOR/DEAN

SIGNATURE

DATE

K. Paige Childs

10.13.25

V.P. BUSINESS/FINANCE OR PRESIDENT

SIGNATURE

DATE

NOTES:

- (1) Enter description of goods or services to be procured.
- (2) Enter name of sole source contractor.
- (3) Enter the determination and basis for sole source procurement.

The Drug-free Work Place certification must be obtained for sole source procurements greater than \$50,000.



October 9, 2025

Piedmont Technical College
620 Emerald Rd N
Greenwood, South Carolina 29646

Subject: Skillabi Sole Source Document

This letter serves as a sole source document for Lightcast's Skillabi.

Lightcast utilizes secure, privacy-safeguarding, proprietary normalizations and enrichments (including, but not limited to providers, classifications of instructional programs [CIP], skills, and more). The Lightcast enrichments enable apples-to-apples comparisons to other Lightcast datasets and offerings which leverage the same Lightcast-proprietary normalizations and enrichments.

Skillabi sources optionally, but typically, include (but are not limited to): customer-provided data (institutional programs, courses, and descriptive text describing curricular offerings), Lightcast job posting analytics, and multiple classification taxonomies. Lightcast uses this data along with proprietary approaches and methodologies to produce easy-to-read reports that can be leveraged by various teams across educational organizations.

Description

For years, higher education and employers have spoken fundamentally different languages. Institutions focused on building high-quality degrees while employers focused on skills and proficiencies. Until now, institutions have relied on relationships between government taxonomies (such as the CIP to SOC crosswalk) to connect their educational offerings to the labor market. Unfortunately, these relationships are limited in their granularity, flexibility, and responsiveness to market changes. Lightcast is taking a fundamentally different approach by using skills as a common language between higher education and the job market.

In Skillabi, Lightcast has developed technology for a skills-based approach to connecting people, jobs, and education that is significantly more specific and flexible than previous relationships (including CIP to SOC crosswalks). Additionally, Lightcast's data-driven approach responds to market changes and emerging skills with unprecedented speed and fluidity.

Benefits and Outcomes



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Benefits and Outcomes

Skillabi supports curriculum and program development to strengthen academic programs' career relevance, as well as partnership initiatives (corporate and government), marketing efforts, and academic program portfolio management.

The tool allows institutions to:

- Inventory skills students gain throughout their curriculum
- See how program skills align with occupations in demand and their skills
- Identify skill gaps to what the job market is requesting, and skills to prioritize when filling those gaps.

Skillabi will help with program and curriculum development by:

- Showing how skills are distributed across curriculum
- Connecting curriculum and programs to labor market skills
- Providing a centralized location for viewing and collaborating on curricular skills
- Delivering a perspective on how taught skills align with current regional market demand.

At this time, Lightcast is not aware of any other company that provides these offerings with the same features, data, granularity, and/or outputs as described above.

Sincerely,

Christopher Shelley

In today's dynamic world of work, strategic decision-making hinges on precise, comprehensive, and actionable labor market intelligence; Lightcast stands as an unparalleled partner, uniquely positioned to provide organizations with the deep understanding needed to gain a decisive edge.

For over two decades, Lightcast has pioneered the collection, analysis, and interpretation of labor market data. Our commitment to providing clarity in a complex and rapidly evolving employment landscape is evident in our distinct capabilities:

1. **Unmatched Data Ecosystem:** We offer exceptional data depth, breadth, and historical insight through a vast global network. Aggregating information from over 160,000 sources worldwide, our data includes over 2.5 billion historical and current job postings, millions of