

	Piedmont Technical College NOTICE OF INTENT TO SOLE SOURCE	Sole Source # Date Issued Closing Date Procurement Officer Phone E-Mail Address	SS-26016 11/20/2025 12/01/2025 Brian K. McKenna (864) 941-8314 procurement@ptc.edu
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Solicitation #: SS-26016

Posting Date: November 20, 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:

BankMobile Identity Verification (IDV) dba BMTx
171 N Winstead Avenue
Rocky Mount, NC 27804

- Identity verification of student population and admissions applicants using existing CRM, SIS and API (5)
- BMTX provides:
 - 1) Secure API or batch solution for data submission with rapid, automated model development
 - 2) Response and validity score for each student record assessing fraud risk, inconsistency, and/or unreliable information
 - 3) Consistent track record serving 1800+ top financial institutions, government agencies and enterprises

Piedmont Technical College has an immediate need to verify student identity data quickly to prevent financial aid fraud and to remain an open admissions institution for the seven counties it serves. After researching solutions to this problem, we have not been able to identify another vendor that meets the need. We are looking for a FERPA-compliant service that will allow us to upload our student details for verification against national databases in order to identify the level of fraud risk. The service must be accessible both by secure upload and by API. It must both verify the validity of the information submitted by students, check for previous suspicious activity using the same details, and provide actionable information to the college to enable a decision about admission and enrollment. Piedmont Technical College believes this is the only vendor capable of providing this service with these characteristics. This notice of Intent to Sole Source is to determine the availability of alternate vendors capable of providing the services outlined herein.

Estimated Value: \$ >\$25,000 but <\$50,000

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 December 01, 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, Materials Management Office, and submitted in writing (a) by email to: protest-mmo@mmo.sc.gov or (b) by post or delivery to: 1333 Main Street, Suite 700, Columbia, SC 29201.

Unless otherwise suspended or cancelled, PTC will purchase these services. Contractors 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.

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Written Determination**

Agency Identification: Piedmont Technical College T10

Description of the agency need that this procurement fulfills:

The admissions onboarding process is increasingly vulnerable to fraudulent applications and falsified documents, creating significant challenges in verifying applicant identities. Current verification methods lack the rigor needed to confirm the authenticity of submitted information, leading to risks such as identity theft, ghost students, and financial aid fraud. These issues disrupt operational efficiency, reduce course availability, and expose institutions to financial and reputational harm.

Higher education institutions face persistent difficulties in detecting fraudulent submissions early in the admissions cycle. When these cases go undetected, universities incur unnecessary costs and risk disbursing financial aid to ineligible individuals. This not only strains institutional budgets but also compromises fairness by diverting resources from qualified students. Beyond financial implications, these vulnerabilities raise serious compliance concerns. Institutions must adhere to federal and state regulations governing identity verification, financial aid eligibility, and data security. Failure to maintain compliance can result in regulatory penalties, loss of funding, and reputational damage. Strengthening identity verification processes is therefore critical to safeguarding institutional integrity, ensuring equitable access to aid, and meeting compliance obligations.

Colleges and universities grapple with a recurring issue: verifying student identities. Detecting these fraudulent submissions early in the application process is a challenge, resulting in substantial financial burdens for universities. The associated costs incurred and the risk of disbursing aid to undeserving individuals not only strain university budgets, but also compromise the equitable distribution of financial aid to deserving students.

Describe the Market Based on Research Performed:

Colleges and universities face challenges due to fraud vulnerabilities during the student enrollment process. A recent Inside Higher Education article shared the challenges and the vulnerabilities within the 2-year college admissions process (1, 2). Combatting higher education fraud often leads to increased staff costs and a move to in-person verification, but these methods are costly and prone to human error (3, 4).

The ideal provider must be able to seamlessly integrate with our existing CRM and SIS systems through a secure, reliable API. The solution should provide a quick, robust analysis of key student datapoints returning the data to the institution for decision-making and continued enrollment funnel management (7).

At present, only the Identity Verification (IDV) solution provided by BM Technologies, Inc. (BMTx) meets the multilevel needs at Piedmont Technical College (5, 6). The security of student data (FERPA) is paramount to the institution as is the need for a reliable and prompt response to student inquiries (2,8)

Articles Referenced:

1) <https://www.insidehighered.com/news/institutions/community-colleges/2025/05/23/calif->

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community-colleges-ramp-battle-against-bots

2) https://www.oversight.gov/sites/default/files/documents/reports/2024-02/FY22_SAR83%2802.16.24%29_v100_SECURED.pdf

3) <https://www.kuow.org/stories/the-ghost-students-haunting-wash-state-community-colleges-to-steal-financial-aid>

4) <https://californiapolicycenter.org/policy-errors-at-the-root-of-california-community-college-enrollment-fraud/>

5) <https://www.bizjournals.com/atlanta/news/2025/08/01/rising-threat-of-financial-aid-fraud-in-higher-ed.html>

6) <https://campussecuritytoday.com/articles/2025/04/29/combating-enrollment-fraud-and-empowering-student-financial-success.aspx?Page=2>

7) <https://www.govtech.com/education/higher-ed/opinion-why-iam-is-increasingly-important-for-higher-ed>

8) <https://studentprivacy.ed.gov/ferpa>

Sole Source Vendor Name: [BankMobile Identity Verification \(IDV\) dba BMTx](#)

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:

[Identity verification of student population and admissions applicants using existing CRM, SIS and API \(5\)](#)

[BMTX provides:](#)

- 1) [Secure API or batch solution for data submission with rapid, automated model development](#)
- 2) [Response and validity score for each student record assessing fraud risk, inconsistent, and/or unreliable information](#)
- 3) [Consistent track record serving 1800+ top financial institutions, government agencies and enterprises](#)

[No other solutions presently available mitigate the inherent error of individual human processing while minimizing institutional risk.](#)

Explain why the described solution is the only solution that meets the agency's need and how no other identified solutions were sufficient.

[Piedmont Technical College has an immediate need to verify student identity quickly to prevent financial aid fraud and to remain an open admissions institution for the seven counties it serves.](#)

[After researching solutions to this problem, we have not been able to identify another vendor that meets the need. We are looking for a FERPA-compliant service that will allow us to upload our student details for verification against national databases in order to identify the level of fraud risk. The service must be accessible both by secure upload and by API. It must both verify the validity of the information submitted by students, check for previous suspicious activity using the same](#)

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details, and provide actionable information to the college to enable a decision about admission and enrollment.

Note: Determination is not complete without required signatures and dates

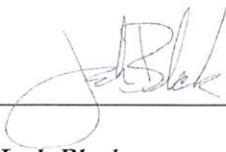
Required Signatures:

Prepared by: _____

Date: 11/19/2025

Printed Name: *Tameika Wideman
Services*

Title: *Dean, Admissions & Enrollment*

Approved by: _____

Approval Date: 11/19/25

Printed Name: *Josh Black*

Title: *VP - Student Affairs*

Approved by: _____

Approval Date: 11/19/25

Printed Name: *Paige Childs
Management*

Title: *VP - Business, Finance & Facilities*