

# SOLE SOURCE DETERMINATION & JUSTIFICATION

SC Code Ann. § 11-35-1560 | SC Regulation 19-445.2105

Agency:	Piedmont Technical College
Department:	Automotive Technology Program
Proposed Vendor:	Electude USA LLC
Quotation Reference:	Quotation #1370831, dated 02/24/2026 (Valid until 03/26/2026)
Total Amount:	\$16,924.19 (including sales tax)
Delivery/Start Date:	01/01/2026 unless otherwise stated

## 1. Determination

Based on the findings documented below, Piedmont Technical College proposes to obtain the instructional software subscriptions and related digital training products from Electude USA LLC under a sole source procurement, in accordance with SC Code Ann. §11-35-1560 and SC Regulation 19-445.2105. Electude is the only known source capable of providing the required integrated automotive e-learning content, system access, and specialized instructional modules aligned with the needs of the Automotive Technology Program.

## 2. Description of Supplies, Information Technology, and Services Provided

Under this procurement, Electude USA LLC will provide the following instructional content licenses and digital training solutions as listed on Quotation #1370831:

- LV – Classroom AST/MAST – 12 months (60 licenses) – \$13,167.00. These are Electude’s Light Vehicle instructional modules supporting AST/MAST-level coursework.
- Site License – \$1,000.00. Provides institutional access rights required for multi-instructor utilization.
- MotoLogic Repair & Diagnostic Information – 12-month Site License – \$825.00. Provides OEM-level service data and diagnostic reference materials integrated with coursework.
- Haynes AllAccess – 12-month Site License – \$825.00. Offers digital repair manuals and technical procedures for instructional use.

Subtotal: \$15,817.00 | Sales Tax: \$1,107.19 | Total: \$16,924.19. Services include digital delivery of subscriptions to the College’s designated users, support through Electude’s USA office, and access via online platform.

## 3. Sole Source Justification

A. Unique Capability of the Vendor: Electude provides a unified, simulation-based automotive e-learning curriculum covering foundational through advanced coursework (including AST/MAST-level training) and bundles OEM service data and repair manual resources in an institution-licensed environment. The exact combination of licenses and resources referenced in Quotation #1370831 is tailored to our program’s enrollment (60).

B. Compatibility with Existing Courses and Curriculum: The program’s hybrid courses rely on Electude modules for pre-lab preparation, assessments, and progress tracking. Replacing this platform would require extensive re-authoring, disrupt student progression, and necessitate faculty retraining.

C. Continuity of Educational Delivery: Electude content is embedded within existing course maps and LMS links. Maintaining access preserves in-progress learning, assessments, and EV/electrical/drivability pathways.

#### 4. Market Research Summary (Retain in File)

Prior market research found Electude uniquely offers a comprehensive, simulation-based automotive curriculum with mastery-learning methodology. Many alternatives provide shop management, dealership, or partial theory solutions—not a complete technician-training curriculum integrated with OEM service and procedures. The exact combination in Quotation #1370831 is not available as a bundled, institution-licensed solution from other vendors.

#### 5. Delivery / Warranty / Support

Delivery Method: Digital activation of licenses for the 12-month period beginning 01/01/2026 (per quotation). Support: Provided by Electude USA LLC (Braintree, MA). Terms of Service: Electude's published terms apply (<https://support.electude.com/terms>).

#### 6. Reasonableness of Price

Supported by vendor quotation, comparison with prior-year pricing for the same seat count and modules, and market research indicating a unique provider rather than a commodity alternative.

#### 7. Approval Section

Requestor / Program Director:		Date:	<u>3-4-26</u>
Printed Name	<u>Gerald Sartio</u>	Date:	<u>3-4-26</u>
Supervisor/Dean Name		Date:	<u>03/05/2026</u>
Printed Name	<u>Christina M. Knight</u>	Date:	<u>03/05/2026</u>
VP/Business/Finance or President Name		Date:	<u>03/06/26</u>
Printed Name	<u>K. Paige Childs</u>	Date:	<u>03/06/26</u>

Reference: Electude Quotation #1370831 (02/24/2026), Total: \$16,924.19; Delivery/Start: 01/01/2026 unless otherwise stated.



---

<b>Subtotal</b>	<b>\$15,817.00</b>
Sales tax	\$1,107.19
<b>Total (USD)</b>	<b>\$16,924.19</b>

---

**Your Electude account manager:**

Matt Bishop  
matt.bishop@electude.com  
Mobile phone: (508) 967-5973

**Your delivery address:**

PIEDMONT TECHNICAL COLLEGE  
620 NORTH EMERALD ROAD  
GREENWOOD SC 29646

**Email address:** \_\_\_\_\_

**Your billing address:**

ACCOUNTS PAYABLE  
PIEDMONT TECHNICAL COLLEGE  
PO BOX 1467  
GREENWOOD SC 29648

**Email address:** [accountspayable@ptc.edu](mailto:accountspayable@ptc.edu)

**Your signature:** \_\_\_\_\_

(Expected) delivery or start date: 01/01/2026, unless stated otherwise.



# Quotation

Date: 02/24/2026  
Valid until: 03/26/2026  
ID: 1370831  
Organization number: 1004389  
Account manager: Matt Bishop

GERALD SARTIN  
PIEDMONT TECHNICAL COLLEGE  
620 NORTH EMERALD ROAD  
GREENWOOD SC 29646

Your reference: \_\_\_\_\_

sartin.g@ptc.edu

ID	Product name / Description	Number	Price	Amount
12351	LV - Classroom AST/MAST - 12 months	60	\$219.45	\$13,167.00
1001	Site License	1	\$1,000.00	\$1,000.00
1161	MotoLogic Repair and Diagnostic Information - 12 months - site license	1	\$825.00	\$825.00
1151	Haynes AllAccess - 12 months - site license	1	\$825.00	\$825.00

Electude USA LLC  
35 Braintree Hill Office Park, Suite 402  
Braintree MA 02184  
United States

www.electude.com/us  
(781) 577-6757  
finance@electude.com  
TIN: 27-1643027

Our terms of service apply to all our services, products, offers, quotations, orders and agreements. See: <https://support.electude.com/terms>