

	Piedmont Technical College NOTICE OF INTENT TO SOLE SOURCE	Sole Source # Date Issued Closing Date Procurement Officer Phone E-Mail Address	SS-27003 07/20/2026 07/24/2026 Brian K. McKenna (864) 941-8314 procurement@ptc.edu
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Solicitation #: SS-27003
Posting Date: July 20, 2026

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:

VSC Fire & Security
1463 N. Hwy 25
Travelers Rest, SC 29690

- Annual monitoring services for the PTC's existing fire alarm and intrusion alarm systems
- 29 Monitored alarm accounts
- 24/7 monitoring

While other vendors offer alarm monitoring services, VSC is the only vendor able to utilize PTC's existing equipment and Total Connect platform without replacing or installing proprietary communication equipment. 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 <\$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 2:00 PM on July 24, 2026.

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@itmo.sc.gov or (b) by post or delivery to: 1333 Main Street, Suite 700, Columbia, SC 29201.

Unless otherwise suspended or cancelled, PTC will procure 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.

From: noreply@mmo.sc.gov
Sent: Monday, July 20, 2026 11:40 AM
To: Brian McKenna
Subject: SCBO Advertisement Submission

'*** This is an EXTERNAL email. Open attachments and follow links with caution. ***'.

Your SCBO advertisement (**AD# 67455**) has been submitted and will be reviewed by a member of our staff prior to publication. Please retain a copy of this email to serve as a receipt of your ad submission.

Please note that ads submitted after 12:00 pm may not be reviewed/published until the next business day.

The information you submitted for the advertisement is included below:

Category: Sole Source / Emergency Notice

Start Date: 2026-07-20 00:00:00

End Date: 2026-07-24 14:00:00

Vendor Name: VSC Fire & Security

Contract Amount: \$>\$10,000.00 but <\$50,000.00

Procurement Manager: Brian K. McKenna

Procurement Manager Email: procurement@ptc.edu

Procurement Manager Telephone: (864) 941-8314

Purpose Of The Procurement:

PTC intends to procure a Sole Source procurement for monitoring of our existing Fire and Intrusion alarm systems.

Contact For Justification For This Procurement: Web Address Where Item Is Posted

Some of the following fields may be populated based on the selection above:

Contact Name:

Contact Address:

URL To View Justification: <https://www.ptc.edu/about/administrative-offices/procurement>

Any Notice Of Intent To Protest And Protest Must Be Addressed To: Information Technology Management Officer

Some of the following fields may be populated based on the selection above:

Enter Procurement/Project Name:

Enter Procurement/Project Number:

Enter Contact Name:

PIEDMONT TECHNICAL COLLEGE
SOLE SOURCE DETERMINATION & JUSTIFICATION
Pursuant to SC Code Ann. §11-35-1560 and SC Regulation 19-445.2105

Agency Name: Piedmont Technical College
Agency Number: T10
Department: Campus Police
Total Amount (excluding sales tax): 15,540.00
Sole Source Reference Number: SS-27003
Date: July 14 2026

1. Procurement Need

Description of Agency Need. Describe the business need, problem, or requirement this procurement fulfills. Do not describe the proposed vendor solution.

Piedmont Technical College requires a single monitoring provider for its campus-wide fire alarm and intrusion alarm systems. The College's operational requirements include 24/7 monitoring of both fire and security systems through one monitoring center, immediate emergency notification, and remote system management through the Total Connect application. The solution must integrate with the College's existing alarm infrastructure without disrupting operations or compromising life safety.

2. Proposed Purchase

Description of Supplies, Services, Construction, or Information Technology products and/or services to be provided under the contract.

Provide annual monitoring services for the College's fire alarm and intrusion alarm systems, including:

- 24/7 monitoring of fire alarm systems
- 24/7 monitoring of intrusion/security alarm systems
- Access to and support for the Total Connect mobile application
- Dispatch and notification services
- Ongoing technical support

3. Proposed Vendor

Sole Source Vendor Legal Name (DBA if applicable,) and address.

VSC Fire & Security
1463 N. Hwy. 25
Travelers Rest, SC 29690

4. Quotation Reference

Summarize the quote or price proposal. Specifically identify price and quantity where applicable.

- Quantity: 29 monitored alarm accounts
- Services: Fire and intrusion monitoring with Total Connect access

VSC Fire & Security submitted a quotation for annual monitoring services for 29 fire and intrusion alarm accounts located across Piedmont Technical College's campuses. The proposal includes 24/7 monitoring of both fire and security alarm systems, access to the Total Connect remote monitoring application, and associated monitoring support services. The total annual cost for these services is \$15,540.00. Individual monitoring rates are generally \$540.00 per account annually, with one fire monitoring account at \$420.00 annually, for a total contract value of \$15,540.00.

5. Market Analysis

Summarize the market research conducted, including available vendors, alternative solutions considered, barriers to entry, implementation considerations, warranty/support options, training availability, and any other relevant findings.

The College evaluated alternative monitoring providers. While other vendors offer alarm monitoring services, they are unable to utilize the College's existing equipment and Total Connect platform without replacing or installing proprietary communication equipment. Changing providers would require new hardware installation, system reprogramming, additional labor, and potential interruption of fire and security monitoring services. These additional implementation costs significantly exceed the annual monitoring fee and would provide no additional operational benefit to the College.

PIEDMONT TECHNICAL COLLEGE
SOLE SOURCE DETERMINATION & JUSTIFICATION

Pursuant to SC Code Ann. §11-35-1560 and SC Regulation 19-445.2105

6. Sole Source Justification

Provide a factual and objective explanation demonstrating why this vendor is the only source capable of meeting the agency's requirements. Include why other identified solutions or providers were determined to be insufficient.

The College requires a monitoring provider capable of supporting its existing fire and intrusion alarm infrastructure while maintaining compatibility with the Total Connect application used for remote monitoring and system management. VSC Fire & Security is the only provider identified that can continue monitoring the College's existing systems using the current equipment and Total Connect platform without requiring replacement of installed hardware or extensive system modifications.

Alternative vendors indicated they would need to install their own proprietary communication equipment and reconfigure existing alarm systems before monitoring could begin. These modifications would:

- Increase implementation and installation costs.
- Require replacement or addition of monitoring equipment.
- Create unnecessary disruption in campus life safety and security operations.
- Potentially result in temporary outages during system conversion.
- Eliminate the College's existing Total Connect functionality.

Awarding this procurement to another vendor would increase the College's total cost of ownership without improving service or functionality. Because VSC can provide uninterrupted monitoring using the College's existing infrastructure while meeting all operational requirements for fire monitoring, security monitoring, and Total Connect integration, VSC represents the only source capable of meeting the College's technical and operational requirements without significant additional expense.

7. Reasonableness of Price

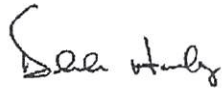
How does this compare to market research pricing and comparison of prior-year pricing.

The proposed annual cost of \$15,540.00 is reasonable when compared to the total cost of changing providers. Although monitoring fees from other vendors may appear comparable, those vendors require replacement or installation of proprietary equipment and associated labor costs, substantially increasing the overall project cost. Retaining VSC avoids unnecessary capital expenditures, preserves the College's existing investment in alarm infrastructure, and provides the lowest total cost while maintaining uninterrupted life safety and security monitoring. This approach provides a procurement justification based on technical compatibility, avoidance of unnecessary public expense, continuity of life safety operations, and lowest total cost of ownership, which are the strongest arguments for a sole source determination.

8. Approvals

By signing this document I certify that the information provided in this Sole Source Determination is accurate and supports the proposed procurement without competition.

Requestor Name: Debbie Hamby
Requestor Title: Administrative Specialist


Signature: _____
Date: July 14 2026

Supervisor/Dean Name: Curtis G. Killian
Title: Chief


Signature: _____
Date: 07/14/20

VP Business/Finance or

College President Name:
Title:


Signature: _____
Date: 07.15.2026

Compliance Notes:

Signatures: Determination is not complete without all required signatures and dates.

Approval Date: Determination is required to be approved prior to contract execution. Approver should **hand write the date** at the time of approval.

Market Research: Research documentation must be retained along with Determination

Justification: Sole Source justification must be supported by factual evidence

Drug Free Workplace Act: PTC 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 of any sole source procurement exceeding \$500,000.