

**Sole Source
Written Determination #SS-0223**

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

Students must know the surgery steps, instrumentation, and hospital policy on Time Out, Counting, Positioning, Vital Signs, Prepping, Urinary Catherization, etc. One of the main responsibilities for a Surgical Technologist is intraoperative case management. This is where the student applies their knowledge of anatomy, instrumentation, medication, supplies, and most important sterile technique to assist the surgeon with improving the patient's life. One of the ways this is accomplished is by setting up procedures according to order of use (based on procedural steps and surgeon preference). One area of surgical skills need is surgical anticipation. This has typically been difficult to teach in a lab setting and is a program requirement to show that the student is anticipating need. It is a graded line item on all clinical evaluations. The ARCTSTSA has added this to lab instruction in the 7th core curriculum under the Mock Surgery component. The Periop simulator will provide the student with the measured grade for anticipation and mock surgery that is not required in the lab and clinical component of training.

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

In meeting with peer groups, other colleges and at surgical technology conferences, there is no other simulation available that meets the surgical technology needs. This simulation is specifically designed for Surgical Technology Program. Every simulation system on the market has been reviewed. This product has been used at HGTC for several years and our students have achieved a 100% success rate.

Sole Source Vendor Name: Conquer Experience

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.)*

Software modules for 8 surgical procedures (Laparoscopic Cholecystectomy, Inguinal Hernia Repair, Burr Hold, Bipolar Hip, Hip Nail, C-Section, Hemicolectomy, and VATS Lobectomy) along with 10 instrument sets. 10 learner seats and 1 educator set.

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)*

There is no other vendor that offers this type of simulation technology for the surgical technology program.

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

Required Signatures:

Prepared by: _____

Date: _07/14/2025

Printed Name: Erin Ivey

Title: Surgical Technology Director

**Sole Source
Written Determination #SS-0223**

Approved by: _____

Approval Date: _07/14/2025

Printed Name: Harold Hawley

Title: VP Finance and Administration

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