



STATE OF WASHINGTON

Centralia College

SOLE SOURCE POSTING



June 6, 2022

Centralia College contemplates awarding a sole source contract to Southern Education Consulting & Training, Inc. in Richland, Washington to provide one (1) Festo Didactic Home Energy Production Training System for use in our Technology, Trades & Manufacturing laboratory.

Centralia College Technology, Trades & Manufacturing programs requires lab equipment to keep graduates competitive in the quickly changing energy and transportation markets. The Festo Didactic Home Energy Production Training System will allow our programs to keep pace with these changes and close workforce gaps for those seeking renewable energy generation and vehicle electrification skills. Our programs that will take advantage of this system include the Industrial Trades program, Diesel, Energy Technology, Welding and Electronics, Robotics, and Automation (ERA).

This equipment will be used for training of electrical systems, exposing students to clean and renewable energy creation, storage and distribution as well as safety.

Additionally, the Festo Didactic system will allow the college to add additional components, such as hydrogen creation, which will be useful for incoming hydrogen generation projects in our service area. This lab equipment will give students the ability to work hands-on with hydrogen production safely. Further, this equipment is compatible with existing Festo equipment currently in use at the College.

Southern Educational Consulting & Training is the sole distributor of Festo products for Oregon, Washington and Alaska.

In the absence of other qualified sources, Centralia College will make the sole source award via purchase order to Southern Education Consulting & Training, Inc. The purchase order will be issued on or after July 1, 2022. The cost of this purchase is \$ 45,587.25.

Offerors contemplating the above requirements are required to submit capability statements detailing their ability to meet the college's requirements within five (5) working days of this announcement.

Capability statements should address the following college requirements:

- Vendor's ability to provide Festo Didactic Home Energy Production Training System

To submit capability statements or for questions, contact:

Amanda Witt, Director of Purchasing
Email: amanda.witt@centralia.edu



Purchase Order

CENTRALIA COLLEGE

301 S KING STREET
CENTRALIA WA 98531
United States

Open		Dispatch Via Print
Purchase Order WA120-0000002832	Date 07-01-2022	Revision
Payment Terms Net 30	Freight Terms Destination	Ship Via COMMON
Buyer Amanda Witt	Phone/ Email amanda.witt@centralia.edu	Currency USD

Supplier: 0000046728
Southern Educational
Consulting & Train
PO Box 863
Social Circle GA 30025
United States

Ship To: 301 S KING STREET
CENTRALIA WA 98531
United States

Attention: Not Specified

Bill To: 600 CENTRALIA
COLLEGE BLVD
CENTRALIA WA 98531
United States

Line- Sch	Item/Description	Tax Exempt? N	Tax Exempt ID: Mfg ID	Quantity	UOM	Replenishment Option: Standard PO Price	Extended Amt	Due Date
1 - 1	8010-70 Home Energy Production Training System			1.00	EA	42132.39	42132.39	12/31/2022
						SUT Code: 2101 (8.2%)	3454.86	
						Schedule Total	<u>45587.25</u>	
						Item Total	<u>45587.25</u>	
						Total SUT Code 2101 (8.2%)	3454.86	

Pricing and Terms per quote. Please refer to quote for full information.

DES Sole Source Approval: The provisions of Chapter 39.26.140 RCW require this sole source contract to be filed with and approved by the Department of Enterprise Services (DES). The effective date of this contract is either upon DES approval of the contract, the tenth (10th) working day after it is filed with DES, or as agreed between the parties, whichever is later.

General terms and conditions apply and can be found at centralia.edu.

Please remit invoices to businesspay@centralia.edu or by mail to:

Centralia College
Attn: Accounts Payable
600 Centralia College Blvd.
Centralia, WA 98531

Total PO Amount 45587.25

Unauthorized

Sole Source CONTRACT Filing Justification Template

Use the following justification template for preparing to file sole source contracts in the [Sole Source Contracts Database](#) (SSCD). Once completed, copy and paste the answers into the corresponding SSCD question and answer fields. You will also need to include a copy of this completed form in the documents you post to your agency website and in [WEBS](#).

What is a sole source contract?

"Sole source" means a contractor providing goods or services of such a unique nature or sole availability at the location required that the contractor is clearly and justifiably the only practicable source to provide the goods or services. (RCW 39.26.010)

Unique qualifications or services are those which are highly specialized or one-of-a-kind.

Other factors which may be considered include past performance, cost-effectiveness (learning curve), and/or follow-up nature of the required goods and/or services. Past performance alone does not provide adequate justification for a sole source contract. Time constraints may be considered as a contributing factor in a sole source justification however will not be on its own a sufficient justification.

Why is a sole source justification required?

The State of Washington, by policy and law, believes competition is the best strategy to obtain the best value for the goods and services it purchases, and to ensure that all interested vendors have a fair and transparent opportunity to sell goods and services to the state.

A sole source contract does not benefit from competition. Thus the state, through RCW 39.26.010, has determined it is important to evaluate whether the conditions, costs and risks related to the proposal of a sole source contract truly outweigh forgoing the benefits of a competitive contract.

Providing compelling answers to the following questions will facilitate the evaluation.

Specific Problem or Need

- What is the business need or problem that requires this contract?

As a cutting-edge program, Centralia College's Industrial Trades needs lab equipment to keep graduates competitive in the quickly changing energy and transportation markets. The requested equipment will allow our programs to keep up with these changes and close workforce gaps of those needing renewable energy generation and vehicle electrification skills.

This requested lab equipment will be used in training of electrical systems to expose students to clean and renewable energy creation, storage and distribution; and safety. The classes that will take advantage of this system include the Industrial Trades program, Diesel, Energy Technology, Welding and Electronics, Robotics, and Automation (ERA).

The system will allow the college to add additional components, such as hydrogen creation that will be useful for incoming hydrogen generation projects.

Sole Source Criteria

- Describe the unique features, qualifications, abilities or expertise of the contractor proposed for this sole source contract.

Southern Educational Consulting & Training is the sole distributor of Festo products for Oregon, Washington and Alaska.

The Festo Home Energy Trainer will be used by multiple programs offered through our Technology, Trades & Manufacturing programs including Industrial Trades, Diesel, Energy Technology, Welding and Electronics, Robotics, and Automation (ERA). In order to maximize our funds, we are hoping to purchase equipment that can be used by as many students as possible.

Through market research and past purchases, we were unable to locate a manufacturer that offer lab equipment with as many components and activities packaged together as the Festo product.

This system will allow the college to add additional components later on its life cycle, such as hydrogen creation that will be useful for incoming hydrogen generation projects.

The Festo Home Energy Trainer offers the only hydrogen generation trainer and would be compatible with the Home Energy Trainer purchased through this sole source contract.

- What kind of market research did the agency conduct to conclude that alternative sources were inappropriate or unavailable? Provide a narrative description of the agency's due diligence in determining the basis for the sole source contract, including methods used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet; contacting similar service providers; and reviewing statewide pricing trends and/or agreements. Include a list of businesses contacted (if you state that no other businesses were contacted, explain why not), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

Two other suppliers; Klein Educational Systems and Heliocentris offer home energy trainers. However, neither supplier offers equipment that is as comprehensive in terms of components.

Additionally, neither Klein nor Heliocentris offer hydrogen components.

- What considerations were given to providing opportunities in this contract for small business, including but not limited to unbundling the goods and/or services acquired.

Unbundling this equipment would significantly increase the overall cost if we were purchasing each component separately.

Since Southern Educational Consulting & Training is the sole provider of Festo products in Oregon, Washington and Alaska unbundling would not create opportunities for any other small business in Washington state.

- Provide a detailed and compelling description that includes quantification of the costs and risks mitigated by contracting with this contractor (i.e. learning curve, follow-up nature).

Centralia College has an existing relationship with Southern Educational Consulting & Training on past purchases. We find the vendor very responsive and easy to work with.

Additionally, since this equipment is used across several programs, often with differently faculty, Festo and Southern Educational Consulting & Training has helped us keep equipment consistent.

- Is the agency proposing this sole source contract because of special circumstances such as confidential investigations, copyright restrictions, etc.? If so, please describe.

Centralia College is not proposing this sole source contract because of circumstances such as confidential investigations, copyright restrictions, etc.

- Is the agency proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process? If so, please describe. For example, if time constraints are applicable, identify when the agency was on notice of the need for the goods and/or service, the entity that imposed the constraints, explain the authority of that entity to impose them, and provide the timelines within which work must be accomplished.

The College is not proposing this sole source contract because of unavoidable, critical time delays or issues that prevented the agency from completing this acquisition using a competitive process

- Is the agency proposing this sole source contract because of a geographic limitation? If the proposed contractor is the only source available in the geographical area, state the basis for this conclusion and the rationale for limiting the size of the geographical area selected.

Southern Educational Consulting & Training is the sole distributor of Festo for Oregon, Washington and Alaska. They have provided a sole source letter as part of application this application.

- What are the consequences of not having this sole source filing approved? Describe in detail the impact to the agency and to services it provides if this sole source filing is not approved.

If the sole source contract justification is not approved, we would not be able to purchase this equipment or additional components that will fill a future need. We predict that the hydrogen component will need to be purchased within the next fiscal year, which is compatible with the requested equipment.

The impact of not having this equipment: our students would miss critical hands-on opportunities to operate equipment in the growing fields of clean energy and clean technology. To stay competitive and current with growing technologies, students need to develop safe handling skills offered by this equipment.

Reasonableness of Cost

Since competition was not used as the means for procurement, how did the agency conclude that the costs, fees, or rates negotiated are fair and reasonable? Please make a comparison with comparable contracts, use the results of a market survey, or employ some other appropriate means calculated to make such a determination.

There is not any other piece of equipment on the market that meets the specifications.

A similar product, that does not offer the potential for hydrogen training, is available from the manufacturer Amatrol and sold through Klein Educational Systems.

Klein Educational Systems provided a quote for this equipment in the amount of \$29,971.40.

Centralia College is confident that Southern Educational Consulting & Training is providing a fair and reasonable price for the equipment.