

JUSTIFICATION FOR SOLE SOURCE PROCUREMENT

Agency: Winthrop University

Name of Person Completing Form: Michelle Hare

Sole Source Vendor: Regent Education

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 S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

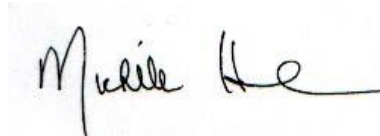
Description of the Agency need that this procurement meets: Winthrop University requires a modern, automated financial aid management solution to enhance efficiency, ensure regulatory compliance, support diverse enrollment models, including competency-based education (CBE). The current system lacks the automation, flexibility, and scalability needed to handle financial aid packaging, Return to Title IV (R2T4 processing) and real-time fund management across multiple terms and funding sources for CBE programs. Winthrop University also does not possess the staff with the technical skills to create a home grown system. This procurement addresses the university's need for a solution that seamlessly integrates with existing systems while future-proofing operations, to allowing aid processing from admission to graduation even as CBE enrollment increases.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: Winthrop University conducted extensive market research to identify financial aid management solutions capable of supporting competency-based education (CBE). This research included a comprehensive internet search for financial aid providers specializing in CBE, as well as direct outreach to the Competency-Based Education Network (C-BEN), which identified Regent Education as the only vendor offering a fully automated solution for CBE financial aid processing. Additionally, Winthrop engaged with several national financial aid listservs, where Regent Education was consistently recommended as the sole provider with the necessary software capabilities. Further research involved contacting multiple colleges with CBE programs to understand their financial aid processing methods. The majority of these institutions use Regent Education, while those relying on homegrown systems reported significant manual effort and inefficiencies. Based on this thorough market analysis, Winthrop determined that Regent Education is the only vendor capable of meeting its financial aid management needs for CBE.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: Under the contract, Regent Education will provide a comprehensive, cloud-based financial aid management (FAM) solution designed to automate and streamline Winthrop University's financial aid processes for competency-based education (CBE) programs. The services include automated financial aid packaging, Federal Subscription Period Awarding, Return to Title IV (R2T4) processing, and real-time fund management for federal, state, and institutional aid. Regent's solution integrates seamlessly with any student information system (SIS), ensuring smooth data exchange and future scalability. Additionally, Regent will provide student-facing tools that enhance financial literacy and borrowing transparency, allowing students to make informed financial decisions throughout their academic journey. The implementation will be supported by Regent's expert consulting services, ensuring a smooth transition, regulatory compliance, and optimized financial aid operations tailored to Winthrop University's specific needs.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: Regent Education is the only vendor capable of fully meeting Winthrop University's financial aid management needs due to its unparalleled automation, flexibility, and support for multiple enrollment models, including competency-based education (CBE). Unlike other solutions, Regent Education uniquely automates financial aid packaging across standard, non-standard, and non-term enrollment models, streamlining processes that would otherwise require extensive manual effort. It is also the only financial aid management system endorsed by the Competency-Based Education Network (C-BEN), demonstrating its leadership in CBE financial aid automation. Its seamless integration with any student information system (SIS) future-proofs the university's investment, while its proven track record with institutions like UMass Global highlights its ability to scale efficiently. No other vendor provides this level of automation, compliance, and adaptability, for CBE financial aid processing making Regent Education the only viable solution for Winthrop University's financial aid modernization.

I confirm that everything on this form is true to the best of my knowledge.



Signature of Person Completing Form

Printed Name: Michelle Hare

Date: 3/31/25

Signed by:



4462620561174B8

Authorized Signature

Printed Name: Kevin Butler

enter text.

Title: CFO & VP Finance and Business Affairs

Date: 2025-03-31 11:17 AM EDT

Notes:

Authorized signature is the agency head unless the agency head has delegated that authority.

Delegation of authority must be submitted to the Materials Management Officer in writing.

The Agency must obtain a Drug-free Workplace certification from the Vendor if the sole source procurement is \$50,000 or greater.