


OPEN TRADE REPRESENTATION

(S.C. Code Ann. §§ 11-35-5300)

The following representation, which is required by Section 11-35-5300(A), is a material inducement for the State to award a contract to you.

I, the official named below, certify I am duly authorized to execute this certification on behalf of the vendor identified below, and, as of the date of my signature, the vendor identified below is not currently engaged in the boycott of a person or an entity based in or doing business with a jurisdiction with whom South Carolina can enjoy open trade, as defined in SC Code Section 11-35-5300.

Vendor Name (Printed) Ellucian Company L.P.	State Vendor FEIN#: 45-3767548
By (Authorized Signature)  AC487483ED6F4E5	Date Executed 9/14/2023
Printed Name and Title of Person Signing Matthew Fell, Sr. Director and Assistant Treasurer	[Not used]



September 14, 2023

Jane Hager
Horry-Georgetown Technical College
2050 Highway 501 East
Conway, SC 29526

Dear Ms. Hager:

We at Ellucian appreciate the opportunity to serve the technology requirements of Horry-Georgetown Technical College and look forward to continuing and strengthening our technology relationship in the coming years.

Ellucian does not maintain a service provider certification program, and Ellucian is the only authorized vendor to provide maintenance and support services for which it is the exclusive licensor of numerous software products for the higher education marketplace. These products, collectively referred to as the "Ellucian Software," include Ellucian's CRM Recruit. The Ellucian Software is fully developed, is integrated, and is licensed and maintained exclusively by Ellucian. Ellucian protects its intellectual property interests by carefully safeguarding distribution of the Ellucian Software, in whole or in part. Licensees are required to execute a license agreement pursuant to which the users, at an institution level, agree to use Ellucian Software only for the purpose of conducting in-house, non-commercial computing operations and further agree to limit use of Ellucian Software to those employees with a need to know.

The Ellucian Software is protected under the copyright laws of the United States and the trade secret laws of several states. Ellucian employs industry-standard measures, both legal and technical in nature, to protect the investment that licensees make in the Ellucian Software. Accordingly, Ellucian is also the only authorized provider of installation, customization, training and educational services for the Ellucian Software. We have no authorized services providers or distributors that provide the Ellucian-approved installation, customization, training and educational services in the United States.

If I can be of further assistance, please do not hesitate to call. Many thanks for your consideration.

Sincerely,

DocuSigned by:

6CEBA37747E2AA3...
Bill McCallion
Sr. Director, Renewals

2003 Edmund Halley Drive, Suite 500
Reston, Virginia 20191, USA
Toll Free: +1800.328.2835

www.ellucian.com

Renewal Quote

This is not an invoice

Renewal Number: 00116649.0

Ellucian Confidential and Proprietary Information
Renewal Quote as of 5/5/2022 -- Horry-Georgetown Technical College

	Period Ending 31-Oct-22	For the period November 1, 2022 - October 31, 2023			
		1 Year @ 7%	3 Years @ 5%	4 Years @ 4%	5 Years @ 3%
Subscription Paid in Advance					
CRM Recruit Integration Manager	\$0	\$0	\$0	\$0	\$0
eCRM Standard User	\$2,054	\$2,198	\$2,157	\$2,136	\$2,116
eCRM Premium User	\$1,284	\$1,374	\$1,348	\$1,335	\$1,323
CRM Recruit Base License	\$47,508	\$50,834	\$49,883	\$49,408	\$48,933
CRM Recruit - Ellucian Payment Gateway	\$0	\$0	\$0	\$0	\$0
Grand Total	\$50,846	\$54,405	\$53,388	\$52,880	\$52,371

Period Ending	Total Payout for each Term				Savings for each Term vs. extending Yr-to-Yr		
	1 Year	3 Years	4 Years	5 Years	3 Years	4 years	5 Years
31-Oct-23	\$54,405	\$53,388	\$52,880	\$52,371	\$1,017	\$1,525	\$2,034
31-Oct-24	\$58,214	\$56,058	\$54,995	\$53,943	\$2,156	\$3,219	\$4,271
31-Oct-25	\$62,289	\$58,861	\$57,195	\$55,561	\$3,428	\$5,094	\$6,728
31-Oct-26	\$66,649		\$59,483	\$57,228		\$7,166	\$9,421
31-Oct-27	\$71,314			\$58,944			\$12,370
	\$312,870	\$168,307	\$224,552	\$278,047	\$6,601	\$17,004	\$34,823

These tables show the total payout for each option, and the savings realized from a multi-year renewal compared to extending year-to-year.

Ellucian offers renewal options for renewing for multiple years. The above quote shows the savings realized with a multi-year commitment when compared to extending year-to-year.

The products in the table(s) reflect only those that have an expiration date of October **31, 2022**. If your institution has any additional agreement, including but not limited to a multi-year agreement, product(s) on a different cycle, or other products not yet expiring, they would not be reflected in the table(s) above.

Should you choose to terminate support for any of the products above at the end of the current contract year, you must notify Ellucian in writing no later than **July 31, 2021** by sending a formal request on institution letterhead to CSAgreementOperations@ellucian.com. Cancellation requests will be processed in accordance with applicable contract terms.

If you are interested in a multi-year renewal or have any questions, please contact Ellucian at Jessica.Sullivan@ellucian.com.

Form>MMO#102
State Fiscal Accountability Authority
8/9/2021

**JUSTIFICATION FOR
SOLE SOURCE PROCUREMENT**

Agency: Horry-Georgetown Technical College #SS-0182

Sole Source Vendor: Ellucian Company L.P.

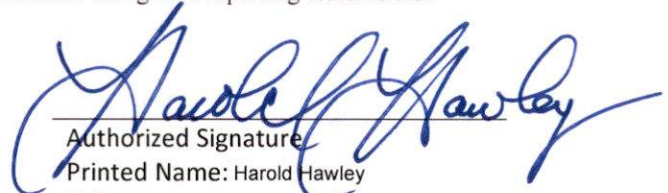
Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

Description of the Agency need that this procurement meets: Software that allows prospective students to have the ability to apply to Horry-Georgetown Technical College and streamline the application process with minimal human interaction.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: Contacted Ellucian, see attached sole source letter from the vendor.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: Ellucian eCRM Recruit Relationship Management annual license.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: They are the only provider that has developed and maintains an out-of-the-box, real-time web services product between a constituent relationship management solution (CRM) and Banner student information system solution. HGTC operated Ellucian Banner as its enterprise resource planning system (ERP). A key component of the Banner system is its role in serving as the student information system. All student academic/enrollment records and their related processes occur in Banner. Ellucian Recruit will provide additional functionality that is needed for the current student information system. Ellucian Recruit seamlessly integrates to the Banner ERP (powered by Microsoft Dynamics). This integration ensures admissions and enrollment processes occur seamlessly and without interruption to the current Ellucian Banner system. Ellucian Recruit provides integrated data import and data export to Ellucian Banner along with reporting features that support Ellucian Banner enrollment processes.



Authorized Signature

Printed Name: Harold Hawley

Title: VP Finance and Administration

Date: October 24, 2023

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.