

**Sole Source  
Written Determination**

**Agency Identification:** South Carolina Department of Education - 155881

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

In the Office of Career Readiness - Adult Education, we require a comprehensive data management system to support statewide adult education programs. This procurement fulfills the need for a centralized platform that enables accurate tracking, reporting, and compliance with federal and state regulations. Without a specialized data management solution, the agency risks inefficiencies, data inconsistencies, and compliance issues that could impact funding and program effectiveness.

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

After thoroughly researching the market for adult education data management solutions, it is evident that multiple companies offer a range of platforms tailored to different organizational needs. These solutions vary in functionality, usability, scalability, and cost, each presenting unique advantages and challenges.

The key players in the market include:

1) LACES (by LiteracyPro/Genius), A well-established platform designed for federal- and state-funded adult education programs, offering data aggregation, compliance tracking, and reporting tools.

2) MyOneFlow – A case management system with a focus on workflow automation, tracking, and enrollment management, suitable for adult education programs.

3) SchoolCues – A school management system integrating SIS, tuition management, admissions, and parent communication, making it ideal for small schools and adult learning institutions.

LACES is a student accountability and data management solution designed specifically for adult education programs. It provides customizable reporting, data aggregation, and compliance tracking for federal and state requirements. The market for LACES includes commercially available, off-the-shelf solutions as well as customized implementations tailored to specific SCDE needs.

Barriers to entry in this space include data security and ethics requirements, user-friendly systems accessible to all staff, and compliance with reporting standards. Established vendors like LiteracyPro Systems, Inc. dominate the market due to their expertise in adult education data tracking and reporting.

The scope of work and specifications were developed through a structured market research approach, including searching vendor databases (e.g., procurement.sc.gov) to identify potential suppliers and conducting website reviews to assess available solutions.

LACES is obtained directly from the manufacturer, LiteracyPro Systems. LACES offers performance guarantees, compliance updates, and ongoing support to ensure alignment with National Reporting System (NRS) requirements.

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Training is provided by LiteracyPro Systems, ensuring proper onboarding and end-user adoption.

Other solutions on the market that do not meet the needs of adult education at SCDE include MyOneFlow and School Cues. MyOneFlow is typically obtained directly from the manufacturer or through authorized resellers, depending on implementation needs. SchoolCues is available directly from the provider, with subscription-based pricing. MyOneFlow is a case management and workflow automation platform designed for adult education, workforce development, and apprenticeship programs. SchoolCues is an all-in-one school management solution designed for small schools. While MyOneFlow offers reporting tools and support to ensure alignment with state and federal guidelines, SchoolCues does not.

**Sole Source Vendor Name:** Literacy Pro Systems, dba Genius Learning

**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.)*

Under this contract, LiteracyPro Systems, Inc., a division of Genius Learning, will provide comprehensive data management and reporting capabilities through its LACES software. The services include:

Annual Maintenance Agreements for local providers (52 agencies) and SCDE, ensuring continued software functionality, updates, and technical support.

Secure cloud-based hosting for LACES software and associated data.

Online Student Portal access for 52 agencies, allowing students to interact with educational resources and track progress.

Annual Maintenance for Online Student Portal Customizations, ensuring tailored features remain operational and up to date.

OpenTime Clock Integration Annual Maintenance, supporting time-tracking functionalities within the system.

Bank of Customization Hours, providing 175 hours for system modifications to meet specific agency needs.

Seven, 2-hour webinar trainings, offering instructional sessions for state data entry staff and users to maximize software utilization.

**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)*

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Based on market research and an assessment of available solutions, the sole source procurement of LACES data software is justified due to its unique capabilities and proprietary nature. LiteracyPro Systems, Inc. holds exclusive copyright and is the sole producer and publisher of all LACES software, including the LACES Student Portal and all customizations completed for SCDE. In FY 24/25, we purchased \$40,600 worth of customizations to tailor LACES to the exact and specific needs of our SC Adult Education Programs. We have made customizations each year since 2004, and 10 years of customizations would not be feasible or cost effective if transitioning to new software.

The agency has conducted a thorough evaluation of the market space and determined that no other vendor provides a solution with the same fit and function required for its operations. Market Research is documented in the attached file. LACES software is specifically designed to meet the agency's reporting and data management needs, ensuring compliance with federal and state requirements. Additionally, the software's proprietary nature means that no alternative provider can offer an equivalent system with the same level of integration, customization, and support.

While vendor assertions regarding product differentiation have been considered as part of market research, the agency's determination is based on its independent analysis of available solutions. The agency has found that LACES software is the only viable option that meets its operational and regulatory requirements without requiring extensive modifications or third-party integrations.

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

**Required Signatures:**

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| Prepared by: <u>          <i>G. Leone</i>          </u>     | Date: <u>6/16/2025</u>                       |
| Printed Name: Giovanna Leone                                | Title: Education Associate for Adult Ed Data |
| Approved by: <u>          <i>E. E. Weaver</i>          </u> | Approval Date: <u>08/13/2025</u>             |
| Printed Name: Ellen E. Weaver                               | Title: SC Superintendent of Education        |

*The last page contains instructions and is not required to be retained.*