Sole Source Application and Determination Form

A sole source determination is not effective until the sole source application for determination has been posted on the Purchasing website for thirty (30) calendar days without protest and is subsequently approved in writing by the Vice President of Administration and Finance.

1. Name of Department: PRRC
   Contact Name: Fonquergne Jean-Lucien
   Phone: 505-361-0231
   Email: jean-lucien.fonquergne@nmt.edu

2. Name of Prospective Vendor: Papermill, selected by PRRC team
   Contact Name: Marco Lopez
   Phone:
   Email: Marco.lopez@papermill.tech
   Estimated Cost: $50,000
   Duration (for Services or Professional Services – limited to four years): 1 year

3. Purpose/need for purchase and detailed list of items of tangible property, services, or professional services:

Purpose/need: continuity + completion of phase 1:

PRRC (New Mexico Tech) seeks professional services to continue and complete the existing DETECT platform prototype from CETS (Comprehensive Energy Transition Strategy) phase 1 project by delivering a Phase 2 prototype. The phase 2 prototype needs to build on the phase 1 prototype and be developed based on the Data Management Strategy report that was delivered in Phase 1. Phase 1 of CETS established the initial foundation; Phase 2 (=DETECT) provides the additional time and funding needed to finalize a functional prototype, expand core features, and ensure the platform is stable, usable, and maintainable for stakeholders.

This procurement is not for a brand-new product-it is to finish and operationalize what has already been started.

Phase 2 services/deliverables (summary)

A) Prototype build-out

1) Public-facing platform (core user experience)

- Clear sector navigation (energy supply, energy use, energy costs, GHG emissions)
- Dashboards (and interactive maps where feasible)
- Searchable dataset catalog with dataset pages, downloads, and/or public API access

Turns the Phase 1 foundation into a usable public product with discoverable data and simple analytics.

2) Non-public concept (controlled access / submissions)

- Design and features proposals for a restricted-access area and/or submission mechanism for non-public or compliance-related data

Defines the pathway for secure workflows that may be required in later stages.

3) Data engineering and pipelines (making data reliable and repeatable)

- Data ingestion from APIs, files, databases, and upload/API submissions
- Structured storage layers (raw/staging/curated) with consistent dataset metadata
- Transformations + QA/QC validation (flagging failures, standardization)
- Scheduling, monitoring, logging, and alerts
- Lightweight data-quality status view (refresh dates, checks, pipeline health)

Ensures the prototype is not a one-off demo-data becomes automated, trackable, and scalable.

4) Security baseline

- Authentication for restricted areas; encryption where applicable; least privilege; basic audit logging

Establishes minimum viable security appropriate for a state-facing prototype.

5) Documentation & handoff

- Transferable code;
- Practical documentation: architecture, data flows, data dictionary, operations, and handoff notes

Enables PRRC/partners to operate and extend the platform after delivery.

B) Maintenance & support

Post-delivery maintenance and support to keep the Phase 2 prototype stable (bug fixes, monitoring, security updates, minor adjustments)

Protects continuity by ensuring the prototype remains functional and supportable through the end of the project period.

4. Detailed explanation of criteria developed for this purchase:

PRRC requires a vendor that can continue the existing DETECT project by delivering a working Phase 2 prototype, followed by maintenance, with minimal ramp-up.

Phase 2 is intended to provide the time and resources needed to complete and stabilize what was initiated in Phase 1.

Selection criteria:

1. Phase 1 continuity: direct familiarity with the Phase 1 prototype, architecture, datasets, Data Management Strategy report from CETS phase 1, and stakeholder lessons learned. It reduces onboarding and protects delivery speed.
2. On-time, end-to-end delivery: proven ability to deliver a full-stack platform (backend, data engineering, frontend). Why it matters: Phase 2 is a completion sprint with a hard deadline.
3. Post-launch operations: ability to maintain, monitor, document, and iterate after release. Phase 2 includes operational support to keep the platform usable through the end of the project.
4. Low onboarding risk + stakeholder fit: ability to work efficiently with PRRC/NMT and New Mexico stakeholders and adapt quickly to evolving requirements. Continuity and speed are central to completing Phase 2 successfully.

Papermill meets these requirements and is uniquely positioned to complete Phase 2 by building directly on Phase 1 work, minimizing ramp-up and maximizing the chance of project success.

5. Provide a detailed, sufficient explanation of the reasons, qualifications or unique capabilities of the prospective vendor that make that prospective vendor the one source for providing the items of tangible property, services, or professional services:

Papermill is uniquely qualified because they built the Phase 1 DETECT prototype and authored the Phase 1 architecture and development report, giving them immediate readiness to continue the work in Phase 2.

Phase 2 is meant to complete and solidify an existing build, and continuity minimizes handoff delays and technical drift.

Unique qualifications / capabilities:

- Direct Phase 1 continuity: Papermill already understands the current architecture, priority datasets, data patterns, stakeholder expectations, and known constraints. It avoids re-learning and ensure continuity with the existing design.
- Reduced project risk: Changing vendors increases risk of rework, misinterpretation, and architectural divergence during knowledge transfer. Phase 2 should focus on finishing and hardening the platform, not rebuilding understanding.

- Maintenance continuity: The same developer is best positioned to maintain and iterate on the system they built (debugging, safe refactoring, targeted enhancements). It improves responsiveness and reduces operational risk during the maintenance period.

6. Provide a detailed, sufficient explanation of how the items of tangible property, services, or professional services is/are unique and how this uniqueness is substantially related to the intended purpose of the department/grant:

Substantial relationship to PRRC's intended purpose: PRRC's purpose is to deliver a Phase 2 DETECT prototype that operationalizes the Phase 1 foundation and supports state stakeholders, research, and public-facing insights. Phase 2 is the step that turns the initial build into something stakeholders can use.

The core requirement is continuity with Phase 1 architecture and data pipelines, while completing additional functionality and stabilization in Phase 2. The platform's consistency and reliability depend on preserving and extending existing technical decisions.

Phase 2 provides the additional time and resources needed to complete the prototype, where continuity is a functional necessity to avoid rework and maintain technical alignment. The project is already underway; Phase 2 is meant to finish it efficiently and coherently.

7. Please provide a narrative description department's due diligence in determining a basis for the procurement. Include:

a. method used to research and review other available sources (i.e. list of potential vendors from Purchasing, internet, state pricing agreements, purchasing cooperatives)
b. list of vendors contacted, the date and method of contact (i.e. email, phone call)
c. documentation explaining why:
    i. those vendors cannot provide the required items of tangible property, services, or professional services
    ii. other similar items of tangible property, services, or professional services cannot meet the intended purpose of department/grant:

PRRC conducted due diligence to determine whether vendors other than Papermill could reasonably meet the DETECT Phase 2 requirements. PRRC reviewed available sources through online research and informal screening of firms providing full-stack data platform development (backend + data engineering + frontend).

a. Method used to research and review other available sources

- Internet research and review of firms offering data platform / open-data portal development and support services.

- High-level feasibility screening against: (i) ability to deliver a functional prototype for phase 2 based on phase 1, (ii) ability to provide post-delivery maintenance, (iii) continuity requirements from Phase 1, and (iv) ability to perform within budget and timelines.

b. Vendors contacted (date/method)

Vendors contacted (Feb 10, 2026)

- KPMG (ikawasaki@kpmg.com)
  Global professional services firm (advisory + technology enablement). Often supports data strategy, governance, cloud/data platforms, analytics, cybersecurity, and large program delivery.
- Deloitte (karwalsh@deloitte.com)
  Global consulting and audit firm with strong digital transformation, data engineering, product delivery, and systems integration capabilities—typically suited to complex, multi-stakeholder builds.
- Slalom (clients@slalom.com)
  Tech consulting firm known for agile product teams, cloud/data implementations, and dashboard/data platform delivery—often positioned as a faster-moving alternative to the biggest integrators.
- Capgemini (Diego.Plaza@capgemini-gs.com)
  Large global systems integrator. Commonly delivers enterprise-scale platforms, data modernization, and application development with structured delivery methods and larger teams.
- Civis Analytics (hello@civisanalytics.com)
  Analytics-focused firm (data science + decision support). Often strong in modeling, analytics products, and applied data work; may be less of a "full-stack platform builder" depending on scope.
- Thoughtworks (info-us@thoughtworks.com)
  Software delivery consultancy with strong reputation in modern engineering practices, MVP/product builds, cloud-native architectures, and data platform engineering.
- Tyler Technologies (info@tylertech.com)
  Public-sector software provider. More likely to offer packaged government/municipal platforms (including data, ERP, permitting-related ecosystems depending on product line) rather than fully custom builds—fit depends on whether you want COTS vs bespoke.

Response summary: timeline issues

- Vendors say the work is in their wheelhouse, but the requested timeline is too tight for a complex system as described.
- Timeline for full prototype/MVP is not realistic in their view.
- Their normal approach starts with a discovery/requirements phase (many stakeholder meetings) producing blueprints, a solid database foundation (SQL Server), and a highly accurate estimate, and they think that discovery phase could potentially be done by March if you start immediately.
- Bottom line: they recommend considering other options.

Response summary: budget issue

- Another vendor says it's too early for an exact budget, but they allocated fully dedicated teams to projects, and their smallest engagements are typically 6-12 months. Plus, given project needs, they ballpark a full team at $500,000-$1,000,000 USD, which implies they're likely not aligned with a short, low-budget prototype + limited maintenance approach.

Comparable public-sector data portal efforts indicate that annual costs for hosting, maintenance, support, and custom development commonly fall in the $50,000–$70,000/year range for ongoing operations alone, with additional staffing typically required for curation and user support; user research projects to optimize usability can add significant cost (e.g., $40,000 for a dedicated user research effort). Numbers based on the New Mexico Water Data Initiative platform development, which only include a data catalog.

c. Documentation / basis for determining alternatives cannot meet the intended purpose

i. Why other vendors cannot provide the required services within constraints

- Based on the above analysis summary, these benchmarks demonstrate that the DETECT Phase 2 scope (build + deploy + document + analyze + maintain) is not readily achievable starting with a new vendor. So, the project needs continuity and ramp-up so execution time and costs are minimized.

ii. Why similar services cannot meet the intended purpose

The intended purpose requires a Phase 2 prototype that builds directly on the Phase 1 DETECT prototype, architecture and report under a fixed and compressed deadline and budget. Generic web development, generic dashboarding, or fragmented consulting arrangements would not meet the intended purpose because they would:

- Require onboarding, discovery, and reverse engineering of Phase 1 work,
- Increase the likelihood of rework and architectural divergence,
- Won't follow phase 1 to phase 2 build up architectures and timelines,

Conclusion of due diligence

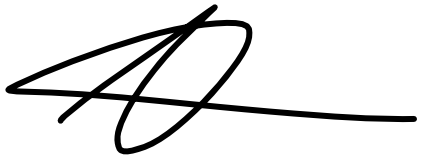
Phase 2 is intended to finish and stabilize the work already underway, switching vendors would add unnecessary handoff and rework risk. Therefore, PRRC determined that Phase 2 must be executed as a continuation of Phase 1 to complete the DETECT prototype. Based on the need to build directly on the existing architecture, data workflows, and stakeholder context, Papermill is the vendor best positioned to deliver Phase 2 without transition risk or ramp-up, while preserving alignment with the Phase 1 technical foundation and lessons learned.

I certify I have performed thorough and diligent research and analysis to determine that **Papermill** is the only source capable of providing the required **Services**. I understand that violations of the New Mexico Procurement Code (Chapter 13, Article 1 NMSA 1978) can carry severe penalties. I affirm that the information provided in this Sole Source Determination is true and accurate to the best of my knowledge and belief.

Name, Title: FONQUERGNE Jean-Lucien, Research Engineer, PRRC-NMT

AdobeSign/Date

02/13/2026



Review: Purchasing Services (Name, Title): Associate Director of Purchasing AdobeSign/Date

2.16.26
Meradeth Montoya

Website Posting Date: 02/16/2026

Posting Expiration Date: 03/19/2026

Protested (Yes/No):

Approval: Delilah A. Walsh
Vice President of Administration and Finance

AdobeSign/Date

Delilah Walsh (Feb 16, 2026 11:44:17 MST)

16-Feb-2026