



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: Admissions

Contact Name: Juliann Ulibarri or Heather Jahner

Phone: 575-835-5880

Email: juliann.ulibarri@nmt.edu or heather.jahner@nmt.edu

2. Name of Prospective Vendor: Technolutions

Contact Name:

Phone: 203-404-4954

Email:

Estimated Cost: \$50,000 paid in two parts

Duration (for Services or Professional Services – limited to four years): ~~renewed yearly~~ ^{One year} *MM*

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

Admissions requires continued licensing of Slate, the institution's system of record for prospective student recruitment, application processing, application review, and admission decision management. Slate has been in production at the institution since 2020 and currently houses 6 years of prospect, applicant, and decision records, along with all associated documents, communications history, and reporting infrastructure.

4. Detailed explanation of criteria developed for this purchase:

Criteria were established based on the institution's existing operational requirements:

(a) uninterrupted access to six years of historical prospect, applicant, document, and decision data without migration or reconstruction

- (b) bidirectional integration with Ellucian Banner via the institution's Axiom Elite middleware
- (c) native ingestion of Common Application, SAT/ACT, and other third-party source feeds already configured in production
- (d) retention of institution-built configuration including application forms, applicant portals, communication campaigns, reader workflows, and query/report libraries
- (e) continuity of service through the active admission cycle without disruption to applicants currently in process. Any solution had to satisfy all criteria simultaneously, as partial satisfaction would require a full data migration and reimplementation mid-cycle

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:

Technolutions, Inc. is the sole developer, owner, and licensor of Slate. The product is not sold, sublicensed, resold, or supported through resellers, value-added distributors, channel partners, or third-party integrators; licensing and technical support are available exclusively and directly from Technolutions. Technolutions is also the only entity with access to the underlying proprietary platform architecture and therefore the only source capable of providing platform maintenance, security patching, and support for the institution's production instance. No other vendor can provide the licensed product currently in use.

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:

Slate is a proprietary, closed-source, vendor-hosted platform; its data structures, configuration objects, Liquid-based templating, query engine, and integration endpoints are unique to Technolutions and are not replicable by another provider. The institution's six years of accumulated configuration — application definitions, portals, forms, reader workflows, communication rules, and reporting queries — exist only as Slate-native objects and cannot be transferred to any competing product. Because Slate is the authoritative system of record for admissions and feeds downstream Banner student records, replacement would require complete reimplementation, revalidation of Banner integrations, retraining of staff, and reconstruction of historical reporting used for IPEDS, state, and internal census reporting. This uniqueness is directly related to the department's purpose: continuous, accurate processing of applications and admission decisions without gaps in the historical record.

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:

The department conducted a market review of higher-education admissions CRM platforms to determine whether another available source could meet the institution's current operational requirements. The review included higher-education-focused CRM and admissions management systems and considered information available through vendor websites, product documentation, higher-education technology resources, and available purchasing resources.

The purpose of the review was not limited to determining whether another admissions CRM product exists, but whether another provider could meet NMT's current requirements without replacing the institution's existing admissions infrastructure and disrupting active admissions operations.

Slate has been NMT's production admissions system since 2020 and is currently integrated with Ellucian Banner through the institution's Axiom Elite middleware. The existing environment includes six years of applicant and prospect records, application documents, communications history, admission decisions, reporting structures, workflows, applicant portals, forms, and institution-specific configurations.

Other admissions CRM products would require NMT to replace the existing Slate environment rather than continue or support it. Such a replacement would require, at minimum:

- migration and validation of approximately six years of admissions data and associated documents;
- redevelopment and testing of the existing integration with Ellucian Banner and Axiom Elite;
- reconstruction of institution-specific application forms, portals, workflows, communications, queries, and reports;
- validation of Common Application, SAT/ACT, and other third-party data feeds;
- staff retraining and implementation of new business processes; and
- significant implementation and testing prior to placing a replacement system into production.

Because the admissions cycle is currently active, another CRM provider could not provide continuity of the existing production environment. A replacement system would require a separate implementation and migration project and would create a material risk of disruption to applicant processing, admissions decisions, Banner integration, historical reporting, and institutional data integrity.

The department therefore determined that similar admissions CRM products cannot meet the immediate intended purpose of this procurement, which is the continued licensing, operation, maintenance, and support of NMT's existing Slate production environment.

Technolutions, Inc. is the sole developer, owner, and licensor of Slate and does not make Slate licensing or platform support available through resellers, distributors, or other third parties. Accordingly, Technolutions is the only source capable of providing continued licensing and support of the existing Slate system currently integrated with NMT's Banner environment.

I certify I have performed thorough and diligent research and analysis to determine that [Vendor Name] is the only source capable of providing the required [Goods/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:


David Green, Vice President of Student Affairs

Review: Purchasing Services (Name, Title):

Website Posting Date: 08/22/2026

Posting Expiration Date: 09/21/2026

Protested (Yes/No):

Approval: Delilah A. Walsh

Vice President of Administration and Finance



AdobeSign/Date

8/13/26

AdobeSign/Date

M. Montoya
9.13.26

AdobeSign/Date

21-Aug-2026