



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: ITC
Contact Name: Linda Gonzales
Phone: 575-835-5702
Email: Linda.gonzales@nmt.edu
2. Name of Prospective Vendor: Zoom Communications Inc
Contact Name: Mary Grace Jamora
Phone: 202-796-6876
Email: marygrace.jamora@zoom.us
Estimated Cost: \$42,362.00
Duration (for Services or Professional Services – limited to four years): 4 years
3. Purpose/need for purchase and detailed list of items of tangible property, services, or professional services: The purpose of this purchase is to maintain uninterrupted access to Zoom, the communication platform used across NMT for instruction, administration, research, student support and remote training. Zoom is fully integrated into NMT's existing systems, including SSO authentication, classroom technology, LMS integrations and departmental workflows. Continued Licensing is essential to ensure daily operations such as academic courses, thesis defenses, committee meetings, hiring processes, HR training, research collaborations and First Responder remote instruction.
4. Detailed explanation of criteria developed for this purchase: The vendor must be able to access, modify and support NMT's existing Zoom tenant, vendor must be able to maintain all existing user accounts, meeting ID's, saved settings, cloud recordings and security configurations. The platform must integrate with current NMT systems including SSO, Canvas or the LMS and classroom hardware. The service must be compatible with NMT's existing Zoom Rooms,

scheduling panels and remote learning equipment. Any alternative would require full migration, retraining and reconfiguration which would impose increased cost, time and operational disruption. Zoom is the only vendor that meets all required criteria.

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: Zoom is the proprietary owner and sole administrator of the Zoom platform and is the only entity with access to NMT's existing tenant environment. Only Zoom can modify existing backend settings, provision users, manage cloud archive retention and maintain the configuration of the institution's Zoom Rooms. Zoom maintains the only infrastructure capable of supporting existing NMT meeting ID's, historical meeting data, templates reporting logs and authentication configurations. No 3rd party vendor can transfer or manage these items without creating a new system altogether. Zoom provides institutional level technical support and escalation services tied directly to our tenant which cannot be replicated by any reseller or competitor. Because Zoom is the original developer, database owner and exclusive administrator of the system NMT currently uses, it is the only vendor capable of meeting the institutional need.
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: The existing NMT Zoom tenant and all associated user data, meeting ID's and settings are stored within Zoom's proprietary cloud infrastructure. This environment cannot be replicated or transferred to any alternative vendor. The system's integration with classroom instructional hardware, LMS platforms, SSO authentication and department specific workflows depends on continued use of the same Zoom environment. Any attempt to shift platforms would require recreating accounts, retraining users and replacing hardware integrations.
7. Please provide a narrative description department's due diligence in determining a basis for the procurement. Include:
 - Reviewed statewide price agreements for communication and conferencing platforms and search other purchasing cooperatives such as OMNIA, NASPO, E&I. Transitioning to any alternative provider would require a full rebuild of NMT's communication infrastructure at substantial operational and financial cost.

I certify I have performed thorough and diligent research and analysis to determine that Zoom Communications is the only source capable of providing the required Video Conference 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: Linda Gonzales Business Operations Supervisor
Linda Gonzales

Review: Purchasing Services (Name, Title):

Website Posting Date: 11/26/2025

Posting Expiration Date: 12/26/2025

Protested (Yes/No):

Approval: Delilah A. Walsh *Delilah A. Walsh*
Delilah Walsh (Nov 25, 2025 17:28:35 MST)
Vice President of Administration and Finance

AdobeSign/Date

11/25/2025

AdobeSign/Date 25-Nov-2025