



Application for Determination of Sole Source Procurement

This form, with one or more categories completed, must accompany a purchase requisition for equipment, supplies or services exceeding \$20,000. Select the category or categories appropriate for this procurement. Attach all documentation necessary to support the application. Procurements of \$20,000 and greater shall be posted to the NM Tech Purchasing website for the mandatory thirty (30) day period per NMSA 13-1-126.1


Requesting Department:	President	End User's Name:	
Proposed Contractor:	EAB	Estimated Cost:	\$108,421.00
Product Description:	Global Research Partnership	Date:	06/16/2025

I am requesting a sole source procurement based on the following reasons:

- ☐ Compatibility of existing equipment or supplies; provide details in *Explanation*. Include manufacturer, model number and NMT PCN of existing equipment.
- ☐ Item specifically required for use in conjunction with grant or contract. Attach applicable grant or contract page and provide justification of why it is required for grant / contract and why other substitutes are not acceptable.
- ☐ Requirement is of a proprietary / copyright / licensing nature which is explained below.
- ☐ The requested product has unique design / performance specifications or quality requirements which are essential to my work, research protocol or teaching needs, and are not available in comparable products. Please discuss this uniqueness / performance below.
- ☐ NMT Staff has specialized training and / or extensive experience. Retraining would incur substantial cost in money / time as explained below.
- ☐ I have contacted other suppliers or service providers identified below and have considered their product, however, their products / services are not acceptable because they are lacking one or more technical capabilities as discussed below.
- ☐ The requested product is essential in maintaining / continuing experiments. Other investigators have used this product in similar research and for comparability of results, I require it.
- ☒ Contractor is the sole manufacturer and sole distributor and has unique features / characteristics not available from other sources (provide explanation and attach applicable documents).
- ☐ Product is a prototype; contractor offers a trade-in allowance; availability of service, parts or maintenance as discussed below.

Explanation: See attached Documentation.

By signing below, requestor certifies that the information provided is accurate to the best of their knowledge.


End User Signature (actual signature required)

Delilah Walsby
Printed Name

6/17/25
Date


Purchasing Representative (required)

6/18/25
Date

For use by Purchasing:

Date application received in purchasing: 6/18/25 NMT Web Posting date: 6/18/25 Expiration date: 7/18/25

Sole Source Justification – EAB Global Research Partnership

- Neither the University of New Mexico (UNM) nor New Mexico State University (NMSU) has ever required a formal RFP for their respective research-based memberships with EAB. Instead, these agreements have consistently been approved following sole source determinations.
- Based on a preliminary market assessment, EAB appears to be the only organization with a demonstrated long-term investment—spanning over 10 years—in the exclusive study and development of best practices in higher education. Their model is uniquely human-resource-based, employing over 280 full-time researchers focused solely on higher education. This depth of support distinguishes EAB from other firms that may offer collections of white papers or online forums generated from limited customer input, which do not appear to match the breadth and rigor of EAB’s research.
- While other institutions such as UNM and NMSU also utilize Hobsons' Starfish platform for certain student success services, it is important to note that Hobsons offers a technology-based solution. As described on their website, Starfish is an enterprise student success platform that integrates with an institution’s SIS, portal, or LMS. It includes two primary tools: Starfish Early Alert, which allows faculty and staff to identify and support at-risk students in real time, and Starfish Connect, a case management and student support networking system. These tools are distinctly software-driven, in contrast to EAB’s human resource–driven Global Research Partnership.
- While EAB also offers a student success technology and consulting service known as *Navigate*, the Global Research Partnership being proposed for New Mexico Tech is entirely separate from those offerings. The focus of the Global Research Partnership is research-intensive and not technology-driven, further supporting the sole source designation.