

Vendor Name	Product/Service	Posting Start Date	Posting End Date	Buyer's Initials
Project Lead the Way, Inc	<p>We are providing this letter to document the sole source designation of PLTW as the provider of the annual participation fees. PLTW participation fees are not available from any other authorized source. These fees are required precursor for schools to access software and equipment needed for PLTW courses. They also provide schools with highly customized and specific access to PLTW systems and support. This sole source designation is based on the determination that PLTW is the only source that can provide the 2024-25 participation fee and all its inclusive benefits.</p> <p>If you have any questions or concerns, please contact <a href="mailto:productssupport@pltw.org">productssupport@pltw.org</a></p> <p>Becoming a certified Project Lead the Way, Inc., instructor is a foundational component required prior to successful implementation of a PLTW Program. PLTW offers both in-person and online professional development training opportunities and is the only one that can provide such professional development training.</p> <p>The Store in my PLTW allows authenticated users to determine their PLTW program equipment and supplies needs. All products available to purchase through Store in my PLTW are competitively bid as part of our annual bidding process. Awards are based on lowest total cost of ownership pricing and other factors such as: specification to the PLTW curricula, reliable shipping, and quality.</p> <p>We are providing this letter to document the sole source designation for certain products in the PLTW online Store</p>	04/29/25	05/09/25	GC

	<p>developed by Project Lead the Way, Inc. PLTW has reviewed the items within the customary parameters justifying sole source designations, including but not limited to unavailability from another authorized source; compatibility or interchangeability with the PLTW program/ curriculum, designated software, or other equipment or goods; unique features, functions or capabilities of the product that distinguishes it with respect to program requirements and functionality; and unavailability of other products due to performance specifications or requirements. The sole source designations have been based on a determination that there is only one source that can provide the item based on these factors as applied to the unique program and curricular requirements necessary to the PLTW program. Becoming a certified Project Lead the Way, Inc., ("PLTW"), instructor is a foundational component required prior to successful implementation of a PLTW Program. PLTW offers both in-person and online professional development training opportunities to educators seeking to become eligible to teach a PLTW course. PLTW is providing this letter to document the sole source designation for PLTW Professional Development offered by Project Lead the Way, Inc. The sole source designation has been based on a determination that there is only one source that can provide the professional development training based on the unique program and curricular requirements necessary to the PL TW program.</p> <p>The school district is committed to provide STEM education to students VPK -12. Project Lead the Way has provided the curriculum for these programs to the schools for a long time. These programs include Engineering Bio-Medical, Robotics, and Energy.</p> <p>The programs and curriculum that PLTW provides is aligned with</p>			
--	--	--	--	--

	<p>the FLDOE standards and with the school districts strategic plan to increase acceleration. The district has classrooms and equipment already established that aligns with the curriculum. Students are already immersed in the PLTW curriculum and pathways, changing in the middle could cause a disruption in instruction. If PLTW was no longer offered, the district would need to create their own curriculum or decide to create different pathways to provide STEM education. This would be a massive undertaking for all the programs that we offer. This effort would be extremely time consuming and costly.</p>			
--	---	--	--	--

**THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA**  
**PURCHASING**  
**REQUEST FOR SOLE SOURCE APPROVAL**

The School District of Osceola County is bound by School Board policy to an open and competitive bidding process. To enforce this, the use of proprietary specifications and/or Sole Source purchases are normally not allowed. However, in some circumstances they may be justified, but there are a number of tests that must be passed first.

This is a Sole Source request for [list product or service]: Project Lead The Way (PLTW) Program

curricula, PLTW Prof. Development/Training, equipment & supplies as noted in the PLTW store.

Supplier: Project Leat The Way, Inc. (PLTW)

Supplier's full address: 5939 Castle Creek Parkway North Drive, Indianapolis, IN 46250

Supplier's contact person: PLTW Solution Center

Supplier's phone #: (317) 669-0200

In order to consider any request for Sole Source status, the following must be completed and submitted with the request:

1. Sole Source Letter from the supplier.
2. Cut Sheets and Specifications.
3. Written justification, to include responses to the following questions:
  - a. Is there truly only one vendor who is able to furnish the product or service? Does the supplier possess exclusive capabilities? What are they? Provide verifiable information.
  - b. Is there a lack of responsive competition for the product or service? Why? How have you verified this?
  - c. Is the product or service vital to the District? Why/How?
  - d. Is the product or service unique and easily established as one-of-a-kind? Why/How?
  - e. Can requirements be modified so that competitive products or services be used?
  - f. What would the user agency do if the product or service were discontinued?
  - g. Are there patented or proprietary rights that fully demonstrate:
    - i. A feature providing a superior utility not obtainable from similar products.
    - ii. Product availability from only one prime source and not merchandised through wholesalers, jobbers or retailers where competition could be encouraged?

The Purchasing Department will review the request and all the supporting information and make a determination. Sole Source requests, if accepted and approved, which have a dollar value exceeding the formal bid threshold may be submitted to the School Board for review and final, formal approval.

**STATEMENT OF NEED:** As requester, my recommendation for Sole Source is based upon an objective review of the product/service being required and appears to be in the best interest of the District. I know of no conflict of interest on my part or involved in any way with this request. No gratuities or favors have been accepted or have had any influence on my request to Sole Source this purchase.

Signature of Requester/Supervisor: \_\_\_\_\_ Date \_\_\_\_\_

Signature of Principal/Director:  \_\_\_\_\_ Date \_\_\_\_\_  
Timothy Burdette (Apr 29, 2025 10:18 EDT)

Approved     Not approved

Purchasing Dept. Signature: \_\_\_\_\_ Date \_\_\_\_\_

# SOLE SOURCE FORM PDF

Final Audit Report

2025-04-29

Created:	2025-04-29
By:	Erica Martinez (Erica.Martinez@osceolaschools.net)
Status:	Signed
Transaction ID:	CBJCHBCAABAABAmhxPBfIVqNFnlcvWOi0Z61D-YvyijjYB

## "SOLE SOURCE FORM PDF" History

-  Document created by Erica Martinez (Erica.Martinez@osceolaschools.net)  
2025-04-29 - 2:12:22 PM GMT
-  Document emailed to Timothy Burdette (timothy.burdette@osceolaschools.net) for signature  
2025-04-29 - 2:13:10 PM GMT
-  Email viewed by Timothy Burdette (timothy.burdette@osceolaschools.net)  
2025-04-29 - 2:13:13 PM GMT
-  Document e-signed by Timothy Burdette (timothy.burdette@osceolaschools.net)  
Signature Date: 2025-04-29 - 2:19:23 PM GMT - Time Source: server
-  Agreement completed.  
2025-04-29 - 2:19:23 PM GMT

# PLTW

January 2, 2025

We are providing this letter to document the sole source designation of PLTW as the provider of the annual participation fees. PLTW participation fees are not available from any other authorized source. These fees are a required precursor for schools to access software and equipment needed for PLTW courses. They also provide schools with highly-customized and specific access to PLTW systems and support. This sole source designation is based on the determination that PLTW is the only source that can provide the 2024-25 participation fee and all of its inclusive benefits.

If you have any questions or concerns, please contact [productsupport@pltw.org](mailto:productsupport@pltw.org).

Sincerely,

Project Lead The Way, Inc.



Matt Cohen  
Vice President of Business Operations  
Project Lead The Way, Inc.  
[www.pltw.org](http://www.pltw.org)

State of Indiana  
County of Marion

The foregoing document was acknowledged before me on this 2nd day of January, 2025.



Sara Schlienz, Notary Public  
My commission expires June 20, 2025



# PLTW

January 2, 2025

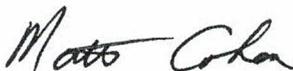
To Whom It May Concern:

The Store in myPLTW allows authenticated users to determine their PLTW program equipment and supplies needs. All products available to purchase through Store in myPLTW are competitively bid as part of our annual bidding process. Awards are based on lowest total cost of ownership pricing and other factors such as: specification to the PLTW curricula, reliable shipping, and quality. We are providing this letter to document the sole source designation for certain products in the PLTW online Store developed by Project Lead The Way, Inc. **PLTW** has reviewed the items within the customary parameters justifying sole source designations, including but not limited to unavailability from another authorized source; compatibility or interchangeability with the **PLTW** program/ curriculum, designated software, or other equipment or goods; unique features, functions or capabilities of the product that distinguish it with respect to program requirements and functionality; and, unavailability of other products due to performance specifications or requirements. The sole source designations have been based on a determination that there is only one source that can provide the item based on these factors as applied to the unique program and curricular requirements necessary to the **PLTW** program.

If you have any questions or concerns, please feel free to contact me via email at [productsupport@pltw.org](mailto:productsupport@pltw.org).

Sincerely,

Project Lead The Way, Inc.



Matt Cohen  
Vice President of Business Operations  
Project Lead The Way, Inc.  
[www.pltw.org](http://www.pltw.org)

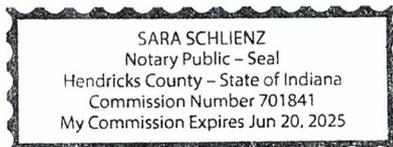
State of Indiana  
County of Marion

The foregoing document was acknowledged before me on this 2nd day of January, 2025.



Sara Schlienz, Notary Public

My commission expires June 20, 2025



# PLTW

January 2, 2025

To Whom It May Concern:

Becoming a certified Project Lead The Way, Inc., ("PLTW"), instructor is a foundational component required prior to successful implementation of a PLTW Program. PLTW offers both in-person and online professional development training opportunities to educators seeking to become eligible to teach a PLTW course. PLTW is providing this letter to document the sole source designation for PLTW Professional Development offered by Project Lead The Way, Inc. The sole source designation has been based on a determination that there is only one source that can provide the professional development training based on the unique program and curricular requirements necessary to the PLTW program.

If you have any questions or concerns, please contact [Training@pltw.org](mailto:Training@pltw.org).

Sincerely,

Project Lead The Way, Inc.



Matt Cohen  
Vice President of Business Operations Project Lead The Way, Inc.  
[www.pltw.org](http://www.pltw.org)

State of Indiana  
County of Marion

The foregoing document was acknowledged before me on this 2nd day of January, 2025.



Sara Schlienz, Notary Public  
My commission expires June 20, 2025

