

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Ellen Swoger
CIO, Applications

Date: 12/7/2023

Re: Sole Source Certification Number **SS9613** for Third Party Loan Servicer for Student Loans

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number 9613 for Third Party Loan Servicer for Student Loans, please be advised that UMMC intends to award the purchase of Third Party Loan Servicer for Student Loans, SAL, to Educational Computer Systems, Inc. (ECSI) as the sole source provider of the SAL system for student loan processing, which is currently in use at UMMC.

UMMC issues this notice in accordance with Mississippi state law, policy, and procedures for sole source procurements.

Sole Source Criteria

1. Where the compatibility of equipment, accessories, or replacement parts is the paramount consideration (and manufacturer is the sole supplier).
2. Where a sole supplier's item is needed for trial use or testing.
3. Where a sole supplier's item is to be required when no other item will service the needs of UMMC.

Schedule

Task	Date
First Advertisement Date	December 12, 2023
Second Advertisement Date	December 19, 2023

Response Deadline from Objectors	December 28, 2023, at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before December 28, 2023

Project Details

1. Describe the commodity/service that the agency/institution is seeking to procure:

ECSI provides a complete administrative solution for managing student loan portfolios through its SAL System which includes, but is not limited to: web signature, prom notes, tax forms, online exit counseling and notification, electronic disclosure, past due calls, Non-Sufficient Funds (NSF) letters, award notification and day to day customer service to borrowers and our loan office. It is a full loan third party loan servicer for all our institutional loans and service related scholarships and is currently in use at UMMC. SAL maintains an unlimited online transaction history record (by borrower, by loan), which cannot be changed, to keep UMMC in compliance with federal regulations. ECSI was the first student loan billing servicer to develop a fully automated Regulation Z solution for higher education. Regulation Z consists of three disclosures and a self-certification form provided to the borrowers of private education loans at specific intervals of the loan application and approval process.

2. Explain why the commodity/service is the only one (1) that can meet the needs of the agency/institution:

ECSI's proprietary loan servicing system, SAL, is the only platform on the market that provides the user-friendly Primary Window. Unlike other student loan billing systems, SAL can store up to 99 name and address changes per borrower and up to 999 references per borrower. ECSI's SAL System is also the only system in the country that offers the flexibility to accrue interest both daily or monthly, and it will accommodate any interest rate, including zero interest loans. ECSI is the only student loan billing servicer that allows its clients to control borrower delinquencies and cohort default rates.

3. Explain why the source is the only person or entity that can provide the required commodity/service:

No other vendor distributes or supports the SAL System. See supporting letter from Educational Computer Systems, Inc., Attachment A.

4. Explain why the amount to be expended for the commodity/service is reasonable:

The estimated amount to be expended for the purchase of the Third Party Loan Servicer for Student Loans, SAL is **\$180,000.00 for three years**. Please be advised that UMMC will determine if additional enhancements, upgrades, support, or equipment are within scope during the certification period and may increase the spending authority accordingly. Should Educational Computer Systems, Inc. change their name during this certification period, then UMMC will determine if a recertification is necessary. This amount is within the expected price range for these products.

5. Describe the efforts that the agency/institution went through to obtain the best possible price for the commodity/service:

Pricing is compared against available market intelligence and identified discounts are pursued where applicable.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that Third Party Loan Servicer for Student Loans, SAL (hereafter, “Products”) should not be certified as a sole source should provide information in the Vendor Form for the State to use in determining whether or not to proceed with awarding the sole source to Educational Computer Systems, Inc. The Vendor Form may be found at <http://www.dfa.state.ms.us/Purchasing/documents/ObjectiontoSoleSourceDetermination.pdf>.

Objections must include the certification in Attachment B.

Comments will be accepted at any time prior to Thursday, December 28, 2023, at 3:00 p.m. (Central Time) to solesource@umc.edu. Responses may be delivered via email to solesource@umc.edu. UMMC WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach UMMC on time. Responses received after the deadline and responses that lack all required information will be rejected. UMMC reserves the right to inspect Interested Party’s commodity for comparison purposes.

If you have any questions concerning the information above or if we can be of further assistance, please contact solesource@umc.edu.

Attachment A: Vendor Correspondence

Attachment B: Objection Certification

Attachment B

SUBMITTED IN RESPONSE TO

Sole Source Certification No. SS9613

Accepted until Thursday, December 28, 2023, at 3:00 p.m.

I certify that the information contained in this objection is true and accurate to the best of my knowledge. I understand that UMMC will investigate all statements made in this objection and that any false or misleading information provided may result in adverse action.

Objector Name

Objector's title