

Sole Source Justification

Proposed Vendor:

David F. Trujillo & Associates, Inc.
4527 Habershaw Rd. NW
Albuquerque NM 87120
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505.795.6645

Listing of Services to be Purchased:

(a) Proposal-writing and program planning services, specifically for Title V Part A (Developing Hispanic-Serving Institutions) and Title III Part F (HSI STEM and Articulation), including working collaboratively with College staff to identify challenges to self-sufficiency, analysis of available data and best practices, authoring competitive draft sections and budgets for applications, and assistance with submittal process;

(b) External evaluation services, including providing expert guidance and advice to HSI Project directors, semi-annual evaluation visits, feedback on project progress and accomplishments, and counsel on reporting to the U.S. Department of Education.

Exceptions Describing the Reasons for this Purchase, thus eliminating competition:

(a) Expertise and special knowledge required for use in conjunction with this contract, specifically (1) 12 years of experience working with the College to provide technical assistance in the effective management of HSI projects held by the College, (2) 12 years of external evaluation services to HSI projects held by the College, (3) authoring of five successful HSI grants, resulting in \$19 million in Federal funds. This experience in the aggregate provides the vendor with profound and unparalleled knowledge of the College's strengths, challenges and trajectory as a unique, community-responsive HSI.

(b) Unique design/performance specifications or quality requirements which are essential to the work needs and are not available from comparable vendors, specifically a team with over 40 years (combined) of experience authoring successful HSI grant applications, leading to nearly \$270 million in awards; over 40 years evaluating HSI grants; over 30 years of grants management experience at eight different institutions of higher education; experience as field readers for 12 different Title III/Title V competitions; widely recognized leadership within the HSI community nationwide, including founding/leadership of the Alliance of HSI Educators; and access to a national network of HSI practitioners, Federal officials and other experts in this field.