Ellucian

October 19, 2026

Southeast New Mexico College
Brooke Young
Accounts Payable Coordinator
1500 University Dr.
Carlsbad, NM 88220

Dear Southeast New Mexico College Procurement Team:

We at Ellucian appreciate the opportunity to serve the technology requirements of Southeast New Mexico College and look forward to continuing and strengthening our technology relationship in the coming years.

Ellucian is the sole owner of numerous software products for the higher education marketplace. Effective December 31, 2025, Ellucian completed its acquisition of Anthology's Student Information Systems (SIS) and Enterprise Resource Planning (ERP) business, including the Anthology Student solution. As a result of this acquisition, Ellucian is the proprietary owner of the intellectual property rights associated with Anthology Student and is responsible for its licensing, maintenance, and support.

Anthology Student is a proprietary, fully developed, and integrated software solution designed for the higher education marketplace. Ellucian protects its intellectual property interests by carefully safeguarding the distribution of the software, in whole or in part. Licensees are required to execute appropriate license agreements governing the authorized use of Anthology Student. Anthology Student is protected under the copyright laws of the United States and applicable trade secret and intellectual property laws. Ellucian employs industry-standard measures, both legal and technical in nature, to protect its intellectual property and the investment that institutions make in the software.

Ellucian hereby confirms that, as a result of its acquisition of Anthology's SIS and ERP business, it is the sole proprietary owner and sole authorized provider of Anthology Student, including the associated software licensing, maintenance, support, and related proprietary services being procured by Southeast New Mexico College. These proprietary offerings are available directly through Ellucian, and Ellucian has no authorized third-party distributors for the Anthology Student software.

This letter serves as formal confirmation of Ellucian's proprietary ownership and sole source status in support of Southeast New Mexico College's procurement of Anthology Student and associated products and services

If I can be of further assistance, please do not hesitate to call. Many thanks for your consideration.

Sincerely,

Bill McCallion

Bill McCallion
Senior Director, Revenue Renewals
614.946.4880

cc: Ishaani Gokli

CERTIFICATE *of* SIGNATURE

REF. NUMBER
NB6VP-RPUFD-3YPEW-RBXZR

DOCUMENT COMPLETED BY ALL PARTIES ON
20 OCT 2026 13:12:31
UTC

SIGNER	TIMESTAMP	SIGNATURE
BILL MCCALLION EMAIL BILL.MCCALLION@ELLUCIAN.COM	SENT 20 OCT 2026 13:10:32 VIEWED 20 OCT 2026 13:12:07 SIGNED 20 OCT 2026 13:12:31	 IP ADDRESS 23.245.206.243 LOCATION DELAWARE, UNITED STATES

RECIPIENT VERIFICATION

EMAIL VERIFIED
20 OCT 2026 13:12:07

Outlook

RE: [EXT]: Part of consortium

From Penn, Darren <Darren.Penn2@ellucian.com>
Date Fri 10/23/2026 5:49 AM
To Young, Brooke <byoung@senmc.edu>

2 attachments (2 MB)
Master Agreement (SaaS PS)-Southeast New Mexico-022722 v3.pdf; Sole Authorized Provider Letter Southeast New Mexico College.pdf;

Hi Brooke,

Please see below for answers to your questions in the previous email.

In addition, I have provided a copy of your Master Services Agreement with us as requested in Item 6 and also attached a Sole Authorized Provider Letter.

Please let me know of any questions.

1. Proprietary / Sole Provider Confirmation

Anthology Student is a proprietary enterprise Student Information System (SIS) designed specifically to support the complex academic, administrative, financial, and operational requirements of higher education institutions.

Following Ellucian's acquisition of Anthology's Student Information System and Enterprise Resource Planning business in 2025, Anthology Student became part of Ellucian's product portfolio. Ellucian is responsible for the continued development, maintenance, enhancement, and support of the acquired solution.

Anthology Student incorporates proprietary intellectual property, including application source code, business logic, database schemas, application programming interfaces (APIs), integration frameworks, configuration capabilities, technical documentation, and associated software components.

These proprietary elements form the foundation of the solution and are maintained through Ellucian's product engineering and technology organizations. Ellucian's direct access to and knowledge of these components enables the company to develop, enhance, maintain, and support the solution throughout its lifecycle.

Ellucian is the primary product provider and the organization responsible for the continued engineering and maintenance of Anthology Student. Formal confirmation of exclusive licensing or service-provider rights for specific products and services can be provided through the appropriate authorized Ellucian representatives.

2. Unique Qualifications and Capabilities

Ellucian possesses a unique combination of proprietary product knowledge, specialized technical expertise, higher education experience, and dedicated internal resources necessary to implement, convert, integrate, modernize, maintain, and support Anthology Student.

Ellucian's capabilities extend beyond those of a conventional technology implementation or consulting organization. Ellucian brings together the teams directly responsible for the development, operation, and ongoing evolution of the solution, including:

Product Engineering and Development: Teams with direct knowledge of the proprietary application architecture, underlying business logic, database structures, product functionality, and software development processes.

Solution Architecture and Technical Expertise: Specialists experienced in designing, configuring, integrating, and modernizing complex higher education technology environments.

Cloud Operations and Infrastructure: Technical resources responsible for operating, maintaining, securing, and supporting Ellucian-managed SaaS environments.

Professional Services: Experienced implementation and consulting resources with specialized knowledge of institutional business processes, data conversion, integration, and solution deployment.

Product Support: Dedicated resources with extensive experience supporting Anthology Student and other acquired Anthology solutions, including personnel with more than 20 years of product experience.

This integrated organizational structure enables Ellucian to address complex technical challenges through direct collaboration between the teams responsible for product development, implementation, cloud operations, and support.

For implementation, conversion, and modernization engagements, this depth of expertise is particularly important. Such projects require a detailed understanding of the existing application's technical architecture, institutional data structures, configuration dependencies, integrations, and supported product capabilities.

Ellucian's direct access to proprietary engineering resources and its institutional experience provide capabilities that are not equivalent to general third-party consulting or implementation services.

3. Compatibility and Continuity

SENMC's existing Anthology Student environment represents an established institutional investment in technology, configuration, business processes, data, integrations, and operational procedures.

Continued operation, maintenance, and modernization of this environment require careful consideration of the technical dependencies associated with the existing application and its underlying architecture.

These dependencies include application functionality, database structures, configuration frameworks, integration interfaces, supported software releases, and the associated SaaS operating environment.

Ellucian's direct responsibility for the continued development and maintenance of Anthology Student provides the specialized knowledge necessary to preserve compatibility across these components.

Engaging Ellucian for implementation, conversion, integration, modernization, and support services provides several important continuity advantages:

Preservation of Institutional Data and Business Processes: Product-specific knowledge supports accurate interpretation, conversion, and validation of institutional data and established business processes.

Application and Integration Compatibility: Direct access to product engineering expertise supports alignment with existing interfaces, integration requirements, and supported functionality.

Reduced Technical and Operational Risk: Familiarity with the application's architecture and technical dependencies helps reduce risks associated with changes to complex institutional systems.

Continuity of Product Support: Coordination across product development, cloud operations, and support enables efficient identification, escalation, and resolution of technical issues.

Alignment with Product Evolution: Implementation and modernization decisions can be informed by the teams responsible for the product's ongoing development and supported technical direction.

These capabilities are particularly important for institutions seeking to maintain continuity of critical student information and administrative systems while pursuing operational improvements or technology modernization.

4. Third-Party Availability

Ellucian is uniquely positioned to provide implementation, data conversion, integration, modernization, and ongoing support services for Anthology Student through its proprietary product knowledge, direct engineering access, and dedicated internal delivery resources.

While other organizations may provide general project management, organizational change management, business consulting, or systems integration services, these capabilities are not equivalent to the comprehensive product-specific expertise and integrated technical resources available within Ellucian.

Ellucian's internal teams possess direct knowledge of the application's proprietary architecture, underlying data structures, business logic, integration frameworks, and ongoing product development. These resources enable Ellucian to address complex implementation and modernization requirements through direct collaboration with the teams responsible for engineering and maintaining the solution.

This distinction is especially important for projects involving data conversion, application modernization, complex integrations, and changes that depend on detailed knowledge of the existing product architecture.

Ellucian provides capabilities that extend beyond general consulting services, including:

- Direct access to the product engineering teams responsible for the application.
- Specialized expertise in proprietary application architecture and data structures.
- Coordination of complex technical issues across development, cloud operations, professional services, and support.
- Alignment of implementation and modernization activities with supported product functionality and future development.
- Integrated accountability for the continued operation, maintenance, and evolution of the solution.

Although third-party organizations may offer individual services associated with technology projects, they do not have the same combination of direct proprietary product access, internal engineering resources, and end-to-end product accountability available through Ellucian.

For these reasons, Ellucian is uniquely qualified and represents the most practicable provider for specialized implementation, conversion, modernization, and vendor-managed services involving Anthology Student.

Any formal determination concerning the exclusive authorization of services should be based on the specific products and services included in SENMC's procurement.

5. Anthology-to-Ellucian Transition

In 2025, Ellucian announced that it had been selected as the successful bidder to acquire Anthology's Student Information System and Enterprise Resource Planning business.

Ellucian subsequently announced the completion of the acquisition, bringing the acquired SIS and ERP solutions, including Anthology Student, into Ellucian's product portfolio.

Through this acquisition, Ellucian assumed responsibility for the continued delivery, development, maintenance, and support of the acquired products, providing continuity for institutions utilizing these solutions.

The transition brought Anthology Student into Ellucian's broader higher education technology organization, combining the established capabilities and expertise associated with the acquired solution with Ellucian's existing product development, cloud operations, professional services, and customer support resources.

For existing Anthology Student institutions such as SENMC, this transition provides continuity of product stewardship and access to the organization responsible for the solution's ongoing maintenance and evolution.

The following public announcements document the acquisition:

Ellucian Named Successful Bidder to Acquire Anthology's SIS and ERP Business

https://www.ellucian.com/newsroom/ellucian-named-successful-bidder-acquire-anthologys-sis-and-erp

Ellucian Completes Acquisition of Anthology's SIS and ERP Business

https://www.ellucian.com/newsroom/ellucian-completes-acquisition-anthologys-sis-and-erp-business

These announcements provide public documentation of the transaction and Ellucian's acquisition of the applicable product business. Customer-specific contractual rights and obligations remain governed by the applicable agreements and transaction documentation.

6. Supporting Documentation

Ellucian maintains technical, operational, and contractual documentation supporting the development, delivery, maintenance, and support of Anthology Student.

Relevant materials may include:

Product Architecture Documentation: Information describing the Anthology Student application architecture, technical components, and integration capabilities.

Product and Service Documentation: Materials describing supported product functionality, available services, and applicable service responsibilities.

Software Release Documentation: Product release notes and associated materials demonstrating continued development, enhancement, and maintenance of Anthology Student.

Cloud and Operational Documentation: Applicable information regarding the delivery, operation, and maintenance of Ellucian-managed SaaS environments.

Customer Agreements and Statements of Work: Applicable subscription agreements, licensing documentation, service agreements, and statements of work identifying the products and services provided to SENMC.

Acquisition Documentation: Public acquisition announcements and other appropriate materials establishing Ellucian's acquisition of Anthology's SIS and ERP business.

Customer-specific contractual documentation and additional technical materials may be provided as appropriate, subject to applicable confidentiality, licensing, and contractual requirements.

Conclusion

Ellucian's acquisition of Anthology Student, combined with its proprietary product knowledge, direct engineering resources, specialized higher education expertise, and integrated service delivery capabilities, establishes a uniquely qualified position for providing the products and specialized services associated with the solution.

Ellucian's ability to coordinate directly across product development, solution architecture, professional services, cloud operations, and product support provides a level of technical expertise, continuity, and accountability that is not equivalent to general third-party consulting services.

For SENMC, these capabilities support the continued operation, compatibility, maintenance, and modernization of its existing Anthology Student environment while reducing the technical and operational risks associated with changes to critical institutional systems.

Accordingly, Ellucian is positioned as the most practicable provider of the specialized product-related services described above, subject to confirmation of the specific procurement scope and applicable contractual rights.

Thank you,

Darren Penn
Enterprise Customer Success Manager
Ellucian
darren.penn2@ellucian.com

From: Young, Brooke <byoung@senmc.edu>
Sent: Tuesday, October 13, 2026 4:11 PM
To: Penn, Darren <Darren.Penn2@ellucian.com>
Subject: Re: [EXT]: Part of consortium

****External Email****

We are looking into preparing Southeast New Mexico College's sole source procurement documentation for our Ellucian ERP products and services. To ensure our file clearly supports the sole source determination, would you please provide documentation addressing the following items:

1. **Proprietary / Sole Provider Confirmation**

   - A signed letter on Ellucian letterhead confirming that Ellucian is the proprietary developer and/or sole authorized provider, as applicable, for the specific Ellucian products and services SENMC is purchasing.
   - Identification of any proprietary software, source code, database schemas, APIs, technical documentation, licensing, or other intellectual property relevant to the services.

2. **Unique Qualifications and Capabilities**

   - An explanation of why Ellucian is uniquely qualified to provide the required implementation, migration, integration, support, maintenance, or professional services for SENMC's existing ERP environment.
   - Please identify any services that must be performed by Ellucian rather than an authorized reseller or third-party provider.

3. **Compatibility and Continuity**

   - An explanation of why the requested products/services are necessary for compatibility and continuity with SENMC's existing Ellucian/legacy Anthology ERP environment.
   - Any technical dependencies or integration requirements that would prevent or materially limit another vendor from performing the work.

4. **Third-Party Availability**

   - Confirmation as to whether any other vendors are authorized and technically capable of providing the exact products/services being purchased. If none are, please state this clearly.
   - If authorized third parties do exist, please identify which portions of the requested scope are exclusive to Ellucian.

5. **Anthology-to-Ellucian Transition**

   - Documentation explaining the transition of SENMC's existing Anthology products/services to Ellucian and how Ellucian became the provider for those products and services.
   - If available, supporting documentation regarding Ellucian's acquisition/assumption of the applicable Anthology products, contracts, licenses, or services.

6. **Supporting Documentation**

   - Current agreements, product/licensing documentation, applicable statements of work, or other materials that substantiate the statements above.

The goal is to maintain sufficient documentation in our procurement file showing why Ellucian is the only practicable source for the specific products and services being purchased, rather than relying solely on SENMC's internal justification.

Thank you for your assistance.

Brooke L Young

Brooke L. Young
Accounts Payable Coordinator/CPO
Classified Staff President
Southeast New Mexico College
(575) 234-9217
byoung@senmc.edu
www.senmc.edu

Southeast New Mexico College

From: Young, Brooke <byoung@senmc.edu>
Sent: Wednesday, August 26, 2026 3:59 PM
To: Penn, Darren <Darren.Penn2@ellucian.com>; Accounts Receivable <accountsreceivable@ellucian.com>
Cc: Silva, Rebecca <rsilva@senmc.edu>; Kasdorf, Carolyn S. <ckasdorf@senmc.edu>
Subject: Re: [EXT]: Part of consortium

Thank you, Darren.

Brooke L Young

Brooke L. Young
Accounts Payable Coordinator
Southeast New Mexico College

(575) 234-9217
byoung@senmc.edu
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Southeast New Mexico College

From: Penn, Darren <Darren.Penn2@ellucian.com>
Sent: Wednesday, August 26, 2026 3:58 PM
To: Accounts Receivable <accountsreceivable@ellucian.com>
Cc: Young, Brooke <byoung@senmc.edu>; Silva, Rebecca <rsilva@senmc.edu>; Kasdorf, Carolyn S. <ckasdorf@senmc.edu>
Subject: RE: [EXT]: Part of consortium

You don't often get email from darren.penn2@ellucian.com. Learn why this is important

Hi Brooke,

Carolyn and Rebecca have reached out to me with the same question.

I have reached out internally for a response and will get back to all of you once I hear back.

Thank you,

Darren Penn
Customer Success Manager • Remote - Texas • +1.469.744.9385 •
Darren.penn2@ellucian.com• **www.ellucian.com**

From: Accounts Receivable <accountsreceivable@ellucian.com>
Sent: Wednesday, August 26, 2026 3:05 PM
To: Penn, Darren <Darren.Penn2@ellucian.com>
Subject: FW: [EXT]: Part of consortium

Hi Darren-

Can you please review our clients email below and address or direct them to the right person?

Thanks.

Chris Dougherty

Accounts Receivable Team Lead • 4 Country View Road, Malvern, PA 19355 •
+1.610.578.7424 • chris.dougherty@ellucian.com • **www.ellucian.com**

From: Young, Brooke <byoung@senmc.edu>
Sent: Tuesday, August 25, 2026 6:30 PM
To: Accounts Receivable <accountsreceivable@ellucian.com>
Cc: Silva, Rebecca <rsilva@senmc.edu>
Subject: Re: [EXT]: Part of consortium

****External Email****

Unfortunately, I do not believe "sole source" is the information I am looking for. Could you please advise who I should speak with regarding the possibility of Ellucian participating in a purchasing consortium such as E&I Cooperative Services or OMNIA Partners? We are interested in understanding whether Ellucian has considered joining one of these cooperative purchasing organizations or if there is someone within your organization who could discuss that possibility further.

Thank you for your assistance.

Brooke L Young

Brooke L. Young
Accounts Payable Coordinator
Southeast New Mexico College

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Southeast New Mexico College

From: Accounts Receivable <accountsreceivable@ellucian.com>
Sent: Wednesday, August 12, 2026 8:51 AM
To: Young, Brooke <byoung@senmc.edu>
Subject: RE: [EXT]: Part of consortium

Sole Source

Chris Dougherty

Accounts Receivable Team Lead • 4 Country View Road, Malvern, PA 19355 • +1.610.578.7424 • chris.dougherty@ellucian.com • **www.ellucian.com**

From: Young, Brooke <byoung@senmc.edu>
Sent: Tuesday, August 11, 2026 5:04 PM
To: Accounts Receivable <accountsreceivable@ellucian.com>
Subject: [EXT]: Part of consortium

****External Email****

Hello! We are creating a PO for Ellucian. I was reaching out to see if Ellucian is part of a consortium or sole source. We need this information before we go forth with a PO.

Brooke Young

Accounts Payable Coordinator

Southeast New Mexico College

575-234-9217

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