Proposed Sole Source Purchase Form

Pursuant to New Mexico Procurement law, the UNM Purchasing Department will post your completed form on the UNM Sunshine Portal for 30 days prior to purchase of the goods/services.

I. GENERAL INFORMATION. PLEASE PROVIDE THE FOLLOWING:

<table>
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<tr>
<th>Date of Request</th>
<th>8/09/2018</th>
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<tbody>
<tr>
<td>Requisition Number (If Applicable)</td>
<td>106880708</td>
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Request Submitted by: Rhonda Bofman

Department: Pediatrics-CDD-FCPD

Email: rbofman@salud.unm.edu

Phone: 2-0543

Proposed Vendor: Michael Callahan dba Marc Gold and Associates, LLC

Amount: $116,000.00 per year

Buyer Team - See Commodity list at [http://www.unm.edu/~purch/commcodes.pdf](http://www.unm.edu/~purch/commcodes.pdf)

Provide a basic description of goods/services to be provided:
The proposed vendor will provide statewide trainings and TA on systematic instruction of persons with disabilities and will include some additional follow along training and support for persons selected as Systematic Instruction Mentors in the State of New Mexico to assure that this training is implemented across the state. The Scope of Work will include time in planning and organizing for these trainings as well as presenting the project at symposium events held during the year. These services provided by MG&A will be needed through at least June 30, 2022.

Why is this purchase needed?
This training is part of the state-funded Partners for Employment Program, which has been implemented by the State of New Mexico in response to the terms of settlement of the Jackson Class Action Lawsuit and is being conducted, at least in part, by the UNMHSC Center for Development and Disability, Family and Community Partnerships Division.

II. BASIS FOR SOLE SOURCE PROCUREMENT. CHOOSE APPLICABLE BOX(ES) AND PROVIDE ADDITIONAL INFORMATION, AS REQUESTED:

☒ Proprietary item, technology or service only available from the proposed vendor. (Check box and describe proprietary component)

Marc Gold & Associates is a network of consultants that was originally organized by Dr. Marc Gold in 1976 to assure the fullest community participation by individuals with significant disabilities. Marc Gold’s work centered on a concept he developed called Try Another Way. This unique and powerful approach changed the way many in our country felt about the capabilities of individuals with intellectual and developmental disabilities. The TAW approach articulated a set of systematic instructional strategies and embedded values that exploded many narrow beliefs associated with this group. As a researcher, Dr. Gold and his students at the University of Illinois established an evidence base for TAW through a series of over thirty peer-reviewed studies that appeared in the professional journals during the late ‘60’s, ‘70’s and early ‘80’s. In 1980, Gold published, Did I Say That?, a compendium of twenty-eight of his most important studies that provided the underpinning for his approach.

☐ Compatibility requirement with existing item, technology or service. (Check box and describe compatibility requirement)
☐ Renewal of support/maintenance/subscription of software, technology or other intellectual property. (Check box and describe)

☒ Other Basis for Sole Source: Please describe below:

MG&A began using TAW in community workplaces as early as 1976. The strategy was used in a series of high profile employment projects from 1980 – 1985. Following Marc Gold’s premature death in 1982, his company has continued to be the steward for his concepts in an unbroken line to this day led by Michael Callahan. During the early 1980s, a pioneering time for supported employment, the TAW approach was updated to reflect the new and more valued contexts of integrated businesses, community activities and schools. The consultants of MG&A worked closely to assure that the newly emerging role of job coaching had access to an effective and accessible set of strategies to assist both supported employees and their employers to successfully work together in the fulfillment of job responsibilities. Throughout the next thirty years MG&A’s systematic instruction based on the Try Another Way approach has represented a unique, effective and value-based concept in the area of instruction.

III. SUPPLEMENTAL DETAILS. PLEASE PROVIDE ADDITIONAL INFORMATION AS REQUESTED BELOW:

Describe in detail the unique capabilities of the proposed vendor’s goods/service and/or personnel performing the work and why this constitutes the only source. Focus on what is unique about the goods/service and why no other vendor could meet your needs.
1. No other entity has the direct lineage to Marc Gold’s original work and the understanding of the concepts that he developed.

2. MG&A is virtually alone as an organization that maintains a cadre of skilled, professional consultants who have years of experience teaching systematic instruction.

3. MG&A is the only organization in the disability field that is offering a certification in the area of systematic instruction based on Marc Gold’s approach.

4. Systematic instruction based on Try Another Way represents a unique approach to teaching that differs significantly from other approaches to training for individuals with intellectual and development disabilities. These areas of distinction include: the Seven Phase Sequence for balancing naturalness and individual employee need; the importance of method as the organizing aspect of training; the promotion of natural content steps that reflect the culture of workplaces rather than human services; an understanding of the cost of using artificial reinforcement in training; the costs and benefits of verbal instruction along with numerous other distinctions.

5. MG&A’s certification is beyond theory and it requires actual hands-on experience led by a professional consultant with years of both practical and theoretical experience.

Describe the due diligence made to locate other possible sources including communications with other universities, communications with similar providers, web searches, yellow page searches, review of advertisements and trade publications, etc.

Marc Gold and Associates, LLC is nationally recognized as a pioneer in this field. The proprietary nature of the methods employed by this organization preempts the option of attempting to find other organizations using the same or similarly effective approaches.

List the other vendors who were contacted. Please describe the specs/qualifications/criteria that the other vendors were unable to satisfy.
See response to previous question.