



PROVIDING EXCEPTIONAL SERVICES
TO CHILDREN, FAMILIES, AND
COMMUNITIES ACROSS NEW MEXICO

2002 SUDDERTH DRIVE, RUIDOSO, NM 88345
(575) 257-2368 - WWW.REC9NM.ORG

REGION 9 EDUCATION COOPERATIVE SOLE SOURCE REQUEST AND DETERMINATION FORM

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the State Purchasing Agent or, for Professional Services Agreements, the Secretary of the General Services NMPED. The foregoing requirement is regardless of whether the *sole source request for determination* has been signed by the Agency and/or the Contractor.

I. Name of Agency: **Region 9 Education Cooperative**

Agency Chief Procurement Officer: **Veronica Wadley**

Telephone Number: **469-726-8349**

Agency Contact for this request: **Veronica Wadley**

Telephone Number & Email Address: **469-726-8349; veronica.wadley@regionix.org**

II. Name of prospective Contractor: **NS4ed, LLC dba Pathway2Careers**

SHARE Vendor Number (must be active):

Address of prospective Contractor:

200 E Broadway, Suite 215

Maryville, TN 37804

Contact Name, Telephone Number and Email Address:

Dr. Joseph Goins

865-414-0033

Joseph.goins@p2c.org

Amount of prospective contract before tax: **\$1,000.000.00**

Estimated tax amount (tax is subject to change):

Term of prospective contract: **November 1, 2025 - September 30, 2026**

Note: This Sole Source is a Notice of Intent to Award and is subject to execution of a written contract and, as a result, this Sole Source does NOT constitute the formation of a contract between Region 9 and the prospective Contractor.

III. Agency is required to state purpose/need of purchase and thoroughly list the services (scope of work), construction or items of tangible personal property of the prospective contract (if this is an amendment request to an existing contract, include current contract number issued by SPD):

Purpose:

New Mexico Public Education NMPED (NMPED) shall implement the Disability Innovation Fund (DIF) federal grant through enhanced targeted supports for a diverse population of students with disabilities. This project shall develop an innovative model of CCL adapted to accommodate students with disabilities and demonstrate a multi-sector partnership network made more effective through a unified vision that drives coordinated support services and service delivery models to help transition students with disabilities to college and career.

Intellectual Property (“IP”) that Contractor creates or procures during the course of Contractor’s performance of work hereunder shall be Work Made for Hire. Procuring Agency shall be considered to be the creator and sole and exclusive owner of all Work Made for Hire. Contractor agrees that Contractor shall not make any application for nor any other claim of ownership regarding any Work Made For Hire or any of the Procuring Agency’s Pre-Owned IP. Together, any and all combinations of the Procuring Agency’s Pre-Owned IP and Work Made for Hire will comprise Agency IP.

These services are per an Intergovernmental Agreement (IGA) #[26-924-00215](#) between the NMPED College and Career Readiness Bureau (CCRB) and the Agency for Fiscal Year 2025-2026.

Scope of Work:

1. Educator Usability Platform Enhancements

- a. Enhance platform reporting to provide real-time insights into student progress through individual and class-level reports.
- b. Enhance platform Career Exploration sections to provide progress tracking for career exploration activities, a student preview mode for teachers, and seamless integration of career-related assignments into the platform.
- c. Enhance platform data access to improve data accessibility and streamline teacher workflows, the following updates will be implemented:
 - i. Assignment Pages: Provide the ability for teachers to view scores and completion statuses directly on the assignment pages, rather than just assignment status
 - ii. Retake Information: Provide the ability to assign retakes, teachers will be able to view previous scores and attempts, enabling more informed decisions
- d. Enhance platform individual reports to provide detailed, visually appealing student -level reports that provide a clear picture of individual progress. These reports will be designed

for quick comprehension and will include filtering and export capabilities for added flexibility, including:

- i. High-Level Overview: Overall progress in the platform, including scores, assignment statuses, and engagement metrics;
 - ii. Detailed Data: Drill - down capabilities for specific assignments, including scores for each attempt, time spent, and questions answered.;
 - iii. Engagement Metrics: Last login, total time spent, and activity levels.
- e. Group reports shall provide teachers with a high-level view of class performance, with the ability to drill down into specific details. These reports will be visually engaging and designed to help teachers identify trends, at-risk students, and areas requiring targeted support.
- i. Class Summary Metrics: Class-wide performance trends, engagement levels, and completion rates.
 - ii. Engagement Data: Overall time spent and activity levels by week.
 - iii. Assignment Scores: Averages and detailed breakdowns.
 - iv. Completion Rates: Insights into late, missing, and completed assignments.
 - v. Filters: Ability to sort data by date range, activity type, concept, standard, or student.

2. Enhanced Assignment Workflow in Pathways2Careers Platform

- a. Enhance assignment management to increase efficiency and improve usability, including:
 - i. Bulk Assignments: Provide the ability to bulk assignment capabilities will allow teachers to assign tasks to multiple students, add due dates and notes, and use default filters for efficiency;
 - ii. Modify Assignments: Provide the ability to bulk unassign tasks, update notes and due dates, and view relevant data before making modifications.

3. P2C Platform License Fee

- a. The license covers a comprehensive range of content and support, including:
 - i. Career Exploration (CE), CE Curriculum;
 - ii. Server storage for the NMPED Career Story Playlist and currently approved but unpublished DIF career story videos;
 - iii. Employability Skills Playlist;
 - iv. Financial Literacy Playlist;
 - v. Financial Literacy Curriculum;
 - vi. P2C Math - Pre-Algebra, Algebra I, Geometry, Algebra II (Algebra IIa and Algebra IIb);
 - vii. P2C Math, Bridge;
 - viii. Technical support for educators accessing the platform with customer support;
 - ix. Ongoing access to and support for beginning, middle and end-of-year MetaMetrics Quantile® assessments
 - x. Access to Career tools and career assessments, including personalized portfolio planning via My Career Page
 - xi. Integration functionality with mainstream Learning Management System and Student Information System providers (ie: Clever, ClassLink, etc.) and provide technical support as requested by LEAs
 - xiii. Regular platform updates and hosting fees
 - xiv. Demonstration presentations for Schools and/or educators interested in learning

- more before participating
- xv. New users completing the get started form at Careers2Communities.com
- xvi. Knowledge Base articles that support usability and frequently asked questions
- xvii. Platform usage data by user type (e.g. administrators, teachers and students)
- xviii. Accessibility features and related reports
- xix. Content to support special education providers will be available in P2C Learning Hub;
- xx. Provide ongoing support as needed to enable the implementation and use of career-connected learning statewide;
- xxi. Travel to New Mexico to attend P2C and DIF events, such as the CTE Statewide
- xxii. Advisory Board, etc.

4. MetaMetrics Growth Planner Integration

- a. Integrate the MetaMetrics Growth Planner into the P2C platform to enable growth tracking at the beginning, middle, and end of the year (BOY, MOY, EOY) to offer a visual representation of student assessment results and growth.

5. Research & DIF Protocols and Reporting

- a. Provide the NMPED with P2C platform and professional development data, in alignment with the DIF federal performance indicators, annually.
- b. Attend monthly meetings and provide updates to the Federal Program Manager on DIF performance indicator data.
- c. Development, implementation, data collection, and reporting to the NMPED for the DIF required Youth Intake Survey for each DIF pilot school.
- d. Develop, embed in the P2C platform, and provide the NMPED with pre- and post-intervention surveys on student attitudes toward careers, math, and relevance of coursework fully aligned to the DIF performance indicators to be taken by all students and educators
- e. Provide the NMPED with observational data from professional development and implementation coaching sessions monthly
- f. Conduct and provide the NMPED with qualitative interviews and case studies with selected school participants and DIF site leaders as part of the End of Year Report.
- g. Provide the NMPED with monthly internal summaries tracking early indicators of impact.
- h. Provide the NMPED with quarterly data digests, highlighting regional trends, program utilization, and emerging themes.
- i. Provide the NMPED with an annual comprehensive evaluation report, including disaggregated data by subgroup, school type, and program fidelity.
- j. Provide the NMPED with an executive summary version prepared for community use, including NM PED, policymakers, and district leaders.

6. Professional Development & Support

- a. Provide targeted professional development and support to DIF Pilot LEAs and schools to ensure successful adoption and usage of the platform and data collection, including:
 - i. Onboarding support
 - ii. Continued professional development
 - iii. Support implementing the Youth Intake Survey
 - iv. Technical assistance

- v. At least four site visits for each DIF Pilot School

7. Annual Professional Learning Summit:

- a. Develop, plan, and implement a two-day professional learning event in June 2026, including:
 - i. Preparation of all event details, including but not limited to logistics, recruitment, content creation, and execution of the two-day event.
 - ii. Partnership with multiple NMPED agencies and partners to provide detailed information on the IEP Transition process for Students with Disabilities and how to use P2C Resources with the IEP and transition plans.

IV. Provide a detailed explanation of the criteria developed and specified by the agency as necessary to perform and/or fulfill the contract and upon which the state agency reviewed available sources. (Do not use “technical jargon;” use plain English. Do not tailor the criteria simply to exclude other contractors if it is not rationally related to the purpose of the contract.)

To successfully perform and fulfill the contract, the contractor must meet the following criteria. These criteria ensure that the contractor can deliver the required services to the expected standard of the New Mexico Public Education NMPED (NM PED):

1. Expertise in Pathway2Careers™ Curriculum and Platform:

The contractor must demonstrate proficiency in using the Pathway2Careers™ curriculum and platform. This includes a deep understanding of the curriculum's structure, content, and delivery methods to ensure effective implementation.

2. Understanding of Research-Based Curriculum Design:

The contractor should have a thorough understanding of the research that underpins the Pathway2Careers™ curriculum. This knowledge is essential for creating lesson plans that not only align with the curriculum but also enhance student engagement and learning outcomes.

3. Competence in Standards Alignment:

The contractor must be capable of aligning the Pathway2Careers™ lessons with various educational standards. This includes local, state, and national standards, ensuring that the curriculum meets all necessary educational requirements.

4. High-Quality Math Lesson Creation:

The contractor should be skilled in developing high-quality math lessons. This involves creating engaging and effective lesson plans that align with the Pathway2Careers™ curriculum and meet the learning needs of students.

5. Professional Development Delivery:

The contractor must provide high-quality professional development to teachers. This training is crucial for equipping educators with the skills and knowledge needed to successfully implement the Pathway2Careers™ curriculum in their classrooms for the 2025-2026 school year.

6. Accessibility Focus:

The extension of the Pathway2Careers™ platform via the NM PED has been awarded a grant from the US NMPED of Education Disability Innovation Fund (DIF). Therefore, the contractor must prioritize making career-connected learning more accessible to students with disabilities. This includes developing and implementing strategies to ensure that the curriculum is inclusive and accessible to all students.

These criteria ensure that the selected contractor has the necessary expertise, experience, and capability to deliver high-quality educational resources and professional development that align with the Pathway2Careers™ curriculum and meet the needs of educators and students. By setting these standards, NM PED ensures that the contractor will be able to effectively enhance career-connected learning and support the educational goals of the state.

V. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”)

Pathway2Careers™ (P2C) possesses unique qualifications, proprietary rights, and capabilities that make it the only source capable of providing the required professional services and products outlined in the contract. The detailed reasons are as follows:

1. Creator and Owner:

As the creator and owner of Pathway2Careers™, P2C holds exclusive rights to modify, enhance, and expand its products. This unique position ensures that any additions, enhancements, or training provided are fully integrated and aligned with the original curriculum's design and goals.

2. Proprietary Rights:

NS4ed, LLC, the parent company of Pathway2Careers™, holds the United States Patent and Trademark Office Registered Number 5,599,864. This registration grants them exclusive proprietary rights, ensuring that only they can legally and effectively alter and enhance the Pathway2Careers™ products and services.

3. Expertise and Experience:

P2C has demonstrated expertise and extensive experience through its development and implementation of a four-year State Educational Agency (SEA) grant in partnership with the New Mexico Public Education NMPED (NMPED). This experience has equipped P2C with a deep understanding of the specific needs and requirements of the educational landscape in New Mexico.

4. Grant Development and Implementation:

P2C has played a pivotal role in the development and success of the Disability Innovation Fund (DIF) grant, which extends the work done under the SEA grant to make career-connected learning more accessible to students with disabilities. This involvement highlights P2C's unique capability to innovate and expand its curriculum to meet diverse educational needs.

5. Customized and Inclusive Solutions:

The services and products provided by P2C are not only customized to fit the specific requirements of the New Mexico educational system but also designed to be inclusive, ensuring that all students, including those with disabilities, have access to high-quality career-connected learning opportunities.

Given these unique qualifications, proprietary rights, and extensive experience, Pathway2Careers™ is the only contractor capable of delivering the professional services and products necessary to meet the objectives of the contract. Their exclusive position ensures that the intended goals of enhancing and expanding the Pathway2Careers™ curriculum will be met with the highest standards of quality and effectiveness.

VI. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are *unique and how this uniqueness is substantially related to the intended purpose of the contract.*

The professional services and products provided by Pathway2Careers™ (P2C) are unique and substantially related to the intended purpose of the contract for several key reasons:

1. Inclusion of Localized Labor Market Data:

P2C is the first educational tool to integrate localized labor market data directly into the math curriculum. This innovative approach allows students to understand and apply real-world labor market information within their academic learning, making the curriculum both practical and relevant.

2. Comprehensive Career Exploration Curriculum:

P2C provides a thorough career exploration curriculum that helps students, especially those in special needs communities, to navigate the complexities of the job market. This curriculum is crucial in equipping students with the knowledge and skills needed to explore various career

paths and make informed decisions about their futures.

3. Addressing Challenges for Special Needs Communities:

4. Special needs communities face significant challenges and barriers to entering the workforce. P2C's unique approach provides these students with essential labor market information that they might not otherwise have access to. This information is particularly valuable because students in this demographic are often limited to job opportunities within their local areas, where their families reside.

Integration Across Multiple Solutions:

P2C integrates labor market data, career exploration, and academic learning through math into a cohesive educational experience. This comprehensive integration ensures that students receive a well-rounded education that prepares them for both academic success and career readiness.

5. Developed in Partnership with NMPED:

Over the past four years, P2C has developed these materials in partnership with the New Mexico Public Education NMPED (NMPED). This collaboration has ensured that the products and services are tailored to meet the specific needs of New Mexico's educational system, enhancing their effectiveness and relevance.

By incorporating these unique elements, the professional services and products provided by P2C are directly aligned with the intended purpose of the contract. Their innovative and inclusive approach ensures that all students, including those with disabilities, have access to high-quality education and career exploration opportunities, thereby supporting their transition into the workforce and enhancing their overall educational experience.

VII. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

As the creator, patent holder, and sole distributor of Pathway2Careers™, no organization other than NS4ed, LLC (P2C) has the legal ability to enhance or alter P2C products, knowledge and understanding of how P2C curriculum and platform were designed based on research, usage of the product, nor the ability to train others on such areas without first experiencing such training and hours of additional practice to achieve a level of expertise.

VIII. Provide a narrative description of the agency's due diligence in determining the basis for the procurement, including procedures used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet;; contacting similar service providers; and reviewing the State Purchasing Divisions' Statewide Price Agreements. Include a list of businesses contacted (*do not state that no other businesses were contacted*), date of contact, method of contact (telephone, mail,

e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

Region 9 Education Cooperative considered the criteria, scope of work, and NS4ed, LLC's unique position as the creator and patent holder of Pathway2Careers™ to determine that only the prospective contractor can perform the contract.

Certified by:

Date: 10/21/2025

Veronica Wadley
Veronica Wadley (Oct 21, 2025 11:49:04 MDT)

Agency Chief Procurement Officer

Agency Approval by:

Date: 10/21/2025

Bryan Dooley
Bryan Dooley (Oct 21, 2025 12:02:53 MDT)

Region 9 Education Cooperative Executive Director









R9_Pathways2Careers_Sole Source #26006

Final Audit Report

2025-10-21

Created:	2025-10-21
By:	Region IX Ed Coop (contracts.procurement@regionix.org)
Status:	Signed
Transaction ID:	CBJCHBCAABAAJaowP89sEH2Ajkrt36WiSoqZ_xMz1bY

"R9_Pathways2Careers_Sole Source #26006" History

-  Document created by Region IX Ed Coop (contracts.procurement@regionix.org)
2025-10-21 - 5:48:31 PM GMT
-  Document emailed to Veronica Wadley (veronica.wadley@regionix.org) for signature
2025-10-21 - 5:48:35 PM GMT
-  Email viewed by Veronica Wadley (veronica.wadley@regionix.org)
2025-10-21 - 5:48:52 PM GMT
-  Document e-signed by Veronica Wadley (veronica.wadley@regionix.org)
Signature Date: 2025-10-21 - 5:49:04 PM GMT - Time Source: server
-  Document emailed to Bryan Dooley (bryan.dooley@regionix.org) for signature
2025-10-21 - 5:49:05 PM GMT
-  Email viewed by Bryan Dooley (bryan.dooley@regionix.org)
2025-10-21 - 6:02:42 PM GMT
-  Document e-signed by Bryan Dooley (bryan.dooley@regionix.org)
Signature Date: 2025-10-21 - 6:02:53 PM GMT - Time Source: server
-  Agreement completed.
2025-10-21 - 6:02:53 PM GMT