REGION 9 EDUCATION COOPERATIVE
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PROVIDING EXCEPTIONAL SERVICES
TO CHILDREN, FAMILIES, AND
COMMUNITIES ACROSS NEW MEXICO

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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 (P2C)**
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: **December 1, 2026 - June 30, 2027**

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/DEPARTMENT) 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 shall be provided pursuant to an Intergovernmental Agreement (IGA) between the NMPED College and Career Readiness Bureau (CCRB) and the Agency, which may authorize the Agency to provide the services described herein through June 30, 2027.

Scope of Work:
1. P2C Platform License Fee
The license covers a comprehensive range of content and support, including:

- Server storage for the NMPED Career Story Playlist and currently approved but unpublished DIF career story videos;
- P2C Math-Pre-Algebra, Algebra I, Geometry, Algebra II (Algebra IIa and Algebra IIb);
- P2C Math, Bridge;
- Technical support for educators accessing the platform with customer support;
- Ongoing access to and support for beginning, middle and end-of-year MetaMetrics Quantile® assessments;
- Access to Career tools and career assessments, including personalized portfolio planning via My Career Page;
- Integration functionality with mainstream Learning Management System and Student Information System providers (ie: Clever, ClassLink, etc.) and provide technical support as requested by LEAs;
- Regular platform updates and hosting fees;
- Demonstration presentations for Schools and/or educators interested in learning more

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

2. Research & DIF Protocols and Reporting
● Provide the DEPARTMENT with P2C platform and professional development data, in alignment with the DIF federal performance indicators, annually.
● Attend monthly meetings and provide updates to the Federal Program Manager on DIF performance indicator data.
● Development, implementation, data collection, and reporting to the DEPARTMENT for the DIF required Youth Intake Survey for each DIF pilot school.
● Develop, embed in the P2C platform, and provide the DEPARTMENT 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.
● Provide the DEPARTMENT with observational data from professional development and implementation coaching sessions monthly.
● Conduct and provide the DEPARTMENT with qualitative interviews and
case studies with selected school participants and DIF site leaders as part of the End of Year Report.
● Provide the DEPARTMENT with monthly internal summaries tracking early indicators of impact.
● Provide the DEPARTMENT with quarterly data digests, highlighting regional trends, program utilization, and emerging themes.
● Provide the DEPARTMENT with an annual comprehensive evaluation report, including disaggregated data by subgroup, school type, and program fidelity.
● Provide the DEPARTMENT with an executive summary version prepared for community use, including NM PED, policymakers, and district leaders.

3. Professional Learning and Ongoing Support for DIF Educators and Leaders
● Provide professional development and ongoing support for the Pathways2Careers implementation with DIF educators and leaders.
o Onboarding support
o Continue professional development
o Support implementing the Youth Intake Survey
o Technical assistance
o At least four site visits for each DIF Pilot School

4. Annual Professional Learning Summit:
● Develop, plan, and implement a two-day professional learning event in June 2027, including:

● Preparation of all event details, including but not limited to logistics, recruitment, content creation, and execution of the two-day event.
● Partnership with multiple DEPARTMENT 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.

5. Teacher Leadership Cadre
● Monthly professional learning, in-person (2) and virtual (4), for up to 75 teachers to learn about the P2C curriculum, P2C implementation tools, highly effective instructional strategies, and research from the NMPED Math Framework.
● Implement highly effective instructional strategies to increase math proficiency.
● Observe to understand a Problem-Based Teaching and learning environment.
● Exposure and understanding the P2C resources and format
● Making sense of math throughout the career exploration.
● Using and experiencing P2C mathematics lessons.
● Utilize the MetaMetrics math assessments and growth planner to develop high-quality instructional strategies.
● Ongoing support resources provided through Canvas resources and one-on-one technical assistance.
● Provide educators stipends for participation in the program.

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 Pathway2CareersTM Curriculum and Platform:
The contractor must demonstrate proficiency in using the Pathway2CareersTM 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 Pathway2CareersTM 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 Pathway2CareersTM 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 Pathway2CareersTM 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 Pathway2CareersTM curriculum in their classrooms for the 2025-2026 school year.

6. Accessibility Focus:
The extension of the Pathway2CareersTM 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 Pathway2CareersTM 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.")

Pathway2CareersTM (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 Pathway2CareersTM, 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 Pathway2CareersTM, 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 Pathway2CareersTM 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, Pathway2CareersTM 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 Pathway2CareersTM 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 Pathway2CareersTM (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 Pathway2CareersTM, 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 and NMPED considered the criteria, scope of work, and NS4ed, LLC's unique position as the creator and patent holder of Pathway2CareersTM to determine that only the prospective contractor can perform the contract.

Certified by: Date: 11/16/2026

Veronica Wadley (Nov 16, 2026 15:31:32 MST)

Agency Chief Procurement Officer

Agency Approval by: Date: 11/17/2026

Bryan Dooley (Nov 17, 2026 06:19:17 MST)

Region 9 Education Cooperative Executive Director

R9_Pathway2Careers_Sole Source #27009

Final Audit Report 2026-11-17

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