

Intent to Award Sole Source Contract

Title	Banner Modernization - Ellucian Student Lighthouse Program Implementation
Notice Date	5/6/2026
Response Due Date	5/16/2026
Reference Number	GF-2026-C-0019
Contract Description	<p>Implementation of the Ellucian Student Lighthouse Program, to include: Licensed Ellucian Student Signature Software, Professional Implementation Services, Licensed Transitioning Software, and Licensed Terminating Software necessary to transition the University from a cloud-hosted environment to a SaaS environment.</p> <p>Replacement of Licensed Banner Cloud Software and Managed Cloud Hosting Services (currently provided under PO-GF-2024-P-0001-NJH, Year 3 of 3).</p> <p>Term: Five (5) Years, covering 10/1/2026 - 9/30/2031</p>
Vendor Name	Ellucian Company LLC
Point of Contact	<p>Nathan J. Hunt Contract Specialist nathan.hunt@udc.edu 202-274-5434</p>

DETERMINATION AND FINDINGS FOR A SOLE-SOURCE PROCUREMENT

CONTRACT NO.: GF-2026-C-0019
CAPTION: Banner Modernization – Ellucian Student Lighthouse Program Implementation
PROPOSED CONTRACTOR: Ellucian Company LLC
PROGRAM AGENCY: UDC – OIT

1. AUTHORIZATION

Chapter 30 of Title 8(b), D.C.M.R. §3002.2, §3002.4(a), and §3019; D.C. Code §2-354.01(c), §2-354.04, §2-218.44, and §2-218.45

2. MINIMUM NEED

The University of the District of Columbia has a minimum need to purchase Banner Modernization – Ellucian Student Lighthouse Program Implementation for the Office of Information Technology (OIT).

The University of the District of Columbia (UDC) is pursuing a strategic transition to a Software as a Service (SaaS) environment in alignment with the President’s Strategic Plan, *Delivering on a Promise*. This transition is necessary to modernize enterprise systems, improve operational efficiency, and support long term institutional sustainability. This transition will replace current Software Licensing and Cloud Hosting Services awarded under PO-GF-2024-P-0001-NJH, resulting in significant cost savings, while developing and implementing a Banner SaaS environment in direct support of the University’s entry into the Ellucian Student Lighthouse Program.

The Ellucian Student Lighthouse Program enables the University to join a curated group of institutions selected for early adoption of Ellucian Student Signature, thus gaining first access to cutting-edge higher education innovations and the opportunity to shape products and delivery in exchange for feedback and reference participation.

3. ESTIMATED COST

The estimated fair and reasonable price for this contract is \$10,157,746.13.

4. FACTS WHICH JUSTIFY A SOLE-SOURCE PROCUREMENT

- a. Ellucian is the incumbent vendor and was awarded the University’s prior contract for its enterprise administrative systems. Ellucian is the original developer and copyright holder of the proprietary software, data structures, and system configurations currently in-use at the University. As a result, Ellucian possesses unique, non-transferable institutional knowledge of the University’s environment, including proprietary configurations, integrations, historical customizations, and licensing structures. This knowledge is essential to ensuring a seamless, low-risk migration to SaaS and cannot be replicated by another vendor without a substantial increase in cost, extended timelines, and increased operational risk/service disruptions.
- b. By procuring Banner SaaS software and professional implementation services from Ellucian, UDC will achieve significant cost-savings through discounted pricing tied to replacing software licensing and cloud hosting services awarded under PO-GF-2024-P-0001-NJH, Year 3 of 3, that would not be otherwise available through competitive procurement, as third-party vendors lack access to Ellucian’s proprietary technology and would require costly system replacement and data conversions. Discounts for transitioning from the current cloud-hosted environment to a SaaS environment are being offered by Ellucian as the owner of the underlying software and technology, and it is unlikely that any authorized distributors of Ellucian licensed products would be able to match or exceed said discounts.

- c. Pursuant to the self-certification statement issued by Ellucian, Ellucian is the sole owner and distributor of the Ellucian Student Signature software employed for use with the Ellucian Student Lighthouse Program. The Ellucian Student Lighthouse Program is designed and implemented exclusively by Ellucian. Should another vendor be able to provide Ellucian software and related professional implementation services, purchase from said vendor would exclude the University from participation in the Ellucian Student Lighthouse Program.
- d. In accordance with D.C. Code §2-218.44 and §2-218.45, as the identified vendor is the only source for their copyrighted/license software and provision of professional implementation services as a requirement for entry into the Ellucian Student Lighthouse Program, there are no registered CBE/SBE dealers/distributors that are authorized to provide the goods and/or services as required.
- e. The identified vendor can provide the aforementioned goods and/or services, such that the University’s needs are fulfilled. It is in the best interest of the University to procure the goods/services from the identified vendor.
- f. This Determination and Findings for an Exempt from Competition Procurement has been created in accordance with Chapter 30 of Title 8(b) D.C.M.R. § 3019.

Contract Specialist Certification

I have reviewed the above findings and certify that there are sufficient justifications to use the Sole Source procurement method under the cited statutory authority. I recommend that the Contracting Officer approve the procurement procedures and methods for this proposed contract.

5/5/2026
Date

Nathan J. Hunt
Nathan J. Hunt
Contract Specialist

DETERMINATION

Based on the above findings and in accordance with Chapter 30 of Title 8(b), D.C.M.R. §3002.2, §3002.4(a), and §3019; D.C. Code §2-354.01(c), §2-354.04, §2-218.44, and §2-218.45, I hereby determine that the goods/services described herein should be procured from Ellucian Company LLC.

It is further determined that the cost to The University of the District of Columbia related to this purchase is in the best interest of the University, and the cost to the University is fair and reasonable.

5/5/2026
Date

Stephanie A. Johnson
Stephanie A. Johnson, Vice President
Chief Contracting and Procurement Officer