

Alcorn State University
Notice of Proposed Sole Source Purchase
SSP# 2027-01
RFx # 3150006950

Alcorn State University anticipates purchasing the services/products listed below as a sole source purchase. Anyone objecting to this purchase shall follow the procedures outlined below.

1. The product or services to be purchased (make, model, description):

Professional consulting services for the planning, implementation, operational optimization, commercialization, and long-term sustainability of the Alcorn State University Product Development Center (PDC). Services include operational assessments, assembly line activation, food manufacturing systems consulting, regulatory compliance planning (HACCP, GMP, SSOP, and OSHA), product development, branding and marketing, grant development, business development, technology integration, workforce training, operations manual development, revenue generation planning, and knowledge transfer to university personnel.

2. Explanation of the need to be fulfilled by this item(s), how it is unique from all other options, and why it is the only one that can meet the specific needs of the department:

The Alcorn State University Product Development Center has reached a critical stage requiring specialized expertise to transition from a food processing facility into a fully operational product development, manufacturing, business incubation, and revenue-generating center. This engagement requires far more than equipment installation or food production support. It demands an integrated implementation strategy that combines food manufacturing operations, regulatory compliance, commercialization, product development, branding, technology integration, workforce development, grant strategy, and long-term operational sustainability. Donald & Associates Consulting Group has developed a comprehensive implementation framework specifically for the University's Product Development Center following an in-depth evaluation of the facility, equipment, staffing requirements, operational goals, and commercialization objectives. Their methodology integrates multiple disciplines into one coordinated implementation model designed specifically for the University's operational environment.

The department determined that the required services cannot reasonably be separated among multiple vendors without increasing project costs, delaying implementation, creating gaps in accountability, and compromising the coordinated execution of the project. Donald & Associates Consulting Group offers a unique combination of expertise in food manufacturing systems, regulatory compliance, commercialization, operational development, business planning, workforce training, technology implementation, and grant development through one integrated consulting engagement.

Because the implementation strategy, operational framework, project methodology, and deliverables were specifically developed for the University's Product Development Center, another consultant would first have to recreate the planning, assessment, and implementation

process before providing comparable services, resulting in unnecessary duplication of effort, increased costs, and delays to project completion.

3. Name of company/individual selling the item and why that source is the only possible source that can provide the required item(s):

Donald & Associates Consulting Group

Donald & Associates Consulting Group is uniquely qualified to provide these consulting services because the firm developed the comprehensive implementation framework specifically designed for the Alcorn State University Product Development Center. Their consulting approach integrates food manufacturing operations, regulatory compliance (HACCP, GMP, SSOP, and OSHA), product commercialization, business development, branding, technology implementation, grant development, workforce training, and operational sustainability into one coordinated implementation model.

The firm's implementation methodology, project management process, operational framework, phased deliverables, and knowledge transfer strategy were developed specifically for the University's facility, operational objectives, and commercialization goals. This integrated approach provides a single point of accountability for planning, implementation, training, documentation, and long-term sustainability.

The department determined that no other consulting firm currently possesses the same project-specific knowledge, customized implementation framework, and integrated scope of services developed for the University's Product Development Center. Procuring these services from another vendor would require redevelopment of the implementation framework, duplication of planning activities, additional costs, and significant project delays.

4. Estimated cost of item(s) and an explanation why the amount to be expended is considered reasonable:

The total cost for the twelve-month consulting engagement is **\$138,000**, payable in monthly installments of **\$11,500** based on the successful completion of established project milestones and accepted deliverables.

The proposed fee is reasonable considering the comprehensive scope of services provided throughout the engagement. The consulting team will provide strategic planning, operational optimization, food manufacturing systems implementation, regulatory compliance planning, product commercialization, branding and marketing, technology integration, grant development, workforce training, operational documentation, revenue generation planning, and knowledge transfer to university personnel.

Rather than procuring multiple contracts for these specialized services, the University will receive a fully integrated consulting solution under one coordinated agreement. This approach reduces administrative costs, improves project management, enhances accountability, and ensures continuity throughout implementation.

Additionally, compensation is performance-based. Payments are tied to measurable milestones and accepted deliverables, ensuring the University pays only for completed work while receiving maximum value from the engagement.

5. Explanation of the efforts taken by the department to determine this is the only source and the efforts used to obtain the best possible price:

The total cost for the twelve-month consulting engagement is **\$138,000**, payable in monthly installments of **\$11,500** based on the successful completion of established project milestones and accepted deliverables.

The proposed fee is reasonable considering the comprehensive scope of services provided throughout the engagement. The consulting team will provide strategic planning, operational optimization, food manufacturing systems implementation, regulatory compliance planning, product commercialization, branding and marketing, technology integration, grant development, workforce training, operational documentation, revenue generation planning, and knowledge transfer to University personnel.

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Advertisement Schedule	Date
1 st scheduled	July 17, 2026
2 nd scheduled	July 24, 2026
Response Deadline from Objectors	August 10, 2026, by 2:00 PM CST

Any person or entity that objects and proposes that the services/products listed are not sole source and can be provided by another person or entity shall submit a written notice to:

Mertha George

Purchasing Agent

mgeorge@alcorn.edu

Subject Line must read "Sole Source Objection"

The notice shall contain a detailed explanation of why the services/products is not a sole source procurement. Appropriate documentation shall also be submitted if applicable.

If after a review of the submitted notice and documents, ASU determines that the services/products in the proposed sole source request can be provided by another person or entity, then ASU will withdraw the sole source request publication from the procurement portal website and submit the procurement of the services/products to an advertised competitive bid or selection process.

If ASU determines after review that there is only one (1) source for the required services/products, then ASU will appeal to the Public Procurement Review Board. ASU will have the burden of proving that the services/products are only provided by one (1) source.

ADVERTISEMENT

Alcorn State University anticipates purchasing the item (s) listed below as a sole source purchase.

SSP# 2027-01 Consulting Services for Alcorn State University Product Development Center (PDC)

Anyone objecting to this purchase as a sole source shall follow the link below for further instructions:

https://www.ms.gov/dfa/contract_bid_search/Bid under RFX #3150006950

Interested Parties who have reason to believe that the service (s) above should not be certified as a sole source should respond in accordance with instructions found at the link above no later than Monday, August 10, 2026, by 2:00 pm central standard time.

Questions and/or paper letter related to the notice should be submitted to:

Mertha George
Purchasing Agent
Alcorn State University
1000 ASU Dr # 509
Lorman, MS 39096
mgeorge@alcorn.edu

Publication Dates :

July 17, 2026 & July 24, 2026