

Notice of Intent to Certify Sole Source

To: Interested Parties
From: Craig P. Orgeron, CPM, Ph.D.
CC: ITS Project Number 49503
Date: May 29, 2026
Re: Sole Source Certification Number 4753 to provide a transparent digital lightboard system for the Mississippi Public Broadcasting (MPB)
Contact Name: Jake Alexander
Contact Phone Number: 601-432-8090
Contact E-mail Address: Jake.Alexander@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 4753 for Mississippi Public Broadcasting (MPB), please be advised that ITS intends to award Revolution Lightboards, as the sole source provider of a transparent digital lightboard system in an amount not to exceed \$101,147.00. If MPB opts to renew the transparent digital lightboard system, this sole source certification shall be valid for two additional years. Please be advised that ITS will determine if additional products or services are within scope during the certification period and may increase the spending authority accordingly. Should Revolution Lightboards change their name during this certification period, then ITS will determine if a recertification is necessary. For an explanation regarding Mississippi state law, policy and procedures for sole source procurements, refer to Attachment B: Sole Source Procurement Overview.

Sole Source Criteria

1. The product or services being purchased must perform a function for which no other product or source of services exist:

The dScribe Studio is the only transparent digital lightboard platform that integrates a 55-inch transparent OLED display directly into the instructional surface, enabling digital curriculum content such as graphs, scientific diagrams, structured visual templates, and STEM models to appear embedded within the glass. Competing lightboard systems generally offer illuminated writing surfaces but lack integrated digital display capabilities. This capability is essential for advanced mathematics and science instruction requiring embedded visual modeling, and unified instructional planes. In addition to its digital annotation capabilities, this unique offering includes the ability to concurrently left-right flip the image for live viewing

on a confidence monitor, provide that live video and audio signal into a computer (plug-and-play) for live streaming and recording direct to the Learning Management System (LMS) or computer, which then can be added in an intuitive drag and drop fashion between two monitors. Revolution Lightboards manufactures the entire unit in-house, including the transparent panel, height adjustable tables, integrated monitor and camera mounts. There are no comparable products on the market that offers a height adjustable dScribe unit with a state-of-the-art 55-inch transparent digital OLED screen.

2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services:

The dScribe Studio meets the following specific business and instructional requirements. It includes an embedded transparent digital display for integrated curriculum modeling. It provides digital ink functionality, eliminating the need for markers. dScribe Studio integrates computing, audio, and video components within a single system. It offers simplified startup and recording workflow to support scalable instruction. The product is compatible with existing hybrid broadcast and recording infrastructure. Advanced STEM modeling, including graph-based reasoning and 3D conceptual visualization are supported. The product delivers studio-grade instructional production without requiring additional external hardware systems.

3. The product or services must be available only from the manufacturer and not through resellers who could submit competitive pricing for the product or services:

The dScribe Studio, 55” is a sole source product, which is developed, manufactured, and sold exclusively by Revolution Lightboards. The Vendor’s sole source certification letter is included as Attachment A.

4. Explanation of why the amount to be expended for the services is reasonable.

The purchase includes vendor installation and setup services to ensure proper assembly, calibration, and operational readiness of the dScribe Studio systems within the designated instructional studio environment. Installation costs cover system setup and configuration to ensure proper functionality.

5. Explanation of what the agency did to obtain the best possible price for these services

Revolution Lightboards does not offer discounts and provides a single fixed price. While some manufacturers inflate list prices to later offer discounts, Revolution Lightboards uses a more transparent pricing approach.

Schedule

Task	Date
First Advertisement Date	05/26/26
Second Advertisement Date	06/02/26
Response Deadline From Objectors	06/12/26 at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 06/15/26

Project Details

The Mississippi Public Broadcasting (MPB) seeks to procure a transparent digital lightboard system capable of embedding digital curriculum content such as graphs, scientific diagrams, structured visual templates, and STEM models directly within the glass.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the transparent digital lightboard system should not be certified as a sole source should provide information in the following format for the state to use in determining whether or not to proceed with awarding the Sole Source contract to Revolution Lightboards.

1.1 Interested Party Information

1.1.1 Contact Name, Phone Number and email address

1.1.2 Company Website URL, if applicable

1.2 Objection to Sole Source Certification

1.2.1 Interested parties must present specific objections to the Sole Source certification using the criteria listed above.

1.2.2 A statement regarding the Interested Party's capabilities as related to this Sole Source Certification Request.

1.3 Comments will be accepted at any time prior to Tuesday, June 12, 2026, at 3:00 p.m. (Central Time) to Jake Alexander at Jake.Alexander@its.ms.gov or at the Mississippi Department of Information Technology Services, 3771 Eastwood Drive, Jackson, Mississippi 39211. Responses may be delivered by hand, via regular mail, overnight delivery, e-mail or by fax. Fax number is (601) 713-6380. ITS WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach ITS on time. Interested Parties may contact Jake Alexander to verify the receipt of their Responses. Responses received after the deadline will be rejected.

1.4 Interested Party responses should include the following information:

SUBMITTED IN RESPONSE TO
Sole Source Certification No. 4753-49503
Accepted until June 12, 2026 @ 3:00 p.m.,
ATTENTION: Jake Alexander

If you have any questions concerning the information above or if we can be of further assistance, please contact Jake Alexander at 601-432-8090 or via email at Jake.Alexander@its.ms.gov.

Attachment A: Vendor Correspondence

Attachment B: Sole Source Procurement Overview



Revolution Lightboards
5200 Koch Rd
Farley, IA 52046
United States

Phone (563) 949-1160
www.revolutionlightboards.com

April 30, 2026

To whom it may concern:

This letter is to affirm that the dScribe Studio, 55" is a sole source product, which is developed, manufactured, and sold exclusively by Revolution Lightboards.

There is not another manufacturer that offers a height-adjustable dScribe unit with a state-of-the-art 55" Transparent Digital OLED Screen; further yet, the integrated studio equipment and electronics we offer are something we have developed in house. A similar studio package is not offered by any other company.

Combined with the digital annotation, this unique offering includes the ability to concurrently left-right flip the image for live viewing on a confidence monitor, provide that live video and audio signal into a computer (plug & play) for live streaming and recording direct to LMS or computer (which then can be saved to a USB thumb drive, cloud storage, LMS, etc.) In addition, real-time image and video overlays can be added in an intuitive drag and drop fashion between two monitors. That function can be used in addition to or independent from any of the others listed above, as desired. **These and additional functionalities of our lightboard studio package are patented by multiple patents (#11,651,751, #12,300,191) with additional patents pending.** Further, we manufacture the entire unit, from the transparent panel to the height-adjustable tables and the integrated monitor and camera mounts. There are no comparable products on the market.

We do not offer any discounts and have just one price, which is what you see on our website. While some manufacturers inflate list prices to then offer discounts, we prefer to take a more transparent approach. Many of our studios are purchased by public institutions which require us to certify they're getting the best price available. We provide this sole source statement with some regularity when default procurement policies require getting multiple bids.

If there are any questions on this matter, please feel free to reach out at the number listed above or by email at Kevin@RevolutionLightboards.com.

Sincerely,

Kevin Koch

Kevin Koch
President

Attachment B

The acquisition of information technology for all state agencies and institutions of higher learning (IHLs) is within the scope of the ITS law, found in Mississippi Code Section 25-53-1, et seq., and the policies and procedures established in accordance with this statute, found in the ITS Procurement Handbook posted on the ITS website (www.its.ms.gov).

ITS enabling legislation requires that information technology hardware, software and services be acquired in a manner that insures the maximum of competition among all manufacturers and suppliers of such equipment and services. Accordingly, ITS promotes full and open competition through the issuance of open specifications and the objective evaluation of Interested Party proposals to determine the lowest and best offering to meet an agency's or public university's business requirements. True competition protects the integrity and credibility of purchasing in the public sector and is essential in providing best value and adequate contractual protection for the purchasing entity. In certain limited situations, information technology acquisitions may be sole-sourced.

ITS utilizes the provisions of Public Purchasing Law for Sole Source and Emergency procurements of information technology. Mississippi Public Purchasing Law (Mississippi Code Section 31-7-13) specifies that noncompetitive items available from one source only be exempted from bid requirements (sole-sourced). ITS statute, in Section 25-53-5 (p), permits ITS to utilize provisions in Public Purchasing Law or regulations, when applicable.

Per Public Purchasing law, acquisitions must meet the following criteria to be authorized as sole source:

1. The product or services being purchased must perform a function for which no other product or source of services exists,
2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services, AND
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services. The vendor's correspondence regarding this criterion for this project is included as Attachment A.

By policy as documented in the ITS Procurement Handbook, acquisitions of IT services must include the following information to be authorized as sole source:

1. An explanation about why the amount to be expended is reasonable, and
2. An explanation regarding the efforts by the purchaser to obtain the best possible price.

For state agencies, approval of all technology purchases with a lifecycle cost of \$5,000 or less, including sole source purchases, has been delegated to the agency. The ITS Procurement Limits Policies for Agencies (a section in the ITS Procurement Handbook) require a minimum of two competitive written bids or proposals for technology purchases with a lifecycle cost over \$5,000 but not over \$75,000 (not over \$25,000 for projects funded by the American Recovery and Reinvestment Act). Since, for single source items, the procuring agency will be unable to obtain two written bids, ITS must certify all sole source acquisitions of information technology with a lifecycle cost greater than \$5,000.

Institutions of Higher Learning (IHLs) or public universities have been delegated the authority to certify sole source procurements up to \$250,000 lifecycle cost under the ITS Procurement Limits Policies for IHLs (a section in the ITS Procurement Handbook). For the certification of sole source procurements delegated to the CIOs at public universities, the public university must follow ITS' Sole Source Procedure, including advertisement of the intent to award as sole source. Institutions certifying a sole source purchase must ensure the criteria listed above are met and documented in writing by the institution and the Interested Party prior to certifying a product or service as sole source. Sole source documentation must be reviewed and approved by the IHL's CIO for any sole-source certification above \$5,000. All sole source documentation should be retained in the public university's procurement file. Sole source requests above \$250,000 lifecycle cost require ITS approval.

Other than the delegations outlined above, all sole source technology procurements must be certified by ITS.

ITS thoroughly reviews Sole Source Certification Requests, determining if competing products and/or services exist. If so, ITS conducts a competitive procurement. If ITS' review confirms the sole source, then a Sole Source advertisement is issued, giving other Interested Parties an opportunity to identify competing products and/or services. Based upon the results of the Sole Source advertisement, ITS will either certify the request as a sole source or conduct a competitive procurement.