



August 25, 2022

Beth Lastra  
Supervisor of College & Career Programs  
Hernando County School District

Re: Sole Source Letter

Dear Ms. Lastra,

TRANSFR is pleased to provide this letter to explain our Sole Source status. TRANSFR is the sole provider of the proprietary TRANSFR Virtual Training Facility and Career Exploration Facility for the set of hands-on, simulation-based training skills that Hernando County Public Schools requested from TRANSFR's [catalog](#).

TRANSFR's simulation-based training teaches novice students in the same manner that experts master their crafts - through trial and error. Trainees receive one-on-one guidance from a digital coach in a job-training simulation that provides engaging, hands-on training to acquire the skills needed to obtain a job, in a way that traditional learning such as lectures, books or videos cannot.

- TRANSFR is the only vendor that offers a hands-on intelligent tutoring system that provides a) simulation-based training in a Virtual Training Facility b) a proprietary digital coach that helps students improve their performance and master each skill c) specialized algorithms to evaluate the performance of each student on the skills requested, and d) dashboards that provide instructors with the details of a learners performance.
- TRANSFR simulations include a proprietary automated digital coach that tutors students in a master-apprentice environment with step-by-step instruction and unlimited hands-on practice of skills.
- TRANSFR's tutoring system is capable of quantifying each learner's behaviors within the training simulation, while guiding them to mastery at their own pace. TRANSFR's system is driven by machine learning algorithms that capture behavioral trends such as efficiency, misconceptions, and error corrections. The algorithms are transferable across tasks and simulation environments, and provide one of the first comprehensive data-driven examinations of mastery within a simulation-based environment. Instructor

