

**JUSTIFICATION FOR
SOLE SOURCE PROCUREMENT**

Agency: HORRY-GEORGETOWN TECHNICAL COLLEGE SS-0203

Sole Source Vendor: Technical Training Aids, 2076 Valleydale Terrace, Birmingham AL 35244

Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

Description of the Agency need that this procurement meets: This collaborative robot education training cart will provide training for students in Electronic Engineering Program and Robotics Certification Program. It will offer state of the art industry recognized certification that is required for graduation from these programs.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: The Department Head/instructors have spoken to and met with local industry leaders and consulted with the Advisory Board for these programs and have been made aware of what equipment needs are for these particular curricula. Also, it is imperative for the students to be trained to use the equipment that is widely used in the Horry and Georgetown industrial facilities employing these students upon graduation from HGTC.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: FANUC Collaborative Robot Education Training Cart

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: The purpose of this purchase is to provide students training in new COBOT technology and to provide additional industry certification (FANUC). This equipment is required for HGTC to meet the Robotics Technology Certification that requires student industry certification and the EET Program Automated System Setup. This System Setup requires that the student configure, setup, program and operate robotic systems. The purchase of a FANUC robot will allow HGTC students to become trained to operate this state of the art robot and this will aid the students with licensing and job placement. Technical Training Aids is the only authorized dealer in this region to sell this FANUC robot equipment to HGTC.



Authorized Signature

Printed Name: Harold Hawley

Title: Vice President for Finance and
Administration

Date: 9/23/2024

Notes:

Authorized signature is the agency head unless the agency head has delegated that authority. Delegation of authority must be submitted to the Materials Management Officer in writing.

The Agency must obtain a Drug-free Workplace certification from the Vendor if the sole source procurement is \$50,000 or greater.



Technical Training Aids

2076 Valleydale Terrace
Birmingham, AL 35244

Quote Prepared For:

HGTC

Date	Quotation Prepared By:	
7/24/2024	Josh Langley	josh@ttaweb.com
Expires in 90 Days	828-446-3136	Fax: 205-987-7460

Item Number	Description	Quantity	Unit Price	Total Price
1.3.1	<p>CRX-5iA FENCELESS – Collaborative Robot Education Training Cart</p> <ul style="list-style-type: none"> • Six Axis Mechanical Robot – P-CRX5A-RAPVT-X • R-30iB+ mini Controller • LR HandlingTool Software – Adv DCS, motion pkg & EIP • FANUC Samsung Tablet Pendant and holder • Standard Power is 110v (220v available upon request) • STANDARD w/Large easy rolling lockable (all direction) casters • Collaborative Actuated Gripper with connector cable affixed • eDocumentation 	3	\$43,500.00	\$130,500.00
1.3.2	<p>(1) Set of the following Manuals</p> <p>FANUC Robot Operations</p> <p>FANUC HandlingTool Operation & Programming</p> <p>FANUC HandlingPRO (ROBOGUIDE Simulation)</p>	3	Included	Included
1.3.3	<p>CRX Robot Operations and Programming Class: CRX-COBOT</p> <p>(1) Seat in a 3-day training class includes CRX collaborative robot operations & programming and brief DCS review.</p>	2	\$2,300.00	\$2,300.00

Subtotal	\$132,800.00
Freight	Included
TOTAL	\$132,800.00



FANUC America Corporation.
3900 West Hamlin Road
Rochester Hills, Michigan 48309-3253
www.fanucamerica.com

August 22, 2024

Charles Granger
Horry Georgetown Technical College
Conway, SC 29526

RE: FANUC Certified Education Training Program and Products

Dear Charles Granger,

This letter is to confirm that the FANUC America Corporation (hereinafter FANUC) Certified Education Training program and products (including the CRX collaborative robot), is an exclusive offer for Horry Georgetown Technical College.

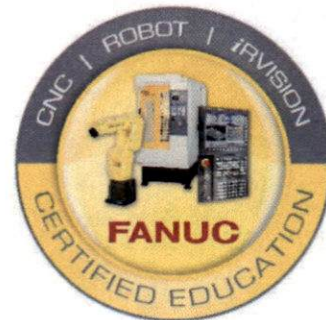
The FANUC CRX-5iA FENCELESS – Collaborative Robot Education Training Cart can only be purchased from Technical Training Aids (hereinafter TTA) and is only offered to educational institutions.

The sale price offered to your school is significantly discounted from the price that would be offered to a commercial or industrial customer and shows TTA's and FANUC's commitment to supporting technical education. FANUC offers U.S. based manufacturing that includes robots, CNC, simulation software and product development. The FANUC CRX-5iA FENCELESS – Collaborative Robot Education Training Cart is being provided by TTA, an exclusive FANUC Education Authorized Reseller for the state of South Carolina. We are pleased to be working with TTA on this opportunity for Horry Georgetown Technical College.

Respectfully,

FANUC America Corporation

Paul Aiello
Director - Certified Education Training
paul.aiello@fanucamerica.com



FANUC

FANUC America Corporation.
3900 West Hamlin Road
Rochester Hills, Michigan 48309-3253
www.fanucamerica.com

September 12 , 2024

Horry-Georgetown Technical College
Edward C. McCarthy

Professor, Electronics Engineering Technology
Assistant Chair, Engineering Technologies & Golf and Sports Turf Management
Building 300, Room 306
Conway, SC 29526

Dear Edward,

This letter is to confirm that the FANUC America Corporation (hereinafter FANUC) is the only provider of the FANUC CRX Collaborative Robot Training Program for Education. FANUC CRX Operations and Programming Training and CRX ELearning completion prepare School Instructors to take the FANUC/NOCTI Collaborative Exam. With a passing grade, the School Instructor's will receive their Certification badge of which is industry recognized. With FANUC certification, the school's instructors are able to teach and instructor their students to prepare them for the student FANUC/NOCTI certification proctored exam. Again, upon a successful passing grade, the students would receive their industry recognized certification badges.

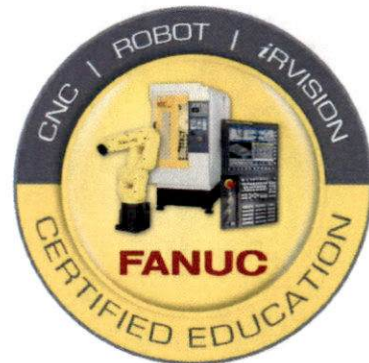
FANUC is pleased that **Horry-Georgetown Technical College** has chosen FANUC for their students to receive instruction and preparation to achieve industry recognized credentials through FANUC's pathway.

Respectfully,

FANUC America Corporation

Wendy Hall

Sr. District Account Manager – Certified Education



OPEN TRADE REPRESENTATION

(S.C. Code Ann. §§ 11-35-5300)

The following representation, which is required by Section 11-35-5300(A), is a material inducement for the State to award a contract to you.

I, the official named below, certify I am duly authorized to execute this certification on behalf of the vendor identified below, and, as of the date of my signature, the vendor identified below is not currently engaged in the boycott of a person or an entity based in or doing business with a jurisdiction with whom South Carolina can enjoy open trade, as defined in SC Code Section 11-35-5300.

<i>Vendor Name (Printed)</i> Technical Training Aids	<i>State Vendor No.</i> 7000146902
<i>By (Authorized Signature)</i> <i>Fred Langley</i>	<i>Date Executed</i> 9/12/2024
<i>Printed Name and Title of Person Signing</i> Fred Langley Dir of SC Business Dev	<i>[Not used]</i>



AFFIDAVIT

I certify that we will comply with Section 44-107-10, ET Seg., relating to the South Carolina Drug-Free Workplace Act to provide a drug-free workplace. (Note: this clause applies to any resultant contract of \$50,000.00 or more). The State of South Carolina has amended Title 44, Code of Laws of South Carolina, 1976, relating to health, by adding chapter 107, so as to enact the Drug-Free Workplace Act. (See, Act no. 593, 1990 Acts and Joint Resolutions.)

Vendor: Technical Training Aids

2076 Valleydale Terrace Birmingham AL 35244
Street or P. O. Box City State Zip

Telephone: 1-888-925-1612 Fax 205-987-7460

Printed Name: Joshua Langley Email josh@ttaweb.com

Joshua Langley SC Business Manager
Signature Title

Date: 9/12/2024

F.E.I.N: 63-0811805 or S.S. # _____

**FAILURE TO FURNISH THIS AFFIDAVIT WILL RESULT IN THE DELAY OF
PAYMENT/CONTRACT**

THIS PAGE MUST BE SIGNED & RETURNED

Please return to: Horry Georgetown Technical College
PO Box 261966
Conway, SC 29528-6066
Attn: Dianna Cecala, Procurement Manager

Fax: 843/349-5270
Tel: 843/349-5207
Email: Dianna.cecala@hgtc.edu