

**JUSTIFICATION FOR
SOLE SOURCE PROCUREMENT**

Agency: HORRY-GEORGETOWN TECHNICAL COLLEGE SS-0204

Sole Source Vendor: Southern Educational Supply, P.O. Box 170339, Spartanburg, SC 29301

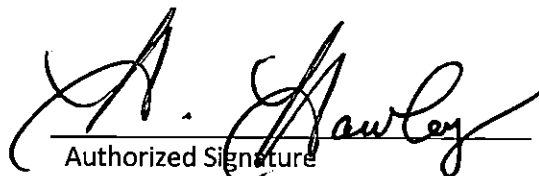
Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the Vendor named above per S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

Description of the Agency need that this procurement meets: This equipment will replace a broken and antiquated industrial robot that can only be repaired at great expense and does not reflect current industry technology. This equipment is required for HGTC to meet the Robotics Technology Certification.

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 in making a decision on the most popular robotics equipment utilized in the Horry and Georgetown service areas. It is imperative for our students to be trained and certified with the skills they will possess upon graduation from these programs.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract:

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: This equipment is required for the College to meet its strategic goal of quality by providing an effective, state of the art system that will result in the improved student success through job placement and licensing with the latest industry technology. The mission of the EET and Mechatronics Programs at HGTC is to train and produce technicians with the knowledge and skills necessary to be successful in the industries found in the local service areas. It is imperative that the College's equipment, technologies, and curricula used mirror the equipment predominately found in the College's service areas. The Kuka Robotic Carts are specified by brand and model as a result of feedback from the Advisory Board members and industry leaders in the area serviced by HGTC. An overwhelming majority of the industries in the Horry and Georgetown Service areas report that they are presently utilize Kuka controls and technologies. Southern Educational Supply is the only authorized distributor for the Kuka Brand in the College's region.



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.

Southern Educational Systems, Inc.

Educational & Industrial Training Equipment Specialist
 P. O. Box 170339 Spartanburg, SC 29301
 Phone: (800)-772-7379 Fax: (864)-596-8924

Date: July 25, 2024	Quotation	Quote # RM-240725-001
Prepared for:		
Ed McCarthy Horry / Georgetown Technical College 2050 US-501 Conway, SC 29526		Ph. 843-574-6788 Fx.
Delivery: 60 to 90 Days A.R.O	FOB: Destination	Terms: Net 30 Days
CAT:	File Name:	
Qty	Module	Description
		Unit
		Extended

PRICES FIRM FOR 90 DAYS FROM DATE OF QUOTATION
 AFTER 90 DAYS CUSTOMER MUST CONTACT SES FOR
 CURRENT PRICES

KUKA Ready2Educate Advanced Package

1	R2E-KR4-ADV	READY2_EDUCATE_KR 4 R6000 ADV PRO CART	\$ 60,595.00	\$ 60,595.00
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KR 4, KR C4compact , SmartPAD
 Profinet
 Basic Software: KSS, GripperTech, Profinet
 Solid sheet metal cart, access from 4 sides, 2 sliding and 2 turning doors
 Operator panel with Connectors: 1x Ethernet, 1x USB
 Integrated PLC & Touchpanel for extended I/O use and MES integration
 KUKA USB Recovery Stick included
 CE labeled, cTUVus certified

1	R2E-AIRCO	AIR COMPRESSOR FOR READY2_EDUCATE		Included
1	R2E-TRANS	3KVA AUTOTRANSFORMER 120V-230VAC		Included
1	R2E-SIMPRO	KUKA SIM PRO 4.0 E		Included
1	R2E-VISION	APPLICATION PACKAGE VISION		Included
1	R2E-PLCADV	PLC/HMI Advanced Pro		Included

	Sub Total	\$ 60,595.00
	Freight	\$ 2,995.00
	Sub Total	\$ 63,590.00
	State Sales Tax 8%	\$ 5,087.20
	On Site Training/Set Up	\$ 1,995.00
	Total	\$ 70,672.20



August 30, 2024

Southern Educational Systems, Inc
P.O. Box 170339
Spartanburg, SC 29301

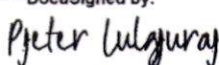
RE: EDUCATION DISTRIBUTOR STATUS

To Whom It May Concern:

This letter serves to confirm that Southern Educational Systems, Inc ("Southern") is currently designated as an Education System Partner ("System Partner") with KUKA Robotics Corporation ("KUKA"). As a System Partner, Southern unless otherwise terminated by either of the parties, is approved by KUKA to sell designated KUKA ready2_educate systems within the State of South Carolina.

If you desire additional information regarding the above, please do not hesitate to contact Pjeter Lulgjuraj at Pjeter.lulgjuraj@kuka.com, or 586-224-0023, ready2educate@kuka.com.

Sincerely,

DocuSigned by:

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Pjeter Lulgjuraj
Sales & Marketing Operations Manager
KUKA Robotics Corporation
Pjeter.lulgjuraj@kuka.com
586-224-0023



AFFIDAVIT

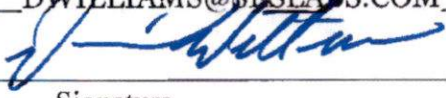
I certify that we will comply with Section 44-107-10, ET Seg., relating to the South Carolina Drug-Free Workplace Act to provide a drug-free workplace. (Note: this clause applies to any resultant contract of \$50,000.00 or more). The State of South Carolina has amended Title 44, Code of Laws of South 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: SOUTHERN EDUCATIONAL SYSTEMS

PO BOX 170339
Street or P. O. Box SPARTANBURG SC 29301
City State Zip

Telephone: 864-596-8921
Fax _____

Printed Name: DAVID WILLIAMS
Email DWILLIAMS@SESLABS.COM

 CFO
Signature Title

Date: 9/24/24

F.E.I.N: 57-0907160 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

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.

Vendor Name (Printed) SOUTHERN EDUCATIONAL SYSTEMS	State Vendor No. 7000048260
By (Authorized Signature) 	Date Executed 9/24/24
Printed Name and Title of Person Signing DAVID WILLIAMS, CFO	[Not used]