

JUSTIFICATION FOR
SOLE SOURCE PROCUREMENT

Agency: **Trident Technical College**

Sole Source Vendor: **Carolina Training Associates**
3623 Latrobe Drive, Suite 120
Charlotte, NC 28211

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: Manufacturing activity is expanding rapidly throughout the greater Charleston area and with the current expansion of companies such as Volvo, Boeing, and Mercedes-Benz Vans, has created a high demand for robotics and mechatronics training in the Charleston tri-county area. Trident Technical College's (TTC) Mechatronics Program as developed courses that include robotics training that will enable TTC to prepare students for hands-on learning with equipment that they will be using in this field. As TTC is training a local workforce, it is essential that the students be trained on the equipment being used in the tri-county service area to provide them the best opportunity for employment in both the established and the new local companies.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: The end user performed market research which revealed Carolina Training Associates to be the only authorized reseller for the educational ABB robot in South Carolina. The end user spoke with a consulting engineer who programs the robots for local manufacturers as well as reached out to the local manufacturers to determine what robots are being used in the manufacturing companies in the TTC local training area. The local manufacturers in this area are Volvo, Boeing, Lincoln Electric, Bosch, Mercedes Benz, Cummins, and Thorne. ABB robots are used by Volvo and Lincoln Electric. Kuka robots are used by Bosch and Mercedes Benz and Fanuc robots are used by Volvo, Boeing, Cummins, and Thorne.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: ABB IRB Robot Integrated on a basic ABB Cart with Electric Gripper, Training Blocks and Area Scanner with Vision tools.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: The ABB robot training system designed exclusively for education is only available for purchase by qualified technical educational institutions like TTC. The training system includes written curriculum, practical lab exercises and the necessary training for the instructor to become certified. Currently the Mechatronics Program has 2 ABB and 3 Kuka robots on the Thornley Campus. A Fanuc robot is used at the Dorchester Campus, which currently meets the needs at that campus. An existing Festo robot is a completely different robotic system and is not used in the same training as the ABB and Kuka robots. The purchase of one (1) additional ABB Robot will equalize the number of ABB and Kuka's which will allow more students hands on training on both robots. Carolina Training Associates is the only authorized reseller in SC for the educational ABB Robot.

Contract Period: One Time Purchase

Contract Amount: \$87,500.00 *CB*

Com. Code: 545

Date: 03/26/24

Authorized Signature

Printed Name: Mary Thornley, Ed.D.

Title: President

Blanket sole source: YES NO

Contract \$50,000 or greater. Drug Free Workplace Act (Section 44-107-30 Code of Laws of SC) applies:

YES NO wgd Buyers Initials

Signed Drug Free Workplace Certification form attached:

YES NO wgd Buyers Initials

Open Trade Certification on file or attached:

YES NO wgd Buyers Initials