# Mississippi State University Notice of Proposed Sole Source Purchase

# 223-119

Mississippi State University anticipates purchasing the item(s) listed below as a sole source purchase. Anyone objecting to this purchase shall follow the procedures outlined below.

## Commodity or commodities to be purchased (make, model, description):

ABB Collaborative Robot with FlexTrainer

CRB 15000-0.5/0/95 GoFa OR CRB 1100-4/0.58 Swifti

IRB 14000-0.05/0.5 Yumi OR IRB 14050-0.5/0.5 Single Arm Yumi

Cobot FlexTrainer Cart

Cobot Activity Tabletop

Training Blocks / Die / Wave Plate

Electric Gripper – OnRobot

Integrated Vision

HMI – I/O Simulator

Linear Conveyor

SMART Instructor certification program (includes materials)

100 Free RS licenses

Description:

The ABB Collaborative Robot with FlexTrainer is an all-in-one solution for training on the use and implementation of a commonly used collaborative robot (cobot) by manufacturers in the state of Mississippi. The unit itself is an arm-style robot coupled with an interactive workstation for programming and monitoring tasks. The package includes comprehensive training and education material as well as simulation software licenses.

## Explanation of the need to be fulfilled by this item(s), how is it unique from all other options, and why it is the only one that can meet the specific needs of the department:

The need to be fulfilled by this item is to address one of the largest issues for manufacturing employers in the state of Mississippi: employee recruitment and retention. Attaining and retaining workers for skilled technical positions and educating them on modern manufacturing processes is becoming an increasingly more difficult problem in the targeted six-county region (Clay, Kemper, Lauderdale, Lowndes, Noxubee, Oktibbeha) of the project. A major factor of this difficulty is the high training costs, due to the limited availability of resources in the region.

From insights gathered through discussions with industry experts of manufacturing across the state of Mississippi, the ABB Collaborative Robot with FlexTrainer is the only robot that can serve as a training tool to upskill workforce members on implementing collaborative robots. The package includes educational materials for training on how to use the robots, which is something that is only available through the current supplier.

## Name of company/individual selling the item and why that source is the only possible source that can provide the required item(s):

Industrial Training Solutions

Industrial Training Solutions is the sole Educational Reseller approved by ABB in the state of Mississippi and has been authorized to provide information to Mississippi State University for this process.

## Estimated cost of item(s) and an explanation why the amount to be expended is considered reasonable:

An official quote of $95,000 has been provided by the supplier for the entire ABB Collaborative Robot with FlexTrainer package. This amount is considered reasonable due to the need of economic development in the state of Mississippi and surrounding states. The comprehensive training concepts, required hardware, programming insights, and simulation software this offers is the only one of its kind.

## Explanation of the efforts taken by the department to determine this is the only source and the efforts used to obtain the best possible price:

A sole source document was provided (attached) by the manufacturer of the cobot hardware stating that Industrial Training Solutions was the “sole Educational Reseller” approved by ABB in the state of Mississippi. Alongside the recommendations from an advisory board of industry experts, the source offers cost and time savings by providing the holistic training program for the use of a prevalent cobot system used across the state of Mississippi.

Any person or entity that objects and proposes that the commodity listed is not sole source and can be provided by another person or entity shall submit a written notice to:

Don Buffum, CPPO  
Director of Procurement & Contracts  
[dbuffum@procurement.msstate.edu](mailto:dbuffum@procurement.msstate.edu)  
Subject Line must read “Sole Source Objection”

The notice shall contain a detailed explanation of why the commodity is not a sole source procurement. Appropriate documentation shall also be submitted if applicable.

If after a review of the submitted notice and documents, MSU determines that the commodity in the proposed sole source request can be provided by another person or entity, then MSU will withdraw the sole source request publication from the procurement portal website and submit the procurement of the commodity to an advertised competitive bid or selection process.

If MSU determines after review that there is only one (1) source for the required commodity, then MSU will appeal to the Public Procurement Review Board. MSU will have the burden of proving that the commodity is only provided by one (1) source.