# Mississippi State University Notice of Proposed Sole Source Purchase

# 234-02

## 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):

### **Make/Model:** Universal Robots UR5e Cobot with Assembly, Pick and Place and Handling

**Description:** The UR5e is a lightweight, adaptable collaborative industrial robot that tackles medium-duty applications with ultimate flexibility. The UR5e is designed for seamless integration into a wide range of applications.

### 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, Universal Robots is one of three major brands being used for collaborative robot manufacturing in the state of Mississippi. The UR5e Cobot with Assembly, Pick and Place and Handling is the only cobot of its kind that can help train workers for the technical positions in our manufacturing plants.

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

### **Company Name:**

### Industrial Training Solutions has been given authorization from Universal Robots (UR) to sell collaborative robotics educational offering to their customers in Mississippi. Universal Robots is the manufacturer of collaborative robots and the UR5e, and ITS is the sole Educational Reseller approved by UR in the state of Mississippi and has been authorized to provide information and pricing to Mississippi State University on this project.

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

An official quote of $70,000 has been provided by the supplier for the entire UR5e Cobot with Assembly, Pick and Place and Handling package. This amount is considered reasonable due to the need of economic development in the state of Mississippi and surrounding states. The holistic approach to Cobot purchasing through the supplier-provided comprehensive training concepts, required hardware, programming insights, and simulation software offers a great value. The cost savings on the time to develop curriculum and more quickly introduce training programs allows for expedited realized economic impacts to the state of Mississippi.

### 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 by the manufacturer of the Cobot hardware stating that Industrial Training Solutions was the “sole Educational Reseller” approved by UR 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:

Jennifer Mayfield, CPPO  
interim Deputy Director of Procurement & Contracts  
[jmayfield@procurement](mailto:jmayfield@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.

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