



# **SOUTHERN EDUCATIONAL SYSTEMS**

380 Wingo Heights Road STE 3C Spartanburg, SC 29303

Authorized Representative: Jason Wells, 864-237-3740, Scott Goodloe 864-237-3743  
or

David Williams 864-596-8921

## **RESPONSE FOR**

**Invitation for Bid # 50-2223002**

**601011- Teaching Equipment and  
Electricity/Electronics Courses, Electronic  
Learning Aids**



STATE OF NC COMMUNITY COLLEGE SYSTEM  
ATTN: CHARMANE BESS  
ASSOCIATE DIRECTOR



**SOUTHERN  
EDUCATIONAL  
SYSTEMS**

**Educational & Industrial Training Equipment Specialist**

**PO Box 170339 Spartanburg SC, 29301**

**Toll Free: 800-772-7379**

**Fax: 864-596-8924**

**Mission Statement:** To become and remain the leading supplier of educational equipment and to relentlessly pursue excellence in our professional and personal lives.

**Charter Date:** April 1990

**Location:** 380 Wingo Heights Road Suite 3, Spartanburg, SC 29303  
Phone: 864-596-8921 Fax: 864-596-8924

**Officers:** President - Rome Lindler  
Chief Financial Officer - David Williams  
Advisory Board - Tom Davis  
Advisory Board - Fred Hampton

**Office Staff:** Chief Financial Officer - David Williams  
Inside Sales Support – Lacey Jones  
Inside Sales Support – Morgan Alvarado  
Project Manager - Terry Wells

**Sales Staff:** Rome Lindler – President (Sales Manager)  
  
Scott Goodloe - Educational Consultant (Eastern North Carolina)  
  
Jason Wells - Educational Consultant (Western North Carolina)  
  
Ray Murphy - Educational Consultant (South Carolina)  
  
Liam Ronan - Educational Consultant (Kentucky)  
  
Richard Boyer - Educational Consultant (Georgia)  
  
Jay Hickel - Educational Consultant (Alabama)  
  
Tonya Spencer - Educational Consultant (Florida)  
  
Eric Parish - Educational Consultant (Tennessee)  
  
Tom Davis - Educational Consultant (Universities)  
  
Annette Sease - Educational Consultant (STEM)

**Support Staff:** Trent Nelson – Installs and Technical Support  
(Based in South Carolina - Home Office)  
  
Robert Ledbetter – Installs and Technical Support  
(Based in South Carolina - Home Office)  
  
Luke Kelley – Lab Layouts / CAD and Customer Support  
(Based in Spartanburg, SC – Home Office)

**Markets:**

Technical Education  
Community Colleges  
Universities

Vocational Education  
Industrial Training Centers  
STEM Programs

**History:**

Southern Education Systems evolved from Dixie Electronics of Columbia, SC, one of the oldest and most well-respected companies in the Electronics and Education Equipment Industry. For over 30 years, Dixie was the leader in providing technical equipment to schools, a division born from their mainstream business of Industrial Electronic Components. In 1990, Dixie was acquired by NCH Corporation of Ervin, TX. The educational division was acquired by Fred Hampton and Tom Davis, both former employees of Dixie. The transfer was fully supported by Dixie/NCH, and Southern Educational Systems was born. Sales have increased each year, and facilities and staff were gradually added.

The Southern Educational Systems corporate office is located in Spartanburg, SC.

**Manufacturers Represented:**

ABB	Marcraft
Afinia	MCOR Technologies
Air Purifications	MegaTech
Airwolf 3D Printers	MityBilt
Arclight Dynamics	Motoman Robotics
Blocksmith XR	Motor Controls International
Boy Machines	OnRobot
CarveWright	Parker
CAT Simulators	PassAssured
EMCO	Plymovent
EZ Robot	PocketNurse
Famic	Polaris Engineering
Forklift Simulator	Real Games
Greene Manufacturing	Robotiq Grippers
iConnect Training	SMC Corporation
Immersion Training Solutions	Snap-On
Innotek	STEM Forged
Intelli-ARC	Stokes Educational Services
KUKA Robotics	Strong Hold
Leading Edge Industries	Systran
Lincoln Electric	TecQuipment
LJ Create	Universal Robotics
Lucas-Nuelle	

**Ready for the Future:**

As Southern Education Systems, Inc. increases our product offerings, our manufactures are constantly improving with state-of-the-art equipment and materials of the highest grade. While we strive to stay current with the latest technology, we are dedicated to remain the leading supplier of educational equipment and to relentlessly pursue excellence in our professional and personal lives.

**Sales & Marketing:**

Southern Education Systems, Inc. aggressively pursues business by using the following methods and activities:

1. Personal face to face calls
2. Product Demonstrations
3. Group Presentations
4. Workshops and Seminars
  - A. In cooperation with Educational Institutions  
(State Departments and Universities)
  - B. At our Training Center and at our Corporate Headquarters
5. Direct Mail
6. Published Technology Education Catalog
7. Assistance to customer with Lab Layout, Design, Producing CAD Drawings, and Specifications
8. Assistance to customers with installations
9. Assistance to customers with Product Orientation and Training
10. Follow-Up to ensure service and future sales
11. Any other legitimate professional activity that will result in sales

**Annual Sales:**

Southern Education Systems, Inc. has annually become one of the top, if not the top dealer in the country for technical training equipment. Just a few of our manufacturers' rankings:

Greene Manufacturing:  
Innotek:  
iConnect:  
Kuka:  
Marcraft:  
Motoman:  
SMC Corporation:

Top 3 Dealer Annually  
# 1 or # 2 Dealer Annually  
# 1 or # 2 Dealer Annually  
# 1 Dealer Annually  
# 1 or # 2 Dealer Annually  
# 1 or # 2 Dealer Annually  
# 1 Dealer Annually



**SOUTHERN  
EDUCATIONAL  
SYSTEMS**

**Educational & Industrial Training Equipment Specialist**

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We, Southern Educational Systems, confirm that we have read the IFB in its entirety.

This includes reading all links, and all Addenda released in conjunction with the IFB.

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**David Williams, CFO**



# **STATE OF NORTH CAROLINA**

**North Carolina Community College System**

**Invitation for Bid #: 50-2223002**

**Teaching Equipment and Electricity/Electronics Courses**

**Date Issued:**

**November 15, 2022**

**Bid Opening Date:**

**December 8, 2022**

**At 2:00 PM ET**

**Direct all inquiries concerning this IFB to:**

**Charmane Bess**

**Associate Director**

**Email: [bessc@northcarolinacommunitycolleges.edu](mailto:bessc@northcarolinacommunitycolleges.edu)**

**Phone: 919-807-7087**

# STATE OF NORTH CAROLINA

## Invitation for Bid #

**50-2223002**

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For internal State agency processing, including tabulation of bids, provide your company's eVP (Electronic Vendor Portal) Number. Pursuant to G.S. 132-1.10(b) this identification number shall not be released to the public. **This page will be removed and shredded, or otherwise kept confidential**, before the procurement file is made available for public inspection.

**This page shall be filled out and returned with your bid.  
Failure to do so may subject your bid to rejection.**

SOUTHERN EDUCATIONAL SYSTEMS

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Vendor Name

**9451**

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Vendor eVP#

**Note:** For your bid to be considered, your company (you) must be a North Carolina registered vendor in good standing. You must enter the vendor number assigned through eVP (Electronic Vendor Portal). If you do not have a vendor number, register at

<https://vendor.ncgov.com/vendor/login>

**STATE OF NORTH CAROLINA**  
**Division of North Carolina Community College System**

<b>Refer <u>ALL</u> Inquiries regarding this IFB to:</b> <b>All correspondence with Vendors shall be through the Ariba Sourcing Tool. Questions will be received in the Ariba Sourcing Tool (Only) based on the schedule in Section 2.4</b>	<b>Invitation for Bid #: 50- 2223002</b>
	<b>Bids will be publicly opened: December 8, 2022 at 2:00 PM ET</b>
<b>Using Agency: North Carolina Community Colleges</b>	<b>Commodity No. and Description: 601011 - Electronic learning aids</b>
<b>Contract Type: Agency Specific Term Contract</b>	

**EXECUTION**

In compliance with this Invitation for Bid (IFB), and subject to all the conditions herein, the undersigned Vendor offers and agrees to furnish and deliver any or all items upon which prices are bid, at the prices set opposite each item within the time specified herein.

By executing this bid, the undersigned Vendor understands that false certification is a Class I felony and certifies that:

- this bid is submitted competitively and without collusion (G.S. 143-54),
- none of its officers, directors, or owners of an unincorporated business entity has been convicted of any violations of Chapter 78A of the General Statutes, the Securities Act of 1933, or the Securities Exchange Act of 1934 (G.S. 143-59.2), and
- it is not an ineligible Vendor as set forth in G.S. 143-59.1.

Furthermore, by executing this bid, the undersigned certifies to the best of Vendor's knowledge and belief, that:

- it and its principals are not presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from covered transactions by any Federal or State department or agency.

As required by G.S. 143-48.5, the undersigned Vendor certifies that it, and each of its sub-Contractors for any Contract awarded as a result of this IFB, complies with the requirements of Article 2 of Chapter 64 of the NC General Statutes, including the requirement for each employer with more than 25 employees in North Carolina to verify the work authorization of its employees through the federal E-Verify system.

G.S. 133-32 and Executive Order 24 (2009) prohibit the offer to, or acceptance by, any State Employee associated with the preparing plans, specifications, estimates for public contracts; or awarding or administering public contracts; or inspecting or supervising delivery of the public contract of any gift from anyone with a contract with the State, or from any person seeking to do business with the State. By execution of this response to the IFB, the undersigned certifies, for Vendor's entire organization and its employees or agents, that Vendor is not aware that any such gift has been offered, accepted, or promised by any employees of your organization.

By executing this bid, Vendor certifies that it has read and agreed to the **INSTRUCTION TO VENDORS** and the **NORTH CAROLINA GENERAL TERMS AND CONDITIONS**. These documents can be accessed from the Ariba Sourcing Tool.

**Failure to execute/sign bid prior to submittal may render bid invalid and it MAY BE REJECTED. Late bids shall not be accepted.**

COMPLETE/FORMAL NAME OF VENDOR: <b>SOUTHERN EDUCATIONAL SYSTEMS, INC</b>		
STREET ADDRESS: <b>380 WINGO HEIGHTS RD STE 3C</b>	P.O. BOX: <b>PO BOX 170339</b>	ZIP: <b>29301</b>
CITY & STATE & ZIP: <b>SPARTANBURG, SC 29303</b>	TELEPHONE NUMBER: <b>864-596-8921</b>	TOLL FREE TEL. NO: <b>800-772-7379</b>
PRINCIPAL PLACE OF BUSINESS ADDRESS IF DIFFERENT FROM ABOVE (SEE INSTRUCTIONS TO VENDORS ITEM #21):		
PRINT NAME & TITLE OF PERSON SIGNING ON BEHALF OF VENDOR: <b>DAVID WILLIAMS, CFO</b>		FAX NUMBER: <b>864-596-8924</b>
VENDOR'S AUTHORIZED SIGNATURE*: 	DATE: <b>11-28-22</b>	EMAIL: <b>PURCHASING@SESLABS.COM</b>



Bid Number: 50-06242022

Vendor: SOUTHERN EDUCATIONAL SYSTEMS

**VALIDITY PERIOD**

Offer shall be valid for at least 60 days from date of bid opening, unless otherwise stated here: \_\_\_\_\_ days, or if extended by mutual agreement of the parties. Any withdrawal of this offer shall be made in writing, effective upon receipt by the agency issuing this IFB.

**ACCEPTANCE OF BIDS**

If your bid is accepted, all provisions of this IFB, along with the written results of any negotiations, shall constitute the written agreement between the parties ("Contract"). The NORTH CAROLINA GENERAL TERMS AND CONDITIONS are incorporated herein and shall apply. Depending upon the Goods or Services being offered, other terms and conditions may apply, as mutually agreed.

**FOR STATE USE ONLY:** Offer accepted and Contract awarded this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, as indicated on

The attached certification, by \_\_\_\_\_.

**(Authorized Representative Of NCCCS)**

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## 1.0 PURPOSE AND BACKGROUND

The North Carolina Community College System (NCCCS)

The NCCCS is seeking qualified bids to establish an Agency Specific Term Contract (Brand Specific) to furnish and deliver a comprehensive multiple manufacturer's product line for new, unused and in current production commercial and institutional quality, Teaching Equipment and Electricity/Electronics Courses on an "As Needed" basis, if and when ordered by the 58 NC Community Colleges during a three (3) year term in the following Categories:

**CATEGORY A-Training Courses**

**CATEGORY B-Training Equipment**

**CATEGORY C- Instructor Courses**

The Teaching Equipment and Electricity/Electronics Courses will be used to train students and Instructors across all 58 North Carolina Community Colleges.

The contract resulting from this IFB is mandatory for the 58 NC Community Colleges (except under the conditions specified in G.S. §115D-58.14(a) and G.S. §116-13). The Contract may also be utilized, without further competition, by non-mandatory State Agencies and Other Eligible Entities.

Based on historical data reports, the NC Community College System for whom the use of this Contract is mandatory, have purchased a total of approximately \$2.20 million annually for Teaching Equipment and Electricity/Electronics Courses.

Bids shall be submitted in accordance with the terms and conditions of this IFB and any addenda issued hereto.

The Community College System consists of the following colleges:

- |   |  |
|---|--|
| 1. Alamance Community College                         | 28. Johnston Community College           |
| 2. Asheville-Buncombe Technical Community College     | 29. Lenoir Community College             |
| 3. Beaufort County Community College                  | 30. Martin Community College             |
| 4. Bladen Community College                           | 31. Mayland Community College            |
| 5. Blue Ridge Community College                       | 32. McDowell Technical Community College |
| 6. Brunswick Community College                        | 33. Mitchell Community College           |
| 7. Caldwell Community College and Technical Institute | 34. Montgomery Community College         |
| 8. Cape Fear Community College                        | 35. Nash Community College               |
| 9. Carteret Community College                         | 36. Pamlico Community College            |
| 10. Catawba Valley Community College                  | 37. Piedmont Community College           |
| 11. Central Carolina Community College                | 38. Pitt Community College               |
| 12. Central Piedmont Community College                | 39. Randolph Community College           |
| 13. Cleveland Community College                       | 40. Richmond Community College           |
| 14. Coastal Carolina Community College                | 41. Roanoke-Chowan Community College     |
| 15. College of The Albemarle                          | 42. Robeson Community College            |
| 16. Craven Community College                          | 43. Rockingham Community College         |
| 17. Davidson County Community College                 | 44. Rowan-Cabarrus Community College     |
| 18. Durham Technical Community College                | 45. Sampson Community College            |
| 19. Edgecombe Community College                       | 46. Sandhills Community College          |
| 20. Fayetteville Technical Community College          | 47. South Piedmont Community College     |
| 21. Forsyth Technical Community College               | 48. Southeastern Community College       |
| 22. Gaston College                                    | 49. Southwestern Community College       |
| 23. Guilford Technical Community College              | 50. Stanly Community College             |
| 24. Halifax Community College                         | 51. Surry Community College              |
| 25. Haywood Community College                         | 52. Tri-County Community College         |
| 26. Isothermal Community College                      | 53. Vance-Granville Community College    |
| 27. James Sprunt Community College                    | 54. Wake Technical Community College     |
|   | 55. Wayne Community College              |
|   | 56. Western Piedmont Community College   |

## 1.1 CONTRACT TERM

The Contract shall have an initial term of three (3) years, beginning on the date the Contract is executed by the State (the "Effective Date"). At the end of the Contract's current term, the State shall have the option, at its sole discretion, to renew the Contract on the same terms and conditions for up to a total of two (2) additional one-year terms. The State will give the Vendor written notice of its intent, whether to exercise each option, no later than sixty (60) days before the end of the Contract's then-current term. In addition, the State reserves the right to extend a contract term for a period of up to 180 days in 90-day-or-less increments.

## 2.0 GENERAL INFORMATION

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### 2.1 INVITATION FOR BID DOCUMENT

This IFB is comprised of the base IFB document, any attachments, and any addenda released before Contract award, which are incorporated herein by reference.

### 2.2 E-PROCUREMENT FEE

**ATTENTION: This is an NC eProcurement solicitation facilitated by the Ariba Network. The E-Procurement fee may apply to this solicitation. See the paragraph entitled ELECTRONIC PROCUREMENT of the North Carolina General Terms and Conditions.**

General information on the E-Procurement Services can be found at: <http://eprocurement.nc.gov/>.

#### **What is the Ariba Network?**

The Ariba Network is a web-based platform that serves as a connection point for buyers and vendors. Vendors can log in to the Ariba Network to view purchase orders, respond to electronic requests for quotes, participate in Sourcing Events, and collaborate with buyers on contract documents.

For training on how to use the Sourcing Tool to view solicitations, submit questions, develop responses, upload documents, and submit offers to the State, Vendors should go to the following site:

<http://eprocurement.nc.gov/training/vendor-training>.

### 2.3 NOTICE TO VENDORS REGARDING IFB TERMS AND CONDITIONS

It shall be the Vendor's responsibility to read the Instructions to Vendors, the North Carolina General Terms and Conditions, all relevant exhibits and attachments, and any other components made a part of this IFB and comply with all requirements and specifications herein. Vendors are also responsible for obtaining and complying with all Addenda and other changes that may be issued in connection with this IFB.

If Vendors have questions, issues, or exceptions regarding any term, condition, or other component of this IFB, those must be submitted as questions in accordance with the instructions in the BID QUESTIONS Section. If the State determines that any changes will be made as a result of the questions asked, then such decisions will be communicated in the form of an IFB addendum. The State may also elect to leave open the possibility for later negotiation and amendment of specific provisions of the Contract that have been addressed during the question-and-answer period. Other than through this Q and A process or negotiation under 01 NCAC 05B.0503, the State rejects and will not be required to evaluate or consider any additional or modified terms and conditions submitted with Vendor's bid or otherwise. This applies to any language appearing in or attached to the document as part of the Vendor's bid that purports to vary any terms and conditions or Vendors' instructions herein or to render the bid non-binding or subject to further negotiation. Vendor's bid shall constitute a firm offer that shall be held open for the period required herein ("Validity Period" above).

**By execution and delivery of this IFB Response, the Vendor agrees that any additional or modified terms and conditions, whether submitted purposely or inadvertently, shall have no force or effect, and will be disregarded. Noncompliance with, or any attempt to alter or delete, this paragraph shall constitute sufficient grounds to reject**

Vendor's bid as nonresponsive. The State may exercise its discretion to consider Vendor proposed modifications.

### 2.4 IFB SCHEDULE

The table below shows the *intended* schedule for this IFB. The State will make every effort to adhere to this schedule.

Event	Responsibility	Date and Time
Issue IFB	State	November 15, 2022
Submit Written Questions	Vendor	November 28, 2022, at 10:00 AM ET
Provide Response to Questions	State	December 2, 2022
Submit Bids	Vendor	December 8, at 2:00 PM ET

**No public bid opening will be held due to only electronic responses accepted. To access the bid opening please follow the Microsoft Teams link below:  
Join on your computer or mobile app  
[Click here to join the meeting](#)**

### 2.5 BID QUESTIONS

Upon review of the IFB documents, Vendors may have questions to clarify or interpret the IFB in order to submit the best bid possible. To accommodate the Bid Questions process, Vendors shall submit any such questions by the "Submit Written Questions" date and time provided in the IFB SCHEDULE Section above, unless modified by Addendum.

Questions related to the content of the solicitation, or the procurement process should be directed to the person on the title page of this document via the Sourcing Tool's message board by the date and time specified in the IFB SCHEDULE Section of this IFB. Vendors will enter "DPC-460494702-CB – Questions" as the subject of the message. Question submittals should include a reference to the applicable IFB section. This is the only manner in which questions will be received.

Questions or issues related to using the Sourcing Tool itself can be directed to the North Carolina eProcurement Help Desk at 888-211-7440, Option 2. Help Desk representatives are available Monday through Friday from 7:30 AM ET to 5:00 PM ET.

Questions received prior to the submission deadline date, the State's response, and any additional terms deemed necessary by the State will be posted in the Sourcing Tool in the form of an addendum and shall become an Addendum to this IFB. No information, instruction or advice provided orally or informally by any State personnel, whether made in response to a question or otherwise in connection with this IFB, shall be considered authoritative or binding. Vendors shall rely *only* on written material contained in the IFB and an addendum to this IFB.

### 2.6 BID SUBMITTAL

**IMPORTANT NOTE: This is an absolute requirement.** Vendor shall bear the risk of late submission due to unintended or unanticipated delay. It is the Vendor's sole responsibility to ensure its bid has been received as described in this IFB by the specified time and date of opening. Failure to submit a bid in strict accordance with instructions provided shall constitute sufficient cause to reject a Vendor's bids(s). Solicitation responses are subject to Sealed Bidding requirements.

Vendor's bids for this procurement must be submitted through the Sourcing Tool. For training on how to use the Sourcing Tool to view solicitations, submit questions, develop responses, upload documents, and submit offers to the State, Vendors should go to the following site: <https://eprocurement.nc.gov/training/vendor-training>

Questions or issues related to using the Sourcing Tool itself can be directed to the North Carolina eProcurement Help Desk at 888-211-7440, Option 2. Help Desk representatives are available Monday through Friday from 7:30 AM EST to 5:00 PM EST.

### Tips for Using the Sourcing Tool

1. Vendors should review available training and confirm that they are able to access the Sourcing Event, enter responses, and upload files well in advance of the date and time response are due to allow sufficient time to seek assistance from the North Carolina eProcurement Help Desk.
2. Vendors may submit their responses early to make sure there are no issues, and then submit a revised response any time prior to the response due date and time. The State will only review the most recent response.
3. Vendors should respond to all relevant sections of the Sourcing Event. Certain questions or items are required in order to submit a response and are denoted with an asterisk. The Sourcing Tool will not allow a response to be submitted unless all required items are completed. The Sourcing Tool will provide error messages to help identify any required information that is missing when response is submitted.
4. Simply saving your response in the Sourcing Tool is not the same as submitting your response to the State. Vendors should make sure they complete the submission process and receive a message that their response was successfully submitted.

## **2.7 BID CONTENTS**

Vendors shall provide responses to all questions and complete all attachments for this IFB that require the Vendor to provide information and upload them to the Sourcing Event in the Sourcing Tool. Vendor may not be able to submit its response in the Sourcing Tool unless all required items are addressed. Vendors shall provide authorized signatures where requested. Failure to provide all required items, or Vendor's submission of incomplete items, may result in the State rejecting Vendor's bid, in the State's sole discretion.

Vendors shall upload the following items and attachments in the Sourcing Tool:

- a) Completed and signed version of all EXECUTION PAGES, along with the body of the IFB.
- b) Signed receipt pages of any addenda released in conjunction with this IFB, if required to be returned.
- c) Vendor's Response.
- d) Completed version of ATTACHMENT A: PRICING SUBMITTAL WORKBOOK
- e) Completed and signed version of ATTACHMENT D: HUB SUPPLEMENTAL VENDOR INFORMATION
- f) Completed and signed version of ATTACHMENT E: CUSTOMER REFERENCE FORM
- g) Completed and signed version of ATTACHMENT F: LOCATION OF WORKERS UTILIZED BY VENDOR
- h) Completed and signed version of ATTACHMENT G: CERTIFICATION OF FINANCIAL CONDITION
- i) Completed and signed version of ATTACHMENT H: ACKNOWLEDGMENT OF COVID-19 VACCINATION AND TESTING POLICY
- j) Completed and signed version of CERTIFICATION FOR CONTRACTS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS and OMB STANDARD FORM LLL

## **2.8 ALTERNATE BIDS**

Unless provided otherwise in this IFB, Vendor may submit alternate bids for comparable Goods, various methods or levels of Service(s), or that propose different options. Alternate bid must specifically identify the IFB requirements and advantage(s) addressed by the alternate bid. Each bid must be for a specific set of Goods and Services and must include specific pricing. If a Vendor chooses to respond with various offerings, Vendor shall follow the specific instructions for uploading Alternate Bids in the Sourcing Tool.

## **2.9 DEFINITIONS, ACRONYMS, AND ABBREVIATIONS**

Relevant definitions for this IFB are provided in 01 NCAC 05A .0112 and in the Instructions to Vendors found in the Sourcing Tool, which are incorporated herein by this reference.

### **3.0 METHOD OF AWARD AND BID EVALUATION PROCESS**

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#### **3.1 METHOD OF AWARD**

All qualified bids will be evaluated, and award or awards made as deemed advantageous or necessary to provide the estimated requirements as to breadth of lines, highest % discount offered off MSRP List, quantity, quality, delivery, service, and/or geographical coverage. It is the State's intent to have multiple manufacturers represented in each category. In the event that two, or more Vendors offer the same manufacturer's product(s), it is the intent of the state to make an award to the Vendor with the most complete offering, and highest % discount offered off MSRP List for a particular manufacturer's product(s). **Products offered must currently be available on the manufacturer's most recently published MSRP. Submission of price schedules developed specifically for this Bid WILL result in disqualification from award consideration.**

However, the State reserves the right to award categories separately if it is in the State's best interest. State reserves the right to reject any bid on the basis of function, compatibility with specified requirements as well as cost, make separate awards to different Vendors for one or more categories, to not award one or more categories or to cancel this IFB in its entirety without awarding a Contract, if it is considered to be most advantageous to the State to do so.

The status of a Vendor's e-Procurement Services account(s) that is in arrears by 91 days or more at the time of bid opening shall be considered a relevant factor in determining whether to award a Contract under this IFB.

The State reserves the right to waive any minor informality or technicality in bids received.

#### **3.2 CONFIDENTIALITY AND PROHIBITED COMMUNICATIONS DURING EVALUATION**

While this IFB is under evaluation, the responding Vendor, including any subcontractors and suppliers, is prohibited from engaging in conversations intended to influence the outcome of the evaluation. See the Paragraph of the Instructions to Vendors entitled Confidential Information.

#### **3.3 BID EVALUATION PROCESS**

Only responsive submissions will be evaluated.

**The State will conduct an evaluation of responsive Bids, as follows:**

Bids will be received according to the method stated in the Bid Submittal section above.

All bids must be received by the issuing agency not later than the date and time specified in the IFB SCHEDULE Section above, unless modified by Addendum. Vendors are cautioned that this is a request for offers, not an offer or request to contract, and the State reserves the unqualified right to reject any and all offers at any time if such rejection is deemed to be in the best interest of the State.

At the date and time provided in the IFB SCHEDULE Section above, unless modified by Addendum, the bids from each responding Vendor will be opened publicly and the name of the Vendor and total cost offered may be announced. Interested parties are cautioned that these costs and their components are subject to further evaluation for completeness and correctness and therefore may not be an exact indicator of a Vendor's pricing position.

If negotiation is anticipated under 01 NCAC 05B.0503, pricing may not be public until award.

At their option, the evaluators may request oral presentations or discussions with any or all Vendors for clarification or to amplify the materials presented in any part of the bid. Vendors are cautioned, however, that the evaluators are not required to request presentations or other clarification—and often do not. Therefore, all bids should be complete and reflect the most favorable terms available from the Vendor. Prices bid cannot be altered or modified as part of a clarification.

Bids will generally be evaluated, based on completeness, content, cost and responsibility of the Vendor to supply the requested Goods and Services. Specific evaluation criteria are listed in Section 3.1 METHOD OF AWARD.



Upon completion of the evaluation process, the State will make Award(s) based on the evaluation and post the award(s) under the IFB number for this solicitation. Award of a Contract to one Vendor does not mean that the other bids lacked merit, but that, all factors considered, the selected bid was deemed most advantageous and represented the best value to the State.

The State reserves the right to negotiate with one or more Vendors, or to reject all original offers and negotiate with one or more sources of supply that may be capable of satisfying the requirement, and in either case to require Vendor to submit a Best and Final Offer (BAFO) based on discussions and negotiations with the State.

### **3.4 PERFORMANCE OUTSIDE THE UNITED STATES**

Vendor shall complete ATTACHMENT F: LOCATION OF WORKERS UTILIZED BY VENDOR. In addition to any other evaluation criteria identified in this IFB, the State may also consider, for purposes of evaluating proposed or actual contract performance outside of the United States, how that performance may affect the following factors to ensure that any award will be in the best interest of the State:

- a) Total cost to the State
- b) Level of quality provided by the Vendor
- c) Process and performance capability across multiple jurisdictions
- d) Protection of the State's information and intellectual property
- e) Availability of pertinent skills
- f) Ability to understand the State's business requirements and internal operational culture
- g) Particular risk factors such as the security of the State's information technology
- h) Relations with citizens and employees
- i) Contract enforcement jurisdictional issues

### **3.5 INTERPRETATION OF TERMS AND PHRASES**

This IFB serves two functions: (1) to advise potential Vendors of the parameters of the solution being sought by the State; and (2) to provide (together with other specified documents) the terms of the Contract resulting from this procurement. The use of phrases such as "shall," "must," and "requirements" are intended to create enforceable contract conditions. In determining whether bids should be evaluated or rejected, the State will take into consideration the degree to which Vendors have proposed or failed to propose solutions that will satisfy the State's needs as described in the IFB. Except as specifically stated in the IFB, no one requirement shall automatically disqualify a Vendor from consideration. However, failure to comply with any single requirement may result in the State exercising its discretion to reject a bid in its entirety.

### **4.0 REQUIREMENTS**

This Section lists the requirements related to this IFB. By submitting a bid, the Vendor agrees to meet all stated requirements in this Section as well as any other specifications, requirements, and terms and conditions stated in this IFB. If a Vendor is unclear about a requirement or specification, or believes a change to a requirement would allow for the State to receive a better bid, the Vendor is urged to submit these items in the form of a question during the question and answer period in accordance with the Bid Questions Section above.

#### **4.1 PRICING**

Bid price shall constitute the total cost to the State for complete performance in accordance with the requirements and specifications herein, including all applicable charges for handling, transportation, administrative and other similar fees. Complete ATTACHMENT A: PRICING SUBMITTAL WORKBOOK and upload in the Sourcing Tool. The pricing provided in ATTACHMENT A, or resulting from any negotiations, is incorporated herein and shall become part of any resulting Contract.

## 4.2 PRODUCT IDENTIFICATION

### BRAND SPECIFIC

Manufacturer(s) name below and product descriptions used in this solicitation are product specific. The items offered in response to this solicitation shall be the manufacturer and type specified. These specific products are needed due to compatibility and continuity of support. Failure to comply with this requirement shall be a sufficient basis from disqualifying a bid from further consideration.

- |   |  |
|---|--|
| <ol style="list-style-type: none"> <li>1. AEMC TQ</li> <li>2. AES Leader</li> <li>3. Amatrol Marcraft</li> <li>4. American Reliance Nida</li> <li>5. B&amp;K Precision OWI</li> <li>6. DeLorenzo</li> <li>7. D&amp;M Pace</li> <li>8. E&amp;L Instruments Science Instruments</li> <li>9. Elenco Sencore</li> <li>10. Energy Concepts Simpson</li> <li>11. Eshed Robotics Sperry</li> <li>12. SMC Tech Resources</li> <li>13. Extec Tektronix</li> <li>14. Electronicx Express</li> </ol> | <ol style="list-style-type: none"> <li>15. Feedback FAUN Robotics</li> <li>16. Fluke TII Robotics</li> <li>17. FanucRobotics</li> <li>18. Global Triplett</li> <li>19. Goldsatar Microbot - Questeck</li> <li>20. Hampden Engineering Wavetek</li> <li>21. Heath Kit Rixan Flexmation</li> <li>22. Hitachi Sun</li> <li>23. ITE/Degem Vector Vid</li> <li>24. Kenwood</li> <li>25. Lab Volt/Festo</li> <li>26. L.J. Digiac Motor Controls International</li> <li>27. Miller-AUGumented Welding Simulator</li> <li>28. Rigol</li> </ol> |
|---|--|

## 4.3 TRANSPORTATION AND IDENTIFICATION

The Vendor shall deliver Free-On-Board (FOB) Destination to any requested location within the State of North Carolina with all transportation costs and fees included in the total bid price.

When an order is placed using a purchase order, the purchase order number shall be shown on all packages and shipping manifests to ensure proper identification and payment of invoices. If an order is placed without using a purchase order, such as via phone, the Buyer's name shall be show on all packages. A complete packing list shall accompany each shipment. Vendors shall not ship any products until they have received an order.

### 4.4 INVOICES

Vendor shall invoice the Purchasing Agency. The standard format for invoicing shall be Single Invoices meaning that the Vendor shall provide the Purchasing Agency with an invoice for each order. Invoices shall include detailed information to allow Purchasing Agency to verify pricing at point of receipt matches the correct price from the original date of order. The following fields shall be included on all invoices, as relevant:

Vendor's Billing Address, Customer Account Number, NC Contract Number, Order Date, Buyer's Order Number, Manufacturer Part Numbers, Vendor Part Numbers, Item Descriptions, Price, Quantity, and Unit of Measure.

***INVOICES MAY NOT BE PAID UNTIL AN INSPECTION HAS OCCURRED AND THE GOODS OR SERVICES ACCEPTED.***

### 4.5 DELIVERY AND INSTALLATION

The Vendor shall deliver Free-On-Board (FOB) Destination to any requested location within the State of North Carolina and all 58 Community Colleges, listed within the issued Purchase Order, with all transportation costs included in the total bid price.

Vendor should complete delivery/installation within sixty (20) consecutive calendar days after receipt of purchase order.

For completion by Vendor: Delivery will be made from SPARTANBURG, SC

(city, state) within 90-120 consecutive calendar days after receipt of purchase order. Promptness of delivery may be used as a factor in the award criteria.

Successful Vendor(s) shall complete delivery as indicated on ATTACHMENT A-PRICING SUBMITTAL WORKBOOK. All orders shall be delivered to the location specified by the Buyer in the Purchase Order. The specified location may include a loading dock or area inside a building. Awarded Vendor shall notify Buyer at least two (2) business days in advance of a delivery to allow for the availability of agency personnel to receive the product(s) if agency so requires on its purchase order.

Vendor shall furnish all necessary transportation, materials, and supplies as may be required to deliver, install and set-in place ready for owner's use. The

Bid Number: 50-NCCCS-2223002

Vendor: SOUTHERN EDUCATIONAL SYSTEMS

successful Vendor(s) shall notify the Buyer when one or more items in an order cannot be delivered within the time specified. After notification to the Buyer of a fulfillment delay of one or more items in a shipment, the Buyer may cancel undelivered items within an order, or an order in its entirety, without penalty or charge, providing the cancellation occurs before the delayed item or order has shipped.

Installation of items requiring custom or complex fitting or assembly efforts due to the nature of the item may be billed under the following conditions: the amount of the installation charge is identified in Vendor's catalogue in conjunction with the relevant item, the Buyer is provided an option to affirmatively accept or decline installation services at the time of ordering, and any approved charge is listed as a separate line item on the purchase order and invoice.

Acceptance and approval of charges for installation of such items shall be at the sole discretion of the Buyer. Any resulting damages to the item or to other State property during the installation by the Vendor shall be repaired at the Vendor's sole expense. General set-up activities needed to make an item ready for use shall not be considered installation and shall be included in the contract price. Upon completion of the installation, the Vendor shall remove and properly dispose of all waste and debris from the installation site. The Vendor shall be responsible for leaving the installation area clean and ready to use.

#### 4.6 AUTHORIZED RESELLER

The Vendor shall be authorized by the manufacturer to distribute or resell the products and/or maintenance offered in this IFB. The Vendor shall provide a signed statement from the manufacturer confirming authorization with its bid response. Failure to provide this statement shall constitute sufficient grounds for rejection of Vendor's offer, at the discretion of the State.

Vendor is the:  Manufacturer  Dealer

Authorized:  Yes  No Attached  
Manufacturer's Authority:  Yes  No

#### 4.7 WARRANTY

Vendor warrants that all equipment furnished under this IFB will be newly manufactured, of good material and workmanship. The warranty will apply from date equipment is put into operation for a minimum period of twelve (12) months or the length of the manufacturer's warranty, whichever is longer. Such warranty shall cover the cost of all defective parts replacement, labor, freight, and technicians' travel at no additional cost to the State, or as specified by the Purchasing Agency herein. To the

extent not superseded by the terms of this paragraph, manufacturer's warranty terms shall apply. Vendor's warranty shall be at least the level of coverage provided for its comparable customers.

The report of a problem does not presuppose that every call must result in an "on-site" visit for service/repair. The Vendor and/or service sub-contractor shall utilize best efforts to resolve problems in a timely fashion by using acceptable servicing methods to include, but not limited to, verbal problem analysis and remote diagnosis. The warranty requirement does not impose any additional duty on the State to make other than normal and good faith problem resolution efforts or expenditures of time. Vendor shall be responsible for compliance with warranty terms by any third-party service provider. Vendor shall provide contact information for warranty service provider, below.

Vendor is authorized by manufacturer to repair equipment offered during the warranty period?  YES  
 NO

Will the Vendor provide warranty service?  YES  
 NO, a manufacturer-authorized third party will perform

warranty service.

Contact information for warranty service provider:

Company Name:  
SOUTHERN EDUCATIONAL SYSTEMS

Company Address:  
PO BOX 170339 SPARTANBURG, SC 29301

Contact Person (name): JASON WELLS

Reseller  Distributor  
Contact Person (phone number):  
864-237-3740

Contact Person (email):  
JWELLS@SESLABS.COM

#### 4.8 MAINTENANCE OPTION

Following expiration of the above warranty, Vendor, or its third-party service provider, shall maintain the system specifications and performance level in accordance with the manufacturer's published specifications and those of this IFB. Maintenance shall include all parts, remedial maintenance labor, travel and living expenses incurred. Except as specifically provided for elsewhere herein,

coverage shall be at least for 8:00 am to 5:00 pm, Monday through Friday, except State recognized holidays and shall include a minimum of two (2) preventive and safety maintenance inspections per year. The State shall have the option to accept the maintenance coverage in this paragraph at the price offered in ATTACHMENT A: PRICING SUBMITTAL WORKBOOK of this IFB, if applicable.

#### 4.9 DESCRIPTIVE LITERATURE

Each bid shall be accompanied by complete descriptive literature, specifications, certifications, and all other pertinent data necessary for thorough evaluation of the item(s) offered and sufficient to determine compliance of the item(s) with the specifications. Failure to include such information to shall be a sufficient basis for rejection of the bid.

#### 4.10 FINANCIAL STABILITY

As a condition of contract award, the Vendor must certify that it has the financial capacity to perform and to continue to perform its obligations under the Contract; that Vendor has no constructive or actual knowledge of an actual or potential legal proceeding being brought against Vendor that could materially adversely affect performance of this Contract; and that entering into this Contract is not prohibited by any contract, or order by any court of competent jurisdiction.

Each Vendor shall certify it is financially stable by completing ATTACHMENT G: CERTIFICATION OF FINANCIAL CONDITION. The State is requiring this certification to minimize potential issues from contracting with a Vendor that is financially unstable. From the date of the Certification to the expiration of the Contract, the Vendor shall notify the State within thirty (30) days of any occurrence or condition that materially alters the truth of any statement made in this Certification. The Contract Manager may require annual recertification of the Vendor's financial stability.

#### 4.11 HUB PARTICIPATION

Pursuant to North Carolina General Statute G.S. 143-48, it is State policy to encourage and promote the use of small, minority, physically handicapped, and women contractors in purchasing Goods and Services. As such, this IFB will serve to identify those Vendors that are minority owned or have a strategic plan to support the State's Historically Underutilized Business program by meeting or exceeding the goal of 10% utilization of diverse firms as 1st or 2nd tier subcontractors. Vendor

shall complete ATTACHMENT D: HUB SUPPLEMENTAL VENDOR INFORMATION.

#### 4.12 REFERENCES

Vendor shall upload to the Sourcing Tool at least three (3) references, using ATTACHMENT E: CUSTOMER REFERENCE FORM, for which it has provided Services of similar size and scope to those proposed herein. The State Shall contact these users to determine whether the Services provided are substantially similar in scope to those proposed herein and whether Vendor's performance has been satisfactory. The information obtained shall be considered in the evaluation of the Bid.

#### 4.13 PERSONNEL

Vendor warrants those qualified personnel shall provide Services under this Contract in a professional manner. "Professional manner" means that the personnel performing the Services will possess the skill and competence consistent with the prevailing business standards in the industry. Vendor will serve as the prime contractor under this Contract and shall be responsible for the performance and payment of all subcontractor(s) that may be approved by the State. Names of any third-party Vendors or subcontractors of Vendor may appear for purposes of convenience in Contract documents; and shall not limit Vendor's obligations hereunder. Vendor will retain executive representation for functional and technical expertise as needed in order to incorporate any work by third party subcontractor(s).

Should the Vendor's bid result in an award, the Vendor shall be required to agree that it will not substitute key personnel assigned to the performance of the Contract without prior written approval by the Contract Lead. Vendor shall further agree that it will notify the Contract Lead of any desired substitution, including the name(s) and references of Vendor's recommended substitute personnel. The State will approve or disapprove the requested substitution in a timely manner. The State may, in its sole discretion, terminate the Services of any person providing Services under this Contract. Upon such termination, the State may request acceptable substitute personnel or terminate the contract Services provided by such personnel.

#### 4.14 VENDOR'S REPRESENTATIONS

If Vendor's bid results in an award, Vendor agrees that it will not enter any agreement with a third party that may abridge any rights of the State under the Contract. If any Services, deliverables, functions, or responsibilities not specifically described in this solicitation are required

for Vendor's proper performance, provision and delivery of the Service and deliverables under a resulting Contract, or are an inherent part of or necessary sub-task included within such Service, they will be deemed to be implied by and included within the scope of the Contract to the same extent and in the same manner as if specifically described in the Contract. Unless

otherwise expressly provided herein, Vendor will furnish all of its own necessary management, supervision, labor, facilities, furniture, computer and telecommunications equipment, software, supplies and materials necessary for the Vendor to provide and deliver the Services and/or other Deliverables.

## 5.1 CERTIFICATION AND SAFETY LABELS

Any manufactured items and/or fabricated assemblies provided hereunder that are subject to operation under pressure, operation by connection to an electric source, or operation involving a connection to a manufactured, natural, or LP gas source shall be constructed and approved in a manner acceptable to the appropriate inspector which customarily requires the label or re-examination listing or identification marking of the appropriate safety standard organization *acceptable to govern inspection where the item is to be located*, such as the American Society of Mechanical Engineers for pressure vessels; the Underwriters Laboratories and /or National Electrical Manufacturers' Association for electrically operated assemblies; or the American Gas Association for gas operated assemblies, where such approvals of listings have been established for the type of device offered and furnished. Further, all items furnished shall meet all requirements of the Occupational Safety and Health Act (OSHA), and state and federal requirements relating to clean air and water pollution.

## 5.2 INFORMATION TECHNOLOGY APPROVALS

The North Carolina Department of Information Technology (NCDIT) has certain standards for information technology equipment, especially if it interfaces with the State network. Approval by NCDIT is required before award of a contract to the extent these standards apply to this procurement. Agencies and Vendors are urged to determine the applicability of these NCDIT standards and to seek approval from NCDIT as necessary.

## 5.3 DEVIATIONS

The nature of all deviations from the Specifications listed herein shall be clearly described by the Vendor. Otherwise, it will be considered that items offered by the Vendor are in strict compliance with the Specifications provided herein, and the successful Vendor shall be required to supply conforming goods and/or services. Deviations shall be explained in detail below or on an attached sheet. However, no implication is made or intended by the State that any deviation will be acceptable. Do not list objections to the North Carolina General Terms and Conditions in this section.

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## **6.0 CONTRACT ADMINISTRATION**

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All Contract Administration requirements are conditioned on an award resulting from this solicitation. This information is provided for the Vendor's planning purposes.

### **1.2 CONTRACT MANAGER AND CUSTOMER SERVICE**

The Vendor shall be required to designate and make available to the State a contract manager. The contract manager shall be the State's point of contact for Contract related issues and issues concerning performance, progress review, scheduling, and service.

### **1.3 POST AWARD PROJECT REVIEW MEETINGS**

The Vendor, at the request of the State, shall be required to meet periodically with the State for Project Review meetings. The purpose of these meetings will be to review project progress reports, discuss Vendor and State performance, address outstanding issues, review problem resolution, provide direction, evaluate continuous improvement and cost saving ideas, and discuss any other pertinent topics.

### **1.4 CONTINUOUS IMPROVEMENT**

The State encourages the Vendor to identify opportunities to reduce the total cost the State. A continuous improvement effort consists of various ways to enhance business efficiencies as performance progresses.

### **1.5 PERIODIC STATUS REPORTS**

The Vendor shall be required to provide Contract Usage Management Reports to the designated Contract Lead on an annual basis. This report shall include, at a minimum, information concerning items purchased, manufacturer product description, purchased quantities, List Price, price paid, manufacturer name, unit of measure, any additional delivery charges such as specialty packaging or overnight delivery, ordering entity, delivery location, order date, and shipment date for consumables and delivery date for non-routine consumables and submitted to the Contract Specialist. Vendor shall include all issues identified by the Vendor related to Vendor performance or to the State's usage of the Contract. These reports shall be well organized and easy to read. The Vendor shall submit these reports electronically using Microsoft Excel and, as needed, either Microsoft PowerPoint or Microsoft Word. The Vendor shall submit the reports in a timely manner and on a regular schedule as agreed by the parties.

### **1.6 ACCEPTANCE OF WORK**

Performance of the work and/or delivery of Goods shall be conducted and completed at least in accordance with the Contract requirements and recognized and customarily accepted industry practices. Performance shall be considered complete when the Services or Goods are approved as acceptable by the Contract Administrator.

Acceptance of Vendor's work product shall be based on the following criteria:

The State shall have the obligation to notify Vendor, in writing ten (10) calendar days following completion of such work or delivery of a deliverable described in the Contract that it is not acceptable. The notice shall specify in reasonable detail the reason(s) it is unacceptable. Acceptance by the State shall not be unreasonably withheld; but may be conditioned or delayed as required for reasonable review, evaluation, installation, or testing, as applicable to the work or deliverable. Final acceptance is expressly conditioned upon completion of all applicable assessment procedures. Should the work or deliverables fail to meet any specifications, acceptance criteria or otherwise fail to conform to the Contract, the State may exercise any and all rights hereunder, including, for Goods deliverables, such rights provided by the Uniform Commercial Code, as adopted in North Carolina.

## **1.7 DISPUTE RESOLUTION**

During the performance of the Contract, the parties agree that it is in their mutual interest to resolve disputes informally. Any claims by the Vendor shall be submitted in writing to the State's Contract Manager for resolution. Any claims by the State shall be submitted in writing to the Vendor's Project Manager for resolution. The Parties shall agree to negotiate in good faith and use all reasonable efforts to resolve such dispute(s).

During the time the Parties are attempting to resolve any dispute, each shall proceed diligently to perform their respective duties and responsibilities under this Contract. The Parties will agree on a reasonable amount of time to resolve a dispute. If a dispute cannot be resolved between the Parties within the agreed upon period, either Party may elect to exercise any other remedies available under the Contract, or at law. This provision, when agreed in the Contract, shall not constitute an agreement by either party to mediate or arbitrate any dispute.

## **1.8 CONTRACT CHANGES**

Contract changes, if any, over the life of the Contract shall be implemented by contract amendments agreed to in writing by the State and Vendor.

## **1.9 POST AWARD PRODUCT SUBSTITUTIONS, ADDITIONS & REMOVALS**

Post award product substitutions are not permitted without prior written approval from the Contract Specialist. Proposed substitutions shall be at the same or higher quality and at the same or lower price as the original item. Failure of the Vendor to comply with this requirement shall constitute sufficient cause to hold the Vendor in default or for removal from the contract.

The items included in this IFB are expected to cover the State's needs for the term of the contract. In the case that the State's needs change over the term of the contract, the State reserves the right to add additional products to the contract that can be supplied by the awarded Vendor. The price for these added products will be mutually agreed to by the State and the Vendor but are assumed to be priced at a discount similar to what is being offered on the products listed in the IFB.

## **1.10 PRICE ADJUSTMENTS**

**Prices proposed by the Vendor shall be firm for the first (1) year of the contract.**

Price increase requests shall be submitted in writing to the Contract Lead. Such requests shall include the reason(s) for the request and contain supporting documentation of the need based off the product/equipment documentation from the manufacturer. Price increases will be negotiated and agreed to by both the State and Vendor in advance of any price increase going into effect. The State is not obligated to accept pricing adjustments or increases and reserves the right to accept or reject them in part or in whole. Price de-escalation or decreases may be requested by the State at any time.

It is understood and agreed that orders will be invoiced at the Contract pricing in effect on the date an order is placed. Invoicing that fails to comport with this provision will subject the Contract to cancellation.

## **1.11 ATTACHMENTS**

All attachments to this IFB are incorporated herein and shall be submitted by responding in the Sourcing Tool. These attachments can be found at the following Vendor Forms link for reference purposes only:

<https://ncadmin.nc.gov/documents/vendor-forms>

**The remainder of this page is intentionally left blank**

**Bid Number: 50-NCCCS-2223002**

**Vendor: SOUTHERN EDUCATIONAL SYSTEMS**





2-7-2022

Lacey Jones  
Southern Educational Systems  
380 Winngo Heights, Suite 3C  
Spartanburg, SC 29303  
Phone: 1-864-596-8921  
Email: ljones@seslabs.com

ABB Reference:  
Customer Reference:

Dear Lacey Jones,

Thank you for contacting ABB for your robotic automation needs. We are pleased to have the opportunity to provide you with this proposal regarding the purchase of ABB robotic equipment.

With more than 400,000 robots installed in over 53 countries including more than 50,000 robots operating in North America, ABB is the largest automation system provider to the automotive and manufacturing industries.

ABB provides support involving a wide variety of industrial applications that spans the life cycle of your automation equipment. Services including installation and programming, 24-hour technical support, remote diagnostics, service agreements, spare parts repair and inventory management solutions, training, productivity improvements, reconditioning, and system upgrades and modifications.

Thank you for your interest in ABB's products and services. ABB wants you to know that your business is very important to us and we have made every effort to ensure that this offer is complete and accurate.

Please review this information and feel free to contact us if you have any questions or comments.

Sincerely,

Patrick Crutchfield

Account Manager  
248-467-4695  
patrick.crutchfield@us.abb.com

*E.G.L*

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ENCLOSURES: - ABB Terms and conditions. Form ABBGTC073101.



# AFINIA 3D

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8150 Mallory Court, PO Box 846  
Chanhassen, MN 55317  
p 888.215.3966 f 952.556.1620  
sales@afinia.com www.afinia.com

January 6, 2021

**RE: AFINIA 3D Prototyping Systems**

To Educational Institution(s) and Appropriate Personnel:

Thank you for your interest Afinia 3D Prototyping Products. We believe that our solutions offer the greatest value for schools wanting to implement low-cost, reliable and sustainable 3D printing for their students and educational programs.

Because we recognize your need for high quality, local sales and technical support on your purchases, we have established a channel of Authorized Educational Resellers. The only Afinia Authorized Educational Reseller that covers North Carolina is Southern Educational Systems. They are the authorized educational representative for sales and service for Afinia 3D in North Carolina.

Please contact Southern Educational Systems for product information and quotations prepared according to our Educational Price Book. Additionally, only our authorized educational resellers can offer any educational discounts on our products.

Again, I thank you for your interest in our products.

Sincerely,

John Westrum  
Vice President  
AFINIA – a division of Microboards Technology, LLC



**Famic Technologies Inc.**

9999 Cavendish Blvd.  
Suite 350  
Saint-Laurent, QC  
Canada H4M 2X5

Tuesday, November 22, 2022

Attn: To whom it may concern

**Subject:** Letter confirming distribution agreement for Automation Studio™ Educational Edition

Famic Technologies Inc. is the sole maker, manufacturer, owner of *Automation Studio™* for circuit design and training. It is the only software that enables the creation and simulation of Hydraulic, Pneumatic, Electrical, PLCs and Digital Electronics, one by one or all integrated. Famic Technologies is the sole supplier of Automation Studio for Canada and U.S.A. except for the state of North Carolina where Southern Educational System is our only local distributor until further notice.

**Southern Educational Systems, Inc.**  
**Corporate Office**  
**380 Wingo Heights, Suite 3C**  
**Spartanburg, SC, 29303**

If you have any other questions pertaining to this request, do not hesitate to contact me.

Sincerely,

**Christian Proteau**  
Technical Sales Representative – Educational Division  
Famic Technologies Inc.  
9999 Cavendish - Suite 350  
St.Laurent, Quebec, CAN, H4M 2X5  
514.748.8050 Ext: 233  
[cproteau@famictch.com](mailto:cproteau@famictch.com)  
[www.famictch.com](http://www.famictch.com)

State of North Carolina  
North Carolina Community College System



EMCO Corporation  
46850 Magellan Drive  
Novi, MI 48377  
USA

Tel +1-248-893-2700 ext. 120  
<http://www.emco-world.com>  
E-Mail:  
[Markus.Puntigam@emco-usa.com](mailto:Markus.Puntigam@emco-usa.com)

Novi, MI – November, 21, 2022

**RE: Sole Source Letter**

Dear Sir or Madam,

We, the EMCO Corporation with its address at 46850 Magellan Drive, Novi, MI 48375, USA, certify hereby the following:

- 1) EMCO offers a worldwide unique system for interchangeable CNC controls. EMCO customers can interchange CNC controls like Siemens, Fanuc, Heidenhain, etc. on just one machine unit and retrofit further controls in the future.
- 2) The EMCO Campus is a unique and interactive online e-learning curriculum for the metal working industry, suitable for any student. No prior knowledge is required.
- 3) **Southern Educational Systems (SES)** is EMCOs sole source partner to offer equipment to the State of North Carolina.

Best regards,

EMCO Corporation

A handwritten signature in blue ink, appearing to read 'Markus Puntigam', is written over a blue horizontal line.

Markus Puntigam  
EMCO – Head of Sales

Offenlegung nach §14 HGB

Rechtsform: Gesellschaft m.b.H.  
Sitz: Hallein  
Firmenbuchnummer: FN 46561 y  
Firmenbuchgericht: Landesgericht  
Salzburg  
DVR: 0090077

November 30, 2022

**RESELLER CONFIRMATION LETTER**

Dear Sir or Madam,

National Robots Inc (DBA EZ-Robot) is a manufacturer of high-quality robotics products that are trusted by educators in 170 countries globally.

We are a Canadian company with a head office at 124, 6227 2<sup>nd</sup> Street SE, Calgary, Alberta, Canada.

We hereby confirm that Southern Educational Systems is an authorized reseller of EZ-Robot products and curriculum in North Carolina.

We further confirm that we will support warranty claims, for any EZ-Robot products purchased through Southern Educational Systems.

Please feel free to contact me directly if you have any questions. My email address is [Dennis@ez-robot.com](mailto:Dennis@ez-robot.com)

Yours faithfully,



National Robots Inc. (dba EZ-Robot)

Dennis Kambeitz

CEO





To: North Carolina Community College System

Date: 11/22/2022

Attn: Charmane Bess, Associate Director

Invitation for Bid #: 50-2223002

Teaching Equipment and Electricity/Electronics Courses

**RE: SOLE SOURCE LETTER FOR ICONNECT® TRAINING UNITS**

Good Day, Ms. Bess:

Please be advised that Southern Educational Systems is our distributor for North Park Innovations Group vocational training units within the state of North Carolina.

The iManifold® platform, a powerful digital system analyzer kit included with these vocational training units, is patented, proprietary technology also manufactured exclusively by North Park Innovations Group Inc.

This letter confirms that Southern Educational Systems is the sole source for your iConnect Training equipment and included materials. You may contact them directly:

Southern Educational Systems  
380 Wingo Heights #3, PO Box 170339  
Spartanburg, SC 29301  
800-772-7379

We look forward to working with them to supply you with our state-of-the-art training units for your school.

Best regards,

A handwritten signature in blue ink that reads "Lori Northrup".

Lori Northrup, Chairman

Lori@npinnovations.com

716-474-7580

*All sole source letters are valid for 90 days. Please contact us if you need an extension.*



INNOTEK, LLC  
145 Hawthorn Lane, Ocilla, GA 31774  
Phone 229-325-5773

November 21, 2022

State of North Carolina  
North Carolina Community College System

Thank you for considering Innotek, LLC as your source for innovative training equipment. For your records, please be advised that all equipment manufactured by Innotek, LLC is available only through our exclusive dealer network. Your sole and exclusive source for Innotek, LLC in the state of North Carolina is

Jason Wells and Scott Goodloe  
Southern Educational Systems  
380 Wingo Heights  
Suite 3C  
Spartanburg, SC 29303  
800-772-7379

Feel free to direct all inquiries directly to Southern Educational Systems

Best regards,

Chris Estes  
Innotek, LLC  
229-325-5773



**November 18, 2022**

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 North Carolina.

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

Sincerely,

DocuSigned by:  
  
5AE017AFC4EC4B2...

Pjeter Lulgjuraj  
Sales & Marketing Operations Manager  
KUKA Robotics Corporation  
[Pjeter.lulgjuraj@kuka.com](mailto:Pjeter.lulgjuraj@kuka.com)  
586-224-0023





*A New Paradigm in Manufacturing Education*

PO Box 4793, Lafayette IN 47903  
888-202-9398

22 November 2022

To Whom It May Concern,  
Southern Education Systems is an Authorized Dealer in good standing for Leading Edge Industrial, and  
thereby authorized to provide our products in the state of North Carolina.

Please feel free to contact me should you have any questions.

Thanks,

A handwritten signature in black ink, appearing to read "Larry Fultz", is written over a large, faint circular watermark or background graphic.

Larry Fultz  
Owner/Lead Designer  
Leading Edge Industrial

Nov. 21, 2022  
North Carolina Community College System

To whom it may concern,

This letter shall confirm that Southern Educational Systems is the exclusive sole distributor and service/support center for LJ Create in the state of North Carolina.

LJ Create Inc. is headquartered at 6900 Tavistock Lakes Blvd Ste 400, Orlando, FL 32827, and is the sole manufacturer of proprietary products sold and marketed under the following trade names: SciTEX, Living with STEM, Exploring STEM, Working with STEM, Scitek, Living with Science (LWS), LJ Middle School and High School Science, LJ Electronics, STEM, Autolab, LJ Engineering, and DigiAc.

LJ Create holds the copyright to all curriculum materials, workbooks, training guides and software that are sold or accompany our products.

Should you have any questions, or require further details, please do not hesitate to contact me using our toll free number 800-237-3482. Thank you for considering LJ Create as a possible source for your educational training requirements.

Sincerely,



Robyn Watson  
Operations Manager

12/5/22

State of North Carolina

IFB: 50-2223002

## SOLE SOURCE LETTER

### To whom it may concern:

Please be advised that Southern Educational Systems is the authorized reseller for all Electric/Hybrid Vehicle and UniTrain Training Systems from Lucas-Nuelle for your institution. For more than 40 years, Lucas-Nuelle has been developing and producing sophisticated high-quality training systems in our plant located in Kerpen Germany, near Cologne. Lucas-Nuelle training systems are currently deployed in more than 100 countries throughout the world and are delivered in over 30 different languages where they are used as the benchmark for quality, efficiency and innovative technology.

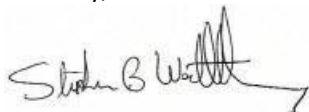
All of our products come standard with a 2 year limited hardware warranty and unlimited site license software with free lifetime updates.

Please make your purchase order to:

#### **Southern Educational Systems**

Thank you for choosing Lucas-Nuelle Technical Systems. If you have any questions or need additional information please contact me directly.

Sincerely,



Stephen Westbury  
Sales and Marketing (North-America)  
Lucas-Nuelle, Inc.  
3909 Midlands Road, Suite E  
Williamsburg, VA 23188  
USA

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Ph 804-794-2656  
Fax 757-257-0252  
Mobile 804-338-2597

--

[steve.westbury@lucas-nuelle.com](mailto:steve.westbury@lucas-nuelle.com)

<http://www.lucas-nuelle.com>



November 21, 2022

State of North Carolina  
NC Community College System

**The Educational Technologies Group, Inc. (ETG)** is the sole source and provider for the Marcraft line of educational programs, including our Information Technology suite of products and the ***Marcraft Cyber Security Program***.

The text and curriculum are written under the direction of ETG by authors who are employees or contractors of the company. The design of the Training Panels and Laboratory equipment compliments the fully illustrated Text and Lab Guides, Instructor's Guide and PowerPoints, which are produced by ETG and written by ETG employees/contractors.

The Marcraft Cyber Security program includes theory and hands-on laboratory exercises based on the **NIST.gov** framework and include both equipment and hardware for Physical Asset Protection, Medical Security, Industrial Security, Computer Hacking, Network Essentials and Enterprise Security.

The design and build of this equipment is under the sole ownership of ETG. The equipment is **solely distributed, sold and serviced** in North Carolina to the education market by **Southern Educational Systems, Inc** with local offices in Spartanburg, South Carolina.

For further information, please contact Kevin Smith, Chief Executive Officer, Educational Technologies Group, Inc.

Sincerely,

Kevin Smith  
President and CEO  
**MARcraft**  
an ETG Brand



November 22, 2022

State of North Carolina  
North Carolina Community College System

This letter is to confirm that MEGATECH CORPORATION in Tewksbury, Massachusetts is the sole source manufacturer/distributor of the full line of Megatech training aids and products as shown on the <http://www.megatechcorp.com> web site and catalog.

Megatech's NATEF MLR Turn-Key Package and combined individual trainers are the exclusive products that are solely designed, built and/or supported only through Megatech or its approved vendors. **Southern Educational System** is the exclusive dealer in the state of North Carolina for Megatech's full product line.

Over the past years, the relationship between classroom theories has been supplemented with computers, videos, and simulation. All of Megatech's products are designed to give the user a more "real life" experience to better prepare them by allowing the student to use actual components.

Sincerely,

Hayley Wood  
Marketing Director  
Megatech Corp.  
525 Woburn St. Suite 3  
Tewksbury, MA 01876



9/20/2022

Yaskawa America Inc, Motoman Robotics Division is a worldwide leader in industrial and educational robotics. Motoman has the resources and expertise to assure educational institutions in North Carolina are properly equipped to support the next generation of Robotics Programmers, Technicians and Engineers with the tools they will need in advanced automation and manufacturing.

Southern Educational Systems (SES) serves as Yaskawa America, Motoman Robotics Division exclusive educational reseller for the state of North Carolina. Yaskawa America Inc, Motoman Robotics educational partner contact is Jason Wells at Southern Educational Systems (864-237-3740) Cell (800-772-7379) Corporate Office [jwells@seslabs.com](mailto:jwells@seslabs.com).

Founded in 1989, Yaskawa America Inc, Motoman Robotics Division delivers advanced, innovative robotic solutions in the Americas. Yaskawa America Inc, Motoman Robotics Division and SES look forward to providing the state of North Carolina best in class robotics and automation programs.

Sincerely,

A handwritten signature in brown ink that reads "Robert Graff". The signature is fluid and cursive, written in a professional style.

Bob Graff  
Senior Sales Manager, Education  
YASKAWA AMERICA, INC.  
Motoman Robotics Division  
100 Automation Way  
Miamisburg, OH 45342  
Direct: 937.847.1067 Mobile: 937.716.4990  
[bob.graff@motoman.com](mailto:bob.graff@motoman.com)



November 21, 2022

RE: Southern Educational Systems

To Whom It May Concern:

Southern Educational Systems is an authorized dealer in good standing for OnRobot, and, thereby authorized to provide our products in the state of North Carolina.

Please feel free to contact me should you have any questions.

Regards,

*Amber Fulmer*

Amber Fulmer

Sales Director



Gondomar, 22<sup>nd</sup> of November of 2022

## Certification of distribution

**Real Games Unipessoal, Lda**, developer and owner of the didactic software **Factory I/O**, whose address is Travessa Monte Crasto 62, 4<sup>o</sup> Piso- sala 401, 4420-211 Gondomar, Portugal, certifies **Southern Educational Systems**, whose address is 380 Wingo Heights RD Ste 3C Spartanburg, SC 29303, USA, as an official distributor in USA.

**Southern Educational Systems**, is authorized to commercialize **Factory I/O**, give full technical support, assistance and training, as well as submit supplying proposals and to participate in public tenders in USA.

This certificate is valid until 22<sup>nd</sup> of November of 2023.



Real Games, Unipessoal, Lda  
Travessa Monte Crasto 62, Sala 401  
4420-211, Gondomar, Portugal  
VAT ID: PT 507878132  
Share Capital: 300 000€

**Bruno Vigário**

Managing director

**Real Gamesd Unipessoal, Lda**





SMC Pneumatics, Inc.

13801 Reese Blvd. West, Suite 100 Huntersville, NC 28078

Phone 704-947-7556 Fax 704-947-8556

November 21, 2022

North Carolina Community College System  
State of North Carolina

Thank you for your interest in SMC International Training. For your information and records, please be advised that the SMC International Training product line is a unique training platform that is manufactured by SMC Corporation and is available only through authorized SMC dealers and sales representatives.

The requested products on this invitation to bid, are available through our Authorized sales rep in North Carolina.

Your sole and exclusive authorized representative for the SMC International Training products in the state of North Carolina is:

Southern Educational Systems  
380 Wingo Hts.  
Suite 3C  
Spartanburg, SC. 29303  
800-772-7379

Please feel free to contact Southern Educational Systems if you have any questions or require additional information. Jason Wells 864-237-3740

Best regards,

Jeff Stieber  
Educational Project Manager  
SMC International Training



September 20, 2022

To Whom It May Concern:

Please let this letter serve as confirmation that Southern Educational Systems, INC. is an active and qualified distributor of Technical Educational Solutions' products.

If you have any further questions, please do not hesitate to contact me by phone at 833-639-0125.

Thanks



Joseph Williams

Educational Director



November 21, 2022

**SOLE SUPPLIER LETTER**

To Whom It May Concern:

We hereby confirm that TecEquipment Limited, of Bonsall Street, Long Eaton, Nottingham, NG10 2AN, United Kingdom is the manufacturer and sole supplier of TecEquipment, Ltd products. The products are the proprietary items of TecEquipment Limited.

Southern Education Systems of Spartanburg, SC, is the exclusive distributor of TecEquipment products for the state of North Carolina, United States. Southern Education Systems is authorised to promote and sell TecEquipment products throughout the appointed state and we hereby extend our full guarantee and warranty for the goods and services offered for supply by the above company against this enquiry.

All TecEquipment products are supplied with a free-of-charge five-year warranty and are supported through our local expert representative named above. Please contact the undersigned for further information.

For and On Behalf of TecEquipment Limited

A handwritten signature in black ink, appearing to read 'Jon Chicken', written over a light grey rectangular background.

Jon Chicken  
Sales & Marketing Director  
Tel: +44 (0)115 972 2611  
Email: [jon.chicken@tecequipment.com](mailto:jon.chicken@tecequipment.com)



NEXTWAVESTEM  
222 N Columbus Drive, Suite 308  
Chicago, IL 60601

Nov 1, 2022

To Whom It May Concern:

This letter is to confirm that.

Southern Educational Systems, Inc.  
Corporate Office  
380 Wingo Heights, Suite 3C  
Spartanburg, SC, 29303

is authorized as an official reseller of NextWaveSTEM LLC products & services for the following states.

Alabama | Florida | Georgia | Kentucky | Mississippi  
North Carolina | South Carolina | Tennessee

If you desire additional information, don't hesitate to contact me at [jim@nextwavestem.com](mailto:jim@nextwavestem.com) or 716-310-9304 at any time to discuss our partnership in detail.

Thank you for your interest in our products and services.

Sincerely,

**James Sheehan**  
**Coordinator for Academic and Commercial Partnerships**

A handwritten signature in black ink, appearing to read "J Sheehan", written in a cursive style.



## AUTHORIZED DISTRIBUTOR CERTIFICATE

2022-11-21

Robotiq inc. hereby certifies that Southern Educational Systems

company with business address in: 380 Wingo Heights Rd # 3, Spartanburg, SC 29303, USA

is an authorized distributor of Robotiq products in: NC, SC, GA, VA, TN, KY, MS, AL, LA, FL

This certificate serves as a document for the clients to verify the distribution authorization.

Any unauthorized use of this certificate, reproduction or modification is strictly prohibited.

A handwritten signature in black ink, appearing to read 'Nicolas Hardy'.

Nicolas Hardy

Channel Development Manager

Robotiq inc.

# Signature Certificate

Reference number: CRING-WVUYO-TZBHP-C8PVV

## Signer

## Timestamp

## Signature

### Nicolas Hardy

Email: nicolas.hardy@robotiq.com

Sent:

22 Nov 2022 17:11:24 UTC

Viewed:

22 Nov 2022 17:11:25 UTC

Signed:

22 Nov 2022 17:12:26 UTC



IP address: 66.131.177.156

Location: Québec, Canada

Document completed by all parties on:

22 Nov 2022 17:12:26 UTC

Page 1 of 1



Signed with PandaDoc

PandaDoc is a document workflow and certified eSignature solution trusted by 30,000+ companies worldwide.





December 1, 2022

To Whom It May Concern:

Southern Educational Systems is an authorized dealer in good standing for Global Motions Systems, and, thereby authorized to provide our products in the state of North Carolina and South Carolina. Please feel free to contact me should you have any questions.

A handwritten signature in black ink that reads "Bogdan Kozul". The signature is written in a cursive style with a large, sweeping initial "B".

Bogdan Kozul  
President, Global Motion Systems  
330-416-1904  
bk@globalmotionsystems.com



# UNIVERSAL ROBOTS

September 21, 2022

Subject: Universal Robots (USA) Inc. Authorized Distributor Southern Educational Systems

To Whom It May Concern,

Southern Educational Systems is an authorized dealer in good standing for Universal Robots (USA), Inc., and, thereby authorized to provide our products in the state of North Carolina.

Please feel free to contact me should you have any questions at 980-259-2168.

Sincerely,

*Travis Langford*

Travis Langford

Channel Development Manager, Southeast U.S.

Universal Robots (USA) Inc.