
From: Phoebe Wood
Sent: Tuesday, May 11, 2021 12:51 PM
To: Jacinta Epting
Subject: FW: Sole Source - FANUC
Importance: High

Does this language below work?

From: Billy McFarland
Sent: Tuesday, May 11, 2021 12:10 PM
To: Phoebe Wood <pwood3@ccc.edu>; Jenetta O'Neal <joneal30@ccc.edu>
Subject: RE: Sole Source - FANUC
Importance: High

Good morning Phoebe,

I'm not sure what document you're looking at but I believe the doc I submitted had that information, please forgive any miscommunication. I am attaching it along with the additional information provided yesterday. Please look at question # 9 as well; it also gives rationale for the purchase/choice.

There are primarily 3 companies globally who leads the training ecosystem. FANUC uses KAREL programming KUKA uses KRL programming language ABB uses RAPID (Robotics Application Programming Interactive Dialogue).

FANUC is also utilized at Daley College which ensures alignment in curriculum and training modules. FANUC is considered to be the world leader in robotics and has earned the reputation of creating the strongest 6-axis robots on the market. The Japanese based manufacturer offers a wide range of robot models with over 100 options to choose from and are typically less expensive than other brands.

Please give me a call if there is something else I can provide.

Best,
Billy

From: Phoebe Wood
Sent: Monday, May 10, 2021 10:14 PM
To: Billy McFarland <bmcfarland2@ccc.edu>; Jenetta O'Neal <joneal30@ccc.edu>
Subject: RE: Sole Source - FANUC

Billy,

What she wants is a description from you of why you chose FANUC. This isn't about the company, but why did you chose them over the other two companies that offer this. Was it about curriculum? Was it aligning with what Daley is doing? That's what she needs.

Thanks
Phoebe

From: Billy McFarland
Sent: Monday, May 10, 2021 6:37 PM
To: Phoebe Wood <pwood3@ccc.edu>; Jenetta O'Neal <joneal30@ccc.edu>
Subject: RE: Sole Source - FANUC
Importance: High

Hi Phoebe,

I spoke with FANUC and he sent me the following information below. I have also attached the heat map(Please see attached) showing the installation base of both FANUC robot and CNC controls in Chicago and the surrounding area. There is an install base of 5200 FANUC robots and 26,900 CNC controls in the area which shows a very strong presence for FANUC overall.

-FANUC is the industry leader of robots in industry
-FANUC is the only Robotics manufacturer that has partnered with a 3rd party Certification organization(NOCTI) to offer nationally recognized certifications in Robotics and Automation. The certifications are a result of an 18 month collaboration of more than 150 subject matter experts from FANUC America, Industry, automation systems integrators, and leading advisors from high schools, community colleges, and universities. Participants focused on the need to prepare a talent pipeline of workers that possess the core competencies and skills to work in high-tech manufacturing. Here is the list of NOCTI certifications that the college will be able to offer with the purchase of the FANUC CERT carts with iR Vision.

NOCTI Certifications:

- FANUC Certified Robot - Operator 1-FCR-O1
- FANUC Certified Robot - Operator 2-FCR-O2
- FANUC Certified Robot - Technician 1-FCR-O3
- FANUC Certified Robot - Technician 2-FCR-O4-Late 2021

-U.S. Manufacturer (Rochester Hills, MI) of paint robots worldwide
-Global Collaboration with Rockwell(Industry leader in automation) - 9/2014-present
-1300 CERT Schools nationwide
-1500 Cert Instructors-1200 Certified Instructors
>150,000 Students Introduced to FANUC ROBOGUIDE Simulation
>550,000 FANUC eLearn Student Seats in Education

From: Phoebe Wood
Sent: Friday, May 7, 2021 5:05 PM
To: Billy McFarland <bmcfarland2@ccc.edu>; Jenetta O'Neal <joneal30@ccc.edu>
Subject: Sole Source - FANUC

Billy and/or Jenetta,

I spoke to Jacinta today (chief Procurement officer) and she would like some more information on why we are choosing to use FANUC. The form doesn't allow for a lot of elaboration, and it would be helpful for her to have a paragraph or two or some bullet points with a rationale. Did we look at the other vendors? The more detail, the better. She has to present the information to a committee and wants to be sure that she has a robust rationale.

Thanks,
Phoebe

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