

**BIBB COUNTY SCHOOL SYSTEM
SOLE SOURCE**

SOLE SOURCE JUSTIFICATION: A purchasing situation in which a procurement is only available from one source.

Request Number: Sole Source -

Date: 12/18/2025

1. Proposed Source:

Southern Educational Systems, Inc.

(800)-772-7379

2. Scope of Work: (Description of materials/service to be provided.)

Provide advanced manufacturing equipment, including specialized training simulators that are unique and aligned with local industry standards and workforce needs.

3. Exclusive Capability: (Description of Proposed Source's unique capabilities and / or personnel to perform this work; and why this is the only source available)

The proposed source has unique, manufacturer-authorized expertise in advanced manufacturing equipment and is the only provider capable of supplying systems that meet district requirements. This source alone can proper configuration, installation, and ongoing support for the proprietary equipment, making them the sole qualified provider for this work. ensure proper configuration, installation, and ongoing support for the proprietary equipment and is an authorized vendor aligned with district standards, making them the sole qualified provider for this work.

Originator: Crystal Dodson

Department Head Cassandra Washington

INSTRUCTIONS FOR SOLE SOURCE FORM

In a Sole Source situation, the requestor or Procurement is to complete the Sole Source Form and attach it to the Purchase Requisition form to be submitted to the Procurement office.

Sole Source justification must also include Sole Brand justification and a letter from the Original Equipment Manufacturer (OEM).

- Request Number: Provide the Purchase Requisition or Purchase Order No.
- Proposed Source: Provide the name and telephone number of the supplier (service) or manufacturer (item).
- Scope of Work: Provide the information to establish the context of the sole source, e.g., item's or service's function. Where and how the item or service is to be used, operational environment, previous experience or history, etc. Use layman's terms to identify any efforts made to locate other possible sources such as review of Thomas Register, Industry Organizations, Internet searches, Consultants, Buyers Laboratory, Advertisements in Industry Publications, etc.
- Exclusive Capability: Describe the proposed supplier's unique capabilities and explain why this is the only source available. Provide specifics.

Following are examples in which Sole source could be acceptable.

- Only the proposed source can furnish the services because of its previous School System experience. Having an alternative source duplicating these capabilities would result in excessive cost to School System. (Excessive cost must be quantified).
- Only one supplier can satisfy the technical requirements because of unique technical competence or expertise. (Technical requirements must be valid and verifiable.)

- The item does not satisfy the requirements for Sole Source, but the use of any other manufacturer's product would result in excessive cost to School System. (Excessive cost must be quantified).
- Only one source possesses patents or exclusive rights to furnish the item or service (for example, the product is only available from the manufacturer, etc.) or only one supplier has the ability to furnish the item or service.
- Other extenuating circumstances or considerations include, as applicable, adverse impact on School System of not using the proposed source, and other considerations not previously stated.

Southern Educational Systems, Inc.

Educational & Industrial Training Equipment Specialist
P. O. Box 170339 Spartanburg, SC 29301
Phone: (800)-772-7379 Fax: (864)-596-8924

Date: December 18, 2025	Quotation	Quote # RB-251218-001
Prepared for: Hutchings College & Career Academy Dr. Washington 1789 Anthony Rd Macon, GA 31204 cassandra.washington@bcsdk12.net		
Delivery: 60 to 90 Days A.R.O	FOB: Destination	Ph. 478-779-4896 Fx.
CAT:		Terms: Net 30 Days
Qty	Module	Description Unit Extended

PRICES FIRM FOR 90 DAYS FROM DATE OF QUOTATION
AFTER 90 DAYS CUSTOMER MUST CONTACT SES FOR
CURRENT PRICES

Industrial Maintenance Lab

5

BEMATE200

- 120Vac Input / 2Amps (5-15 Plug)
- No Air Requirement
- No Add-on's

5

IW-201 Industrial Wiring

- 208/120 5-Wire 3-Phase Input / 20Amps (L21-20 Plug)
- Air Drop Required (Regulator is included on system) 6mm Quick Connect Tubing
 - Add-on's
 - 1A - Distribution and Wiring
 - 2C - Industrial Control
 - 2D - AC Variable Speed Drive
 - 2F - Pneumatic Application
 - 3A - AB Micro800 PLC
 - 4A - AB Micro PanelView
 - 5X - No Software
- 6B - Distribution and Wiring Consumables
- 6C - Industrial Control Consumables

10

IW-201 Industrial Wiring

- 6D Student Electrical Toolkit

1

IW-201 Industrial Wiring

- 6E Lab Electrical Toolkit

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IW-201 Industrial Wiring

- 6F Metering/Test Equipment Package

5

PNEUTRAINER/HYDROMODEL200

- 120Vac Input / 10Amps (5-15 Plug)
- Air Drop Required (Regulator is included on system) 6mm Quick Connect Tubing
 - PNEUTRAINER200 205 (Basic and Electro)
 - HYDROMODEL200 (Basic and Electro)

1

MAP201 with AB Micro800 PLC

- 120Vac Input / 2Amps (5-15 Plug)
- Air Drop Required (Regulator is included on system)
6mm Quick Connect Tubing
 - No Add-on's

1

MAP202 with AB Micro800 PLC

- 120Vac Input / 2Amps (5-15 Plug)
- Air Drop Required (Regulator is included on system)
6mm Quick Connect Tubing
 - No Add-on's

1

MAP203 with AB Micro800 PLC

- 120Vac Input / 2Amps (5-15 Plug)
- Air Drop Required (Regulator is included on system) 6mm Quick Connect Tubing
 - No Add-on's

1

MAP204 with AB Micro800 PLC

- 120Vac Input / 2Amps (5-15 Plug)
- Air Drop Required (Regulator is included on system) 6mm Quick Connect Tubing
 - No Add-on's

1

FMS200 SE 4.0 with AB CompactLogix PLC

- 120Vac Input / 15 Amps (5-15 Plug)
- Air Drop Required (Regulator is included on system) 8mm Quick Connect Tubing
 - FMS-201 Station
 - FMS-202 Station
 - FMS-203 Station
 - FMS-204 Station
 - FMS-205 Station
 - FMS-206 Station
 - FMS-207 Station with UR3e Cobot
 - FMS-208 Station
 - MES

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PCT200 Programmable Control

- 120Vac Input / 2Amps (5-15 Plug)
- Air Drop Required (Regulator is included on system) 6mm Quick Connect Tubing
 - Add-on's
 - (1) 01 - Micro800 PLC
 - (2) 01 - Micro PanelView

Vitoria (Spain), 18th December 2025

TOPIC : "SMC INTERNATIONAL TRAINING PRODUCTS"

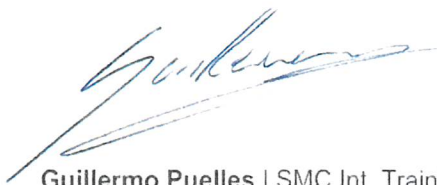
Guillermo Puelles acting as Business Development Manager of SMC International Training Division (USA territory) with address at Zuazobidea 14. Poligono Industrial Jundiz 01015 Vitoria (Spain)

CERTIFIES

- That SMC International Training develops and delivers different training equipment to allow developing different set of skills in the field of Industrial Automation Technologies.
- That all of our equipment is contained in our webpage www.smctraining.com
- That SMC International Training is the only and sole manufacturer of the above-mentioned systems worldwide.
- That Southern Educational Systems is the sole and exclusive provider of these systems and all the associated components the state of Georgia in the United States of America.

I am signing this letter for and on behalf of SMC International Training, and should you require any further clarification, please do not hesitate to contact me on the details shown below. Best regards

Signatures:



Guillermo Puelles | SMC Int. Training Business Development Manager

SMC España S.A.U- International Training Division

Zuazobidea 14 . Poligono Industrial Jundiz

01015 Vitoria- Alava

Tel: +34-945-184100 Fax: +34-945-184126

e-mail: puelles.guillermo@smc.com



December 18 , 2025

To Whom It May Concern:

Thank you for considering Innotek, LLC as your source for Innovative Technical Solutions. For your records, please be advised that all products provided by Innotek are available only through our exclusive educational dealer network. Your sole and exclusive source for Innotek products in the state of Georgia is:

Southern Educational Systems
PO Box 170339
Spartanburg, SC 29301
864-706-0336

Please direct all inquiries directly to your SES representative.

Regards,

A handwritten signature in black ink, appearing to read "Chris Estes". The signature is fluid and cursive, with a large initial "C" and "E".

Chris Estes
Innotek, LLC