PimaCommunityCollege
Contracts&Purchasing

Proposal No. P20/10026L Robotic Center

Answers to Vendor Questions – Questions are in black, answers are in red

1. Question: There are several modules in the RFP (Magazine, Analog Measuring, Drilling, Press, Branch, and Manufacturing Execution System) that are undefined in specification and function. We don't have a way to understand what the requirements are for these systems. Is there another document that we need to reference?

   Answer: The target competency the equipment solution must support is teaching Industry 4.0 with the associated hardware, software, and curriculum. This includes understanding and maintaining Processes/workstations with a variety of tasks.

   This smart manufacturing solution could contain information sharing: between devices, uploading and downloading to the cloud, utilizing virtual or physical human machine interfaces, and alike. It must also incorporate the use of industrial-grade collaborative robots (cobots). The cobots can include the use of both stationary and mobile solutions. The purpose of the mobile cobots is to transport work pieces between workstations without a conveyor system.

   The overall solution could be a sequence of industrial processes with multiple tasks similar to an assembly line, or equivalent. It will be advantageous if the tasks within each process can be modified.

2. Question: Based on a search, I believe these line items are referring to a standard product line of a company called Advanced Technologies Consultants: https://www.atctrain.com/products/industry-4-0/
   If that is the case, it would appear that the proposal is written in such a way that it appears unlikely that any other company would be able to meet the requirements specified, as only ATC has many of the products that this RFP was written for.
   Would you be able to send over any secondary documentation that states the specific functions and features that your curriculum requires?

   Answer: The target competency the equipment solution must support is teaching Industry 4.0 with the associated hardware, software, and curriculum. This includes understanding and maintaining Processes/workstations with a variety of tasks.

   This smart manufacturing solution could contain information sharing: between devices, uploading and downloading to the cloud, utilizing virtual or physical human machine interfaces, and alike. It must also incorporate the use of industrial-grade collaborative robots (cobots). The cobots can include the use of both stationary and mobile solutions. The purpose of the mobile cobots is to transport work pieces between workstations without a conveyor system.

The overall solution could be a sequence of industrial processes with multiple tasks similar to an assembly line, or equivalent. It will be advantageous if the tasks within each process can be modified.

3. Question: How important is having local tech support that is based in Tucson, AZ?

   Answer: None of our current tech support is in Tucson. Responsive customer service supersedes the need to have a local tech in Tucson.
   The long term support doesn't require to come from a specific geographical location.

4. Question: I see the requirements for long term support, but is the location where that support is provided from considered important?

   Answer: None of our current tech support is in Tucson. Responsive customer service supersedes the need to have a local tech in Tucson.
   The long term support doesn't require to come from a specific geographical location.

5. Question: As a distributor we represent multiple manufacturers. We have (2) manufacturers that produce the requested equipment. Can we send in (2) bid packages that represent (2) different learning systems?

   Answer: You may submit separate proposals for multiple manufacturers.