

Sole Source Letter

Livonia Career Technical Center

8985 Newburgh Rd

Livonia, MI 48150

Attn: Ron Wilson

We hereby confirm that Universal Robots A/S is the sole manufacturer and producer of the UR e-Series Collaborative Robots (“e-Series Robots”). All of our collaborative robots are manufactured at our headquarter located in Odense, Denmark.

Universal Robots has reinvented industrial robotics with lightweight and flexible robot arms dubbed "cobots" (collaborative robots). The Danish-designed e-Series Robots automate production in all industries – even in small and medium-sized businesses that regard automation as prohibitively expensive, cumbersome, and difficult to integrate.

The e-Series Robots are uniquely well suited for the needs of students in that our patented technology lets operators with no programming experience quickly set up and operate our e-Series Robots with intuitive, 3D visualization. The students simply move the robot arm to desired waypoints or touch the arrow keys on the easy-to-use touchscreen tablet. The e-Series Robots’ proprietary programming environment allows for easy programming making the e-Series Robots a superb choice for educational programs looking to further their development of work force training programs. Universal Robots has a unique UR+ partners program that will allow all students to use industry-leading, plug-and-play attachments with the e-Series Robots to perform a wide-variety of tasks.

In order to ensure optimal customer service and robot maintenance support for our customers, Universal Robots has multiple distributors covering various geographical territories in the United States. The distributor for servicing the needs of *Livonia Career Technical Center* in the State of *Michigan* is: *Advanced Technologies Consultants*.

If you desire additional information, please do not hesitate to contact me at (at any time or visit our website at www.universal-robots.com. Thank you for your interest in our product(s).

Best Regards,

Kevin Cabaniss

Channel Development Manager Education – North America

Universal Robots USA Inc.



advanced technologies
consultants

Presented to: Ron Wilson
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Prices valid for 60 days
44800 Helm St.
Plymouth, MI 48170
800-348-8447 | www.atctrain.com

9/16/2025
Tyler Lenzi
810-845-4231
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| Terms | Project | Delivery | FOB Point |
|--------|------------------|---------------|-----------|
| Net 30 | Universal Robots | 6-8 Weeks ARO | Denmark |

| Item# | Qty | Description | Part # | Standard List Price | EDU Price | Extended |
|---|-----|--|----------------------|---------------------|-------------|-------------|
| 1 | 1 | UR3e Robot PolyScope 5 Std TP with Xm cable Includes: Integrated Force Torque Sensor Payload: 6.6 Pounds, Reach: 19.7 Inches 6 Rotating Joints DOF, Robot Weight: 24.7 Pounds I/O Ports: Digital In (2) Digital Out (2) Analog In (2) Control Box I/O Ports: Digital In (16) Digital Out (16) Analog In (2) Analog Out (2) | 110303 | \$33,011.00 | \$25,758.00 | \$25,758.00 |
| Robotiq Grippers | | | | | | |
| 2 | | Device Cable for E-Series Coupling (order if robot was produced before 9/2024) | CBL-COM-2072 | | \$220.00 | |
| 3 | 1 | Hand-E Gripper | HND-ES-UR-KIT | | \$4,725.00 | \$4,725.00 |
| 4 | | 2F-85 Gripper | AGC-ES-UR-KIT-85 | | \$5,885.00 | |
| 5 | | 2F-140 Gripper | AGC-ES-UR-KIT-140 | | \$6,070.00 | |
| 6 | | 3-Finger Gripper | AGS-UR-KIT | | \$23,115.00 | |
| 7 | | Wrist Camera | RWC5-UR-KIT | | \$6,575.00 | |
| 8 | | Electric Vacuum Gripper 1 Cup + Bracket | VAC-ES-UR-EPICK-KIT1 | | \$4,760.00 | |
| 9 | | Electric Vacuum Gripper 2 Cups + Bracket | VAC-ES-UR-EPICK-KIT2 | | \$5,140.00 | |
| 10 | | Electric Vacuum Gripper 4 Cups + Bracket | VAC-ES-UR-EPICK-KIT4 | | \$5,520.00 | |
| *Items 16 and 17 are Required to deliver certification | | | | | | |
| 11 | 1 | *Training Kit: Conveyor assembly, sensors and I/O simulation test box, 3D-printed training elements for exercises, 3D-printed dual TCP, and 3D-printed dual TCP. | 200088 | | \$5,200.00 | \$5,200.00 |
| 12 | 1 | *Teacher Certification Training (4 Days) | 00412 | | \$2,250.00 | \$2,250.00 |
| Stand-Tower-Mount Options | | | | | | |
| 13 | 1 | Base UR3 | UR3-TTD | | \$862.00 | \$862.00 |
| Other | | | | | | |
| 14 | 1 | Active Mini DisplayPort to HDMI Adapter (Mini DP to HDMI) | 101021 | | \$25.00 | \$25.00 |
| 15 | | Force Copilot kit for UR e-Series | CP-FORCE-ES-UR-KIT | | \$1,970.00 | |
| 16 | 1 | UR e-Series Pendant Armor® Bumper | UNI-E_PA | | \$375.00 | \$375.00 |
| 17 | 1 | E-Series Tempered Glass Screen Protector | UNI-E-PA-GLASS-SCRN | | \$89.00 | \$89.00 |

| | |
|--------------------|--------------------|
| Sub-Total | \$39,284.00 |
| *Shipping | \$6,075.00 |
| Grand Total | \$45,359.00 |