



FANUC America Corporation.
3900 West Hamlin Road
Rochester Hills, Michigan 48309-3253
www.fanucamerica.com

November 5, 2024

Mid Ohio Educational Service Center (ESC) / Bucyrus High School

890 W 4th St, Mansfield, OH 44903 / 170 Plymouth Street Bucyrus, OH 44820

Amy Wood, wood.amy@moesc.net

RE: FANUC America CERT Program & Products Sole Source Letter

Dear Amy,

This letter is to confirm that the FANUC America Corporation (hereinafter FANUC) Certified Education Training Programs (CERT), Products; including, but not limited to, **FANUC** robot CERT Carts, **FANUC** Education Grant and solutions, such as the **FANUC Connected Smart Manufacturing (CSM)** Solution with related options, for both Material Handling and Arc Welding, as well as, **ALL FANUC Collaborative (CR & CRX)** robot models and **FANUC** CNC solutions, is an exclusive offer for **Mid Ohio Educational Service Center**.

The CERT training platform and instructor certification training provides students and instructors with curriculum and instructional guides. *The FANUC CERT program and educational products can only be purchased from IST and is only offered to educational institutions.* The sale price offered to your educational training institution is significantly discounted from the price that would be offered to a commercial or industrial customer and shows IST's and FANUC's commitment to supporting technical education. FANUC offers U.S. based manufacturing that includes robots, CNC, simulation software (ROBOGUIDE) and product development.

The FANUC CERT program and educational products are being provided by IST, the exclusive FANUC Authorized Education Solutions Provider for the state of **Ohio**. We are pleased to be working in collaboration with IST on this opportunity for **Mid Ohio Educational Service Center**.

Respectfully,

FANUC America Corporation

Wendy Hall

Wendy.Hall@fanucamerica.com

Sr. District Account Manager – Certified Education

