

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY

SOLE SOURCE CERTIFICATION

Requisition Number: 207571 Bid # _____

In accordance with authority granted under Florida A & M University Regulation 6.005(10) (b), the following documentation is submitted in support of a request to purchase the items(s) listed below that are only available from one vendor.

Vendor: Keyence

Account Number: Cost \$ 124,000

Item(s): BZ-X800 Confocal Epifluorence Microscope

Justification: (Describe efforts made, vendors contacted, prices quoted, specifications required, availability, compatibility, decision/reason for selection). See attached for justification.

Please see attached document.

I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief.

Signature [Handwritten Signature] Title Associate Dean of Research and Graduate Activities Date 09/25/2020

I, the undersigned designee of the Florida A & M University Purchasing Office, as delegated in Regulation 6.005(10) (b), (or a designee delegated the authority as described in, hereby concur { } do not concur { } with the above justification and recommend { } do not recommend { } the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

Director of Procurement Services Date [Digitally signed by Mattie Hood, DN: cn=Mattie Hood, o=FAMU, ou=Office of Procurement Services, email=mattie.hood@famuedu, c=US, Date: 2020.10.07 16:54:07 -04'00']

I, the undersigned designee, acting for and on behalf of the University President pursuant to the delegation authority approve { }, disapprove { } the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

VP, Administrative and Financial Services Date 10/08/2020 [Handwritten Signature]

POSTED FROM 10/12/2020 8:00am TO 10/15/2020 8:00am DATE TIME DATE TIME

FAILURE TO FILE A PROTEST WITHIN THE TIME PRESCRIBED IN REGULATION 6.005(9) (K), SHALL CONSTITUTE A WAIVER OF THE RIGHT TO PROCEEDINGS.



January 24, 2020

To Whom It May Concern,

Keyence Corporation is the only manufacturer of the Keyence BZ-X Fluorescence Microscope.

Keyence Corporation of America is the authorized distributor for this product in the USA.


Keyence Corporation of America is the Sole Contact for service and support

Thank you,

Andrew Lee
Regional Product Sale Director
Keyence Corporation of America
Phone: 888-539-3623 ext 86911
Andrew.Lee@keyence.com

Keyence Corporation of America OEM Letter

Keyence Corporation is the sole manufacturer, and the sole distributor of the BZ-X digital microscope. There are no other digital all-in-one systems available that include a 14 bit monochrome CCD, built in dark room, automatic stage, automatic lenses, automatic filters, live cell incubation/video/time lapse image capture, fluorescence, phase contrast, and brightfield observation modes. Keyence Corporation is the only source that can provide the desired equipment, software, and support.



Signature/Authorized Certifying Official

KEYENCE CORPORATION

Applicant/Organization

JASON WHITE

Typed Name and Title

5-26-16

Date Signed



Quotation

Attn : Richard Long
 Dept :
 Fax :
 Email : richard.long@fam.u.edu
 Quoted to : Florida A & M University
 2077 E. Paul Dirac Drive
 TALLAHASSEE, Florida 32310

Quotation : 11989164
 Quote Date : 9/23/20

Your Reference :

Thank you for the opportunity to provide you a quotation for the following product(s).
 ***Please reference the Keyence Quotation number 11989164 when placing your order!

Reference : ***Pallet / LTL Shipping Required***

Short-Term purchase, special discount applied. Discount expires September 30th

Sales Contact : ROBERTSON, GEORGE
 Tel : 1-888-KEYENCE Ext : 88897
 Fax : 855-539-0123
 Email : George.Robertson@keyence.com

Line	Item	Item Description	Taxable	Unit Price	Qty	Ext Price
			Unit			
1	BZ-X810	BZX Fluorescence Microscope BZX Microscope Head	pcs	29,110.61	1	29,110.61
	HS Code:	9011800000				
2	BZ-X800E	BZX Fluorescence Microscope BZX Microscope Controller	pcs	9,864.80	1	9,864.80
	HS Code:	8471801000				
3	BZ SUPPORT PACKAGE	BZ Support Package	pcs	2,119.75	1	2,119.75
	HS Code:					
4	BZ-H4XD	BZX Hardware Module BZX Multi-Stack Module	pcs	33,576.84	1	33,576.84
	HS Code:	8523492010				
5	BZ-H4XF	BZX Hardware Module BZX Sectioning Module	pcs	27,895.91	1	27,895.91
	HS Code:	8523492010				
6	BZ-H4A	BZX Software BZX Analyzer Software	pcs	6,020.09	1	6,020.09
	HS Code:	8523492010				
7	OP-87762	BZX Accessory BZX DAPI Filter	pcs	1,620.00	1	1,620.00
	HS Code:	9002208000				
8	OP-87763	BZX Accessory BZX GFP Filter	pcs	1,620.00	1	1,620.00
	HS Code:	9002208000				
9	OP-87765	BZX Accessory BZX Texas Red Filter	pcs	1,620.00	1	1,620.00
	HS Code:	9002208000				

Prices, Availability and Terms are subject to Change.
 Keyence Corporation of America Terms & Conditions apply. <https://www.keyence.com/terms-conditions/>



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 Fax : 855-539-0123
 Email : George.Robertson@keyence.com

Line	Item	Item Description	Taxable	Unit Price	Qty	Ext Price
			Unit			
10	BZ-PF04P	BZ Objective Lens (4x Phase) Plan Fluorite 4x PH	pcs	450.00	1	450.00
	HS Code:	9002909500				
11	BZ-PA10	BZ Objective Lens (10x) Plan Apochromat 10x	pcs	2,079.00	1	2,079.00
	HS Code:	9002909500				
12	BZ-PA20	BZ Objective Lens (20x) Plan Apochromat 20x	pcs	2,259.00	1	2,259.00
	HS Code:	9002909500				
13	BZ-PA100	BZ Objective Lens (100x Oil) Plan Apochromat 100x Oil	pcs	5,454.00	1	5,454.00
	HS Code:	9002909500				

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Tel : 1-888-KEYENCE Ext : 88897
Fax : 855-539-0123
Email : George.Robertson@keyence.com

**Your company's tax status is currently pending.
State sales tax may apply; Tax amount to be determined.
If you are tax exempt, please provide us with your
State Tax Exemption Certificate, Resale Certificate,
or Direct Pay Permit. Send certificate to the Fax or
Email listed below.**

Sub Total	123,690.00
Misc. Charges	0.00
Shipping & Handling	310.00
Tax	Pending
Total (USD)	124,000.00

AVAILABILITY : Limited Qty In Stock
Shipping : UPS LTL/PALLET
F.O.B Point : Itasca, IL
Terms : Terms Pending
Quote Expires: 09/30/20

Quoted shipping & handling cost is an estimate based on quantities and method of delivery. Actual cost may differ should items, delivery location, or shipping method change. Quoted delivery time is based on stock availability when quote was issued.

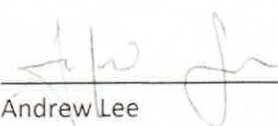
FOR ORDERS & CUSTOMER SUPPORT,
PLEASE CONTACT:
CUSTOMER SERVICE
TEL: 1-888-KEYENCE(539-3623) EXT.28761
FAX: 855-539-0123
EMAIL: CustomerService@Keyence.com

Keyence Corporation of America OEM Letter

Keyence Corporation of America is the sole source of the BZ series All-In-One Fluorescence Microscope in the USA. Areas of support include:

- Sales
- Service
- Warranty
- Repair
- Training

Keyence Corporation of America consists of 35+ direct sales/support offices in North America. Please feel free to contact at any time with questions regarding Keyence or any of our products.



Andrew Lee

Regional Product Sales Director, MAG Division

AndrewLee@keyence.com

888-539-3623 ext 1+86911

Sole Source Justification

1. Product: All-in-One Structured Illumination Microscopy /Fluorescence Microscope
2. Model: BZ-X800
3. Manufacturer: KEYENCE CORPORATION

I was not able to find another system that had the combination of key specifications needed below.

- (1) The product case must include a specimen enclosure to provide an observation environment that, even without a darkroom, will not impair the background contrast required for fluorescence observation.
- (2) Optical sectioning image mode must be available. Optical sectioning's operating principal is a Structured Illumination Microscopy (SIM) based design with a built in spatial light modulator using a programmable liquid filter (LC filter), projecting structured light patterns that can be adjusted to accommodate a variety of samples, vessel types and fluorescence intensities. Both 1D slits and 2D pinhole options must be available for maximum flexibility.
- (3) The product must have a built-in vibration dampening system with the ability to use up to 100x objectives in a typical lab environment.
- (4) The microscope must be able to recall all capture settings which include the shutter, aperture, light intensity, XYZ stage position, magnification, filter, imaging mode (brightfield/fluorescence/phase). In addition, there must be Zero manual/mechanical adjustments related to the microscope structure or light path (aperture, focus, stage, condenser, lighting). Everything must be only controlled electronically.
- (5) The stroke of the motorized XY stage must be at least 114 mm x 80 mm and the minimum travel pitch must be 1 μ m or smaller. Also, the stroke of the motorized Z axis stage must be at least 8 mm and the minimum travel pitch must be 0.1 μ m or smaller.
- (6) The microscope must be equipped a "low photobleach mode" which physically blocks the light to the sample when it is just stationary. Light is only let through when we move the sample or change the capture settings.
- (7) It must be possible to equip the microscope with a temperature/CO₂ regulation chamber to capture time lapse images. It must also be possible to set a multi-well plate on the mounted chamber.

Sincerely,



Richard A Long
Associate Professor Biological Sciences