

REQUEST FOR QUALIFICATIONS # 2026-057
Robotics Purchases
RESPONSE ADDENDUM #1
February 12, 2026

CLARIFICATION

QUESTIONS

1. **Have projects already been identified that are intended to be executed under the terms of this qualification exercise? What is the anticipated spend per year over next 5 years?**

ANSWER: We don't have specific projects or a specific budget at this time. Projects are currently in the works and resulting purchases will be made to support our new state-of-the-art Green Engineering Materials (GEM) facility. Construction for this facility is scheduled to be completed by the Summer of 2027 at the latest. We anticipate initiating purchases with qualified vendors shortly after the conclusion of this RFQ.

2. **What are the top use cases anticipated in this program in the first year? For example, mostly procurement and training for internal use, or design / build / integration of complete systems?**

ANSWER: Procurement and training for internal use but mostly they will be used in cooperation with large scale 3-D printers.

3. **Once the program is active and providers have been qualified, how will the project bid process work?**
 - **Will SOW / bid packages come from a centralized source (IE, University of Maine System) or will each campus handle their own bid process?**
 - **Similarly, how are projects funded? Are they funded centrally or per-campus?**
 - **How will decisions be made per SOW / bid package?**

ANSWER: Most of the purchases will be initiated by the Advanced Structures and Composites Center (ASCC) on the Orono campus. Other campuses can work with qualified vendors on an as needed basis. ASCC projects are typically funded by government contracts but other sources on campuses differ. Purchasing decisions are made at the department and campus levels. Requests will come from the department level and will be coordinated through procurement.

4. **What is the anticipated release cadence for new projects? Annual, per-semester, or on an as-needed basis not tied to academic calendar?**

ANSWER: As needed basis and not tied to academic calendar.

5. Is the University System intending to standardize on a single robot platform and simulation package, or will individual use cases be considered?

ANSWER: It will vary based on application, from a platform to AMR and other robots, the scope will be based on specific project needs.

6. Will project bid packages with robotics platforms besides ABB / Doosan / UR potentially be sent out under this program? Will bid packages typically specify a given platform, or request the integrator to provide a recommendation?

ANSWER: Yes, Yes.

7. If a bidder is unable to provide or resell a given robot or software platform listed in a bid document, will that bidder still be able to provide a bid for the integration services for that project?

ANSWER: Yes.

8. For Robotics Training and Services, are only trainings certified by the robot vendor considered? While we do not provide, for example, training that is certified by ABB, we do provide training packages customized to an end user's complete system, which may include ABB robotics.

ANSWER: Yes, any trainings will be considered.

9. Will the University of Maine agree to pass through terms from any third party material supplier we procure materials from?

ANSWER: Potentially. We will negotiate contract terms and conditions at with vendors at the time of purchase.

10. As a systems integrator and provider of complete integrated robotics solutions, these are the sections we intend to fill out. Is this accurate?

- Appendix A – Response Cover Page
- Appendix B – Debarment, Performance, and Non-Collusion Certification
- Appendix C1 – Master Agreement (Agree/Disagree Matrix)
- Appendix D – Organization References

- **Appendix E – Robotics Training & Services**
- **Appendix L – Software Support**
- **Appendix H – Safety Systems**
- **Appendix I – Electrical Support**
- **Appendix G – Rails / AMR Systems**
- **Appendix K – Robot End-Effectors / Extrusion Systems**

ANSWER: Yes. For Appendices E through L, respondents only need to respond to those appendices which apply to the goods or services they provide. All respondents must fill out Appendices A through D.

11. We are NOT intending to fill out the following:

- **Appendix F - Collaborative Robots (because we are not primarily a reseller)**
- **Appendix J - Humanoid / Legged Robots (not a typical offering for us)**

ANSWER: Please see response to question 10.

12. Regarding Section 2.1.1 Scoring Weights , the evaluation table assigns 10 points to each Appendix from E through L. However, Section 1.1.4 states that respondents only need to complete the appendices relevant to their specific goods and services. Could the University clarify if the 'Total Points' for a vendor will be normalized based on the number of relevant appendices submitted, or if a vendor responding to more appendices will inherently receive a higher total score out of 100?

ANSWER: Responses will receive a score based on what they submit however the score will not impact whether or not the vendor receives a “qualified” or “not qualified” rating though this process.

13. The RFQ outlines a 100-point scoring scale across several categories. Could the University clarify if there is a minimum cumulative score or a minimum score per category required for a respondent to be successfully added to the 'Qualified Vendor List'?

ANSWER: There is no minimum score requirement to be successfully added to the “Qualified Vendor List”.

14. Section 1.2.1.1 states the RFQ will result in a 'Qualified Vendor List.' Does the University have a predetermined maximum or target number of vendors it intends to qualify for this list, or will all vendors who meet the qualification criteria be included?

ANSWER: No.

15. Regarding the following statement, “The Respondent’s submission must follow the outline used below, including the numbering of section and sub-section headings.” Could the

university please confirm we should include the number “3.2.1” etc., even if it’s not in alignment with our proposal response header (i.e. not section 3 in the response)?

ANSWER: As long as the information required in section 3.2 is submitted in the response, section header and sub section header numbers are not required.

16. Please confirm it’s acceptable to recreate the optional appendices in our proposal to allow for adequate room to respond to each requirement.

ANSWER: We would like to see responses tied back to a specific appendix within the optional appendices E-L. However responses do not need to be tied back to each of the specific questions in the appendix. If you aren’t able to respond to all the questions, respond to the ones you can.