## 63 Robot Systems Integration WorldSkills Competition 2022 Special Edition

## **Items** Columns ▼ Unit Supply Product Category Quantity Unit Product Skill Area Manufacturer Model Size Part number cost Supplier type Category Status Actions 142726 **FANUC** LU -Equipment and 1 pcs per 2 Pieces Educational cell Competitors Work Sponsor Confirmed Tools Competitors **FANUC** Loan Area Fortis / LU -142727 Equipment and 1 pcs per 2 Pieces Tool Trolley (Include Anti-Competitors Work Divers Purchase Confirmed **FANUC** Tools Competitors theft function ) Area Kraftwerk Equipment and Competitors Work LX-S-RO-ZZ-17-LU -142728 1 kits per 2 Test Project Kit **FANUC** WS Kit for Edu Cell No 2 Sponsor Confirmed Tools Competitors Area XXXX **FANUC** Loan 142729 Equipment and Pieces Locks for Tool Trolleys and Competitors Work **ABUS** LU -4 pcs per 2 Sponsor Confirmed **FANUC** Tools Competitors Controllers Area Loan 142730 Equipment and Kits allen keys 1.5-10mm Competitors Work Würth 071540100 071540100 LU -Sponsor 1 kits per 2 Confirmed **FANUC** Tools Competitors Area Supply 142731 Equipment and 1 pcs per 2 Pieces Steel Ruler 150mm Competitors Work Stanley 35-345-23 35-345-23 LU -Sponsor Confirmed **FANUC** Tools Competitors Area Supply 142732 Equipment and 1 pcs per 2 Pieces Steel ruler 300mm Competitors Work Facom DELA.1051.300 RS 3006641 LU -Sponsor Confirmed Tools Competitors Area **FANUC** Supply 142733 Equipment and 1 pcs per 2 Pieces Touch Screen Stylus Competitors Work RS VA-FC-STYLUS1 RS 7877030 LU -Sponsor Confirmed Tools Competitors **FANUC** Supply Area LU -142734 Equipment and 1 pcs per 2 Pieces Screw driver ball head Competitors Work Bahco BE-8703 3mm RS 2642707 Sponsor Confirmed **FANUC** Tools 3mm Supply Competitors Area Competitors Work LU -142735 Pieces Screw driver ball head BE-8704 RS 2642713 Equipment and 1 pcs per 2 Bahco 4mm Sponsor Confirmed Tools Competitors 4mm Area **FANUC** Supply 243513 LU -142736 Equipment and 1 pcs per 2 Pieces slotted screwdriver set Competitors Work RS Pro 243513 set Sponsor Confirmed Tools Competitors 7pcs Area **FANUC** Supply Pieces Handheld Labeller Competitors Work PTH100ZG1 RS 1797622 LU -142737 Equipment and 1 pcs per 2 Brother Sponsor Confirmed Tools Competitors Area **FANUC** Supply 142738 Equipment and 7mm Socket Wrench Competitors Work Würth Sockethead screw driver 7mm 7mm Socket 061343607 LU -Sponsor Confirmed 1 pcs per 2 Pieces Wrench; blade length **FANUC** Tools Competitors Area Supply 125mm LU -142739 Equipment and 1 pcs per 2 Pieces Cutters for cable ties Competitors Work Knipex 7861125 125mm RS 1585760 Sponsor Confirmed Tools Competitors Area **FANUC** Supply 142740 Pieces Clipboard Competitors Work Deli A4 LU -Equipment and 1 pcs per Clipboard A4 Sponsor Confirmed Tools Competitor Area **FANUC** Supply Competitors Work 207A.25CB 135gr RS 1883936 LU -142741 Equipment and 1 pcs per 2 Pieces Soft-head hammer Facom Sponsor Confirmed Tools Competitors Area **FANUC** Supply Competitors Work 7157602 LU -142743 Equipment and 1 pcs per 2 Pieces Vernier Caliper Würth 7157602 150mm Sponsor Confirmed Competitors Area **FANUC** Supply Tools LU -142744 Pieces Digital Multimeter Workshop Manager Fluke 15B+ Purchase Equipment and 3 pcs per Confirmed Skill **FANUC** Tools Room (Warehouse)

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153693	Equipment and Tools	1 per Skill		screw driver hex 3mm	Competitors Work Area	Würth	260344		260344					Confirmed	
142745	Materials / Consumables	1 pcs per 2 Competitors	Pieces	A4 College Block Notepad	Competitors Work Area	Deli	A4 College Block Notepad	A4			LU - FANUC	Sponsor Supply		Confirmed	
142746	Materials / Consumables	1 pcs per 2 Competitors	Pieces	Handheld Labeller Tapes	Competitors Work Area	Brother	TZe-221	black on white 9mm	RS 2209760		LU - FANUC	Sponsor Supply		Confirmed	
142747	Materials / Consumables	2 pcs per 2 Competitors	Pieces	Hook and Loop Cable Tie	Competitors Work Area	RS	RS Pro Black Hook and Loop Cable Tie	203.5mm*12mm	RS 2854578		LU - FANUC	Sponsor Supply		Confirmed	
142748	Materials / Consumables	2 pcs per 2 Competitors	Pieces	Double Sided Tape	Competitors Work Area	RS	RS Pro Yellow Double-Sided Plastic Tape	25mm*20mm*0.1mm	RS 555033		LU - FANUC	Sponsor Supply		Confirmed	
142749	IT Hardware	1 pcs per Skill	Pieces	Laptop - Type 1	Briefing Area	Local supplier	CPU i7 9750H / RAM 16 GB DDR4/ SSD 256GB/ Win10 / RJ45	1			LU - FANUC	Sponsor Loan		Confirmed	
142751	IT Hardware	1 pcs per Skill	Pieces	Acoustic system with microphones	Briefing Area	local supplier				10000	LU - ??? TBD???	Loan / Lease / Hire		Confirmed	
142753	IT Hardware	2 pcs per Skill	Pieces	Network filter with, at least, 4 sockets	Experts Room						LU - CNFPC	Purchase		Confirmed	
142754	IT Hardware	2 pcs per Skill	Pieces	Laptop - Type 1	Skill Management Room	Local supplier	CPU i7 9750H / RAM 16 GB DDR4/ SSD 256GB/ Win10 / RJ45	1			LU - FANUC	Sponsor Loan		Confirmed	
142755	IT Hardware	1 pcs per Skill	Pieces	high speed laser printer A3(with binding booklets and network function)	Skill Management Room	Local supplier					LU - WSLUX	Loan / Lease / Hire		Confirmed	
142757	IT Hardware	2 pcs per Skill	Pieces	Network filter with, at least, 4 sockets	Skill Management Room						LU - CNFPC	Purchase		Confirmed	
142759	IT Hardware	1 pcs per Skill	Pieces	Network filter with, at least, 4 sockets	Workshop Manager Room (Warehouse)						LU - CNFPC	Purchase		Confirmed	
142760	IT Hardware	1 pcs per 2 Competitors	Pieces	USB Flash Drive (128 GB)	Workshop Manager Room (Warehouse)	local supplier					LU - FANUC	Purchase		Confirmed	
142761	IT Hardware	1 pcs per Skill	Pieces	TV	Briefing Area	local supplier		75'			LU - ??? TBD???	Loan / Lease / Hire		Confirmed	
142762	IT Hardware	1 pcs per 2 Competitors	Pieces	TV	Competitors Work Area	local supplier		75'			LU - ??? TBD???	Loan / Lease / Hire		Confirmed	
142763	IT Hardware	1 pcs per 2 Competitors	Pieces	Laptop - Type 2	Competitors Work Area		CPU i9 9880H / RAM 16 GB DDR4/ SSD 256GB / Win10/ RJ45	2			LU - WSLUX	Sponsor Loan		Confirmed	
142764	IT Hardware	1 pcs per Skill	Pieces	high speed laser printer A3(with binding booklets and network function)	Workshop Manager Room (Warehouse)	Local supplier					LU - WSLUX	Loan / Lease / Hire		Confirmed	
142765	IT Hardware	1 pcs per Skill	Pieces	Presenter	Briefing Area	Local supplier					LU - ??? TBD???	Purchase		Confirmed	
142766	IT Hardware	1 pcs per Skill	Pieces	Presenter	Experts Room	Local supplier					LU - ??? TBD???	Purchase		Confirmed	
142767	IT Hardware	1 pcs per Skill	Pieces	Presenter	Experts Room	Local supplier					LU - ??? TBD???	Purchase		Confirmed	
142770	IT Hardware	1 pcs per 2 Competitors	Pieces	Mouse (Wired)	Competitors Work Area						LU - WSLUX	Loan / Lease / Hire		Confirmed	

Skill Area

Manufacturer Model

Category

Quantity

Unit

Product

Product

Category Status

Actions

Supply

type

Unit

cost

Supplier

Part number

Size

										Unit	_	Supply	Product		
ID	Category	Quantity	Unit	Product	Skill Area	Manufacturer	Model	Size	Part number	cost	Supplier	type	Category	Status	Actions
142771	IT Hardware	1 pcs per 2 Competitors + 4 pcs additional	Pieces	Power Strip / Multi Block for power distribution inside Competitor Area	Workshop Manager Room (Warehouse)	BULL					LU - FANUC	Purchase		Confirmed	
142772	IT Hardware	1 pcs per Skill	Pieces	TV	Experts Room	local supplier		75'			LU - ??? TBD???	Loan / Lease / Hire		Confirmed	
142773	IT Hardware	2 pcs per Skill	Pieces	TV	Competitors Work Area	local supplier		75'			LU - ??? TBD???	Loan / Lease / Hire		Confirmed	
142774	IT Hardware	1 pcs per Skill	Pieces	Clock (wall)	Briefing Area	Local supplier			G03254		LU - ??? TBD???	Purchase		Confirmed	
142775	IT Hardware	1 pcs per Skill	Pieces	count-down timer	Briefing Area				ARC92510		LU - ??? TBD???	Purchase		Confirmed	
142776	IT Hardware	40 pcs per Skill	Pieces	Battery (AAA)	Workshop Manager Room (Warehouse)	Local supplier	7号电池				LU - FANUC	Purchase		Confirmed	
142777	IT Hardware	40 pcs per Skill	Pieces	Battery (AA)	Workshop Manager Room (Warehouse)	Local supplier	5号电池				LU - FANUC	Purchase		Confirmed	
142778	IT Software	1 pcs per 2 Competitors	Pieces	Windows OS	Competitors Work Area	microsoft	Windows 10 x64 (English)				LU - WSLUX	Purchase		Confirmed	
142779	Furniture	30 pcs per Skill	Pieces	Chair - Basic	Briefing Area	Local supplier	Basic Chair	450*550*860mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142780	Furniture	1 pcs per Skill	Pieces	Trash bin (15 L)	Briefing Area	Local supplier					LU - CNFPC	Purchase		Confirmed	
142781	Furniture	1 pcs per Skill	Pieces	Refrigerator	Briefing Area						LU - CNFPC	Purchase		Confirmed	
142782	Furniture	1 pcs per Skill	Pieces	Water cooler	Briefing Area	local supplier		300*300*960mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142783	Furniture	1 pcs per Skill	Pieces	Coffee machine	Briefing Area	Local supplier					LU - CNFPC	Purchase		Confirmed	
142784	Furniture	1 pcs per 2 Competitors	Pieces	Trash bin 80 L (H&SC)	Competitors Work Area	local supplier	NX-240	80L			LU - CNFPC	Purchase		Confirmed	
142785	Furniture	1 pcs per Skill	Pieces	Trash bin (15 L)	Experts Room	Local supplier					LU - CNFPC	Purchase		Confirmed	
142786	Furniture	3 pcs per Skill	Pieces	Table - Type1	Skill Management Room	Local supplier		1200*600*750mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142787	Furniture	3 pcs per Skill	Pieces	Chair	Skill Management Room						LU - CNFPC	Loan / Lease / Hire		Confirmed	
142788	Furniture	1 pcs per Skill	Pieces	Trash bin (15 L)	Skill Management Room	Local supplier					LU - CNFPC	Purchase		Confirmed	
142789	Furniture	1 pcs per Skill	Pieces	Cabinet -12 individual lockers	Skill Management Room						LU - local supplier	Sponsor Supply		Confirmed	
142790	Furniture	3 pcs per Skill	Pieces	Chair	Workshop Manager Room (Warehouse)						LU - CNFPC	Loan / Lease / Hire		Confirmed	
142791	Furniture	1 pcs per Skill	Pieces	Cabinet -12 individual lockers	Workshop Manager Room (Warehouse)						LU - local supplier	Sponsor Supply		Confirmed	

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ID	Category	Quantity	Unit	Product	Skill Area	Manufacturer	Model	Size	Part number	cost	Supplier	type	Category	Status	Actions
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142792	Furniture	2 pcs per Skill		Floor hanger (with 20 coat hangers)	Competitors Room	Local supplier					LU - CNFPC	Purchase		Confirmed	
142793	Furniture	2 pcs per Skill	Pieces	Table - Type1	Workshop Manager Room (Warehouse)	Local supplier		1200*600*750mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142794	Furniture	2 pcs per Skill	Pieces	Table - Type1	Interpreter Area	Local supplier		1200*600*750mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142795	Furniture	4 pcs per Skill	Pieces	Chair - Basic	Interpreter Area	Local supplier	Basic Chair	450*550*860mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142796	Furniture	1 pcs per Expert	Pieces	Chair	Experts Room						LU - CNFPC	Loan / Lease / Hire		Confirmed	
142797	Furniture	1 pcs per Skill	Pieces	Audio speaker/small	Experts Room						LU - WSLUX	Purchase		Confirmed	
142798	Furniture	1 pcs per 2 Experts	Pieces	Table - Type1	Experts Room	Local supplier		1400*700*750mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142799	Furniture	1 pcs per 2 Competitors	Pieces	Table - Type1	Competitors Work Area	Local supplier		1200*600*750mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142800	Furniture	5 pcs per Skill	Pieces	Shelving	Storage Room			1050*500*2000mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142801	Furniture	1 pcs per Skill		Floor hanger (with 20 coat hangers)	Experts Room	Local supplier					LU - CNFPC	Purchase		Confirmed	
142802	Furniture	4 pcs per Skill	Pieces	Chair	Sponsor/Technician Room						LU - CNFPC	Loan / Lease / Hire		Confirmed	
142803	Furniture	1 pcs per Competitor	Pieces	Chair	Competitors Work Area						LU - CNFPC	Loan / Lease / Hire		Confirmed	
142804	Furniture	2 pcs per Skill	Pieces	Table - Type1	Sponsor/Technician Room	Local supplier		1400*700*750mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142805	Furniture	2 pcs per Skill	Pieces	Table - Type1	Briefing Area	Local supplier		1400*700*750mm			LU - CNFPC	Loan / Lease / Hire		Confirmed	
142806	Furniture	2 pcs per Skill		Cabinet -12 individual lockers	Competitors Room						LU - local supplier	Sponsor Supply		Confirmed	
142807	Furniture	1 pcs per Skill		Cabinet -12 individual lockers	Sponsor/Technician Room						LU - local supplier	Sponsor Supply		Confirmed	
142808	Furniture	1 pcs per Skill		Cabinet -12 individual lockers	Experts Room						LU - local supplier	Sponsor Supply		Confirmed	
142809	Furniture	1 pcs per Skill		Cabinet -12 individual lockers	Workshop Manager Room (Warehouse)						LU - local supplier	Sponsor Supply		Confirmed	
142810	Furniture	1 pcs per Skill		Cabinet -12 individual lockers	Skill Management Room						LU - local supplier	Sponsor Supply		Confirmed	
142750	Health and Safety	1 pcs per Skill	Pieces	HSE First Aid Kit	Briefing Area						LU - CNFPC	Purchase		Confirmed	

Health and Safety   Skill   Pieces   HSE First Aid Kit   Experts Room   LU - Purchase CNFPC   CNFPC	tegory Status Actions
Safety   Safety   Skill   Skill   Skill   Skill   Management   Room   Room   Safety   Skill   Skill   Management   Room   Room   Safety   Skill   Spear   Skill   Spear   Safety   Skill   Spear   Skill   Spear   Skill   Spear   Skill   Spear   Safety   Skill   Spear   Skill   Skill   Skill   Spear   Skill   Skill   Skill   Spear   Skill   Skill   Skill   Skill   Spear   Skill   Skill	
Safety   Skill   Skill   Skill   Skill   Skill   Management   Room   Safety   Skill   Skill   Management   Room   Safety   Skill   Skill   Management   Room   Safety   Skill   Skill   Skill   Skill   Management   Room   Safety   Skill   Skill	
Safety   Skill   Sk	Confirmed
Safety         Skill         Room (Warehouse)         CNFPC           142769         Health and Safety         4 pcs per Skill         Piecs         HSE First Aid Kit Sponsor/Technician Room         Sponsor/Technician Room         LU - CNFPC         CNFPC         CNFPC         CNFPC         LU - CNFPC         CNFPC         Lu - CNFPC         Lu - CNFPC         Lease / Hire         Lu - CNFPC         Lease / Hire         Lu - CNFPC         Lease / Hire         Lu - Sponsor CNFPC         Supply         Sponsor CNFPC         Supply         Supply         Lu - Sponsor CNFPC         Supply	Confirmed
Name   Safety   Skill   Ski	Confirmed
SafetySkilldioxide)CNFPCLease / Hire142813Health and Safety2 pcs per SkillPiecesHand Sanitizer (500ml)Briefing Area3M500ml15263820095LU - Sponsor CNFPCSupply142814Health and Safety1 pcs per CompetitorPiecesLocksmith glovesCompetitors Work Area3MComfort Grip Gloves - Air XLWX300953386LU - Sponsor CNFPCSupply142815Health and Safety1 pcs per CompetitorPiecesAnti-noise headphones Area3M3MTMPELTORTMOptimeTM101 Earmuffs H7A8071LU - Sponsor CNFPCSupply142816Health and Safety1 pcs per CompetitorPiecesProtective mask 8210CN AreaCompetitors Work Area3M8210CN8210CNLU - Sponsor CNFPCSupply142817Health and 1 pcs per CompetitorPiecesProtective Glasses (plastic, Competitors Work Area3M1000-Series Safety Glasses12308防冲击眼LU - Sponsor	Confirmed
SafetySkillCNFPCSupply142814Health and Safety1 pcs per CompetitorPieces Locksmith glovesCompetitors Work Area3MComfort Grip Gloves - Air XLWX300953386LU - Sponsor CNFPCSupply142815Health and Safety1 pcs per CompetitorPieces Anti-noise headphones AreaCompetitors Work Area3M3MTMPELTORTMOptimeTM1018071LU - Sponsor CNFPCSupply142816Health and Safety1 pcs per CompetitorPieces Protective mask 8210CNCompetitors Work Area3M8210CN8210CNLU - Sponsor CNFPCSupply142817Health and 1 pcs per Pieces Protective Glasses (plastic, Competitors Work Area3M1000-Series Safety Glasses12308防冲击眼LU - Sponsor	Confirmed
SafetyCompetitorArea142815Health and Safety1 pcs per CompetitorPieces Protective mask 8210CN AreaCompetitors Work Area3M 3MTMPELTORTMOptimeTM101 Earmuffs H7A8071LU - Sponsor CNFPC Supply142816Health and Safety1 pcs per CompetitorPieces Protective mask 8210CN AreaMarea8210CN8210CNLU - Sponsor CNFPC Supply142817Health and 1 pcs per Pieces Protective Glasses (plastic, Competitors Work Area3M 1000-Series Safety Glasses12308防冲击眼LU - Sponsor	Confirmed
SafetyCompetitorAreaEarmuffs H7ACNFPCSupply142816Health and Safety1 pcs per PiecesProtective mask 8210CNCompetitors Work Area3M8210CN8210CNLU - Sponsor CNFPCSupply142817Health and I pcs per PiecesProtective Glasses (plastic, Competitors Work I COMPETITION WORK I COMPETITI	Confirmed
Safety Competitor Area CNFPC Supply  142817 Health and 1 pcs per Pieces Protective Glasses (plastic, Competitors Work 3M 1000-Series Safety Glasses 12308防冲击眼 LU - Sponsor	Confirmed
	Confirmed
Safety Competitor transparent) Area S1101SGAF 镜 CNFPC Supply	Confirmed
142818 Health and 1 pcs per Pieces Fire extinguisher (Carbon Workshop Manager local supplier 120*480mm LU - Loan / Safety Skill dioxide) Room (Warehouse) CNFPC Lease / Hire	Confirmed
142819 Health and 60 pcs per Pieces Facial tissues (box of 100) Workshop Manager box of 100 LU - Purchase Safety Skill Room (Warehouse)	Confirmed
142820 Health and 30 pcs per Pieces Wet Wipes Workshop Manager local supplier box of 80 LU - Purchase Safety Skill Room (Warehouse)	Confirmed
142821 Health and 20 pcs per Pieces Alcohol hand rub (1 L) Workshop Manager 1L 1000ml LU - Purchase Safety Skill Room (Warehouse) CNFPC	Confirmed
142822 Health and 300 pcs per Pieces Respirator Workshop Manager N95 Safety Skill Room (Warehouse) LU - Purchase CNFPC	Confirmed
142823 Stationery 5 pcs per Pieces Paper for print A4 Workshop Manager A4 LU - Purchase Skill Room (Warehouse) FANUC	Confirmed
142824 Stationery 1 pcs per Pieces Bin Bags 50 L Workshop Manager local supplier LU - Purchase Skill Room (Warehouse)	Confirmed
142825 Stationery 30 pcs per Pieces Pen (Blue) Workshop Manager Local supplier LU - Purchase Skill Room (Warehouse) FANUC	Confirmed
142826 Stationery 30 pcs per Pieces Pen (Black) Workshop Manager Local supplier LU - Purchase Skill Room (Warehouse) FANUC	Confirmed
142827 Stationery 30 pcs per Pieces Pen (Red) Workshop Manager local supplier  Skill Room (Warehouse) LU - Purchase FANUC	Confirmed
142828 Stationery 2 pcs per Pieces Stapler (20 mm) Workshop Manager local supplier ABS92897 LU - Purchase Skill Room (Warehouse) FANUC	Confirmed
142829 Stationery 1 pcs per Pieces Staples pin Workshop Manager local supplier ABS92616 LU - Purchase Skill Room (Warehouse)	Confirmed
142830 Stationery 2 pcs per Pieces Staple remover Workshop Manager Local supplier ABS91635 LU - Purchase Skill Room (Warehouse) FANUC	Confirmed
142831 Stationery 2 pcs per Pieces Heavy duty scissors Workshop Manager FACOM 841A.4 LU - Sponsor Skill Room (Warehouse)	Confirmed

ID	Category	Quantity	Unit	Product	Skill Area	Manufacturer	Model	Size	Part number	Unit cost	Supplier	Supply type	Product Category	Status	Actions
142832	Stationery	1 pcs per Skill	Pieces	Bin Bags 50 L	Workshop Manager Room (Warehouse)	local supplier					LU - CNFPC	Purchase		Confirmed	
142833	Stationery	5 pcs per Skill	Pieces	whistle	Workshop Manager Room (Warehouse)	路克斯 LUKASUN		red, chargeable	LUKASUN905		LU - FANUC	Sponsor Supply		Confirmed	
142834	Stationery	5 pcs per Skill	Pieces	Hole Punch (2 hole)	Workshop Manager Room (Warehouse)	Local supplier			ABS92646		LU - FANUC	Purchase		Confirmed	
142835	Stationery	1 pcs per 2 Competitors	Pieces	binder	Workshop Manager Room (Warehouse)	得力deli		A4	deli5457		LU - FANUC	Sponsor Supply		Confirmed	
142836	Stationery	4 pcs per Skill	Pieces	Paper shredder A4	Workshop Manager Room (Warehouse)	deli 得力	得力33043				LU - CNFPC	Purchase		Confirmed	

Statuses	
Requested	Item has been defined by the Skill Competition Manager but not yet secured, Competition Organizer is talking with potential suppliers or sponsors.
Pending	A supplier or sponsor has been defined by the Competition Organizer, the Competition Organizer is still in negotiations of final details of the contract or purchase order, nothing has been secured by signature at this stage.
Confirmed	The Competition Organizer has secured the sponsor or supplier with a signed contract or with a confirmed purchase order.