

**HENRY FORD COLLEGE
OFFICE OF THE PRESIDENT**

CONTRACT AWARD

SUBJECT: Purchase of Interior and Exterior Security Cameras and Licenses

The Office of Campus Safety requests a contract for the purchase of Verkada CCTV Cameras, Camera Mounts, and Licenses to upgrade and expand the existing security camera network on the Main and East Campuses. The new camera system will provide 4K display resolution, 60 days of on-board video storage, and unlimited cloud archiving of video clips. The project replaces all 193 existing cameras at the College, adds 100 cameras in new locations, provides 4 viewing stations for streaming the camera feeds to the Campus Safety Dispatch Center, and includes all associated software licenses. The College will issue separate contracts for the purchase of the equipment and software licenses and for the installation services required to install the new cameras.

In accordance with Board policy, the College publicly advertised for proposals in the Dearborn Press & Guide and the News-Herald on Wednesday, September 20, 2023 but received no inquiries from authorized Verkada dealers. The Purchasing Director contacted Verkada, Inc. for a list of their recommended dealers in Michigan suitable for this project. Verkada had Sentinel Technologies, Inc. the top of their list. Sentinel has provided network technology and services to the College since 2009 and has in-depth knowledge of HFC's network infrastructure and network security implementations.

Sentinel Technologies, in consultation with Verkada, prepared the following proposal to supply a total of 293 cameras, 4 viewing stations, 10-year licenses for the cameras and viewing stations, and all associated mounting hardware:

Description	Amount
Verkada Hardware	\$503,334.00
Verkada Licensing – 10YR	\$409,300.00
Professional Services	\$25,650.00
Total	\$938,284.00

The above costs reflect discounts from a contract that Sentinel Technologies holds with 1Government Procurement Alliance (a nonprofit, national, governmental purchasing cooperative used by the College). Both the State of Michigan (Act 451 of 1976, Sec.1274.3) and the Board (Administrative Guideline 6320, Paragraph H) encourage the use of cooperative and/or group purchasing agreements.

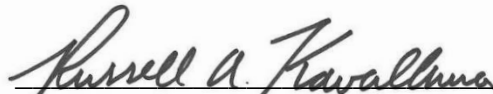
A grant from the State of Michigan provides 100% of the funds for this purchase.

RECOMMENDATION:

The College administration recommends a contract award to Sentinel Technologies, Inc. in the amount of \$938,284.00 for the purchase and delivery of Verkada CCTV Cameras, Camera Mounts, and Licenses, as requested by the Office of Campus Safety, in accordance with Sentinel Contract # 006561 dated December 14, 2023.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

**HENRY FORD COLLEGE
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CONTRACT AWARD

SUBJECT: Installation of Interior and Exterior Security Cameras

The Office of Campus Safety requests a contract for the installation of Verkada CCTV Cameras and Camera Mounts to support the upgrade and expansion of the existing security camera network on the Main and East Campuses. The project replaces all 193 existing cameras at the College, adds 100 cameras in new locations, and provides 4 new viewing stations in the Campus Safety Dispatch Center. The College will issue separate contracts for the purchase of the equipment and software licenses and for the installation services required to install the new cameras.

In accordance with Board policy, the College publicly advertised for proposals in the Dearborn Press & Guide and the News-Herald on Wednesday, September 20, 2023 but received no inquiries from authorized Verkada dealers. The Purchasing Director, in consultation with the Vice President of Financial Services, Director of Network and IT Infrastructure, Campus Safety Manager, and Campus Safety Supervisor, contacted GRIT Technologies, Inc. to prepare a quote for the cabling and installation services required for the Interior and Exterior Security Cameras project. GRIT Technologies has performed the majority of cable installations at the College for over 20 years. Based on their experience and knowledge of the IT and infrastructure environment at the College, their quality of work, and their consistently modest pricing (GRIT Total: \$147,131.20 vs. Competitor: \$402,810), the College administration recommends a sole source award.

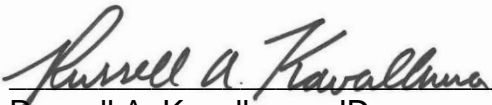
A grant from the State of Michigan provides 100% of the funds for this purchase.

RECOMMENDATION:

The College administration recommends a contract award to GRIT Technologies, Inc. in the amount of \$147,131.20 for the labor and materials to install 293 Verkada CCTV Cameras, Camera Mounts, and cabling, as requested by the Office of Campus Safety, in accordance with Quotes #GRTQ5332 and #GRTQ5334, dated January 9, 2024.



John S. Satkowski, JD
Vice President of Financial Services



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President

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CONTRACT AWARD

SUBJECT: Steelcase Furniture – Library & Academic Support Services

The Director of Library and Academic Support Services requests a contract for the purchase and installation of Steelcase furniture for student use in the Library’s Media Center on the 2nd floor. The purchase includes two (2) Steelcase “OrangeBox On The QT” Pods, shipping, delivery, and installation. The pods are individual, enclosed workspaces (shaped much like a phone booth) for students to use while they participate in their HFC synchronous or Learning Without the Drive online courses. Pods are mostly soundproof and have all the necessary technology, electrical, and data infrastructure needed for online course participation.

The cost for all furniture, shipping, and installation totals \$30,115.72.

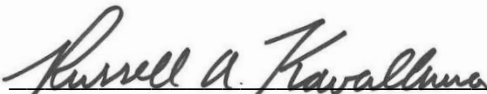
Steelcase Furniture products are used throughout the campus due to their quality, reliability, warranty, and long-term value. Steelcase offers the College exclusive educational discounts through a national contract with the Educational & Institutional Cooperative Service. Steelcase designated NBS Commercial Interiors as its exclusive dealer in eastern Michigan to service the College’s account. A publicly bid, national cooperative contract with the National Cooperative Purchasing Alliance sets the cost for the Smith System desk. The College requests Board approval for a sole source award.

RECOMMENDATION:

The College administration recommends a contract award to NBS Commercial Interiors for \$30,115.72 for the purchase and installation of Steelcase furniture requested by the Director of Library and Academic Support Services, in accordance with Quote # 368271 dated December 8, 2023.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President

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CONTRACT AWARD

SUBJECT: Ellucian Flexible Advisory Services

The Vice President of Strategy and Human Resources requests a one-year contract for Ellucian Flexible Advisory Services to facilitate the full implementation of Ellucian CRM Advise software and optimize institutional use of other Ellucian products including CRM Recruit, Elevate, and Colleague. Under this agreement, Ellucian will provide software application consulting services in the amount of .5 full-time equivalent (FTE) staff.

With Flexible Advisory Services, Ellucian designates one or more members of a support team to perform service activities aligned with needs identified by the College. The College may request changes to the support team composition based on evolving needs. Each support team member will have industry knowledge of higher education, a focus on improving the student experience through strategic and operational technology management, and deep Ellucian product expertise. Additional support features include:

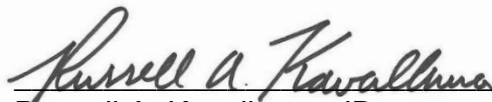
- Accelerated time to resolution of system issues
- Tailored training workshops for staff
- Testing and validation of in-use systems
- Business process improvement
- Programming development
- Process automation

RECOMMENDATION:

The College administration recommends a contract award to Ellucian Company L.P. for a total of \$123,000.00 for a one-year Flexible Advisory Services engagement as requested by the Strategy and Human Resources division, in accordance with Ellucian Quote #H19-262699-121923 dated December 19, 2023.



John S. Satkowski, JD
Vice President of Financial Services



Russell A. Kavalhuna, JD
President